

DAIGGER®
Scientific

**International
Dealer Program**





INTRODUCTION TO **DAIGGER Scientific. Inc.** (COMPANY PROFILE)

DAIGGER is a leading distributor of laboratory products including supplies, equipment, chemicals, & media. Founded in 1894, we have been servicing the scientific community for over 121 years.

DAIGGER, according to some of its top vendors, is the third largest dealer in the USA.

Our product offering is comprehensive; we distribute for almost one thousand U.S. based manufacturers. You will receive resources comparable to other well known U.S. distributors (i.e. Fisher Scientific, VWR Scientific, and Cole-Parmer to name a few). Along with the vast product line, including hundreds of proprietary items which are not readily available through other U.S. based distributors, nearly all electrical items are available in international voltages.

DAIGGER is uniquely situated for you with greater flexibility, which is essential in serving the needs of the international market and making the most of each business opportunity. Our approach to the international marketplace is to provide quality, **DAIGGER Brand** as well as other brand name products at fair, economical resale pricing.

We work closely with our international partners and export dealers to provide the highest level of service possible. We have an extensive database, which allows us to cross-reference and provide pricing not only on our own cataloged items, but also from most of our competitor's products as well. **We can help you consolidate your U.S. purchases and serve as a one-stop source for your entire laboratory product needs.**

We have an international sales department to assist our dealers with quotations, technical support, shipping status, and other services. Our goal is to provide you with quick and reliable support that is essential to your success. Our dedicated international sales representatives work exclusively to assist our international customers. Representatives are fluent in Spanish.

Please take some time to review the important information we have included in this introductory packet. Send us your completed Agent Qualification/Information form as soon as possible to help us learn about your company and what services are important to you. Our goal is to put together a program that best suits your requirements.



INTERNATIONAL DEALER PROGRAM

HOW IT WORKS

We are actively seeking international companies worldwide to join the **DAIGGER** International Dealer Program. We offer aggressive resale pricing which allows you to sell at competitive margins.

We provide qualified companies a dealer price list with net costs on every item listed on the **DAIGGER** website. We protect your sales by not accepting orders directly from your customers, and by referring any customer leads or inquiries back to you.

The International resale pricing is available in MS Excel format, which can be emailed. Our pricing structure allows you to maintain healthy profits on every sale! Remember, because we are flexible we can customize a program that best fits your needs.

Dealers can shop online 24 hours a day, 7 days a week. Some of the benefits you receive on the web include inventory availability, lead times and access to your dealer pricing. Contact us if you would like to link our web site to yours.

Join the growing network of **DAIGGER** international dealers. **Become a part of a family business that is customer focused and offers personal service.** Complete your Agent Qualification/Information form today!



CONTACT US:

Current Address: Daigger Scientific, Inc.
620 Lakeview Parkway
Vernon Hills, IL 60061-8135 USA

Telephone: 800-621-7193 (Continental US)
847-816-5060

Fax: 800-320-7200 (Continental US)
847-816-5051

E-mail: export@daigger.com

Web site: www.daigger.com

Personnel:

Jim Woldenberg: 847.968.7223
Chief Executive Officer jwoldenberg@daigger.com

Bruce Kahn: 847.968.7239
Vice-President Sales & Marketing bkahn@daigger.com

Jeannine Graff: 847.968.7220
International Sales Manager jgraff@daigger.com

Sandy Albers: 847.968.7222
International Account Manager salbers@daigger.com

Rebeca Cottam: 847.968.7292
International Account Manager rcottam@daigger.com

Kristen DeRosier: 847.968.7234
International Account Manager kderosier@daigger.com

Customer Service: 847.816.5060
daigger@daigger.com



FACT SHEET

- Established in 1894, A. Daigger & Company, based in Vernon Hills, IL., is a leader in the scientific products industry
- We offer more than 50,000 scientific products to laboratory professionals
- Our International Dealer Program offers attractive resale discounts on every item to authorized dealers
- Our cutting edge website, www.daigger.com, is updated regularly with the most recent products and information, along with stock status and customized pricing when logged in.
- In the domestic market, we supply the majority of lab equipment to government laboratories, pharmaceutical companies, university research labs, and industrial customers
- Internationally, we sell through an expanding network of international distributors
- We protect our dealers sales by not accepting international orders direct and referring all leads to the appropriate dealer
- Among our biggest customer's are the *National Institutes of Health* (Bethesda, MD) and the *Centers for Disease Control* (Atlanta, GA)
- We have an extensive database, which allows the quick and accurate cross-reference of our main competitor catalog numbers (i.e. Fisher, VWR, Cole-Parmer).
- Our best-selling items include pipettes, centrifuges, balances, glassware, microscopes, ovens, incubators, and refrigerators/freezers
- We offer consolidated shipping to cut down on dealer costs and increase convenience.
- International sales represents one of our fastest growing regions and we look forward to working with you



Listed on pages 6-10 is a representative grouping of companies whose products we actively stock and distribute.
Please contact us regarding any company listed below or others not listed.

Top suppliers include:



METTLER TOLEDO



eppendorf



CORNING



Exclusively from
DAIGGER[®]

FINEPCR[®]

Lab**Genius[™]**

Avitrolab[®]

genskin[®]
nitrile examination gloves

www.Daigger.com

620 Lakeview Parkway • Vernon Hills, IL 60061
PH: 847.816.5060 • Fax: 847.816.5051



SUPPLIER	PRODUCTS
A&D ENGINEERING	Balances, Scales
ADVANTECH MANUFACTURING, INC	Sieves
ALCONOX	Cleaners
ALVIN & CO, INC	Carts
AMERICAN 3B SCIENTIFIC	Anatomical models
ANALYTICAL SENSORS INC.	Electrochemistry
APPROPRIATE TECHNICAL	Mixers
ASSOCIATED BAG COMPANY	Bags
ATAGO®	Refractometers
AVITROLAB™	Plasticware
AXYGEN® SCIENTIFIC	Microtubes, Microplates
BARNANT COMPANY	Thermometers, Temperature Probes and Pumps
CORNING-FALCON, BDDS, BBL (Beckton Dickinson)	Blood Collection, Centrifuges, Culture media, Difco manual, Stains and Reagents, Tissue Culture
BEMIS	Parafilm® Sealing Film
BERLIN PACKING [QORPAK]	Glassware, Plasticware
BIBBY/TECHNE	Spectrophotometers
BINDER	Enviromental chambers, Incubators, Ovens
BIOCHROM, LTD.	Spectrophotometers
BIOFIT ENGINEERED SEATING	Furniture
BIOHIT, INC	Pipettors
BIOMEDICAL POLYMERS, INC.	Plasticware
BOEKEL INDUSTRIES	Ovens, Supports
BRADY CORPORATION	Labels and label makers
BRANDTECH SCIENTIFIC	Dispensers, Pipettors
BRANSON ULTRASONICS	Ultrasonic cleaners
CADENCE SCIENCE	Syringes
CBS SCIENTIFIC COMPANY	Electrophoresis apparatus and accessories
CELLTREAT SCIENTIFIC PRODUCTS	Plasticware- tubes, serologicals, bottles, loops, plates
CELLUCAP/MELCO INC.	Clothing
CLEANTECH PRODUCTS	Cleaners
CONTROL COMPANY	Thermometers, Timers, Humidity meters
COORS CERAMICON DESIGNS	Ceramics
CORNING/COSTAR CORPORATION	Glassware, Hot Plates/Stirrers, pH meters/Centrifuges, PCR tubes and plates, Pipettes, Tissue Culture
CROWN MATTING	Mats and liners
CRYOSAFE, HORIZON SCIENTIFIC	Cryogenic storage
CULTURE MEDIA & SUPPLY	Culture media
CUSTOM BIOGENIC SYSTEMS	Freezer racks
CYPRESS MEDICAL PRODUCTS	Clothing
DEARDORFF FITZSIMMONS CORP	Cleaners
DISSEKT RITE	Dissection equipment
DIVERSIFIED BIOTECH	Biotech accessories, labeling supplies
DIVERSIFIED WOODCRAFTS, INC.	Laboratory furniture
DOLAN-JENNER	Illuminators
DRUMMOND SCIENTIFIC COMPANY	Hematocrit Tubes, Pipet-Aid® Pipettors
DUGUSSA-NEY DENTAL	Furnaces
DYNALON PRODUCTS	Plasticware
EAGLE MANUFACTURING COMPANY	Safety cabinets
EAGLE THERMOPLASTICS INC.	Plasticware
EBERBACH CORPORATION	Shakers
EPPENDORF®	Centrifuges, Molecular supplies, Pipettors, Thermal cyclers, Tips, Tubes
EDVOTEK	Electrophoresis
ETL	Timers



SUPPLIER	PRODUCTS
EXCEL SCIENTIFIC	Molecular biology accessories
EXEL INTERNATIONAL, CO.	Syringes
FLIR INSTRUMENTS	Temperature, Timers, pH, Humidity
FINEPCR®	Heaters, Incubators, Shakers, Stirrers
FLAMBEAU PRODUCTS CORPORATION	Storage products
GENSKIN®	Gloves
GILSON	Pipettes
GLAS-COL APPARATUS CO.	Heating mantles, Shakers, Homogenizers
GRAHAM-FIELD INC.	Dissecting equipment
HAMILTON COMPANY	Dispensers, Pipettors, Syringes
HANNA INSTRUMENTS	Conductivity, Oxygen, and pH meters
HEATHROW SCIENTIFIC® L.L.C.	Plasticware
HEIDOLPH BRINKMAN	Sterilizers
HEIDOLPH INSTRUMENTS L.L.C.	Shakers, Evaporators
HETTICH	Centrifuges
HUMBOLDT MFG. CO.	Lab equipment
IKA®	Homogenizers, Mills, Stirrers
INTER DYNE SYSTEMS	Racks
INTERMETRO INDUSTRIES CORP.	Carts
INTERSCIENCE	Bag blenders
JENCO INSTRUMENTS INC.	Electrochemistry
JENCONS SCIENTIFIC	Dispensers, Distillation, Pipettors
JUSTRITE® MANUFACTURING CO.	Carts, Safety cabinets
K-D SCIENTIFIC INCORPORATED	Syringe pumps
KIMBERLY-CLARK	Gloves, KIMTECH Science Kimwipes
KIMBLE® CHASE LIFE SCIENTIFIC	Glassware, Tubes, Vials
KINEMATICA	Homogenizers
K-SUN CORPORATION	Labelmakers
LAB COMPANION	Shakers, Ovens, Hot plates
LAB GENIUS™	Constant temperature, Overhead stirrers, Electrophoresis equipment
LABCON INC.	Plasticware
LABCONCO/BUCHLER	Freeze dryers, Fume hoods, Glassware washers, Water purification
LAKELAND INDUSTRIES	Carts and shelving
LAKESIDE/GILLIS ASSOCIATED	Stainless steel tables, Utility carts
LAMOTTE COMPANY	Water testing equipment and supplies
LAUDA	Baths
LYON METAL PRODUCTS, INC.	Storage cabinets
MARKET FORGE COMPANY	Sterilizers
MEDLINE INDUSTRIES, INC.	Gloves, Clothing
MEIJI	Microscopes
METTLER TOLEDO	Balances, pH meters
MICROFLEX®	Gloves
MILTEX INSTRUMENT COMPANY	Dissection equipment
MYCO MEDICAL SUPPLIES	Dissection equipment
NASCO	Bags
NATIONAL OPT. & SCI. INST. INC	Microscopes
NATIONAL SCIENTIFIC COMPANY	Vials
NEUTEC GROUP, INC.	Shakers, Stirrers
NORLAKE	Freezers, Refrigerators
NORTH SAFETY	Personal protection equipment
NORTON PERFORMANCE PLASTICS	Tubing
OHAUS SCALE CORPORATION	Balances
OI CORPORATION	Electrochemistry



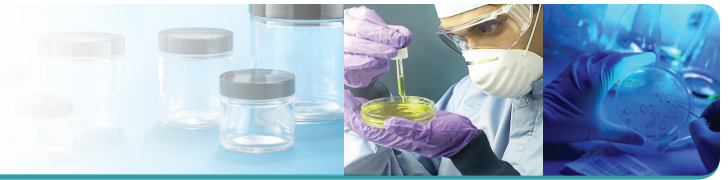
SUPPLIER	PRODUCTS
PALL LIFE SCIENCE	Filters
PERFEX CORPORATION	Brushes
PLAS-LABS	Desiccators, Fume hoods, Glove boxes
POLARWARE COMPANY	Stainless steelware
POLYSCIENCE CORPORATION	Water baths, Circulators
POPE SCIENTIFIC	Dewars
PRECISION DYNAMICS CORPORATION	Labeling tape
PROPPER MANUFACTURING COMPANY	Autoclave bags and accessories
PURITAN MEDICAL PRODUCTS CO	Hospital products
QUINCY LAB CORPORATION	Incubators
RETSCH®	Mills, Sieve shakers
REVOLUTIONARY SCIENCE	Autoclaves, Centrifuges
SAFESKIN®	Gloves
SAF-T-PAK®	Shippers
SANFORD CORPORATION	Pens and markers
SARTORIUS CORPORATION	Balances, Water purification
SCIENTEMP CORPORATION	Freezers
SCIENTIFIC INDUSTRIES INC.	Vortexers, Shakers
SCIMATCO (SCI. MATERIALS CO)	Safety storage
SIMPORT PLASTICS	Cryogenic tubes, PCR products, Storage racks, Tissue culture
SONICS & MATERIALS INC.	Ultrasonic processors
SP INDUSTRIES (HOTPAC)	Glassware washers
SPECTRUM MEDICAL	Dialysis tubing
STARNA CELLS INC.	Spectrophotometers cells
STOCKWELL SCIENTIFIC	Conical tubes
STOELTING	Animal research
TECHNE INCORPORATED	Thermal cyclers
TEGRANT	Ice packs, Shippers
THERMO SCIENTIFIC	Centrifuges, Finnpiptette®, Pipette Tips, Conductivity, Oxygen, and pH Meters, Baths, Centrifuges, Incubators, Ovens, Shakers, Sterilizers
THERMO SCIENTIFIC BARNSTEAD®	Furnaces, Heaters, Hot plates/Stirrers, Sterilizers, Stills, Water purification
THERMO SCIENTIFIC/BLEU M®	Incubators, Ovens
THERMO SCIENTIFIC ERIE	Slides
THERMO SCIENTIFIC MOLECULAR BIO PRODUCTS®	Pipette Tips: ART, Hydrologix, Beckman, Tecan Robotic Systems
THERMO SCIENTIFIC NUNC™ INTERNATIONAL	Tissue culture, Molecular biology
THERMO SCIENTIFIC NALGENE	Cryogenics, Notebooks, Plasticware
THERMO SCIENTIFIC OWL SCIENTIFIC, INC	Electrophoresis apparatus and accessories
THERMO SCIENTIFIC SAMCO, INC.	Transfer pipettes
THERMO SCIENTIFIC SPECTRONIC®	Spectrophotometers
TOTAL SOURCE MFG.	Clothing, Personal protection equipment, Mats
TRIPPNT, INC	Acrylics
TROEMNER, INC.	Clamps, Mixers (Talboys), Weight sets
TUFPAC INCORPORATED	Autoclave bags
TYVEK DUPONT	Tyvec personal protection products
UNITED PRODUCTS & INSTRUMENTS	Microscopes, Spectrophotometers
UVP, INC.	Incubators, Transilluminators, UV lamps
VEE GEE SCIENTIFIC	Plasticware and glassware
VISTALAB TECHNOLOGIES, INC	Pipettes
W.A. HAMMOND DRIERITE COMPANY	Drierite
WALL LENK CORPORATION	Burners
WALTER PRODUCTS, INC	Microscopes, Balances, Educational products



SUPPLIER	PRODUCTS
WALTER STERN INC.	Laboratory consumables
WARING	Blenders
WEARWELL/TENNESEE MAT COMPANY	Mats
WELCH VACUUM TECHNOLOGY	Pumps
WHATMAN® INC.	Filtration
WHEATON SCIENTIFIC	Glassware, Tissue culture
WHITE SWAN * META	Clothing
WHITNEY PRODUCTS INC.	Keepers
WISCONSIN ALUMINUM FOUNDRY CO.	Sterilizers
YAMATO SCIENTIFIC AMERICA	Incubators, Ovens, Rotary evaporators, Sterilizers
YSI	Conductivity, Multiparameter, Oxygen, and pH meters

**Contact your
DAIGGER® Sales
Representative Today!**

**www.Daigger.com
+847.816.5060
export@daigger.com**



DAIGGER INTERNATIONAL

FOREIGN SALES PAYMENT TERMS

ACCEPTABLE FORMS OF PAYMENT INCLUDE THE FOLLOWING:

1. FUNDS WIRED TO OUR BANK:

Daigger Scientific, Inc. Account # 2367845
Bank: BMO Harris
345 N. Milwaukee Ave.
Libertyville, IL 60048 USA
ABA# - 071000288
SWIFT# - HATRUS44

Wire Transfers must include invoice numbers being paid to ensure proper credit to your account.
Remittances can be sent to credit@daigger.com

NEW International Customers must make first payment via wire transfer or bank check.

2. BANK CHECK IN U.S. DOLLARS DRAWN ON U.S. BANK:

Please send check to:
Daigger Scientific, Inc.
620 Lakeview Pkwy.
Vernon Hills, IL 60061

3. FUNDS SEND VIA EFT/ACH TO OUR BANK:

Daigger Scientific, Inc. Account # 2367845
Bank: BMO Harris
345 N. Milwaukee Ave.
Libertyville, IL 60048 USA
ABA# - 071000288
SWIFT# - HATRUS44

Wire Transfers must include invoice numbers being paid to ensure proper credit to your account.
Remittances can be sent to credit@daigger.com

4. CREDIT CARDS ACCEPTED



Open credit (net Terms) would be considered for those companies who currently have credit lines with other US companies.
Customer MUST fill out a credit application and must be willing to provide credit references.



Agent Qualification/Information Form

Name: _____ Fax Number: _____
Company/Organization: _____ Phone Number: _____
Address: _____ E-Mail: _____

City: _____ Website: _____
Country: _____ Postal Code: _____ President/Manager Director: _____
DAIGGER Contact: _____

Annual Sales (US \$): _____ No. of Sales Representatives: _____

Does your company produce it's own catalog? _____

Please list the regions where your sales activities are concentrated:

Please list products/manufacturers you are currently importing:

Please list products/manufacturers you are looking to import:

Please list your Top 5 customers for laboratory supplies:

Please return completed form to:

Daigger Scientific, Inc.

Attn: Export Sales • 620 Lakeview Parkway • Vernon Hills, IL 60061 USA
Phone: (847) 816-5060 • Fax: (847) 816-5051 • Email: export@daigger.com



(International)
Credit Application – Daigger Scientific, Inc.
620 Lakeview Parkway
Vernon Hills, IL 60061
Please email to: credit@daigger.com

Failure to complete this form could result in delay of credit approval – fax numbers **MUST** be included Please print clearly.

Trade Name: _____ Legal Name: _____
Bill to: _____ Ship to: _____
Address: _____ Address: _____
City, State, Zip: _____ City, State, Zip: _____
Phone: () _____ Fax: () _____
Company e-mail address: _____
Parent company name: _____ Address: _____
Years in business: _____
Type of Business or Organization: _____ Partnership _____ Corporation _____ Gov't _____ Non Profit _____ Proprietorship _____ Other
State Sales Tax Status: _____ Exempt _____ Non-Exempt Tax Exempt Number: _____
If exempt from state tax, please provide certificate(s) for each state in which product will be shipped.

Officer's (owner's) Name: _____ Title _____ Accounts Payable Contact: _____
_____ Phone Number () _____
_____ E-mail address: _____

Bank References: Fax numbers and e-mail contacts must be included

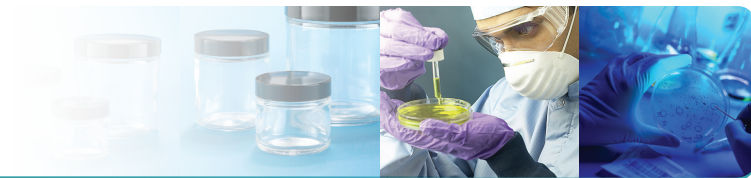
Checking Account No.: _____ Savings No.: _____ Loan No.: _____
Name of Bank: _____
Address: _____ Contact: _____
E-mail address: _____ **Phone:** () _____ **Fax:** () _____

Trade References: Fax numbers must be included and e-mail contacts would be helpful.

(1) Name: _____ Account No.: _____
Address: _____
Phone: () _____ Fax: () _____ Email: _____
(2) Name: _____ Account No.: _____
Address: _____
Phone: () _____ Fax: () _____ Email: _____
(3) Name: _____ Account No.: _____
Address: _____
Phone: () _____ Fax: () _____ Email: _____

The undersigned confirms that the above information is true and accurate and hereby authorizes Daigger Scientific, Inc. to obtain credit and/or financial information from the bank and references listed above. If given open terms of credit with Daigger Scientific, Inc., the undersigned promises to pay for all purchases in accordance with those terms. The undersigned guarantees payment of all invoices. If at any time the undersigned is unable to meet its financial obligations with Daigger Scientific, Inc. the undersigned agrees to pay for legal, court and any other fees necessary to collect unpaid invoices. The undersigned also consents to receive faxes, emails and mailings on behalf of Daigger Scientific, Inc. and its subsidiaries and affiliates.

Authorized Signature: _____ Type or Print Name _____
Title: _____ Date: _____



Dear Customer,

Thank you for your interest in Daigger Scientific, Inc. Attached you will find a credit application. Please complete and email back to the number provided in order for Daigger to complete your request for credit. Below you will find a list of companies that will not provide credit references under any circumstances. If you could please provide alternative references and U.S.A. references only, it will greatly expedite the process.

- Fisher Scientific
- VWR
- Sigma Aldrich
- Invitrogen
- Federal Express
- Corning International
- Cole Parmer

Thank you in advance for your cooperation.
