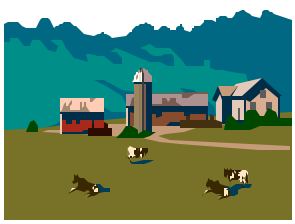
QMI NEWSLETTER

July 2002

"The strategy of milk line sampling is an effective monitoring tool to achieve proper management for milk quality and herd health"

Areas of Interest:



TODAY'S DAIRY FARMERS REQUIRE ACCURATE MILK SAMPLING FOR MAXIMUM PROFITS

Sampling, and subsequently testing of raw farm milk has traditionally been limited to individual cows or bulk tank samples. With today's larger herd sizes, there is a growing recognition of the value of sampling and evaluation of milk from groups of cows (i.e. line sampling). Valuable management information can be obtained from these line samples to improve milk quality and herd health.

To accommodate the sampling needs of today's dairy farmers, QMI introduced the Aseptic Sampling System. We introduced this system to the farm market in the July 2001 issue of our Newsletter. In this Newsletter we pointed out that the QMI Aseptic Sampler can be installed on dairy pipelines or bulk tanks. We also pointed out that our Composite Sampling Bag will assure the collection of an aseptic sample (sample without contamination).

In our subsequent Newsletter we discussed how the QMI Aseptic Sampling System was featured in a study conducted by the University of Minnesota to prove the effectiveness for Farm Line Sampling. This study showed that the QMI System is an effective part of a herd health management program.

Since the introduction of our system to the farm market a number of users including veterinarians, dairy farmers, equipment manufacturers, and dairy milking equipment distributors have found our Aseptic Sampling System to be very effective.

At this point, we have had very favorable comments regarding the QMI Aseptic Sampling System.

These comments have included:

1. **They are easy to install.**
2. **Accurate Samples resulting in accurate test results.**

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3. **Easy it to use because the sample flow can be adjusted.**
4. **It is an inexpensive method of sampling.**
5. **The use of the QMI elbow installed in the "down" position provides a more effective sample.**

For complete information about installation of the QMI Aseptic Sampling System, please contact us by phone, fax or e-mail.

COLIFORM

"Improve Testing Accuracy, Reduce Contamination Risks"

LISTERIA

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QMI ASEPTIC SAMPLING SYSTEMS—A ProActive Approach to Product Quality

Microbial contamination can occur at any time...in any processing plant. When it happens it can seriously affect the quality and safety of your product and the profitability of your business. That is why continuous process monitoring is so important.

Any process monitoring program is only as effective as the quality of the samples. That's where the QMI Aseptic Sampling System comes in. Only QMI has the unique, patented, aseptic sampler that provides for aseptic process sampling while eliminating the risk of introducing new contaminants to your product, process or sample.

Validation studies have proven that the QMI Aseptic Sampling System, when used properly, can assure aseptic sample collection.

Samples obtained by the QMI System, along with proper laboratory incubation and analysis can help you determine the source of microbial contamination, including:

1. **Malfunctioning Valves,**
2. **Airborne Contaminants,**
3. **Cracked Tanks,**
4. **Ineffective Pasteurization,**
5. **Ineffective Cleaning Procedures,**
6. **Thermoduric Psychotrophs,**
7. **And many others.**

While the Aseptic Sampling System can help to identify sources of contamination it is best utilized in monitoring potential sources of contamination.

In this regard, the QMI system will provide accurate documentation for Hazard Analysis Critical Control Point (HACCP) or any quality assurance program.

Today, the QMI system is utilized in over 1,500 processing plants worldwide.

Ned Galloway (the inventor of the QMI Aseptic Sampling System) has put together a two page paper titled *Pursuit of Quality* which has more details on the development of the sampler. This paper is available for the asking.

To learn more about our Aseptic Sampling System, proper monitoring, proper laboratory procedures, or other factors effecting dairy product quality, please contact us by phone, fax or e-mail and visit our website at:

www.qmisystems.com

To obtain a copy of the article *Pursuit of Quality*, please call or write to:

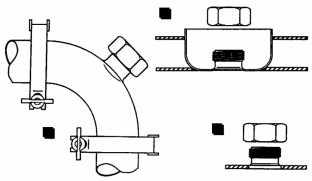
The Galloway Company
P.O. Box 609
Neenah, WI 54957-0609

Ph: 920-722-7741

Aseptic Samplers & Injection Ports

Sampling Kit—Part Number 1079

Elbows & Tank Fittings



QMI Safe-Septum is a Proven Method of Aseptically Sampling, Monitoring or Transferring Liquids into Bioreactors

One of the major problems in the Biotech industry is keeping contaminant microorganisms out of the bioreactor. When rogue bacteria go on a rampage, you are usually faced with cleanup costs, disrupted production schedules, and most-important—lost revenue !

The Safe-Septum has been used successfully for several years to control microbial contamination.

The Safe-Septum has several advantages over the conventional septa. The Safe-Septum provides a method of placing a needle into a bioreactor for sampling, inoculating or otherwise transferring liquids. The advantages in using the Safe-Septum are:

1. **It provides Aseptic access.**
2. **It's Pressure and Temperature Safe. The Safe-Septum has been tested at 150 psi.**
3. **Each Septum is presterilized**
4. **Multi-port capacity is provided. The septum is available in both 7 and 12 channel ports.**
5. **Used ports are easily identified.**
6. **It is convenient to retrofit.**
7. **It meets GMP Compliance.**

The Safe-Septum can easily be incorporated into your Standard Operating Procedures Manual. An SOP manual is available through QMI.

8. **Validation studies have proven that the QMI Safe-Septum will ensure aseptic transfer.**

In our previous newsletters we have pointed out how validation studies along with scanning electron microscopy have shown that the Safe-Septum will exclude any contamination.

We have a complimentary training video we will send out to you upon request.

To learn more about the QMI Safe-Septum, please call, write or visit our website at: www.qmisystems.com

Retrofitting your bioreactor with the QMI Safe-Septum can be done easily, economically and safely.

Safe-Septum is aseptic, pressure and temperature safe, and presterilized. Our multi-port design is easy to retrofit to your bioreactor. In fact, most applications require no engineering, cutting or welding modifications to use Safe-Septum.

Ask for the QMI Standard Operating Procedure Manual

About QMI ~

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QMI, based in St. Paul, Minnesota is a manufacturer of products and product systems that help ensure aseptic transfer (inoculation or sampling). Founded by Darrell Bigalke, a microbiologist, QMI originally manufactured and marketed aseptic transfer and inoculation systems for the food processing (particularly the dairy) industry. Today our markets include food, dairy, beverage, pharmaceutical, biotech and the dairy farm industries. Our customers are located in the United States, Canada, Belgium, France, Singapore, Taiwan, New Zealand , Australia, China, Greece, Argentina, Israel, Philippines, Korea, the UK and other countries.

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