



Laboratory and analysis systems.  
As new. With guarantee.

## CORPORATE PHILOSOPHY – OUR VALUES





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Labexchange Group  
The World's No.1

Labexchange<sup>®</sup>  
The World's No.1

# FOREWORD



The German Design Council, initiated by the German Bundestag, has nominated Labexchange for the German Brand Award.

### **Experienced. Multifarious. Thoroughly. Reliable.**

Since 1989 Labexchange is living out these values every day. As inventor and global market leader in the field of laboratory and analysis equipment, it is our passion to use these precious devices sustainably, but also to offer new units. In the process, we act manufacturer and price independently. To complete our versatile portfolio, we provide our customers with an all-round service which is beyond the pure purchase and sale. Our client base is benefiting from our skilled know-how, a wide range of products, warranties and flexible as well as individual

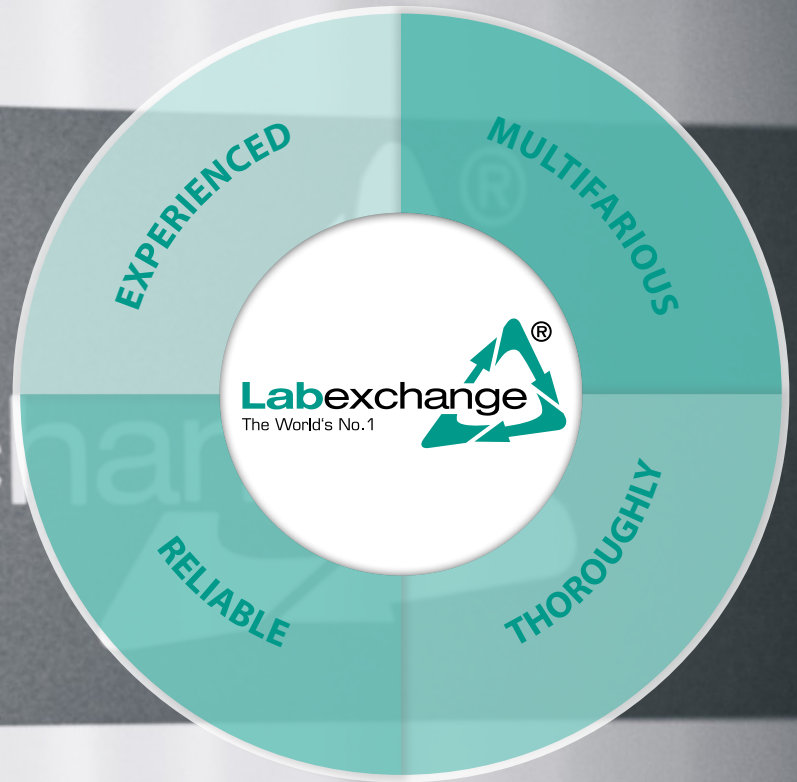


counseling and much more. As a matter of course, each device is leaving our premises only with an extensive analysis and examination – because the satisfaction of our customers is our ultimate goal!

**This is Labexchange.**

Yours Dr Wolfgang Kuster

Labexchange



## OUR BRAND

# IS CONNECTING US WITH OUR CUSTOMERS

A corporate brand as Labexchange features reliability, confidence and orientation for the company as well as for the customers. By the brand, all parties involved are connected and are consequently shaping a corporate entity. Our brand image stated above contains our brand essence in the middle, our DNA, "Labexchange - The World's No. 1". It is embraced dependably through our 4 brand values – experienced –

multifarious – thoroughly – reliable. All in all, the brand Labexchange is forming consistent profile, with which especially we are identifying ourselves. Because we are carrying the brand in us and we are representing it as multipliers outwards. We are the brand messengers of Labexchange with passion and drive.



**EXPERIENCED**

# THANKS TO MANY YEARS IN THE MARKET

From a small company in the Swabian city of Burladingen to the global leader with representatives around the world – this is the success story of Labexchange. Since 1989 we have established a far-ranging national and international treasure trove of experience, we can revert to technical knowledge and offer highest competence in the matter of laboratory and analysis devices. Our expertness appears in an impressive manner: We have created the market for second-hand laboratory and analysis devices in 1989. We have transferred our knowledge of

the German market to the international sectors. Thus, we have been the first ones to internationalize this market. Ever since, we are developing and shaping these markets significantly – for the benefit of our customers.



**IN SUPPLY**



# MULTIFARIOUS

In order to meet the demands of our customers, we offer a broad and versatile portfolio of laboratory and analysis equipment. This covers, amongst others, the general laboratory technology and analysis as well as chromatography and spectroscopy to the sector of laboratory furniture. Likewise our social commitment is variegated: We support social projects at domestic territory as well as in the Third World by dint of donations of laboratory and analytical equipment. Our multifaceted nature is characterized by the following: We offer the most comprehensive range of laboratory and analysis devices. We are not only mar-

keting new, but also second-hand equipment of all brands and price segments. Our customers can rent and lease laboratory and analysis devices. We operate manufacturer-independent, resulting in a wide range of products and a high level of expertise. We are socially committed in the field of environment and resource conservation. In particular, we are supporting the deprived and invalids worldwide. We have enshrined this social engagement in our own foundation. The Labexchange Foundation is campaigning for social and sustainable projects.



**THOROUGHLY**

## IN ALL WE DO

Our highest goal is to satisfy our customers. Therefore, a thoroughly course of action is significant. We are living the thoroughness our customers are expecting when we are verifying and calibrating their laboratory and analysis equipment day-to-day in our work. For us, thoroughness means always to think one step ahead. This is why we are offering an all-round carefree package to our customers. Our thoroughness is reflected in the following aspects: We evaluate, verify and refurbish all devices comprehensively prior to sale. We provide our customers with

a complete package: From vernacular offers including technical specifications with photographs of the device, via appropriate consulting and analysis of the respective application as well as the sales process through to a safe and fast delivery. Our customers are provided with a unique guarantee package which ensures maximum certitude.



**RELIABLE**

# AS PARTNERS TO OUR CUSTOMERS

We are always at our customer's and supplier's disposal with every request. As experts on the evaluation of laboratory equipment, we know exactly the value of a specific device on the market and make it transparent for our suppliers. We respond flexible to the particular requests and demands of acquirers. We are at our customer's and supplier's command as a reliable partner in all aspects of the purchase and sale

of equipment and are supplying them in all scopes independently and around the laboratory sector. Above-average coverage and guarantee possibilities are granted and realized by us. This is characterizing us in addition as a reliable partner.



**WE ARE  
LABEX  
CHANGE**



# WE ARE LABEXCHANGE

Labexchange – The World’s No. 1. So we may call ourselves, as we have created the market for second-hand laboratory devices and are therefore not only the company with the longest activity on the market, but also its leader. Of course we are proud of what we have achieved as a team with our customers. This stimulates us additionally to develop ourselves and our company continuously in order to be present on the market even more effectively and efficiently. Every single day we are at

work with heart and soul with one aim: To meet the needs of our customers with individual solution approaches. The DNA of Labexchange is based on our four brand equities – experienced – multifarious – thoroughly – reliable. We identify ourselves with these values and are living them day-to-day at Labexchange.



## **Labexchange – Die Laborgerätebörse GmbH**

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