

SCP SCIENCE



HISTORY

- 1980** Mr. George Feilders, President and founder, established **SCP SCIENCE** to market products for atomic spectroscopy in Canada.
- 1990** Chemical manufacturing begins.
- 1996** Expansion into the US market.
- 1997** Expansion into the International market.
- 1998** Production of *DigiBLOC/DigiPREP* digestion systems and accessories begins.
- 2000** Production, Sales and Head Office consolidated in a spacious new building in suburban Montreal.
- 2001** Acquisition of SPIN, France to create European sales office and distribution center.
- 2002** Supplies manufacturing begins.
- 2003** Production of new instrumentation (i.e. *DigiPREP CUBE*, *DigiPREP HT*, etc...).
- 2004** Glass & Quartzware manufacturing begins.

SCP SCIENCE is seeking distributors in a number of countries who will actively promote the company's products.

Preferred qualifications:

- Familiar with the atomic spectroscopy market.
- Willing to make a commitment to promote **SCP SCIENCE**'s entire range of products.
- Willing to maintain an inventory, at least for fast turnover items.

Key elements of **SCP SCIENCE**'s commitment to distributors:

- Willingness to grant exclusivity in defined markets to support a corresponding investment in time and resources by the distributor.
- "Single source" for atomic spectroscopy supplies, standards and sample preparation needs.
- Regular distribution of newsletters with useful information about new products and applications.
- Special offers and long-term promotions that will help increase sales and profits without affecting margin.
- Catalogues and brochures in reasonable quantity are available at no charge.
- Assistance to find the most cost-effective transportation channels.
- Assistance in design and layout of mailings to end-users.

CANADA / INTERNATIONAL

21800 Clark Graham
Baie D'Urfé, Quebec
Canada
H9X 4B6

TELEPHONE

Toll Free: 800-361-6820
514-457-0701

FAX

Toll Free: 800-253-5549
514-457-4499

USA

348 Route 11
Champlain, NY
12919-4816

TELEPHONE

Toll Free: 800-361-6820

FAX

Toll Free: 800-253-5549

EUROPE

12 Avenue de Québec
Batiment I-2
SILIC 642
91965 Courtaboeuf, France

TELEPHONE

+33 (0)1 69 18 71 17

FAX

+33 (0)1 60 92 05 67

E-MAIL

sales@scpscience.com

WEB SITE

www.scpscience.com

DISTRIBUTOR QUESTIONNAIRE

Please fill out the following questionnaire if you are interested in becoming a distributor for
SCP SCIENCE.

Contact Information:

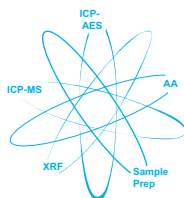
Name: _____ Title: _____ Email: _____

Company: _____
Mailing Address: _____
City: _____ State: _____ Postal Code: _____
Telephone: _____ Fax: _____

Company Information:

Number of years in business: _____
Active in the atomic spectroscopy market now?: Yes No
Number of employees: _____
Number of field sales reps: _____
Number of inside sales reps: _____
Annual Sales: \$ _____
Will you advertise SCP SCIENCE products in local trade journals? Yes No
If yes, which ones? _____
Will you display SCP SCIENCE products at local trade fairs? Yes No
Anticipated purchases of SCP SCIENCE products during the next 12 months: \$ _____

Fax Questionnaire back to 1-514-457-4499



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EUROPE
12, ave. du Québec, Bat. I-2
SILIC 642
91965 Courtaboeuf, France

Tel.: +33 (0)1 69 18 71 17
Fax: +33 (0)1 60 92 05 67

PROVIDING INNOVATIVE SOLUTIONS TO ANALYTICAL CHEMISTS