



November 14, 2018

Dear Valued Customer,

Thank you for allowing Hampton Research to be your crystallization partner.

A mission of Hampton Research is to provide our customers with innovative products that are priced fairly. Toward that end, we utilize innovative technology and focus on manufacturing efficiencies that provide for fair pricing. It is concerning the pricing on crystallization screens you buy that we are writing you today.

In recent years, we have implemented many cost savings efforts to reduce our costs and ultimately your price, while ensuring the same high quality you have come to know and trust. We are happy to inform you that our cost decrease efforts have been successful and we are now lowering your price for all crystallization screens.

Crystallization screen format (examples)	Savings
All 1 ml x 96 Deepwell Block (PEG/Ion 400, GRAS Screens...)	26 - 43%
All 10 ml x 24 Tube (Grid Screen PEG 6000, Quik Screen...)	43%
All 10 ml x 48 Tube (Crystal Screen, PEG/Ion...)	29%
All 10 ml x 96 Tube (Index)	29%

The lowered pricing went into effect without fanfare October 25, 2018. You may have already experienced significant savings in your recent orders.

The cost down and efficiency up efforts utilize the same high quality chemicals, buffers and materials, and made by the same people, in the same place you have come to trust and depend upon when deciding to use Hampton Research crystallization screens in your lab. The screens remain the same, only the price has changed.

Our continual improvement demonstrates our commitment to our customers and further shows that Hampton Research is a company that strives to serve our customers to the best of our ability. Once again, thank you for choosing Hampton Research solutions for crystal growth.

Best of success with your crystals!

Your Team at Hampton Research

Hamptonresearch.com

info@hrmail.com