

Delivering Precisely The Quality You Need



**SCIENTIFIC
LABORATORY
SUPPLIES**

Here at Industrial Process News, we are delighted to feature Scientific Laboratory Supplies Ltd (SLS) as our duly deserved Scientific Product Provider of the Year 2017.

The company's roots date back to 1991, when it began as a humble start-up business with high hopes and set goals. In the decades that have passed, the organisation has become a recognisable enterprise that holds the prestigious status as the largest independent supplier of laboratory equipment, chemicals and consumables in the UK.

This remarkable path of progression was carved out by Managing Director, Peter Chapman and Finance Director, Tony Cherry, the hard-working co-founders who strove for success by sourcing and supplying only the highest quality products from trusted manufacturers. Today the expansive team of industry professionals operate from several bases (a national distribution centre in Nottingham, head office in East Yorkshire, office in Scotland and facility in Ireland) whilst servicing a wide range of clients.

SLS has the resources and experience necessary to facilitate the needs of individuals and corporations working within the academic, industrial, food & beverage, bio-pharma, export, education, pathology, clinical account and life science sectors. Complete customer satisfaction is made possible with a fully focused customer service and an impressively vast portfolio spanning over 400,000 tried and tested products suitable for use within all laboratory environments. With extensive stock levels comprised of life science tools, consumables and reagents for research purposes and a wide-ranging portfolio of laboratory chemicals, the business can supply specific items or apparatus for an entire laboratory workspace.

The well-known company has continued to go from strength to strength, as Marketing Director Joshua Chapman described the last 12 months to be 'eventful to say the least'. This is in reference to the acquisition of Analab, an all-Ireland laboratory supply company successful in delivering solutions to the Clinical/Diagnostic and general laboratory marketplace, which took place in June last year. This was succeeded with the group merger (Dominique Dutscher) that led to complementary geographical footprints, a shared set of company values and, inevitably, a larger product portfolio consisting many notable European and global brands.

The supplier also hosted renowned Scientific Laboratory Show and Conference in May 2016. At this particular bi-annual event the group promoted their products and newly updated website to a mass of interested partners and suppliers; both exhibitors and delegates responded positively to SLS over the course of the jam-packed three day showcase. The company played host to a record-breaking number of participants and further success came with the launch of the new Life Science Catalogue, which was introduced at Lab Innovations last November.

According to Joshua, the business is also in a strong position economically and is set to overcome any obstacles that may arise, "SLS achieved sales targets for the last financial year and is on track for the targeted growth forecast in 2017," he said. "Domestically, we continue to show strong growth and whilst export has presented a challenge in recent years as a consequence of unfavourable market conditions, we hope to capitalise on the current exchange rate situation. The recent merger will only further support SLS' presence in the export market."



"As an independent business, our strength lies in our flexibility and ability to adapt to both market and macro-economic conditions. Whilst there have been challenges in the exchange rate fluctuations when dealing with our global supply chain, we have used this to our



L-R: Joshua Chapman, Marketing Director & Ian Roulstone, Sales Director at SLS being presented the 'Scientific Provider of the Year 2017' Award

advantage, reviewing price structures to ensure the erratic conditions have minimal impact on our customers. Unlike many other suppliers in the industry SLS haven't applied blanket price increases across our range. On the contrary, we have taken the opportunity to undertake extensive pricing exercises to ensure the impact of this market unpredictability is absorbed by SLS as much as possible, to our customers' benefit."

SLS centres its solutions on an effective business model that can be tailored as appropriate, to suit individual customer needs. Its workforce, which consists of dedicated account co-ordinators, fully qualified engineers and territory sales managers, are well practiced at sourcing the most suitable products for the application presented. The professionals can even provide maintenance and repair services on different types of equipment (namely fridges, freezers, incubators, shakers, centrifuges, stirrers, routine microscopes, ovens, autoclaves, safety cabinets, spectrophotometers and homogenisers).

SLS continues to progress through the enhancement of its portfolio; adding new technologies, brands and agencies on a regular basis to its operations allows greater evolution. Recent examples of this include an exclusive distribution deal with leading manufacturer Taylor Wharton, which encompasses its whole range of cryogenic storage systems, and the development of the SLS family of brands (increasing the SLS Select and SLS Lab Basics with the introduction of the company's premium OEM brand SLS Lab Pro).

More changes are set to be made, as Joshua told us the organisation's plans for the future, "In the short term SLS is focused on completing the integration

of the previous year's acquisitions and mergers," he enthused. "This is near completion but the benefits to our customers moving forward will make all the work more than worthwhile. Our long term objective is to continue doing what we do so well," Joshua concluded. "This will involve providing a service through our extensive product range, supported by an unrivalled level of customer service. There are a lot of moving parts to maintain this ambition; however, we are sure that by focusing on this goal it will allow us to continue with the current levels of growth."



"By prioritising a customer-centric operation, SLS has become the largest independent supplier of scientific products. Our flexibility will be the key to ensure we can stay responsive to market conditions and continue to provide our suppliers with a distribution partner like no other, delivering our customers precisely the quality they need. Overall, we are thrilled to receive this award as it demonstrates that the work we do to differentiate and innovate is appreciated by the industry we support."

SLS has partnered with many esteemed clients; Sigma Aldrich, Becton Dickinson, Eppendorf, GE Whatman, Scilabware, Kimberly Clark, Sartorius, Taylor Wharton, Thermo-Scientific, 3M and Corning being several core examples. If you would like any further information please get in touch with SLS.

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