



V E N T A N A

Ventana Medical Systems, Inc.  
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August 26, 2002

Re: Carter Affiliates, Inc.  
Resources for the Environment

To Whom It May Concern:

Ventana Medical Systems, Inc. has employed the services of Carter Affiliates many times over the past ten years. During my tenure with Ventana, 1998 to present, Richard Carter has provided invaluable guidance in the disposition and disposal of our waste streams. Services provided by Mr. Carter include site audits, waste stream classification, and brokering of waste to ensure maximum value of our waste disposal dollars. Interestingly, several of the solutions presented to Ventana by Mr. Carter have decreased the financial gains he would have realized using other disposal methods.

With the assistance of Carter Affiliates, we have lowered our waste disposal costs by 50% year to date compared to the same period last year. Additionally we have reduced our hazardous waste generation below the threshold of 1000 kilograms per month, which greatly reduces our regulatory burden.

During a Site Inspection conducted by Pima County Department of Environmental Quality in January 2002, no administrative or material deficiencies were noted. The results of this inspection were due in large part to the guidance provided by Richard Carter.

Put succinctly, Carter Affiliates provides common sense solutions to complex problems.

Sincerely,

Rick Reynolds  
Facility Manager  
Ventana Medical Systems, Inc.  
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