



Quidel Expands Distribution of QuickVue Strep A Test to Physician Sales and Service

September 8, 2003

SAN DIEGO, Sep 8, 2003 (BUSINESS WIRE) -- Quidel Corporation (Nasdaq:QDEL), a leading provider of rapid point-of-care (POC) diagnostic tests, today announced that Physician Sales and Service, Inc. (PSS), a PSS/World Medical Company (Nasdaq:PSSI), commenced promoting and distributing Quidel's QuickVue(R) Strep A product line September 1, 2003.

PSS is a leading national distributor of medical supplies and equipment to office-based physicians and long-term healthcare providers. It serves its markets through a focused approach to customer service, a consultative sales force, strong partnerships with product manufacturers and a unique culture of performance. PSS already is a distributor of several of Quidel's branded product lines.

"In light of the impressive performance PSS has delivered for our QuickVue(R) brand Influenza test and the strong promotional programs that have been put in place for the QuickVue(R) Strep A product, we anticipate this partnership will be highly successful," said S. Wayne Kay, Quidel's President and Chief Executive Officer.

John Sasen, Executive Vice President and Chief Marketing Officer for PSS World Medical, Inc., commented, "Our sales team is looking forward to expanding our offering of Quidel products. We believe the Strep A market is an important growth area in the point-of-care testing arena and Quidel's strong commitment to quality diagnostic products was an influential factor in our decision to include QuickVue(R) Strep A in our portfolio."

About Quidel

Quidel Corporation, a worldwide company helping women and their families live healthy lives, discovers, develops, manufactures and markets rapid point-of-care diagnostic tests for detection of medical conditions and illnesses. These products provide accurate, rapid and cost-effective diagnostic information for acute and chronic conditions associated with women's health in areas such as reproduction and diseases of the elderly. Quidel also provides point-of-care diagnostics for infectious diseases, including influenza A and B, Strep throat, H. pylori infection, chlamydia, infectious mononucleosis and infectious vaginitis. Quidel's products are sold to healthcare professionals for use in physician offices, clinical laboratories and pharmacies, and to consumers through organizations that provide private label, store brand products. These tests provide diagnostic information that enables rapid treatment and improves health outcomes, lowers costs and increases patient satisfaction. For more information, please visit Quidel's Web site at www.quidel.com.

About PSS World Medical, Inc.

PSS World Medical, Inc. is a specialty marketer and distributor of medical products to physicians, elder care providers and other alternate-site healthcare providers through its two business units. Since its inception in 1983, PSS has become a leader in the market segments that it serves with a focused market approach to customer services, a consultative sales force, strategic acquisitions, strong arrangements with product manufacturers and a unique culture of performance.

This news release contains forward-looking statements within the meaning of the federal securities laws that involve material risk and uncertainties. Many possible events or factors could affect our future financial results and performance, such that our actual results and performance may differ materially. As such, no forward-looking statement can be guaranteed. Differences in operating results may arise as a result of a number of factors including, without limitation, results of the development project and the ability of the new distributors to provide cost savings or increase sales, seasonality, adverse changes in the competitive and economic conditions in domestic and international markets, actions of our major distributors, manufacturing and production delays or difficulties, adverse actions or delays in product reviews by the FDA and the lower acceptance of our new products than forecast. The risks described under "Risk Factors" and in other sections of our Form 10-K for year ended December 31, 2002, and in other reports and registration statements that we file with the SEC from time to time should be carefully considered. You are cautioned not to place undue reliance on these forward-looking statements, which reflect management's analysis only as of the date of this news release.

SOURCE: Quidel Corporation

Quidel Corporation
Paul E. Landers, 858-552-7962
or
Lippert/Heilshorn & Associates
Ina McGuinness (imcguinness@lhai.com)
Bruce Voss (bvoss@lhai.com)
310-691-7100

<http://www.businesswire.com>

Today's News On The Net - Business Wire's full file on the Internet with Hyperlinks to your home page.