

Dunn Labortechnik GmbH - how we became what we are -

In October 1982, after 10 years in biomedical sales for different companies in Germany, Peter William Dunn (British) and his wife Hannelore (German) opted for independence and founded the company Dunn Labortechnik und Geräteentwicklung.

In February 1992, the company was acquired by the British company J. Bibby & Sons Plc / Barloworld and was subsequently known as Bibby Dunn Labortechnik, but reverted back to its original status of private ownership at the end of September 1994, and is since called Dunn Labortechnik GmbH.

In July 1992 we moved into our own newly built premises in Asbach, between Cologne/Bonn and Frankfurt, from where we deliver laboratory equipment, glassware, and disposables, as well as immunoreagents, substrates, antibodies, plasma and sera to our customers all over Europe and beyond. In addition to our comprehensive and high-quality product portfolio, we are known for reliable and competent service, which is optimized by our large warehouse and our own technical service and support facility.

In 2022, after 40 years as Managing Director, the company founder Mrs. Hannelore Dunn resigned from her position but is still available as experienced consultant for the new management. The new Managing Directors are experienced long standing employees of Dunn Labortechnik: **Mrs. Doris Len** (23 years Accounting), **Dr. Kevin Denkmann** and **Dr. Hamza Mohammad** (both since more than 6 years in Product Management and Marketing). They are supported by a team of highly qualified employees including 2 further scientists and 3 service technicians.

We celebrated our 40th anniversary in the same year and we look forward to continue our good relationship with our loyal customers and valued business partners for many years to come.

Our Customers

Our customers throughout the whole of Europe and beyond can be found in three main areas:

Universities, Hospitals and General Laboratories - such as Blood Banks, HLA Laboratories, Institutes for Biochemistry, Cardiology, Cell Biology, Chemistry, Genetics, Immunology, Mechanobiology, Microbiology, Molecular Biology, Orthopaedics, Pathology, Pharmacology, Physiology, Structural Biology, Veterinary Medicine, Virology, and many more.

Research Organizations – such as EMBL, Fraunhofer Institutes, German Cancer Research Center, Helmholtz Centres, Leibniz Institutes, Max-Planck-Institutes, Paul-Ehrlich-Institute, Robert-Koch-Institute, and others.

Industry – for example Biotechnology companies; Chemical, Pharma, Food Industry; Kit, Vaccine and Serum Manufacturers, and numerous other process and production facilities.

Our Products

We offer an extensive product portfolio for Cell Culture and Molecular Biology, Chemistry and Life Sciences:

Equipment

Liquid Handling Systems for HTS, Protein Crystallography, Genomic Solutions, Chemical Applications and Combinatorial Compound Arrays for Drug Research (*Art Robbins Instruments*); Laboratory Automation Products, Colony Pickers and other general equipment (*Hudson Robotics*), Cellular Biomechanical Systems (*Flexcell*: Tissue Engineering, Cell Tension and Compression, 3D Culture and Shear Stress Systems); Bioreactors, Fermenters and Cell Culture Systems (*Bellco Glass*, *Esco Bioengineering*, *Chemglass Life Sciences*); Fume Hoods and Microbiological Safety Cabinets of all classes (*Monmouth* and *Bigneat*), Anaerobic and Hypoxia Chambers BACTRON/BACTROX (*Shellab/Sheldon*); Sealers and Evaporators (*Porvair Sciences*); Incubators, Roller Apparatus and a wide range of general laboratory equipment (*Bellco Glass*, *Chemglass Life Sciences*, *IBI Scientific/Stovall*, *N-Biotek*, *Shellab/Sheldon*).

Accessories and disposables

Accessories for the above equipment; a large selection of glass products and plastic disposables for cell and tissue culture, as well as chemistry and chromatography applications (*Bellco Glass*, *Chemglass Life Sciences*, *Excel Scientific*, *Esco Bioengineering*, *J. G. Finneran*, *SciLabware*); a wide range of standard and special plates and reservoirs (*Porvair Sciences*).

Immunoreagents for Research and Production

Antibodies, antigens and proteins; substrates and reagents (ELISA, IHC, Blot, Microarray); Conjugation and ELISA Kits; Staining Solutions and Proteins; Plasma, Media, Human Sera and Complement by renowned manufacturers such as *Icon Medlab*, *Immunology Consultants Laboratory (ICL)*, *Innovative Research*, *Meridian Life Science* and *Moss*; products to stabilize RNA, DNA and other biological samples at ambient temperature for transport, storage and day-to-day handling by *GenTegra*; media, proteins and staining solutions etc.

Our company philosophy

Competent support, reliable and flexible service, high-quality products, and fast delivery are the cornerstones of our philosophy.

To meet these demands, we have split Europe into geographical areas, with each area being covered by a dedicated sales support specialist. Apart of administrative and logistics personnel, our team includes four scientists as Product Managers (two of them Managing Directors), and three Service Engineers responsible for technical service and customer support.

Our product portfolio has been carefully chosen to fit the specific needs of the above mentioned customer groups. A large portion of our products is supplied by manufacturers for whom we have exclusive distribution rights for Germany as well as for parts or the whole of Europe and even beyond. All products have to comply to proven quality standards, and the good longstanding relationship with our manufacturing suppliers guarantees a smooth and efficient service for our customers.

Throughout the year, we participate at in some of the most important trade shows such as Analytica and ChemspecEurope, big scientific conferences such as TERMIS Europe and ECM as well as various smaller exhibitions and congresses in Germany and the whole of Europe. We issue press releases on new products and developments, and place regular advertisements in major trade papers and important online newsletters/portals.

All our products and services are described on our webpages (www.dunnlab.de), which are constantly being brought up to date with product news, special promotions, and exhibition participation. Furthermore, we have joined the LinkedIn community.