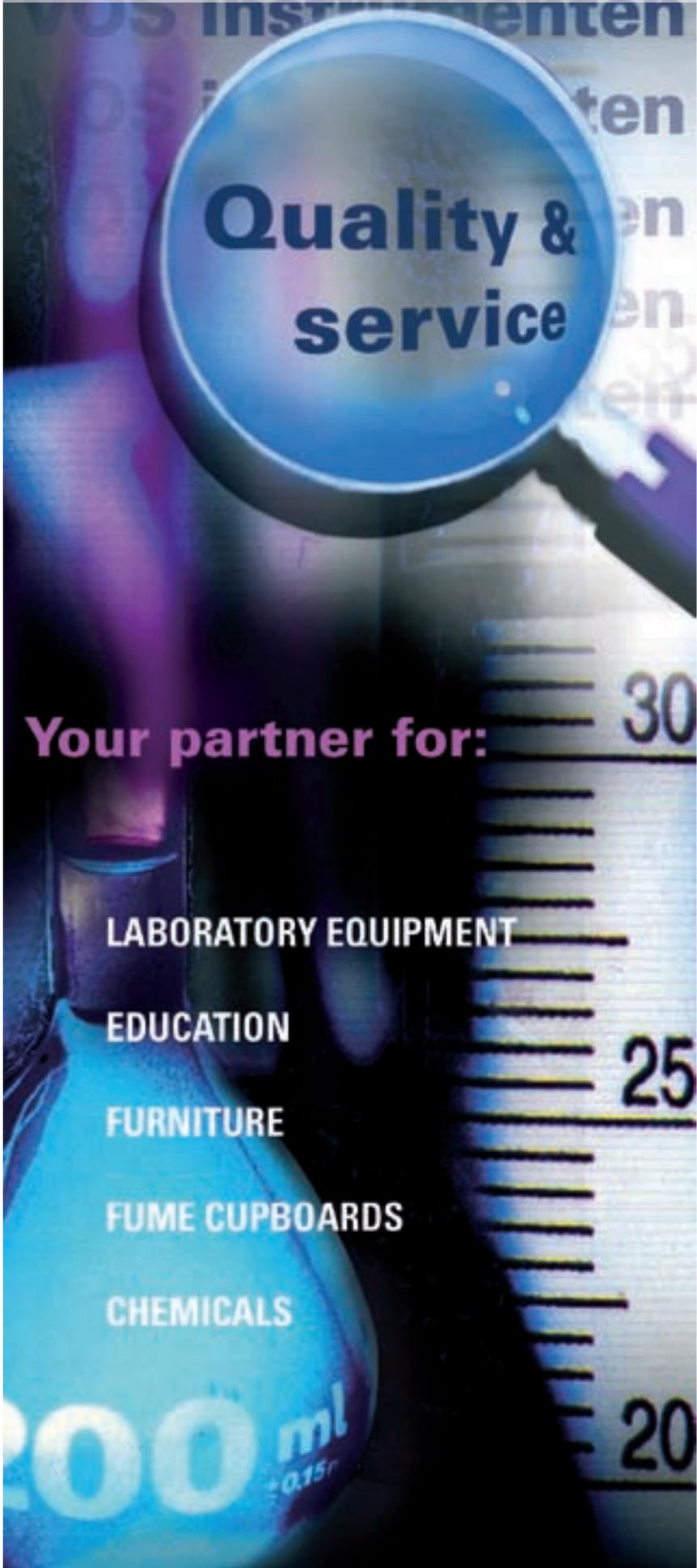


VOS instrumenten IMAGE BROCHURE

A magnifying glass with a black handle and silver rim is positioned over a laboratory flask. The lens of the magnifying glass is focused on the text 'Quality & service' which is printed in a bold, dark blue font. The background of the entire image is a close-up of laboratory glassware, including a graduated cylinder with a scale from 20 to 30 and a 200 ml flask with a tolerance of ±0.15 ml. The lighting is dramatic, with strong highlights and deep shadows, creating a professional and scientific atmosphere.

**Quality &
service**

Your partner for:

LABORATORY EQUIPMENT

EDUCATION

FURNITURE

FUME CUPBOARDS

CHEMICALS

COMPANY PROFILE VOS INSTRUMENTEN B.V.

VOS instrumenten was founded 30 years ago by Rob Vos.

The company started to provide Heineken Breweries with laboratory equipment and laboratory disposables.

Soon, VOS instrumenten was laboratory supplier of Heineken on a world wide scale. The company expanded rapidly due to its uncompromised philosophy concerning service and reliability.

Being a versatile supplier of equipment used in laboratories the company specialised more and more in the field of:

- *beer and beverages*
- *water treatment*
- *environment*
- *petrol and chemical*
- *food and feed*
- *seeds*
- *physics*
- *chemistry*
- *biology*



VOS instrumenten develops and manufactures several products. Among these are Hazemeters (for measuring turbidity) and Flaskshakers (for bitterness test).

The company is proud of its highly educated staff. Both office and sales people have an education level of at least advanced laboratory school. In practice this means an outstanding capability to give a tailor-made advice about customers' needs.

In East Africa VOS instrumenten is represented by:

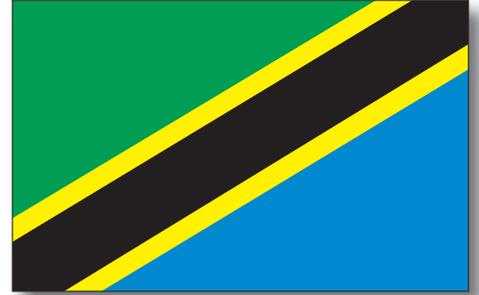
VOS instrumenten East Africa LTD, Kenya (Nairobi, Mombasa)
PEJA EAST AFRICA, Uganda
MUVEK, Tanzania



Joseph Githigi
Manager Sales Office Nairobi



Darsi Ruysenaar
Manager Sales Office Mombasa



Muvek
Dar es Salaam



Sales Office Kampala



Peja East Africa

These representations are well established companies for many years. They feature adequate knowhow in the field of laboratory equipment and have their well trained service departments. Their product training has been done by VOS instrumenten guaranteeing a right away on the spot service.

VOS instrumenten is an authorized dealer of Hach Lange, Millipore, Lovibond, Schleicher & Schuell and Munktell products and has a leading position on several markets (including The Netherlands). Next, VOS instrumenten is key supplier of a wide variety of filters, pH meters, pipets, glasware and all other equipment used in the (water) laboratory .

About 20 years ago VOS instrumenten took over from Griffin UK their Dutch activity concerning products for education purposes. In the field of practical work for Chemistry, Physics and Biology the company is the absolute number one in The Netherlands. VOS instrumenten supplies High Schools and Universities (e.g. University of Leiden, Groningen, Amsterdam, Rotterdam and Maastricht). In 2004 Vos instrumenten started a strategic alliance with Dr. Schuchardt from Germany. This alliance enabled VOS instrumenten to improve both its purchasing and logistic power.

In summary, VOS instrumenten is a one stop shop. We can provide you with all your required equipment, furniture and disposables concerning the practical work for Chemistry, Physics and Biology. If necessary we can modify the equipment to suit customers' research programs. Equipment procured from VOS instrumenten carry a warranty and to ensure this, the installation, maintenance and service is carried out by ourselves.



Paul Palthe
General Manager

INDUSTRIAL LABORATORY

Each laboratory has its own specific strength and specialism. As a consequence, its needs are also specific and should be tailor-made satisfied. That can be difficult if there is not a regular contact between supplier and customer. Communication is crucial to have a mutual understanding between supplier and customer as to what is desired and what is possible.

Our well-trained personnel visits your laboratory on the spot in order to discuss with you your needs and wishes. This varies from laboratory furniture up to special equipment and consumables. Our specialism is:

- *beer and beverages*
- *water treatment*
- *environment*
- *petrol and chemical*
- *food and feed*
- *seeds*

It is our policy to provide our customers with high quality products, developed and manufactured in West-Europe. We simply do not compromise on quality. Our philosophy is that we have to create a so-called win-win situation for the long term and that is only possible with a right advise, product, quality and (after sales) service.

Our local people are intensively trained and supported by head office based in The Netherlands. Sometimes mutual visits are made at our customers. In such a situation an engineer from Head Office will accompany our local Technical Sales Manager and discuss with you directly your needs, resulting in a custom-made solution.

VOS instrumenten works closely together with its customers. We are able and capable to modify products if necessary. But we go even a step further. We organize workshops both domestically and in The Netherlands, where we train our customers how to optimize the use of particular equipment. A very special workshop is glass blowing. As you know glass blowing is a special art, becoming less and less practised by companies or institutions. A revival of this specialism is heavily promoted by VOS instrumenten, enabling companies and universities to save money on their glassware.

In Nairobi, VOS instrumenten is well equipped to repair most laboratory products. Here our domestic engineers are trained. Very often they are able to fix technical problems at your place. That is what we consider as service.



VOS instrumenten prefers a long term relationship with its customers. It is our firm opinion that you as a customer must be optimally served by us. We do that by providing a tailor-made advise, excellent products and an unsurpassed service.

BEER INDUSTRY

Almost 30 years ago, VOS instrumenten started its activities as a supplier for the laboratories of the beer industry. The company developed and manufactured its own highly specialised products like Hazemeters and Flaskshakers for the bitterness test. Today, VOS instrumenten covers ALL the products used in the Beer Laboratory. The company works closely together with the German company Steinfurth. This has resulted in a new range of products like logger systems for pasturization, a wide variety of CO2 products, and packaging testing equipment.

The big five of VOS instrumenten includes:

- VOS 4010 Hazemeter
- Flaskshaker for bitterness test
- Logger system
- Alcohol Analyser
- Maisbath



EDUCATION

For many years, VOS instrumenten has highly specialised in products used at the practical work for Biology, Physics and Chemistry. This specialism covers the secondary schools, high schools and universities. We are the leading supplier in The Netherlands in this particular field. But we go even a step further. Special educational furniture for the practical work is an important activity of VOS instrumenten.

Biology

VOS instrumenten has a strategic alliance with the market leader in Germany, Dr. Schuchardt, enabling us to provide you with an extremely large productline for Biology. This productline includes brandnames among many others like:

- 3B-Scientific (anatomic models)
- CVK/Gamble (practical work)
- Hagemann(transparents, wall posters)
- Optika (microscopes)
- Lieders(micro-preparates)
- Windaus (ecology and fieldworkmaterial)
- Molymod (molecular models)
- Uvex and Bollé safety glasses

But VOS instrumenten also sells a variety of products under its own label e.g. microscopes, safety glasses storage systems etc.



Physics

The product assortment for the practical physic work is extremely wide. Here, the complete productline of the American companies Carolina and Pasco are sold by VOS instrumenten, guaranteeing state of the art products of a very high quality at an attractive price level. But also German Cornelson products are covered. Next to these products, a very fine selection of products from especially selected companies, are sourced by VOS instrumenten.



Chemistry

Started as a supplier of professional laboratory products, VOS instrumenten has built-up a long history and experience with this type of products. Today many schools and educational institutions (including universities) are benefitting from this specific knowhow. We know exactly what you need in your class. It makes the communication much easier and you are faster and better served!



Furniture for the practical work

An other specialism of VOS instrumenten is the furniture for the practical work. Together with Dutch Vinitex we provide you with custom made furniture, perfectly satisfying your needs. On the spot we discuss with you your needs, ideas and possibilities. We make a hand made drawing and re-discuss that with you. After your approval, and perhaps your adjustments, a computer drawing is made with a detailed quotation. We can do the installation or you can do it yourself with the help of a very –but easy to understand- instruction manual.

VOS INSTRUMENTEN B.V. IS AN AUTHORIZED DEALER OF:

COMPANY

PRODUCTS

Alexandra	Laboratory coats
Altena Koelservice	Refrigerating/heating circulators
Amarell	Thermometers and areometers for the laboratory
Hiltru	Safety cabinets
Behr Labortechnik	Demineralsation, heating blocs for distillation and destruction
Binder	Laboratory ovens, cooling incubators, vacuum incubators
Bochem Instrumente	Metal accessories for the laboratory
Bohlender	Exsiccators
Bollé	Safety glasses
Bottleneck	Glass pulverizer
Carbolite Furnaces	Chamber and tube furnaces
Cowie Technology Group	Stirrer magnets, and PTFE labware
Dupa Safety Technology	Safety cabinets
Elma	Ultrasonic cleaning technology
Hach Lange	Equipment and reagentia for water analysis
Hanna	Equipment and reagentia for water analysis
H + P Labortechnik	Magnetic stirrers
Hanhart	Stopwatches and timers
Haldenwanger	Porcelain for the laboratory
Heidolph	Stirrers, magnetic stirrers, pumps, shakers and mixers, rotary evaporators
Herka	Glassware, titration and dosage equipment
Hermele	Laboratory centrifuges
Horst	Heating mats, barrel heating, heating tapes, heating mantles
Huber	High precision thermoregulation in (water)baths
Interscience	Equipment for micro-biology e.g. stomacher
Julabo LaborTechnik	Refrigerating/heating circulators, visco baths, calibration baths
Karlsruher Glastechnisches Werk	Dewar vessels
Kartell	Plastic disposables
Kautex	Plastic bottles
Philipp Kirsch	Refrigerators and freezers
KNF Verder	Vacuum and liquid pumps
Labotech	Heating plates
Leica	Microscopes
Lightpath Optical Comp. Ltd	Cuvets for UV, VIS and IR spectrophotometers
Lovibond	Equipment and reagentia for water analysis
Mettler Toledo	Balances, titration equipment and pipettors
Miele	Washing machines for laboratory glassware and other equipment
Munktel	Filters
Nabertherm	Muffle furnaces
Ohaus	Laboratory and industrial balances, moisture analyzers
Pasco Scientific	Physics systems/experiments
Pfeuffer	Equipment for the analysis of seeds and grain
Poulten Selfe	Visco tubes
Rötzmeier	Safety vessels
Sanyo Gallenkamp	Ovens, incubators, autoclaves, water distillation equipment, freezers
Satorius	Balances
Schleicher & Schuell	See Whatman
Schott	pH meters, EC meters, electrodes, titration equipment, visco meters, water distillation, heating plates
Score	Furniture
Socorex	Pipettors
Steinfurth	CO2 equipment, temperature and pressure loggersystems, testing equipment for soda and beer packaging, foamtesting equipment
Testo	Equipment for measuring temperature and humidity
Thermo Haake	High precision thermoregulation in waterbaths
Uvex	Safety glasses
Vinitex	Laboratory furniture, fume cupboards
VOS instrumenten	Hazemeter, flaskshaker, alcohol analyser, pasteurization logger systems, maisbath
Whatman	Filters
WPA (Biochrom)	Spectrophotometers, colorimeters, pH and conductivity meters
WTW	pH meters, conductivity meters and oxygen meters, electrodes