



NEWS RELEASE

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FOR IMMEDIATE RELEASE

**Beckman Coulter Enters Multivendor Laboratory Equipment Services
Market With New Asset Management Program**

Expert, Onsite Service Partnership Guarantees Cost Savings

FULLERTON, Calif. (January 23, 2007) – Beckman Coulter, Inc. announces the introduction of SiteMAXSM Asset Management Solutions, a comprehensive instrument maintenance and service program. With the SiteMAX program, Beckman Coulter assumes service ownership and maintenance expense risk for customers' laboratory equipment while providing guaranteed cost reductions.

The SiteMAX program provides customers with a dedicated, onsite Beckman Coulter team who manages and schedules all routine and emergency service events – from all vendors – to ensure maximum equipment uptime and utilization. This service team focuses on improving lab and researcher productivity through a comprehensive array of activities.

“The growing range and complexity of lab instruments in use today present critical management challenges. Customers want to minimize downtime, get the quickest and most cost-effective service and gather information to make better-informed decisions,” explained Robert Kleinert, executive vice president for Beckman Coulter.

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“Beckman Coulter’s SiteMAX program allows our researchers to spend more time on science and discovery rather than dealing with equipment maintenance and performance,” commented Tom Lingafelter, director of site operations at Dow AgroSciences LLC. “During our more than 10 years of service management history with Beckman Coulter, the onsite manager and his team have developed strong relationships with our lab personnel and understand our workflow and processes, enabling them to provide expert advice and service.”

“Beckman Coulter is uniquely qualified to offer the most comprehensive and seamless program because of our in-depth knowledge and experience with a broad spectrum of equipment, from bench centrifuges to automation systems,” Kleinert added. For more information on SiteMAX, visit

www.beckmancoulter.com/products/splashpage/Sitemax/default.asp

Beckman Coulter, Inc. is a leading manufacturer of biomedical testing instrument systems, tests and supplies that simplify and automate laboratory processes. Spanning the biomedical testing continuum – from pioneering medical research and clinical trials to laboratory diagnostics and point-of-care testing – Beckman Coulter's 200,000 installed systems provide essential biomedical information to enhance health care around the world. The company, based in Fullerton, California, reported 2005 annual sales of \$ 2.44 billion. For more information, visit www.beckmancoulter.com

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