



## LABMATE (ASIA) PVT. LTD.

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Dear Sir,

### **Sub : Distribution network**

We, LABMATE (Asia) Private Limited, are a multidivisional, multi product organization with more than two decades of existence in the life and analytical science market in India. We represent world class companies like **Christ, YSI, UVP**, just to name a few, as their exclusive distributors in India. Please feel free to visit our website <http://www.labmateasia.com> to browse through our product range.

We wish to embark on the course of enhancing our nationwide customer reach for our range of instruments and biologicals through strategic distribution alliances with leading scientific equipment suppliers. To achieve this, we are looking for companies with more than five years experience, in allied fields, catering to research and educational institutions and industries, to be our business associates for a basket of products in the territories mutually agreed upon.

We shall impart necessary training to instil the required technical knowledge and skills to the personnel of our partners to enable them carry out product promotion effectively. We shall also arrange to carry the necessary inventory to meet the market requirements. We expect our partners to invest in terms of dedicated man power, demo inventory etc. in order to make this partnership a successful one ensuring a win-win situation for both.

If your organization is willing to work with us in this enterprise, we request you to fill up the dealership application form which can be downloaded from our website. The filled form along with detailed profile of your company may be couriered or e-mailed to us to take this matter forward.

We look forward to hear from you.

For Labmate (Asia) Pvt. Ltd.