

Beginning-to-end

# Solutions.

*The Portfolio has Grown!*



What happens when the industry's leading laboratory consumable brands come together in one comprehensive range of products? You get the world's most comprehensive line of Beginning-to-end Solutions for life sciences applications as well as:

- innovative, high-quality brands and products to ensure repeatable, reliable results
- a single source for all your consumable needs - optimizing procurement processes and economies
- access to technical expertise to help you select products and optimize results
- continuous product and technology innovation
- a global footprint of world-class manufacturing and distribution facilities

# Corning – The Complete Solution

From cell culture and scale-up, through to drug discovery and genomics, chemistry and microbiology, Corning has the breadth of products to offer complete solutions for your workflows.

## The Family of Brands

Through recent acquisitions, Corning is proud to offer many of the world's most trusted and reliable brands as part of our portfolio, including:



**CORNING** **FALCON®** **PYREX®** **AXYGEN®** **GOSSELIN™**

We are very excited by the opportunities that our growth brings to life science researchers. By combining our new brands with Corning's expertise in R&D and manufacturing, we will be able to develop highly specialized solutions for emerging life science applications.

The recent acquisition of BD's Discovery Labware business has extended our offering of cell culture and liquid handling brands to include specialized cell culture surfaces such as Corning Matrigel® ECM, and Corning BioCoat™ biological products.

## The Corning Values

In 2013 and beyond, we will be committed to living the three core pillars of our offering:



### Innovation

We will continue to invest a significant portion of revenues in R&D to ensure our customers have access to the newest, most innovative products and solutions on the market.



### Quality

As we integrate our newest brands into the Corning offering, you can expect nothing less than the high-quality, reliable products and brands you have come to expect from us.



### Service

With an expanded geographical footprint in the Americas, Europe, China and Asia, customers can easily access the brands they want, when they want, no matter where they are in the world.

During 2013, we will be integrating Discovery Labware brands, including Falcon®, Matrigel® and BioCoat™ into the growing family of Corning Life Sciences brands. You'll notice changes on our product and packaging artwork, but the products you've trusted for your research remain the same. And you can continue to order Discovery Labware products through Fisher Scientific.

**As a customer, how do I benefit from Corning's acquisition of the Discovery Labware business?**

The acquisition supports Corning's commitment to supply customers with an even more comprehensive line of high-quality laboratory research products. This acquisition has added some of the industry's leading brands to the Corning portfolio – such as Falcon® and Matrigel®. This brings extended choice to our customers, as well as important new products such as biological surfaces. By combining these new products with Corning's technology and innovation we are positioned to develop exciting new solutions to support the life science industry's growing needs.

**Will this change my existing business relationship with Corning and/or Discovery Labware?**

For Corning products your relationship will remain unchanged and you can expect the same strong support and service that you have been receiving. Discovery Labware customers can continue to buy product through Fisher Scientific.



Part of Thermo Fisher Scientific

**In the United States:**  
For customer service, call 1-800-766-7000.  
To fax an order, use 1-800-926-1166.  
To order online: [www.fishersci.com](http://www.fishersci.com)

**In Canada:**  
For customer service, call 1-800-234-7437.  
To fax an order, use 1-800-463-2996.  
To order online: [www.fishersci.ca](http://www.fishersci.ca)