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December 28, 2007

Dear Valued BioLife Solutions' Customer,

The purpose of this letter is to provide an update on the manufacturing and regulatory status of our HypoThermosol® and CryoStor™ preservation media product lines.

On October 29, 2007, we announced an outsourcing relationship with Bioserv Corporation, a subsidiary of NextPharma Technologies, Inc., whereby we selected Bioserv as our partner to provide contract manufacturing, warehousing, and order fulfillment services. This decision was made after careful consideration of our existing quality system and our current production facility's capacity to meet future demand for our products.

I'm happy to report that Bioserv meets or exceeds our rigorous production and quality performance criteria. The product you will receive from Bioserv's aseptic, cGMP facility is exactly the same formulation you have been receiving from our internal production facility.

After discussion with our regulatory consultants and Scientific Advisory Board, we revised our product labeling and related product information to include a notation of 'For Research Use Only'. We made this change to support our pending Master File (MF) submissions to the FDA for each BioLife Solutions' product line. Customers who wish to incorporate the use of our preservation media products in clinical trials and regulated applications will soon be able to request a cross-reference to our MF in their related IND or other filing(s). All customers will continue to receive our standard Certificate of Analysis (C of A) and Package Insert with each product shipment.

Finally, we also made a decision to omit a redundant cell-based assay to shorten the clearance and release period for future production runs. On the future C of A, we will only report the alamarBlue™ analysis of the cell-based performance as it provides metabolic activity data as a representation of the product performance.

Thank you for your continued support and interest in our products. Please feel free to call me to discuss any questions you may have regarding this letter or our products.

Best regards,

Mike Rice  
Chairman & CEO