



October 23, 2012

Dear Distributor,

The Clinical Diagnostics Business of Escalon Medical Corp., which includes both the JAS Diagnostics and Drew Scientific brands, is pleased to announce that it has been acquired by ERBA Diagnostics, Inc. Both the JAS and Drew brands of products will continue to be marketed under these brand names for the near future, until such time as we can effectively integrate these two brands into the ERBA Diagnostics family.

Our continuing goal is to be your preferred and trusted provider of clinical diagnostics systems. Joining the ERBA Diagnostics family allows us to better serve you, our customers, by expanding our product portfolio.

Our customer care personnel are available to take your calls and correspondence. As has been the case in the past, please continue to direct all service inquiries for the JAS and Drew products directly to our service group based in Miami Lakes, Florida.

Payment Information

Effective November 1, new remittance details will be provided on our invoices. For invoices prior to that date, please send payments as directed on the invoice itself.

We expect to provide you with more information regarding our expanded product offerings and services in the near future. Should you have any questions or concerns in the meanwhile, please feel free to contact us at your earliest convenience. Thank you and we look forward to continuing to work together to build our working relationship and associated business.

Sincerely,

A handwritten signature in black ink, appearing to read "Frank Matuszak", with a long horizontal flourish extending to the right.

Frank Matuszak

Kevin Clark

VP of Sales

CEO ERBA Diagnostics

