

**PAGE 2 | Experience, diversity, thoroughness, reliability**

The brand as a key factor for success

**PAGE 6 | Efficient sale of laboratory equipment**

Market-optimised combinations of best return and efficient clearance

**PAGE 8 | Lab-equipment service on the highest level**

Interview with Maximilian Kuster



Labexchange is a family-owned company. The second generation is waiting in the wings. Managing Director Dr. Wolfgang Kuster with his son Maximilian Kuster.

## Editorial

# The world of laboratory equipment

**Burladingen. Labexchange – Die Laborgerätebörse is turning 30 next year.**

We have led the field from the establishment of the market for second-hand laboratory and analysis equipment to the present day.

This has been our joint achievement: with your help and in your interest, we have continuously developed our product programme, our guarantees and our service.

Consequently, as a customer, you have the biggest possible selection of new and used laboratory and analysis equipment from all brand manufacturers and all device types. Unlike other dealers, we give you guarantees and warranties on each respective laboratory device. Labexchange is the only company which offers a maximum guarantee of one year and guarantees an additional warranty of two years. And all this at prices which in some cases lie far below those on other portals. This reinforces our performance to your advantage.

Within the group, Labexchange - Die Laborgerätebörse GmbH sells second-hand and new laboratory equipment. Eight years ago, Labexchange Service GmbH was founded to underpin the quality of all devices we offer and our performance.

This service company represents our commitment to qualified, technical service and completely risk-free purchase of devices from Labexchange and not simply a meaningless advertising claim on some random dealer's website. Labexchange laboratory and analysis equipment comes with a service report documenting its operability and is ready for immediate use, or can be installed by Labexchange Service GmbH, if necessary.

When it comes to buying devices, our range of services covers all options, to the advantage of the seller. We can buy

the laboratory devices offered to us immediately or we can take them into storage at our own expense and in this case even bear the transport costs for you. This "commission offer" achieves the true market value for the seller. Furthermore, for the last two years we have been able via our new subsidiary, Labtribute GmbH, to handle the marketing of entire laboratories, including all fixtures and fittings, and auction them off at very short notice and without any great effort for the seller.

Labexchange is the only company in the second-hand laboratory equipment sector which is committed to sustainability, namely by the establishment several years ago of the non-profit Labexchange Foundation. The foundation supports many non-profit projects, also in the form of humanitarian efforts in the Third World, and presents an annual Labexchange Award to research projects run by school pupils and students in the fields of ecology and sustainability. Every customer who buys a laboratory device from Labexchange is directly supporting these projects and contributing to the sustainable use and increased added value of material goods, since a fixed share of the annual turnover from the sale of laboratory and analysis equipment goes towards these projects.

Actions speak louder than words!

**Your Dr Wolfgang Kuster  
and the team of the Labexchange Group**



labexchange.com

The latest news of the leading provider of used and new laboratory devices.

Page 2-7



labexchange-service.com

Qualified and independent service for all laboratory and analysis systems.

Page 8-9



wolfgang-kuster-stiftung.de

The Labexchange Foundation supports charitable projects all over the world.

Page 10



labtribute.com

The expert for auctions of complete laboratories.

Page 11

# Experience – Diversity – Thoroughness – Reliability That's Labexchange!

## Good reasons to be customer

### Huge selection

Discover around 6000 new and used items of laboratory equipment and furniture in 148 product groups from over 800 different manufacturers. The biggest demand is for HPLC systems, gas chromatographs, GC-MS systems, laboratory hoods, centrifuges, to name but a few. Whether second-hand or new, request a non-binding offer to suit your needs.

**A corporate brand such as Labexchange offers both the company and its customers security, trust and orientation.**

The brand unites all parties involved, therefore creating a corporate unit. Labexchange's brand profile, or its DNA, is made up of four brand values – experience – diversity – thoroughness – reliability. All in all, the Labexchange brand presents a uniform image. These values constitute our brand identity and have been actively lived on a daily basis since 1989.

### Experience

From a small company in Swabian Burladingen to market leader – this is the story of Labexchange's success. Since 1989, Labexchange has built up a wealth of experience at national and international level, can call upon considerable technical expertise and is extremely competent when it comes to laboratory and analysis equipment. Its experience is demonstrated in a most impressive manner: Labexchange discovered and tapped into the market for used laboratory and analysis equipment in 1989 and has transferred its knowledge of the German market onto the international stage. Labexchange was therefore the first company to internationalise the market. Since then, Labexchange has developed and had a considerable formative influence on the market. Labexchange can fall back on a wealth of experience, is continuing its learning process day by day and steadily building on this potential.

### Diversity

In order to satisfy the wishes of its customers, Labexchange offers a wide and diverse laboratory and analysis equipment portfolio. This includes, for example, general analytics through spectroscopy and chromatography down to laboratory furniture. This diversity is reflected in its huge selection of laboratory and analysis devices. Labexchange sells not only new devices, but above all second-hand equipment from all manufacturers and in all price segments. Customers can hire or lease laboratory and analysis devices. Labexchange operates entire-

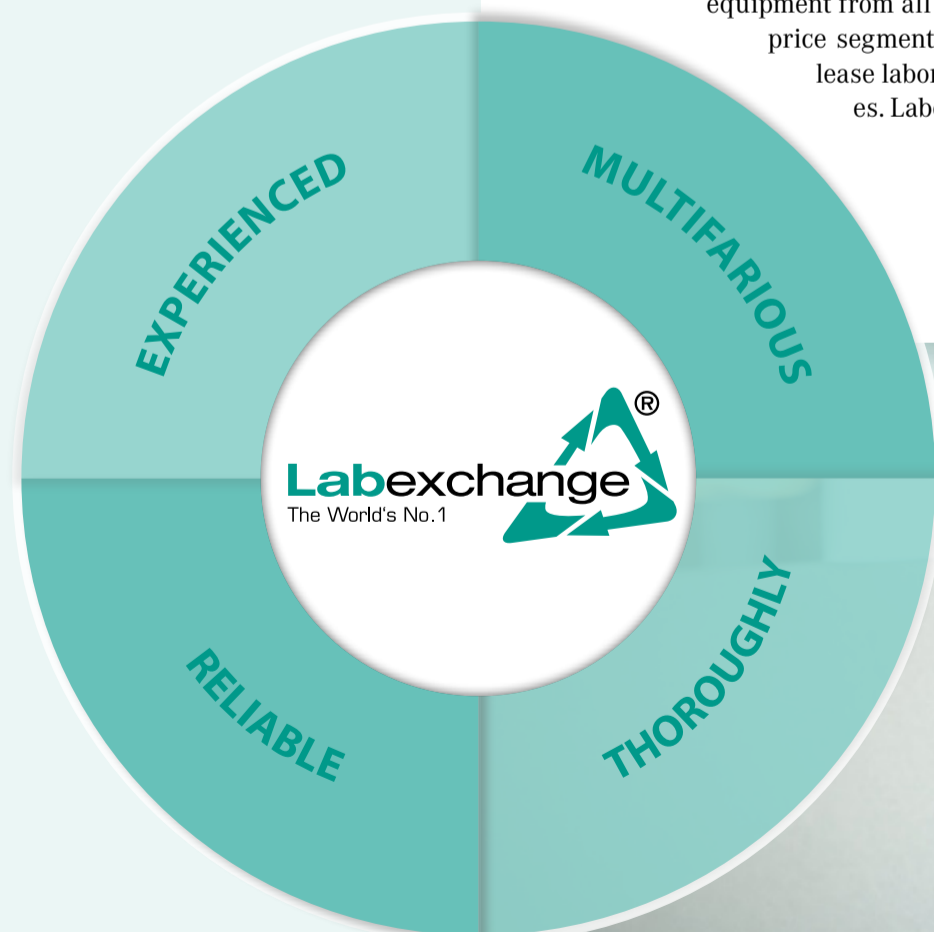
ly independently of specific manufacturers, thereby generating a broad product range and a high level of expertise. Its social commitment, too, is broadly based: Labexchange supports social projects in the Third World through donations of laboratory and analysis equipment. In addition, donations to local medical projects help to strengthen the region. This social commitment, particularly in the medical sector, has been consolidated by the establishment of the company's own foundation. The Wolfgang-Kuster-Stiftung champions social and sustainable projects.

### Thoroughness

Labexchange's highest goal is customer satisfaction. A thorough approach to things plays a pivotal role here. The precision which customers expect from their laboratory and analysis equipment is reflected in the thoroughness which characterises day-to-day activities at Labexchange. Here at Labexchange, thoroughness means thinking one step ahead. That's why customers are offered an "all-round carefree" package. Our thoroughness is demonstrated by the following: Prior to sale, devices are carefully inspected and analysed by Labexchange Service GmbH. Customers are offered a complete package: from independent, tailor-made advice, through analysis and sale processing down to delivery or collection. With each purchased device, customers receive a copy of the operating instructions in their respective language. These are digitalised manually for this purpose. Customers therefore have online access to the correct manual at all times.

### Reliability

Labexchange is always on hand to help its customers with any questions or concerns they may have. Special customer wishes and requests are responded to with dedication and flexibility. Labexchange is pleased to be of assistance to its customers and offer its support in any way it can. The above-average safeguards and guarantees offered and realised by Labexchange are simply not to be found in the portfolios of its competitors. That, too, makes Labexchange a reliable partner.





The award ceremony took place at the DRIVE Volkswagen Group Forum in Berlin.

# The brand as a key factor for success

## Labexchange wins the German Brand Award as the “Best Brand in Chemical Industry”

The German Brand Award was presented for the second time in 2017 in Berlin. Over 500 guests from business, politics and the media accepted the exclusive invitation to the award ceremony. Labexchange took the prize in the category “Industry Excellence in Branding”.

Managing Director Dr Wolfgang Kuster accepted the “Best Brand in Chemical Industry” award at the ceremony. As a winner of the German Brand Award, Labexchange now joins the ranks of other distinguished prize-winners, including Telekom, Lufthansa Systems, Porsche, Trumpf and EDEKA. The German Design Council, initiated by the German Bundestag, and the German Brand Institute present the prize in recognition of successful brands, consistent brand strategy and sustainable brand communication. An independent jury of brand experts from a range of disciplines decide on the award recipients.

“Winning this much-coveted award is a huge honour for our company and acknowledges the efforts of our employees.”

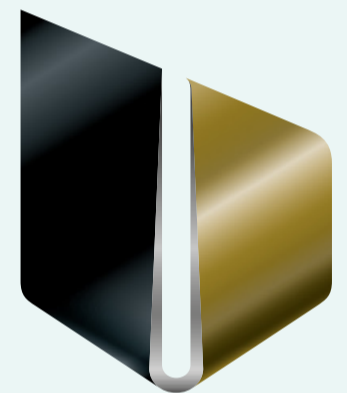
It is an outstanding achievement for an SME such as ours to be recognised in the second year of the award’s existence and to be chosen for the award as one of such an array of renowned concerns. The award is unprecedented in the field of laboratory technology and analysis,” Wolfgang Kuster was delighted to announce.

The German Design Council justified the nomination by highlighting the unique contribution made by the Labexchange brand to the German brand and corporate landscape. Labexchange’s brand-typical features are unmistakable, setting it apart from its competitors.

Labexchange is extremely proud to win this award, not least because only those companies were permitted to take part, which were selected by a panel of science and economics experts at the German Brand Institute.



Managing Director Dr. Wolfgang Kuster proudly accepted the German Brand Award.



german  
brand  
award  
17  
winner

**For the crème de la crème of the German brand landscape.**

### The German Design Council – the initiator:

The German Design Council was established as a foundation by the Federation of German Industries and a number of leading companies in 1953 on the initiative of the German parliament to champion good design. Its activities are mainly focused on the areas of brand and design evaluation, strategic design consulting as well as design research and knowledge transfer.

### German Brand Institute – the sponsor:

The objective of the German Brand Institute is to strengthen the key role of brands in contributing to corporate success against national and international competition. The foundation presents the German Brand Award as a unique acknowledgement of outstanding brand strategy.





# The team you can trust!

## Good reasons to be customer

### High performance, with guarantee

Once you have found a suitable device, it undergoes a thorough technical inspection prior to delivery. A service report and guarantee certificate confirm that your device is in perfect technical condition.

### Financial and tax benefits

Used laboratory equipment from Labexchange costs up to 65 % less than the original purchase price. Furthermore, you can take advantage of tax benefits: the amortization period for second-hand devices is considerably shorter than for new equipment! Depending on the age of the device, it can be reduced from 10 to 5 years or from 5 to 2 years.

**Our highest goal is customer satisfaction. That's why the Labexchange team does its best to offer its customers a comprehensive product and service portfolio day after day.**

From the QA department through Purchasing and Sales down to our service technicians – our employees form an experienced team characterised by top performance and dedication. Many team members have been with the company for decades. They are loyal to Labexchange and have broad-based experience in the industry and in their field. New employees bring a healthy dynamic to the company in addition to their knowledge and skills. This allows Labexchange to continue to develop. Our employees are the company's most valuable resource. They embody the spirit of the company and are what truly differentiates us from the competition. A combination of experience, innovative ideas and the constant urge to progress has enabled us to consolidate our position as a leading supplier of second-hand laboratory equipment and analysis systems and to win you as a customer. For over 28 years Labexchange has enjoyed a reputation for high technical reliability and comprehensive service. Users in analytical laboratories, the chemical and pharmaceutical industries, universities as well as institutes for chemical analysis rely on the fully functional, inspected devices from our broad product range.

Our customers can choose from around 6000 new and used items in 148 product groups. We have our specialists in Purchasing to thank for the diversity of this offer. Sellers appreciate the free market-value calculation service and the tailor-made buying options. Having completed their evaluation, the marketing team try their best to find a buyer for each laboratory device or item of furniture. Marketing takes place globally via our online shop as well as via a host of different media channels and online portals. In this way we can reach many potential buyers. We offer our cus-

tomers a convincing and comprehensive package of guarantees and services. Each device undergoes a thorough technical inspection by our service technicians prior to delivery. It is not only technical functionality which is the driving force behind our business model, however, but also the ability to advise our customers independently and in a way which perfectly suits their needs. Here we can count on experienced product experts. Our product consultants are under no obligation to individual brands or manufacturers. Once an order has been received, our dispatch staff work quickly and efficiently to ensure fast and safe delivery. Many laboratory devices are ready for dispatch after just 24 hours.

Even after completion of the purchase, the Labexchange team remains at the customer's side. The one-stop shop for comprehensive service provided by Labexchange Service GmbH stands out for being both certified and independent of brand or manufacturer. The experienced service technicians from the Labexchange subsidiary take care of installation, maintenance, repair and provision of spare parts.

Alongside the professional service offered by individual departments, the creation of a positive working environment enables us to provide optimum customer care. Our employees benefit from ideal and therefore highly motivating working conditions. Workspaces are equipped with modern technology and are attractively furnished. Flat hierarchies and short communication channels permit staff to act flexibly and take quick decisions. As a result, our customers receive tailor-made advice, the ideal laboratory device to suit their needs, fast and safe delivery and other on-site services, if required. The entire Labexchange team contributes to optimum exploitation of service life and functionality of valuable analysis devices and laboratory furnishings and is therefore particularly proud of the fact that its work is making an important contribution to sustainable added value and eco-efficiency.



# In conversation with our customers

We really value personal contact. At the heart of the industry and close to the customer at numerous trade fairs. Come and talk to us at our trade fair stands and see for yourself what we have to offer. Many trade fair visitors have taken the opportunity in the past to find out more about the diverse range of offers and services from the Labexchange Group.



25th anniversary – Analytica 2014, Munich – GER



Labexchange international – ArabLab 2017, Dubai - UAE



Bienvenue à Paris – Forum LABO & BIOTECH, Paris – FR



A huge success – Analytica 2016, Munich – GER

“Every trade fair appearance is something special and its planning a real challenge. The atmosphere of a trade fair and the personal contact to each stand visitor are the highlights of my work.”

**Yvonne Wäschle**  
Marketing and communication



# Efficient sale of laboratory equipment and furnishings

## Good reasons to be customer

### Easy sale of your laboratory equipment free of charge

If you have devices which you no longer need, or if you are closing down a laboratory, we at Labexchange are the people to talk to. Labexchange will take care of marketing and collection free of charge. As market leader, our degree of familiarity means that we can reach over 100.000 of prospective buyers all over the world.



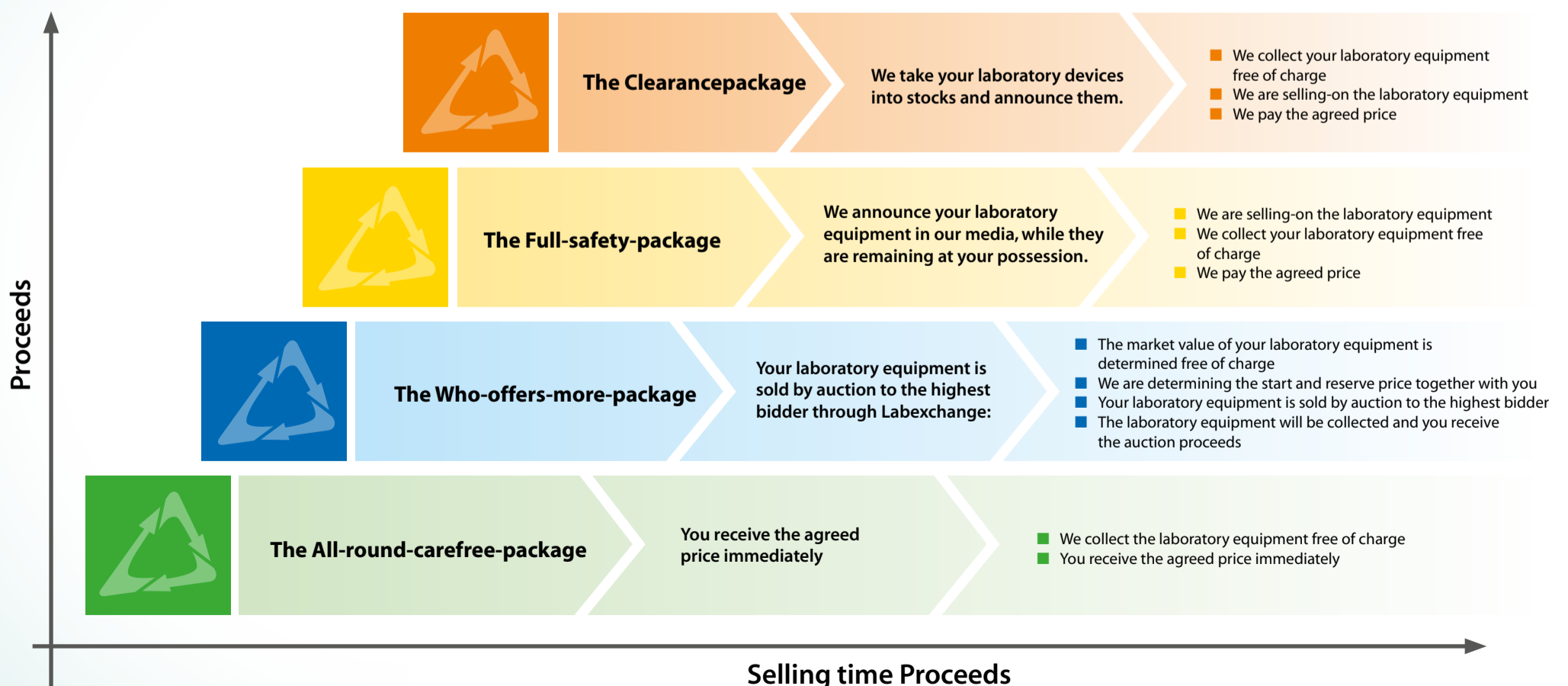
**A device which, due to changed circumstances, is no longer of value for one user is often precisely what someone else is searching for at that given time.**

Labexchange's broad product range is a result of many sellers, including institutes, companies, laboratories and private individuals, deciding to sell the laboratory equipment they no longer need via the Labexchange platform. They put their trust in the knowledge, expertise and experience in handling used laboratory and analysis systems. Labexchange accepts individual devices or entire laboratories. Sellers can choose between four packages to cover all buying options. These take into account the seller's priorities, regardless of what is more important, the selling price or rather the quick clearance of laboratory inventory. The purchasing packages offer every market-optimised combination of best return and efficient clearance. Free transport and storage of the devices is also part of the offer, as well as tailor-made advice on site. First of all, experts calculate the market value of your laboratory inventory free of

charge. The seller chooses the terms under which he wants to sell his laboratory equipment. This is then marketed free of charge via the Labexchange online shop and a host of different sales channels. Labexchange operates on a global basis and receives many enquiries regarding equipment purchases every day. Regular mailings to an international, personalised address database reach a large number of prospective buyers. Furthermore, information relating to thousands of devices is already in the system, which guarantees a quick sale on the best possible terms. Once a buyer has been found for the laboratory equipment, Labexchange takes care of the entire sales process. The seller receives the agreed market value.

### Get more for your laboratory devices than elsewhere

The Labexchange Best Price Guarantee ensures that sellers get more money for their laboratory device than from other dealers. If the seller has received a better offer from another dealer, he can send it to Labexchange and they will make an offer worth up to 20 % more than the original quotation.



# Challenges and objectives on the used laboratory equipment market

**Due to its diverse know-how, profound expertise and years of experience in handling used laboratory and analysis systems, Labexchange is not only a reliable and competent partner, but a global market leader. Consistently high quality and a range of guarantees are to thank for Labexchange's progression to No. 1 in the industry and a highly successful global player.**

Labexchange was faced with a number of challenges on its way to achieving market leadership, especially with regard to its business model and the industry sector in itself. The biggest challenge in trading in second-hand goods is safeguarding brand performance. This begins with purchasing the goods, at which point the problem of availability arises. It is not always possible to find on the market those products which will ultimately sell well or which will be sought after by potential buyers. Furthermore, the construction year, service life, type of use and, in the case of complex goods, customised features make each item unique. These factors consequently have a major impact on quality assurance. Each product must be inspected and if necessary repaired or subjected to other refurbishment measures. This requires comprehensive know-how on the part of the service technicians and also the sellers because they have to reconcile the specifications of many different devices of many different types and from many manufacturers with the requirements of the customer. Each second-hand device is one of a kind, with regard to its history, details of the original purchaser and application area, and for this reason it is essential to be totally loyal and transparent when dealing with the new customer. He must be fully informed of the condition of the device in question and the reasons for its sale, and not forced to buy a pig in a poke. The role of the brand from the customer's perspective is therefore primarily a "sign of trustworthiness and guidance". Consequently there are a number of particular considerations

in communication with the customer which must be borne in mind. As a rule, the focus of marketing measures is to emphasise the service component, in order to attribute the highest degree of trustworthiness and experience to the Labexchange brand.

To be able to overcome these challenges, the company had to accumulate a vast amount of know-how and expertise, implement the appropriate logistical and organisational processes and build up the corresponding customer and brand management strategies. For a small company like Labexchange, brand strategy brings with it major additional challenges relating to time, personnel and financial resources.

## **Labexchange - The world's No. 1.**

With its many years of experience and consistent brand policy, Labexchange can rightly be proud of this claim. The transformation of a small company into a global leader in the trade with second-hand laboratory and analysis systems is the result of hard work. Competition on the market, however, is becoming increasingly tough. For this reason, it is our primary objective to retain our position as market leader in the sector, so that the Labexchange brand will continue to the world's No. 1 in future.

This is an additional incentive to continuously develop the brand in order to be an even more effective and efficient presence on the market in future. Awareness of Labexchange brand values and overall brand recognition must therefore be increased.

The customer confidence in the Labexchange brand has to be maximized continually. This will also reduce any so-called "perceived purchase risk" for the customer. They should feel able to rely on Labexchange's experience, quality and reliability. After all, the fulfilment of customer requirements and customer satisfaction lie at the heart of everything Labexchange does.

## Good reasons to be customer

### **Sustainable use of valuable resources**

As a matter of principle, Labexchange promotes the sustainable use of valuable equipment. Buying and selling second-hand laboratory devices makes use of existing resources and assets. A device which, due to changed circumstances, is no longer of value for one user is often precisely what someone else is searching for at that given time.

### **Short delivery times**

Much of the equipment is already in stock in our warehouse and therefore available immediately. Several of these devices can be dispatched within 24 hours, since their operability has already been tested. Further equipment is ready for dispatch after 1-2 weeks.



We, as a team, work on offering you the best price-performance ratio.





We are flexible and dynamically on the move for you in our modern service area.

# Service for all laboratory and analysis systems

## Qualified. Independent.

### Good reasons to be customer

#### Friendly and competent advice

At Labexchange you'll find a team of expert chemists, chemical engineers, industrial engineers and commercial staff who are ready to help.

Labexchange is an experienced partner when it comes to equipment configuration, application, as well as purchasing and selling of devices.

**Qualified service for lab-equipment does not only mean the primarily repair of laboratory and analysis systems, but also maximum support when handling such sensitive systems. The combination of qualified support and independent service is the most important concern for the Labexchange Service GmbH.**

The concept behind Labexchange Service GmbH is to be an independent, value-for-money, qualified point of contact in the field of laboratory equipment service and to offer the best possible advice to customers.

A team of its own service technicians and a large number of partner service companies mean the customer can expect a wide range of services relating to inspection, maintenance and repair of all types of laboratory technology from all manufacturers. In addition, Labexchange Service is a competent partner who can assist customers with regard to laboratory furnishings and safety workbenches. All services are documented by a service report.

#### Expert service for laboratory equipment, regardless of manufacturer or construction year

Specialist technicians take care of installation, maintenance, repair, PC software integration or re-location of gas chromatographs, HPLC systems, MS couplings and a wide variety of laboratory technology. Every configuration can either be repaired or maintained in the company's own service laboratories or on the customer's premises. Customers benefit from the extended service life of the laboratory devices and can exchange information with experienced service technicians.

#### Top-quality laboratory furniture in experienced hands

The installation, re-location or modification of laboratory hoods and furniture items is a complicated matter and often a challenge. Top-quality laboratory furniture, sensitive apparatus and complex assemblies need expert handling. Completing such tasks quickly and safely saves time and is easy on resources. Within a short space of time, Labexchange Service GmbH optimises the working environment to meet specific requirements.

When setting up or extending a company's scope of performance it is often necessary to modify existing laboratory furniture to optimise process flows. Labexchange Service can handle such modification requirements in its own joinery workshop and therefore realise almost any customer-specific solution.

#### Safe working conditions thanks to certified maintenance of safety workbenches

Service technicians authorised by TÜV Nord inspect all microbiological safety workbenches and cytostatic workbenches in accordance with legally prescribed standards. These inspections relate to installation, routine maintenance, seal and leak testing as well as particle measurements in air currents. Filter changes performed by experts guarantee a high degree of safety in the workplace. All filters comply with the valid DIN EN 1822 standard and therefore meet the highest demands.

#### Optimum availability of spare and wear parts

The availability of spare and wear parts considerably extends the service life of laboratory equipment. Thousands of spare parts from leading manufacturers for all standard laboratory devices can be obtained from Labexchange Service.



# Labexchange Service as „No. 1“ contact for maintenance and repair work

Maximilian Kuster is sales director at Labexchange Service GmbH. Since October 2016 he has played a major role in the development of the company. In an interview he talks about his vision and goals for Labexchange Service GmbH.

**Mr Kuster, tell us about your background and why you decided to join Labexchange Service immediately after completing your studies.**

Naturally, when I was considering what I should study, the prospect of joining my father's company at some stage was at the back of my mind. For this reason I chose a Management and Technology (TUM-BWL) degree at the Technical University of Munich. The fact that I specialised in chemistry and controlling helps me in my everyday work.

With Labexchange Service, the Labexchange Group has a unique selling point; second-hand laboratory and analysis equipment can be inspected by its subsidiary, which is also in a position to offer a wide range of associated services, such as dismantling of equipment, re-location, installation and maintenance.

To enable us to be a one stop shop offering customers the best possible service, I would like to continue steadily developing and expanding Labexchange Service.

**What is your vision for Labexchange Service?**

The aim is for Labexchange Service to become the partner of choice for maintenance and repairs, based on its thorough knowledge of manufacturers and devices. Laboratories contain many devices from diverse manufacturers which are primarily maintained by them during their guarantee period. After that, we want to be the partner for equipment maintenance for all laboratory devices, irrespective of manufacturer.

In addition, we can provide customers with all the materials they need to ensure the smooth operation of their laboratory.

**Where will you place most emphasis in the future development of the company?**

In order to pursue this ambitious vision, we need a clear structure with defined processes plus motivated and well-trained technicians. For this reason, we have created four organisational divisions in which know-how is acquired and passed on. These are laboratory technology, laboratory furnishings, exhaust air and safety workbenches as well as provision of materials.

In the autumn of 2017 we relaunched our website to draw customers' attention to our clearer profile and the reorganisation of the company. New functions are being added all the time. Together with our new logo, this sends out a clear indication of our ambitions to customers.

**Which challenges do you anticipate in the process?**

Naturally, the key to everything is the expertise of the company and its employees. Only by continuing to work on the devices in our laboratory and engaging in specialist training can we maintain our current position. At a time when there is a shortage of specialist personnel, we offer our staff an attractive package made up of remuneration, pension scheme, further training and a pleasant, modern working environment.

**Finally, can you tell us why customers are in particularly safe hands with Labexchange Service and what sets you apart from your competitors?**

Our aim is to provide genuinely tailor-made equipment maintenance and repair services. That's why we can offer our customers a considerable price advantage. And because we endeavour to service all manufacturers and devices, customers have more flexibility and a partner who can help in all matters.



Maximilian Kuster, sales director of the Labexchange Service GmbH

„We take care of your concerns at-scale.“

Maximilian Kuster  
sales director

Good reasons  
to be customer

**Your one-stop shop  
for service**

You receive comprehensive service from the time of purchase and throughout the entire service life of your device. Following delivery, Labexchange Service GmbH will be pleased to take care of installation, maintenance and repair of your laboratory equipment, if required.



Our service technicians work fully concentrated on the inspection of your new used laboratory device.





# Die Labexchange Foundation – Wolfgang Kuster Stiftung

The text of Erich Kästner's poem "Moral" – "There is nothing good unless you do it" – epitomises the foundation's stated aim. The aphorism illustrates that only a person's actions can demonstrate whether he or she is good or not: "Actions speak louder than words". Consequently, doing nothing is not good.

### What is the purpose of setting up a foundation?

Is it out of gratitude for the success one has experienced? Is it a signal to future generations or a way of ensuring one's own name lives on? It is probably the sum of all these parts. Above all, however, the establishment of a foundation is a sign of serious intent. It is a sign of credibility. And it is a sign of assuming social responsibility. A foundation takes a certain direction in its supportive action and it directs funds in a targeted manner. This allows projects to receive more sustainable support than if donations are made to many different causes. The foundation aims to make a meaningful contribution and provide effective help in specific areas.

### Objectives of the Labexchange Foundation

The Labexchange Foundation – Wolfgang Kuster Stiftung is a charitable foundation inspired by Labexchange – Die Laborgerätebörse which supports in particular

- the healthcare sector
- art and culture
- environmental protection
- the welfare system
- collaboration on development
- the common good and projects and organisations which care for people in poor countries.

Support can take the form of both financial resources and the provision of equipment for medical, clinical chemistry or analytical purposes free of charge.

The foundation regularly presents the Labexchange Award to charitable projects in the listed sectors.



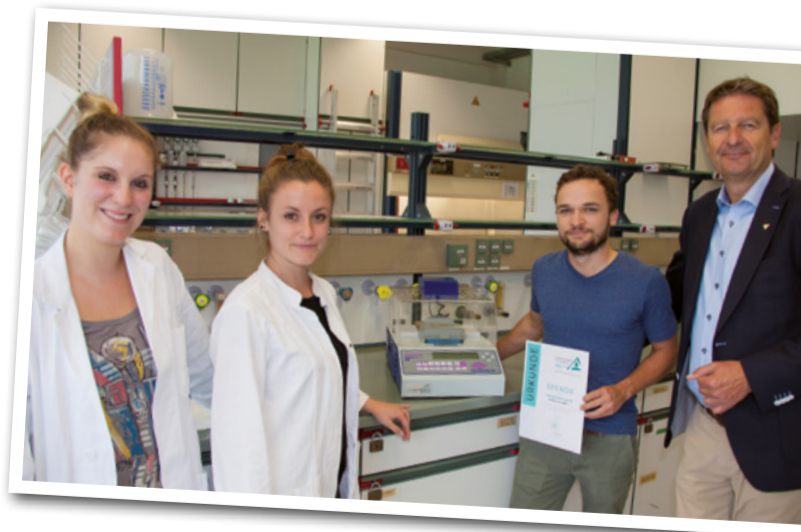
Participation in the setting up of the "Protestant de Ndoungue" hospital in Cameroon, for which Labexchange provided urgently needed laboratory and analysis equipment.



The Labexchange Award 2017 honoured a unique company, set up and run independently by students of the TBS 1 school in Bochum.



The Labexchange Foundation Award 2016 goes to students of Heidelberg for their research work on the use of duckweed as a phosphate recycler.



Donation of a Stratagene Robocycler 96 for the development of a biological pipe cleaner to the project team of the University of Stuttgart.



Donation of a Siemens Advia 120 haematology analyser to the St Marcel non-profit outpatient clinic in Burkina Faso.

### Labexchange says THANK YOU for customers' project support!

We would like to express our thanks to our customers for their commitment. By purchasing a second-hand device, our customers are supporting the principle of sustainability. The extended use of tested laboratory equipment contributes to increased added value and a more favourable life cycle assessment. We multiply this commitment by donating part of the purchase price to the Labexchange Foundation, which uses this donation for the common good by fostering ecological development and sustainability.





**LABS  
TRIBUTE**

we distribute labs

# Profitable, fast and straightforward – auctioning of complete laboratories

**Labstribute is the specialist for market value calculation and auctions in the field of laboratories and process plants. The newest member of the Labexchange Group auctions complete laboratories, including all components, at very short notice, requiring little effort on the part of the seller in the process. Labstribute takes care of marketing the auction.**

The auction of laboratory inventory, a complete laboratory or process plants is only possible with the help of the relevant specialists. An expert market value assessment is the basis for a successful and profitable laboratory auction. Our experts accurately value your laboratory devices, pharmaceutical and process equipment and they have the right technical expertise.

Labstribute's services range from the detailed creation of an inventory and a catalogue of the laboratory inventory, process plants and machines through qualified market value calculation down to the perfect auction service via our online platform [Labstribute.com](https://www.labstribute.com). Further services, such as

private inspections and the complete monitoring and supervision of the vacation of the laboratory, complete Labstribute's service portfolio. There is even a unique packaging and delivery service for laboratory fixtures and fittings. Laboratory users and manufacturers in the pharmaceutical and chemical sectors get their money's worth on the **online auction platform [Labstribute.com](https://www.labstribute.com)**. This is where the interesting laboratory and process technology auctions take place. All relevant data relating to the auctions, full auction catalogues, photographs and important information on the respective items can be viewed online. This enables registered auction participants to obtain all the information they need to make a bid on [Labstribute.com](https://www.labstribute.com)

*„An expert market value assessment is the basis for a successful and profitable auction. Both buyers and sellers can rely on our know-how.“*

**Michael Rempp**  
sales assistant





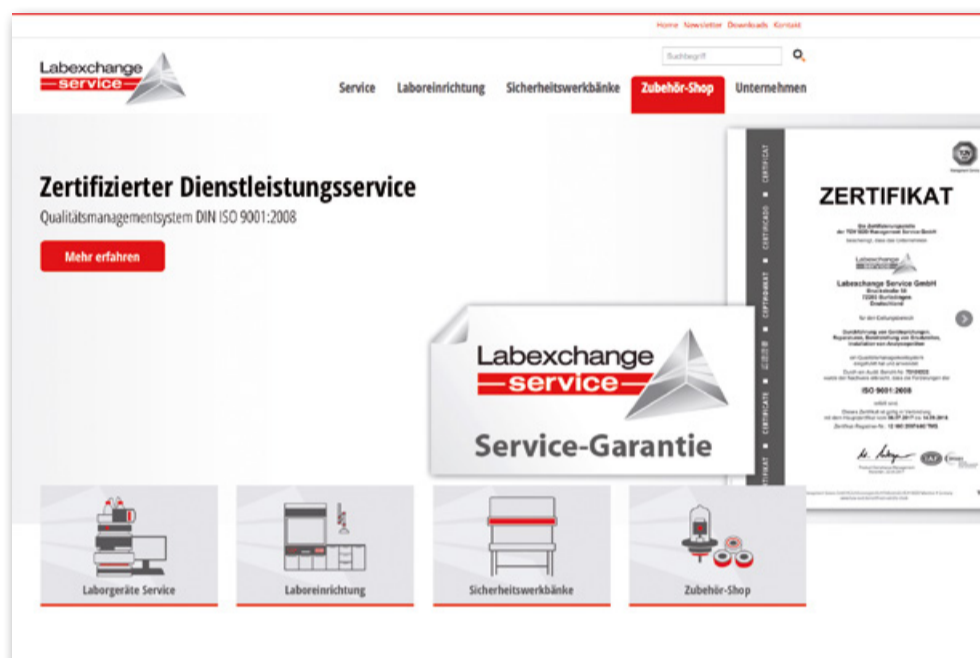
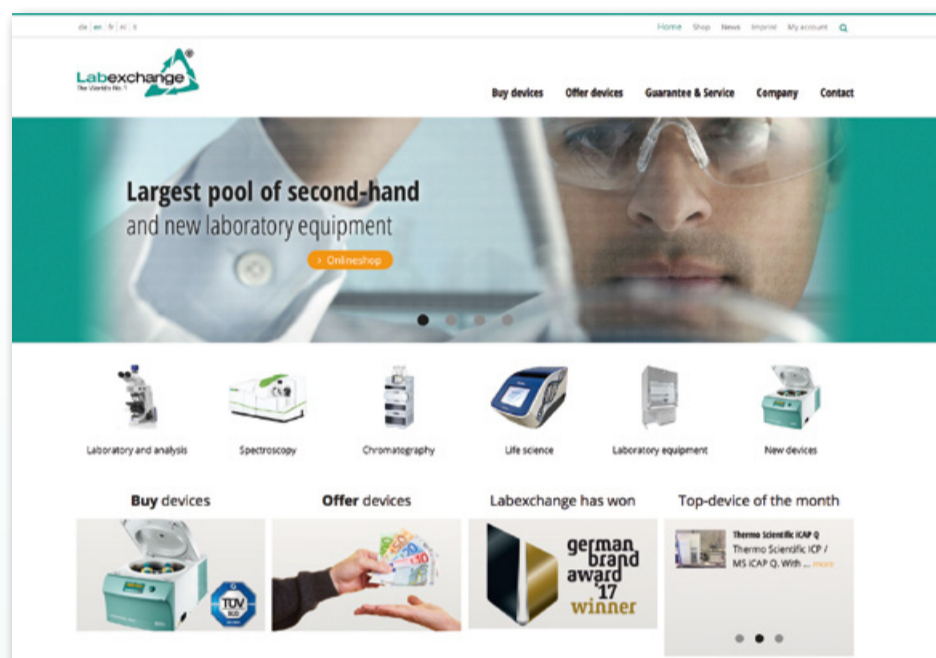
# More information and the entire range of services

## Labexchange.com

- Online shop with over 6000 new and used items in 148 product groups
- All manufacturers and brands
- Comprehensive guarantee and service portfolio
- Latest news
- Offering equipment for sale

## Labexchange-service.com

- Full details of our range of services
- Service for laboratory devices and inventory from all manufacturers and brands
- Spare and wear parts shop
- Latest news and company information



## The Labexchange product range – Labexflow safety workbenches

Thanks to the excellent cost-benefit ratio of our Labexflow safety workbenches, your purchase gives you high quality in return for low investment. Depending on requirements, you can choose between 3 different sizes and a variety of features. A rollable base guarantees maximum flexibility and mobility in your laboratory. The pre- and HEPA filters supplied on delivery ensure product protection from the very first work step.

You will find all models at [labexchange.com](http://labexchange.com)



**Publisher**  
Labexchange  
– Die Laborgerätebörse GmbH

Postfach 248 · 72387 Burladingen · Germany  
Tel. +49 7475 9514-0  
Fax +49 7475 9514-44  
info@labexchange.com  
www.labexchange.com

**Editorial staff**  
Labexchange Group

**Layout**  
www.bastian-grafik.de

Part of the Labexchange Group  
the world of used equipment



### Always up to date with the Labexchange Newsletter

You would like to keep regularly informed about the most topical equipment take-ups and about special offer arrangements? No problem with the Labexchange Newsletter.

► **Sign up and receive 3% discount on your first order.**