

SCOPE

NEWSLETTER

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Ultimate Labs
Teams with
Toys for Tots



BIO conference
comes to San
Diego in June!



Win \$1 Billion &
a pint glass with
March Madness!



MD&M Conference
Highlights



Meet
Andrea Haynes!

pr@ultimatelabsinc.com

Happy Spring! This is a time for new beginnings and the start of new projects. Our Teams are underway with new developments that are being implemented such as our Amazon.com store campaign for quality water testing at your convenience. We are also starting our planning process of the BIO show here in San Diego in June!

- Kim

West Virginia Chemical Spill Victims Find Comfort in Bottled Water

If you thought things were back to normal in West Virginia after the Elk River chemical spill cut off drinking water to over 3-hundred thousand people earlier this year, you thought wrong. Over 2-thousand residents called the state's poison center to complain of symptoms—the most common of which appear to be red, itchy skin and upset stomachs—and over 5-hundred people with similar concerns were evaluated at hospitals.

More than two dozen lawsuits were filed, mostly against Freedom Industries (the company that caused the disaster and filed for bankruptcy eight days later), but also against the chemical's manufacturer and the municipal water supplier whose intake pipe was 1.5 miles downstream from the chemical storage facility. The U.S. Chemical Safety Board is investigating this incident. Three U.S. senators introduced legislation to streamline chemical facility oversight, ensure that factories are inspected, and require proper response procedures in the case of emergencies. But is the water safe now? It remains unclear.

Not surprisingly, West Virginians still buy a great amount of bottled water. Restaurants also still cook with it. Fear and mistrust run high. At the heart of this flurry of response and recrimination there is one simple concern. How did this happen and could it happen again elsewhere such as San Diego?

Ultimate Labs is here for times like these. We offer a USP Water Testing Kit on the Amazon store which anyone can purchase <http://amzn.com/B00FM49PI2>



(866) 932-9594

Ultimate Labs Teams with Toys for Tots

UL was a proud participant in the Toys for Tots 2013 toy drive! We hosted a Toys for Tots bin at our office throughout the month of November and the toy drive was a main feature at our 5th Anniversary bash, held at UL headquarters on November 21st. Between donations from our clients and our employees we collected over 50 brand new toys for local kids!

Toys for Tots, founded by Bill Hendricks, USMCR in Los Angeles, CA collected 5,000 toys in their first year delivering those before Christmas in 1947. Since then, the organization has been completely adopted by the United States Marine Corps and is a recognized 501(c)(3) nonprofit foundation. At the close of the 2012 campaign, Toys for Tots had distributed more than 16 million toys to over 7 million children!

Ultimate Labs proudly supports organizations such as Toys for Tots in their dedicated efforts toward making an impact in our community and improving the lives of others! More information can be found at www.toysfortots.org



C L I E N T S P O T L I G H T



Innovacyn embraces scientific research to deliver innovative products and world-class operations to its stakeholders. The company promotes only those products it believes will truly revolutionize healthcare – products that create value for its trade partners and enrich lives for consumers. Vetericyn products were formed for the purpose of providing premier health products to the equine and companion animal markets. It revolutionizes animal healthcare—products that are effective, cause no harm to the animal and cause no harm to the environment.

Innovacyn makes a product that shares the vision of Ultimate Labs, we are here to help our clients save lives, people and animals alike.

2014 BIO International Convention

It's official! Save the date! This year's 21st convention will take place June 23 to 26 at the San Diego Convention Center downtown. Ultimate Labs will exhibit at Booth #1345

The BIO International Convention is produced by the Biotechnology Industry Organization (BIO). Net proceeds from the BIO International Convention are returned to the biotech industry by supporting BIO advocacy, member programs, and initiatives. The staff works together with members throughout the year to create a policy environment that enables the industry to fulfill its vision of bettering the world through new innovations.

Last year's convention in Chicago, Illinois marked twenty years of bringing innovation, opportunity and growth to the biotech industry. From a small beginning, the Convention grew into the most influential biotech meeting in the world. The expansion of the Convention mirrors the evolution of the biotech industry. Today, there are more than 200 biologic medicines and vaccines, including treatments for cancer, multiple sclerosis and numerous other diseases and rare conditions. A record 17.3 million farmers in 28 countries grow biotech crops, help to feed a hungry world. Renewable fuels and renewable chemicals reduce our dependence on fossil fuels and help grow a sustainable bio-based economy.

Biotech professionals from around the globe work together to help heal, fuel and feed the world which was why the BIO International Convention was launched in 1993—to serve as a forum where people and companies can connect, partner and innovate. Since the first meeting, hundreds of thousands of people have come together, striking thousands of deals leading to biotech advances benefiting millions of people. More information can be found at <http://convention.bio.org/>



**BIO International Convention
San Diego Convention Center
June 23 - 26
Ultimate Labs Booth #1345
pr@ultimatelabsinc.com**

MD&M Conference in Anaheim

The Ultimate Labs team was at the nation's largest medical device event this month. The Medical Device and Manufacturing (MD&M) Conference in Anaheim, California had a record breaking 2-thousand exhibits this year! There were also over 1-hundred seminars and hands on workshops from engineering basics to executive strategy. The three day conference included presenters and attendees from all over the world. UL had members present every day of the event to make sure we covered it all for our valued clients!



Ultimate Labs team members Janina Wills, Tracey Minutolo, and Sonia Villegas join the celebration at the MD&M Conference



Billion Dollar (plus a pint glass) Giveaway!

Think you know your college hoops? Well, here's your opportunity to prove it!

Ultimate Labs is doing a March Madness contest give away to the people who submit the most correct March Madness NCAA Basketball Tournament brackets. Simply email info@ultimatelabsinc.com for instructions on how to fill out your bracket and enter a chance to win. Whoever submits one of the top 10 scoring brackets will a brand new pint glass for your beverage drinking pleasure.

If you'd like to win the 2nd place prize of one billion dollars, you can enter Warren Buffett's contest to get a "perfect" 2014 bracket. Buffett, who is widely considered the savviest investor in modern history, is currently worth over 53 billion dollars. He is also the fourth wealthiest person in the world. He, along with his company, Berkshire Hathaway, have partnered with Quicken Loans, agreeing to put a \$1 billion reward out to whoever is able to guess the winners of every single matchup in the tournament. Although the odds of any one person getting a perfect bracket by guessing every single matchup and winner are incredibly large, that almost certainly won't deter people from entering via <https://www.facebook.com/QuickenLoans>.

But, for a better chance of getting a win in your bracket, just make sure to submit your entry via info@ultimatelabsinc.com and good luck! Winners will be notified via email and/or phone call when the last March Madness game is played!

(866) 932-9594

Q&A

How do I know when my test samples will be completed?

It depends on what tests are needed. Ultimate Labs has a quality system built in. We just don't run tests and give you the results. Each test and result is subject to quality review cycle to provide our clients with highest quality service.

What is the process for new and existing clients?

There is a process that is streamlined to help our clients understand how we implement our services. The sales team along with operations discovers what the clients' needs are. A project proposal is quoted. The client agrees to proposal and a P/O is generated and the schedule or start date is agreed upon. Operations team is informed of project. Quality reviews the report and the results are sent to the client.

Do you provide custom testing?

Ultimate Labs works together with client needs to provide a solution to their custom testing. This process takes time to understand our clients' needs, and discover if Ultimate Labs can provide the solution to their problem.



SALES
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Part of Your Team: Meet Andrea Haynes

We have to start by congratulating Andrea on becoming a foster mother last year. She and her boyfriend, Raymond, are the foster parents to 17-year-old, Jonte, a junior in high school!

Andrea has been at Ultimate Labs for two years. She is a quality associate who supports the quality manager, reviews the written reports issued to clients, helps to maintain the quality systems and assists with internal audits. She also works on SOP revisions and lab calibrations. Whew!

A native of Kansas, she moved to San Diego almost 14 years ago. Andrea enjoys the arts and is a music lover with her favorite being jazz. However, dancing is one of her passions. She also likes sports as demonstrated in school when she ran track and played basketball.

When asked what she enjoys most by being on the team at Ultimate Labs, she says, "I definitely appreciate the opportunity Kim gives to the team to grow and expand in different directions. I'm able to learn about different areas and have a wider knowledge base about the company."

Andrea originally set to be a physical therapist and now look where she is! Ultimate Labs is very grateful to have such a valuable member on our team!



Quality Associate
Andrea Haynes

We Want To Hear From You

If you have a story that you want us to include in one of our issues or on our online website, please write, call, or email and we will get back in touch with you. We love to hear new stories of technology, business and bugs.

For us it's all about uncovering the paths to success and removing the barriers. Write to us at the address below.

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CALL

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WRITE

pr@ultimatelabsinc.com



Thank You!

The group at Ultimate Labs is great to work with! They provide #1 customer service compared to other labs I have worked with in the past.

- Sergio Torres, Michael's Cookies



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