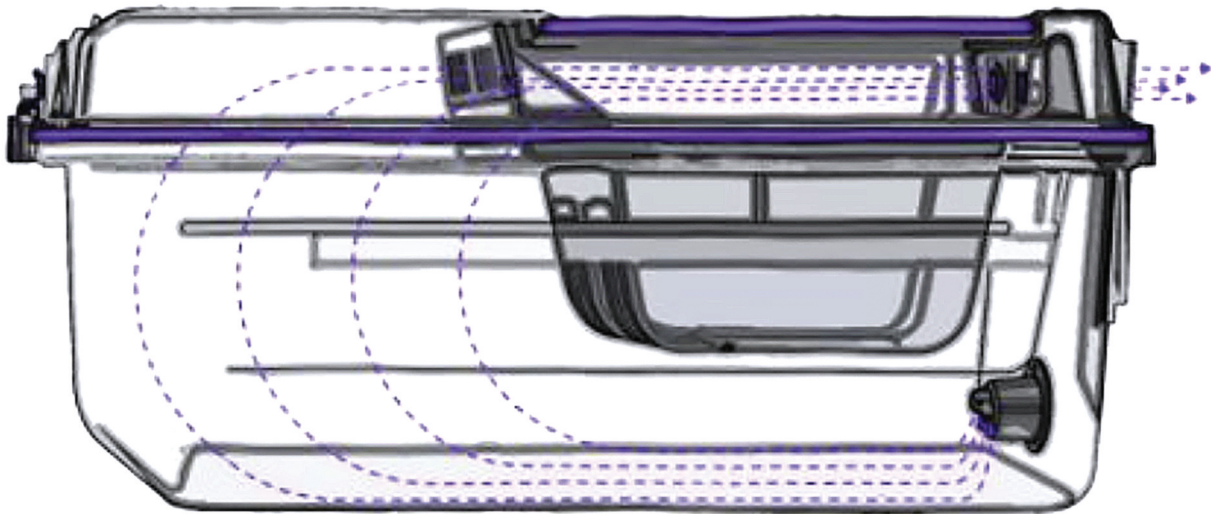


# The Truth About Air at the Cage Level (ACL)



For years now, a competitor has claimed that Allentown's IVC air delivery method - air at the cage level (ACL) - causes stress to research animals and negatively impacts the quality of research; a claim that is both misleading and inaccurate. This competitor began their attack more than 10 years ago and has never abandoned it, hoping that the more they say it, the easier it will be to believe.

But Allentown's track record of providing stress-free living and breeding environments for research animals speaks for itself. Allentown IVCs have housed literally millions of research animals over the last 20-plus years, passed the definitive industry airflow test three separate times, and received the endorsement of some of the industry's most highly regarded researchers and research facilities. With all this being true – and it is - how then could air at the cage level possibly be the dangerous method that this competitor claims it to be? The answer? It can't be; and it isn't. Don't be bullied into thinking otherwise!

## 12 Million Rodents Can't Be Wrong

Conservative estimates put the number of rodents housed within Allentown IVCs over the past 20 years at 12,000,000 – with at least 6,000,000 pups delivered and weaned. Add to this equation another leading IVC supplier that uses ACL, and that brings the total to at least 24,000,000 animals in 50,000 IVCs over the past 20 years. And air at the cage level is bad for research?? Huh??



## The List Speaks for Itself

Why is it that year after year, the world's most prestigious research programs use Allentown IVC units for their critical research? It's simple... because Allentown IVCs work. They provide exceptional environments for animals and lab personnel alike, are well built, fairly priced, and are backed by the best customer service in the industry. Don't be bullied into thinking otherwise!



## Proven Again, & Again, & Again...

Science is on our side: ACL works with the laws of nature; PLUS countless scientific papers and testimonials praise Allentown IVCs for providing excellent living and breeding environments for research animals. Research papers from as far back as 20 years ago, to as recently as this past year, all prove that Allentown's ACL method is safe for animals and researchers alike.



A group of Allentown competitors and European researchers devised what they thought was a fair test to evaluate the performance of IVCs. Allentown took their protocol and our IVCs to the world's preeminent testing organization and passed the test...three separate times!

## People are Talking.

Testimonial after testimonial from some of the industry's most esteemed researchers, at some of the world's preeminent research institutions have gone on record endorsing both Allentown's IVCs and our ACL air delivery system. In the words of just one Allentown IVC user:



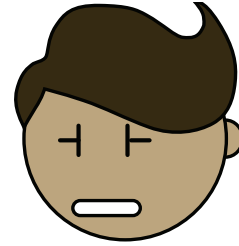
*"That air supply in Allentown IVC cages would be stressful is nonsense. Our animals housed in their equipment are healthy, well-being, and show excellent breeding results..."*



# The Truth About Air at the Cage Level (ACL)

## Don't Be Bullied!

An awful lot of effort is being expended in a decade-long sales and marketing campaign in order to convince our industry that Allentown IVCs are "bad for research." Ask yourself...why? Why would a vendor choose to knock down the competition instead of speaking to the advantages of their own system? Why would a vendor apply for a patent (and have it denied) for their own ACL system if they believed that ACL was faulty? Why would a vendor cherry-pick statements out of various scientific studies to confuse you about ACL and use fear-selling tactics? Shouldn't the health and safety of your animals, your staff and your research be the main concern? Are they thinking about that...or their bottom line??



Don't be bullied into a solution that isn't right for you, your research or your animals. At Allentown we are truthful with are partners. We take our relationship with our customers and the research industry too seriously to be anything else but. No sales pitch, just our honest assessment of if and how Allentown housing solutions can help you, your facility and your research. Simply the truth.

## Important Questions You Need to Ask

If someone is telling you that ACL is bad for your research, be sure to ask him or her the following fair questions:

Q. How do you explain the fact that ACL systems have been on the market for over 20 years and are used at some of the world's most prestigious research institutions?

Q. If you consider all of the IVC manufacturers who employ the ACL method, there are at least 50,000 ACL IVC systems in the field, used at research institutions throughout the world, housing over 20,000,000 animals throughout the years. Is it your contention that all of these institutions have been providing poor microenvironments for their animals all of this time?

Q. Do you have any scientific proof that ACL is bad for research?

Q. If yes, then who conducted the study? Were they, or are they currently, customers of yours?

Q. If the scientific proof you're referring to is the Vera Baumans paper entitled "Individually Ventilated Cages: Beneficial for Mice and Men?" that paper also claims that air introduced into the lid of the cage system causes air dead-spots in the front and back of the cage. Do you believe that this is also true? And if it is, wouldn't dead-spots allow for wetter bedding and higher ammonia within the cage?

Q. IVC systems that introduce air into the lid appear to require higher air changes per hour (ACH), and result in higher pressure within the cage than ACL systems. Wouldn't higher ACH and higher pressure potentially make cages more susceptible to leaks? And also potentially require more energy for use?

Q. So that I may speak with them directly, can you provide me with the contact information for ACL users with whom you have spoken, and who have concluded that their ACL systems cause stress to their animals?

Q. Has your company ever had, or applied for, a patent for your own ACL system?

