

NEWS

FOR IMMEDIATE RELEASE

Vertilon Enlists Stern Trading as its Japanese Export Partner

*Partner Company to Handle Importation of Vertilon's
PhotoniQ Multichannel PMT Data Acquisition Systems*

WESTFORD, MA (December 13, 2007) – Vertilon Corporation (<http://www.vertilon.com>) announced today that it has entered into a trading partner agreement with Stern Trading Company, Ltd. (<http://www.stern-trading.com/>) of Hino-shi, Tokyo, Japan. The agreement enlists Stern Trading to act as an authorized importation medium for Japanese customers who wish to purchase Vertilon's PhotoniQ multichannel PMT data acquisition systems. Stern Trading will handle importation issues and foreign currency payments on the customers' behalf. Vertilon's products are complex electronic measurement instruments that are used with high performance optical sensors such as multianode photomultiplier tubes and avalanche photodiode arrays. The units simultaneously process up to 64 high speed parallel channels and output the data over a USB port to a host PC. The company has experienced significant interest in its products by many Asian companies, particularly in Japan. "As our exports to Asia continue to grow, we found it essential to have a partner like Stern Trading to manage the sometimes complicated issues relating to importation of our data acquisition products into Japan" said Vincent Palermo, President and Founder of Vertilon. "Stern Trading's global network and importation experience gives them the capabilities to smoothly process the kind of transactions we typically encounter." Kazunori Watanabe of Stern Trading said "Often we have seen business cultural differences hinder what should normally be smooth transactions by creating unexpected problems." He added "We believe we can minimize these obstacles by serving as an effective medium for both ends."

About Vertilon Corporation (<http://www.vertilon.com>)

Vertilon was founded with the aim of delivering advanced products to markets utilizing multi-anode photomultiplier tubes, avalanche photodiode arrays, and other multi-element charge-based sensors. Vertilon's core product line is the PhotoniQ, a family of high performance multi-channel data acquisition systems that interface to optical sensors and collect and process their output signals. Over the last seven years, Vertilon's PhotoniQ products have been used throughout the world by leading universities, government laboratories, and corporate R&D groups in applications that include particle physics, flow cytometry, bioaerosol detection, SPECT, PET (positron emission tomography), and confocal microscopy.

About Stern Trading Co, Ltd. (<http://www.stern-trading.com/>)

Stern Trading was founded in Tokyo, Japan in 1997 as a trading company originally handling import and export of watches and calculators. With the globalization of the economy and diversifying of customers' needs, the company grew to handle a variety of consumer items such as writing instruments and jewelry. Soon after its inception it started to provide importation services for doctors and manufacturers in 1999. With its belief that speed and customer satisfaction are the keys to success, the company now handles over 1000 items ranging from medications to measurement equipment and systems for various industries to gift items like wrist watches, pens and fashion accessories. Stern Trading has 73 international business partners and is still counting.

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