

As you may or may not know, China finally lifted the ban on exportation to the US on Friday. Product is finally in route. We are planning on shipping out orders received the end of next week. We will send an email to the accounts with the tracking number. As I said in the beginning, my concern is not demand but it is supply (although, none of us anticipated China getting upset with President Trump and not deliver product to the US for over three weeks). We have some government agencies and health systems that have placed an order in the millions and they too are simply waiting for product to arrive.

Status of Manufacturers

To ensure that we do have supply for the demand, we have three manufacturers with extremely high accuracy rates.

Nantong Egens – Largest manufacturer of rapid antibody tests in the world. Owned by the Chinese government. Their product is arriving first so orders next week will be filled with their product. Their specificity is **100!** This is why the Chinese military uses this product. This will be shipped from Houston.

Healgen Scientific – They expect to receive their EUA next week! EmastusMC (a large independent lab in Europe) validated the specificity to be **100%**. The National Institutes of Health (NIH) just finished their validation case study and was submitted to the FDA and will be released next week which is confirming the lab's findings. The bad news is that because orders from other countries are previously in the que, their product is not expected to be delivered until the end of June (a one-time hiccup). This will be shipped from Houston.

Premier Biotech – They expect to receive their EUA next week! Stanford University did a case study of 3,300 (which changed the national models) and validated that the specificity is **99.5%**. Johns Hopkins did a validation case study which was submitted to the FDA this week and will be released next week. Their final price will be given to us next week. It will be higher than the above two, but they will have an EUA with the Stanford and Johns Hopkins studies validating their accuracy. This will be shipped from Los Angeles.

These past two weeks has been frustrating because everyone (including health systems and states with millions of orders) want the product NOW. Please be patient. In a couple of weeks from now, things should be normal in that we fill orders within days of receipt.

Orders

Within the next two weeks, all orders will be online. We will send out a username and password to each account so they can place orders online and they and you will be able to see the status of each order with its tracking number.

Please communicate this information to your organization.

Have a great weekend!

Richard G. Orchard