



**SCIENTIFIC
LABORATORY
SUPPLIES**

PETER CHAPMAN

Scientific Laboratory Supplies

Today we take the time to honour the founder of Scientific Laboratory Supplies (SLS), Peter Chapman.

After 30 years as founder and Managing Director, Peter has decided to "hang up his boots" with the intention of spending more quality time with his family. He will be greatly missed by his 'other family' - SLS. A family he brought together and who will miss him, his approach to management and his personality greatly – but probably not his dodgy jokes.

Peter brought an informality to a formal working environment and was passionate that people should enjoy what they do. He cared for all his employees and always found time for face-to-face personal engagement, creating a feeling of camaraderie that came to be known as 'SLSness'.

Peter expected a strong and decisive work ethic from all in his employment and he was not one to procrastinate on decision making. His ethos to work was "just ***** do it!" Also retiring today is Peter's worn-out exclamation key!!!!!!!



Scientific Laboratory Supplies original headquarters in Nottingham



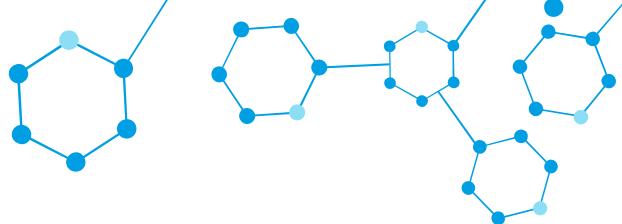
Peter Chapman: founder and former Managing Director of SLS

Having spent the early years of his career working with his father at Northern Media before later joining Philip Harris, Peter identified a gap in the market. Shortly after his 30th year Peter realised his vision to provide the laboratory market with something different and in 1991 Scientific Laboratory Supplies (SLS) was born. With just two employees and Peter acting as Managing Director, he spearheaded its growth to become the UK's largest independent supplier of laboratory products. Peter saw that a more customer-centric approach was missing in the industry and by focusing on a more personal service, SLS reached sales of £2m within two years of being established.

1994 saw the first SLS catalogue launched and by this time the company had over 30 employees. Firmly established in the market, Peter successfully brought on board new, world-leading brands and agencies that appreciated a different approach to serving laboratory customers.



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Turnover reached £6m in 1997 before expansion followed and new offices opened in Coatbridge, Scotland during 1998. A move to a larger headquarters in Nottingham started the new millennium off positively just as SLS received its first order for over £1m. After acquiring manufacturing plants in the North East, 'SLS Select' was launched starting a line of own-brand products which has continued to grow to this day.

Acquisitions continued into the new millennium as Peter added Flowgen in addition to the Horwell brand and design rights that were purchased in 1992. The assets of Rosslabs and Philip Harris Scientific followed in 2003 helping accelerate SLS' turnover to £16m. It was a busy time, and it was not just the company that was getting bigger as Peter now had five children, with Joel the latest addition joining Natasha, Joshua, Alexandra, and Claudia in June 2000.

2008 saw the inaugural Scientific Laboratory Show & Conference launched, a passion project for Peter and a great success for the business. Growing into new markets was always a driving factor for Peter and he



SLS staff at the 2018 Scientific Laboratory Show & Conference

identified the secondary education market as another growth opportunity. In 2009 he started SLS Select Education as a new division of SLS, dedicated to servicing the schools' market.

Peter has had a lifelong affiliation with Hull City AFC and acted as Honorary President from 2010 to 2016. 'The Tigers' and SLS were aligned when SLS were appointed as an Official Club Partner in 2013 after being a key sponsor since the start of the 2010 season. In his first act as Honorary President of Hull City AFC he brought in Steve Bruce as manager and Peter continued to be integral to the success of the Yorkshire team's 'Glory Years'. Throughout this period Peter and Steve worked closely together on the transfers that assembled a team that delivered a level of success the club had never seen before, with promotion to the Premier League at their first attempt, before FA Cup Finals and European Football followed.

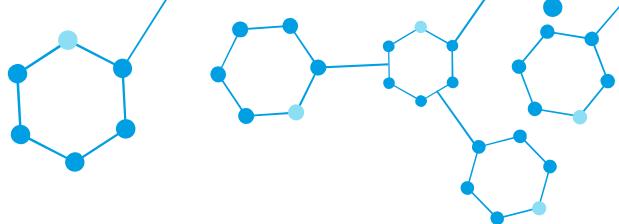
2012 was a year that saw SLS achieve several milestones including warehouse expansions, surpassing 100 employees and celebrating its 21st birthday. In 2014 SLS' turnover now exceeded £39m and the business had successfully agreed a number of new exclusive agencies. In 2016 the SLS' expansion continued with Peter identifying and overseeing the acquisition of Analab in Northern Ireland, quickly followed by SLS joining the Dutscher Group.

Peter's hard work and dedication in setting up a unique business in the sector was acknowledged in 2018 as the London Stock Exchange recognised SLS as one of the "1000 companies to Inspire Europe Award". In 2019 an SLS catalogue was sent into space and the





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largest and most successful show to date took place before Peter identified and completed another acquisition, adding WolfLabs Ltd to the SLS family.

Every year the SLS Excellence Awards take place to celebrate the successful employee performances from each area of the business. Up to 200 employees attend the ceremony and after the meal nervously await 'Pete's Speech'. It was here that Peter delivered his (in)famous stand-up comedian routines, systematically targeting staff with some very risqué jokes. Whilst HR watched on nervously, the good jokes usually outweighed the bad ones...but it is fair to say this ceremony will certainly not be the same without him.

After LBO France acquired a majority shareholding in the Dutscher Group in 2020, Peter has been acting as a Consultant to the New Board for a transition period which comes to an end on March 31st. After serving SLS as the figure-head of the business, Peter is now looking to take things a little easier - or at least try to. Peter has been commuting up and down the M1 to Nottingham from Hull for over 30 years and has earned a well-deserved break from that.



Dominique Dutscher & Scientific Laboratory Supplies Ltd join forces, 2016



Peter leaves the management of SLS in safe hands

Always thinking ahead, Peter knew this time was coming and implemented a succession plan and management structure over a period of years to ensure this transition would be seamless and the continuity of his life's work would be safeguarded in the hands of a management team he had chosen. The business is in a great position to continue Peter's legacy by continuing to differentiate against others by focusing on the customer, by going the extra mile in all we do and "just ***** doing it" – a true testimony to Peter Chapman's vision.

Despite retiring from his position at SLS, Peter still has a lot to keep him busy - with a portfolio of companies still under his stewardship including property and construction, software developers and a football agency. Peter will now get to spend more time at home with his wife Kristen and enjoy his five children, three grandchildren and the simple things in life. Family with a side of football and holidays all washed down with a large glass of pinot noir.

We take this opportunity to thank Peter for that support and to congratulate him on everything he achieved over the last 30 years.

