























quarter is sort of unusual aberration and that we are going to stay at 50 and above going forward, both products.

**Doris Rossiter**

Okay, I am just wondering...in your mind, you expect Tri-Shield to ultimately, maybe we have to wait 12 months to get there, but, ultimately, do you think it will be a higher gross margin for Tri-Shield versus First Defense or...?

**Michael Brigham**

No, I think we've got to look...we've got a price challenge here. That's a very expensive product. So it is more costly to make and we do recover more on the selling price, but I think we would still...when you blend the two together and getting over 50, we have to be careful on Tri-Shield, as far as, we are competing with \$2 and \$3 vaccines with the product that's retailing \$10 to \$12. So with that we seek gross margin neutrality. I think we are close to achieving it. What I mean by that is, we want the customer to have a choice. You want to go over here to the bivalent, you are not concerned about rota, we don't want to see that as a negative. That's a choice, you come over to Tri-Shield, you pay a little more, you get a little more, and keep us at that 50% on the customer's choice.

**Doris Rossiter**

Okay, good. That's great. That helps clear this up for me. Thanks.

**Michael Brigham**

Thanks, Doris.

**Operator**

And once again, if you would like to ask a question, please press "\*", then "1" and we will pause just a moment for any additional questions. And in showing no additional questions at this time, we will conclude the question and answer session.

I would like to hand the conference back to Joe Diaz for any closing remarks.

**CONCLUSION**

**Joe Diaz**

Thank you, Denise, and I would like to thank all of you for participating in today's call. We certainly appreciate your continued interest in the company. I would like to note that ImmuCell's annual meeting of stockholders is scheduled for Thursday, June 14th at 3:00 PM Eastern Time in Portland, Maine. You are all welcome and encouraged to attend. A tour of the company's facilities will be offered following completion of the business matters. And we will look forward to talking with you again at the conclusion of the second quarter sometime around mid-August.

Have a great balance of the week. Thank you.

**Operator**

Thank you. Ladies and gentlemen, the conference has concluded. Thank you for attending today's presentation. At this time, you may disconnect your lines.

