

Dealer Pack





January 2008

Dear Sir

CAMLAB LTD

Camlab has been supplying water testing and laboratory equipment for over 55 years. The years of being the number 1 supplier to the water testing sector in the UK, and expertise in the supply of laboratory products, instrumentation and consumables for scientific applications is backed up by friendly and dedicated staff.

PLASTICS

It's bespoke plastics design and production capability is well known for innovation in plastics and has recently developed a double tamper evident bottle for secure sample handling in the drug testing market. Camlab is a leading manufacturer of quality plastics featuring tubes racks and storage boxes. Recent additions include a great new range of cryo vials and racks.

Our unique position as a distributor and manufacturer of quality lab plastics means you can cut out the middleman to make more of your lab budget, and enjoy the benefits of our staff providing quotations, consolidation and follow-up of orders. Look for the Camlab logo on tubes, bottles, cryo-ware and storage boxes

ENVIRONMENTAL

Specialist activities include water analysis and process instruments, life science instrumentation, consumables and accessories, and an extensive range of laboratory equipment for pharmaceutical and industrial research. We undertake to care for our customers' needs, providing technical and applications advice. We offer a choice of quality products and efficient customer service.

PATTERSON SCIENTIFIC

At the beginning of 2007, M J Patterson Scientific Limited was bought by Camlab Ltd and became Patterson Scientific, A Division of Camlab Ltd. The company was founded by Mike Patterson in 1976 and since then the Company has gone from strength to strength and today continue to supply laboratory equipment, chemicals and consumables to the UK and Export markets providing excellent service and value for money.

Patterson Scientific is known internationally as an exporter and consolidator to the EMEA regions. It is also one of the few approved European suppliers to the World Health Organisation and has long term agreements with the IAPSO purchasing group (HIV, Malaria and TB).

EXPORT TEAM

Camlab and Patterson Scientific have now merged and a dedicated export group has been set up at Camlab. With a world-wide remit initially targeted at developing Camlab's business in the EU, the Middle East and Africa, the group is looking for active partners in these areas to distribute our vast range of products.



CD CATALOGUE

Enclosed is a copy of our latest Camlab catalogue including the full water testing range of products and Patterson Scientific Edition 12 equipment catalogue in CD format.

INSTALLING THE CD

To install the software, simply insert the CD into your CD Drive and it will load automatically. Once loaded, you can browse our full range of products. If you wish to confirm an EXW or delivered price, or have any other queries, please do not hesitate to contact the export department. Our office hours are Monday to Friday 9am - 5pm (GMT)

CONTACT INFORMATION

Paul Stockton (Export Director):

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General

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Yours sincerely

**Paul Stockton
Export Director**

We are looking to appoint Dedicated Distributors- Now!

Patterson Scientific and Camlab Limited are looking to appoint main or exclusive distributors for the following:

1. **The Patterson Scientific range of Laboratory Equipment and Consumables.** Ideal for complete laboratory packages, tenders and equipment enquiries. Full 750 page catalogue available plus catalogue CD.
2. **Camlab Ltd Life Science and Environmental /Water Analysis Products.** Full 570 page Life Science catalogue and separate Environmental Product catalogue and CD available including full details on our website.
3. **Camlab manufactured range of plastic products** for 'Cryogenic Storage' and 'Sample Integrity/Security' including patented products such as the unique 'Double Tamper Evident Bottle'.

Here is what we can offer you:

- Prompt quotations provided, complete with export packing, carriage and insurance as required.
- Product catalogues CDs and electronic brochures available
- Technical support
- Full export consolidation facilities in our extensive warehouse.
- Competitive prices including outsourced products.

If you are interested in becoming one of our trade partners, are you able to:

- Promote our products throughout your domestic market
- Request quotations using our catalogue numbers where possible
- Stock our products locally when required
- Provide feedback on all quotations we submit
- Undertake to ensure your customers receive our product information as a first option
- Provide regular market feedback

If you have answered yes, to all of the above, please contact:

Paul Stockton, Export Director, by e mail: pstockton@camlab.co.uk or paul@patterson-scientific.co.uk.

Please ensure that you state your main area of interest and which product portfolio matches your capabilities.

I look forward to your response.

Thanks and Regards.

**Paul Stockton
Export Director**



CAMLAB LTD
LETTER OF CREDIT TERMS

AS WELL AS STANDARD L/C TERMS AS ADVISED ON PROFORMA INVOICE, WHEN OPENING A LETTER OF CREDIT IN OUR FAVOUR, PLEASE BEAR THE FOLLOWING POINTS IN MIND. FAILURE TO COMPLY WITH THESE REQUESTS MAY RESULT IN REJECTION OF DOCUMENT, OR DELAY IN SHIPMENT WHILE AMENDMENTS TO LETTER OF CREDIT ARE MADE.

Field	Instruction / Request	Reason / Example
Latest Date of Shipment	When opening an L/C please allow an extra week or two on top of our delivery date as although this is correct at the time of our offer, this is subject to demand at the time of order. (please take note of how long it takes for L/C to be raised and add additional time accordingly).	If we have advised 3 weeks for delivery you should ensure that L/C is opened with Latest Shipment Date at least 5 weeks from date we should receive the original L/C. The Longer the better, as we can deliver early, and this will save time and expense rather than having to Extend L/C at a later date in case of delays.
Validity	In addition to Latest Date of Shipment, you must also allow an additional 21 days for the negotiation of documents.	To allow for the Original AWB to come back, to submit documents and to amend documents in case of discrepancy found on submission.
Partial Shipment	Partial Shipment and Transshipment MUST be allowed.	These are our standard terms for L/C shipments. This provision is very rarely used, but must be allowed in case of unforeseen circumstances. (eg Airline Strikes) If this is an absolute necessity, then please advise BEFORE raising the L/C so that we may check that freight forwarder can comply.
Airwaybill	Freight Forwarders House Airwaybill MUST be allowed.	Not Negotiable. Freight Forwarders often ship as a Consolidated Shipment consigned to their local office at destination and Therefore we will only receive a Freight Forwarders House Airwaybill.
Place of Shipment	Place of Shipment should be classed as any Airport in UK. (Or Sea Port for Sea Shipments)	These are our standard terms for L/C shipments.

CAMLAB LTD

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January 2007

BANK DETAILS

Bank Barclays Bank Plc
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Chesterton Branch
28 Chesterton Road
Cambridge
CB4 3AZ

Sort Code 20 17 35

Account No 50237698

Swift BARCGB22

IBAN GB46 BARC 2017 3550 2376 98

Acc. Name Camlab Limited

E-mail for Remits finance@camlab.co.uk

Remittance advice should be sent by email to finance@camlab.co.uk or by post to the following address

Name CAMLAB LTD

Registered Office: Norman Way Industrial Estate
Over
Cambridge
CB24 5WE

VAT Registration Number: 213 306 317

Company Registration Number: 00484244

Phone (Accounts Dept) 01954 233 140

Paul Stockton
Export Director

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