

# SCP SCIENCE



## 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

## BEIJING

C1102 Room, Chengming Building, No.2  
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Xicheng District, Beijing  
China 100025

### TELEPHONE

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### FAX

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## EUROPE

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91965 Courtaboeuf, France

### TELEPHONE

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### FAX

+33 (0)1 60 92 05 67

## 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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