



NEWS RELEASE

Malvern Mastersizer sales top the 10,000 mark

30 June 2009: Malvern, UK: Sales of Malvern Instruments' Mastersizer systems have exceeded the 10,000 instruments mark, a major milestone in the company's history. Now used by more than 90% of the world's leading chemical and pharmaceutical companies, Mastersizer laser diffraction particle size analyzers have become the systems of choice in companies of all sizes across many different industries.

"Through our regular Mastersizer user surveys, we constantly assess whether we are meeting the needs of our customers and delivering the applications and technical assistance that helps them get maximum value from their investment," said Dr Paul Kippax, Diffraction Product Manager at Malvern. "Delivering dedicated, high quality, global customer support has long been a high priority for Malvern, and users tell us that this is both important and appreciated. It is this which is at the core of the Mastersizer's success". Mastersizer users report high levels of satisfaction, and individual experiences and testimonials can be viewed on the Malvern website at www.malvern.com/mastersizertestimonials

Malvern was one of the early pioneers of laser diffraction technology. Today, it is the basis not only for laboratory-based Mastersizers, but also the specialist Spraytec system and the Insitec range of in-process particle size analyzers. Paul Kippax explained the practical value this brings. "Laser diffraction is rapid, non-destructive and successful in both the laboratory and process environment. Being able to use the same technology during product development and manufacture has great advantages, because, once specifications are set, they can be maintained through scale-up and into routine production."

The Mastersizer 2000 revolutionised particle size analysis by introducing SOP-driven operation and fully automated measurement. Paul Kippax confirmed that, "It is clear from customer feedback that users really appreciate the capabilities that translate directly into benefits for their bottom line; greater laboratory productivity, reduced downtime, improved data and increased analysis capabilities, for example."

The success of the Mastersizer range lies also in the versatility of the systems. Their ease of use and minimal training requirements save both labour costs and time, increasing not only the productivity of the laboratory but also of individual users. At the same time, reliable, stress-free operation helps decrease total cost of ownership, with just simple, low-cost routine maintenance needed to keep everything running optimally. Confidence in results is also important, with repeatable and reproducible data improving both product and process understanding. The versatility of the Mastersizer 2000 in measuring a wide range of particle sizes, its ability to handle both wet and dry processes, and its capacity to operate as a research tool or a QC test system also ensure that users get the most value from their systems.

To learn more about the experiences of Mastersizer users please visit www.malvern.com/mastersizertestimonials

Malvern, Malvern Instruments and Mastersizer are registered trademarks of Malvern Instruments Ltd

Image, notes and contact details to follow...

High resolution image attached or available from Trish Appleton,
Kapler Communications trish@kapleronline.com Ref: MAL/JOB/1790

CAPTION:

The Mastersizer 2000 laser diffraction based particle size analyzer from Malvern Instruments



About Malvern Instruments

Malvern Instruments provides a range of complementary materials characterization tools that deliver inter-related measurements reflecting the complexities of particulates and disperse systems, nanomaterials and macromolecules. Analytical instruments from Malvern are used in the characterization of a wide variety of materials, from industrial bulk powders to nanomaterials and delicate macromolecules. A broad portfolio of innovative technologies is combined with intelligent, user-friendly software. These systems deliver industrially relevant data enabling our customers to make the connection between micro (such as particle size) and macro (bulk) material properties (rheology) and chemical composition (chemical imaging).

Particle size, particle shape, zeta potential, molecular weight, chemical composition and rheological properties measurements are now joined by advanced chromatography solutions (GPC/SEC), extending Malvern's technologies for protein molecular weight, size and aggregation measurements, and synthetic polymer molecular weight and distribution. The company's laboratory, at-line, on-line and in-line solutions are proven in sectors as diverse as cement production and pharmaceutical drug discovery.

Headquartered in Malvern, UK, Malvern Instruments has subsidiary organizations in all major European markets, North America, China, Korea and Japan, a joint venture in India, a global distributor network and applications laboratories around the world. www.malvern.com

For press information, please contact:

Trish Appleton, Kapler Communications
Knowledge Centre, Wyboston Lakes, Great North Road,
Wyboston, Bedfordshire, MK44 3BY, UK
Tel: +44 (0)1480 479280; Fax: +44 (0)1480 470343 trish@kapleronline.com

USA contact:

Marisa Fraser, Malvern Instruments Inc.
117 Flanders Road, Westborough, MA 01581-1042 USA
Tel: +1 508 768 6400 Fax: +1 508 768 6403 marisa.fraser@malvern.com

Please send sales enquiries to:

Alison Vines, Malvern Instruments Ltd
Enigma Business Park, Grovewood Road, Malvern, Worcestershire WR14 1XZ UK
Tel: +44 (0) 1684 892456; Fax: +44 (0) 1684 892789 salesinfo@malvern.com