

SCP SCIENCE



CANADA / INTERNATIONAL

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E-MAIL

sales@scpscience.com

WEB SITE

www.scpscience.com

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.
- 2005** Production of new instrumentation (i.e. *DigiPREP LS*, PC Classic Controller, Go2Temp Software, etc...) begins.
- 2006** Expansion of manufacturing department bringing the total space to 40,000 square feet.
- 2007** The company opens an office in Beijing, China.
- 2007** The company acquires Conostan, adding its line of elements-in-oil standards to the **SCP SCIENCE** group of products.
- 2009** Production of new viscosity standards.

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.

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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