Leading the way. Advancing discovery. Enabling our customers. Improving wellness. Coming together. Staying the course.

This is Bio-Rad.

ACCELERATING SCIENTIFIC DISCOVERY AND IMPROVING HEALTHCARE WORLDWIDE
“Every decade since the company began has brought renewed creativity, energy, and inspiration that have culminated in new products, opportunities, and successes.”
"The very ‘best’ of a company’s best practices is a simple one: listening. We get to know our customers and understand what is important to them."
8,250+ employees
“The key to our success is people, who share the same vision and commitment in delivering the highest-quality products to our customers.”
“Our commitment extends beyond the lab to more practical matters such as faster product delivery time and being as physically close to our customers as possible to serve them better.”
customers in 150+ countries
Nearly two decades into the 21st Century, advances in healthcare continue to offer the promise of new and better therapies for disease control and prevention. In virtually every field of biomedical research and practice, significant progress is being made in obtaining a greater understanding of biological systems and disease.

What does this progress mean?

It means new therapies, better treatment—and, an earlier diagnosis. It means that in some cases people will be able to manage their diseases, and live longer and more fulfilling lives.

That’s progress. And thanks to companies like Bio-Rad, it’s happening every day.

Over the course of the past 60+ years, Bio-Rad has continually provided the healthcare industry worldwide with useful products that help diagnostic labs obtain faster and better results and help life science researchers accelerate the discovery of new ways to combat, and even eradicate, disease.

This is how it’s done.
LEADING THE WAY

Driven by innovation, focused on our markets and our customers.
In its seventh decade of operation, Bio-Rad is a global leader in life science research and clinical diagnostics markets.

A diversified and complementary product offering, a vast worldwide presence that includes investments in high-growth emerging geographies, and key competencies in product development and distribution provide Bio-Rad unprecedented leverage to help shape the direction that new products and technologies take.

From cell biology and the study of proteins to the screening and typing of blood and diagnostic tests for a variety of diseases, Bio-Rad manufactures and distributes more than 10,000 products; a full 80 percent of our sales are from products in which we have a leading position in the market.
LIFE SCIENCE
ADVANCING DISCOVERY

For a scientist, every day holds the possibility of discovery.
For a scientist, every day holds the possibility of discovery, of uncovering something new, or hidden—some new understanding of how things work, which can make a difference in our lives in real, tangible, and measurable ways.

The Life Science Group provides researchers with the tools they need to make these discoveries in areas closely related to healthcare, answering fundamental questions about proteins, genes, and cells.

PROTEIN QUANTIFICATION

Proteins are the active molecules in the human body. They are responsible for the shape, structure, as well as function and regulation of cells. Separating and analyzing proteins is key to many applications in biotechnology, from studying the amount, size, and shape of a given protein in living cells to evaluating, diagnosing, and monitoring disease and conditions.

Bio-Rad’s offering in this area, which includes electrophoresis and imaging products as well as multiplex immunoassays, helps researchers determine which proteins are present and if the amount of specific proteins may have changed as a result of their experiment. These products are used to characterize the proteins involved in diseases and in the regulation and expression of biomarker proteins.

One of these diseases is hypodiploid acute lymphoblastic leukemia, a subtype of childhood leukemia that is highly resistant to treatment, resulting in a poor prognosis. To investigate possible therapeutic targets for the disease, Ernesto Diaz-Flores and others at the University of California, San Francisco, turned to Bio-Rad’s ChemiDoc™ Touch Imaging System.

“We needed technology that would allow us to identify which protein and which pathway are the most essential and relevant,” Diaz-Flores said. The resolution of the ChemiDoc Touch helped him identify the proteins and quantify them—right from the membrane.

An avid photographer, Diaz-Flores finds similarities between photography and science. One of these is seeing the result “in the moment,” he says. “Getting that data in the best and most visual way possible is part of the beauty of doing science,” says Diaz-Flores. “And when all of that comes together ... it just encourages you to keep going.”

FOOD SCIENCE

In the U.S. alone, it is estimated that approximately 76 million cases of foodborne diseases occur each year, resulting in 325,000 hospitalizations and 5,000 deaths. Unsafe food containing harmful bacteria, such as E. coli, as well as viruses, parasites, or chemical substances, can cause over 200 diseases.

Today, the challenges of a growing world population, globalization, an increased consumption of processed food, as well as changes in consumer habits, place greater responsibility on food producers and handlers to ensure food safety. Bio-Rad is a key provider of products used in food and water safety testing, from farm to fork.

One example of how Bio-Rad products are used in food safety includes the detection of Escherichia coli (E. coli). This is a common and normally benign intestinal bacteria found in humans and animals, although some strains can produce a powerful toxin causing symptoms such as abdominal cramps and dehydration, and these strains can be fatal. At times, harmful E. coli enters the food chain and ends up contaminating water—or even a bag of packaged spinach.

To identify these harmful strains, Bio-Rad offers a simple solution for E. coli pathogen testing. This patented, highly sensitive detection method offers unmatched specificity and sensitivity, leading from sample to results within a day.

Bio-Rad products are also used for environmental testing and veterinary diagnostics. Water testing products include solutions to test drinking water and monitor public waters such as beaches, rivers, and lakes. Veterinary products are used to ensure animal health.
**PROTEIN PURIFICATION**

Purification of components is fundamental not only to research, but also to the manufacturing process of developing biologically produced drugs.

Consider the “natural killer cells,” a type of highly specialized lymphocyte (white blood cell). In a healthy immune system, natural killer cells live up to their menacing name. While other white blood cells, such as T cells or B cells, target pathogens using an antibody-antigen mechanism that takes several days to activate, natural killer cells immediately attack tumor cells and virally infected cells.

Bio-Rad's NGC™ Medium-Pressure Chromatography System is helping researcher Petr Novák, a Principal Investigator with the Academy of Sciences of the Czech Republic, to better understand the mechanisms that allow natural killer cells to perform this role and how they identify which cells to attack in the first place. The ability to modulate this layer of the immune system by boosting the killer cells’ antitumor activity holds great medical potential.

To study a protein at this level of detail, Petr needs large quantities of highly purified protein. The Bio-Rad system offers him the flexibility and walk-away automation he needs to test different purification schemes and quickly scale to higher production capacities as needed.

Other Bio-Rad products in this area include sample preparation instruments, reagents, and chromatography media to isolate and purify proteins for downstream analysis, helping researchers better understand the function of proteins in biological pathways. These products are also used by manufacturers of chemical and biopharmaceutical drugs to purify biomolecules in the manufacturing process, resulting in therapeutic drugs that are pure and safe.

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**GENE EXPRESSION**

Most genes, the heredity unit of a living organism, are the building blocks for proteins that function in the organism. The flow of that genetic information takes place in a continuous and complex journey in which cells divide and replicate and ultimately synthesize proteins. "Gene expression" describes the way in which a gene is used to affect an organism’s physical traits.

The complexity of how the human body works and what goes wrong when disease occurs requires studying genes, how they are expressed, and the corresponding proteins. This is particularly important in the case of the Ebola virus disease (EVD), which has been brought to the forefront of the public’s attention due to its high mortality rate and the lack of specific treatment options. The rapid progression of infection, which compromises the immune system, allows the virus to rapidly infect cells and tissues throughout the body.

Bio-Rad's products for gene expression analysis of viruses, such as the Ebola virus, encompass a range of instruments, reagents, and consumables used for Polymerase Chain Reaction (PCR), as well as products for gene transfer and transfection. Real-time PCR technology, for example, which replicates and amplifies the number of copies of fragments of DNA, can detect the presence of the virus's genetic material. This is the most specific and practical method for diagnosing EVD in the early stages.

Bio-Rad has led the way in PCR innovation since our first product was introduced in 1988, and today the company continues to be a leading provider of real-time PCR products. In 2011, Bio-Rad introduced the first commercially available droplet-based digital PCR platform, the QX100 Droplet Digital™ PCR (ddPCR™) System that greatly advances the capabilities of PCR, offering researchers the quantification of target molecules with unprecedented precision, sensitivity, and reproducibility.
Cells are the basic structural and functional unit of all living organisms. Understanding their components and how they work offers insight into the tissues and organisms they compose.

Bio-Rad’s products for studying the function and development of cells in normal and disease pathways include instruments, reagents, assays, and content for analyzing the health of cells, counting cells, and sorting and isolating specific cell populations.

One of these products is the Bio-Rad S3™ Cell Sorter, which provides researchers like Danielle Joseph, a PhD candidate in molecular and cellular biology at SUNY Downstate Medical Center in Brooklyn, New York, the ability to isolate a small group of cells in a way that does not destroy the integrity of the entire population. Working under Principal Investigator Dr. Stacy Blain, Danielle is studying multiple myeloma, attempting to explain the poor treatment outcomes seen in this disease.

Instead of using a large and complex instrument, usually only available at “core” labs at institutions such as New York University, Danielle and her team learned about the easy-to-use S3 Cell Sorter, which now sits right on Danielle’s benchtop. Called a “game changer” by Dr. Blain, the S3 offers the same precision and accuracy of a flow cytometer and improves Danielle’s productivity.

Cells: Culture, Imaging and Analysis
For researchers conducting experiments at the cellular level, Bio-Rad recently expanded its cell biology offerings to include the S3e™ Cell Sorter (the latest in the series), the ZOE™ Fluorescent Cell Imager, and the TC20™ Automated Cell Counter. These instruments are supported by a suite of flow cytometry and fluorescent cell imaging reagents including the ReadiLink Antibody Labeling Kits that use fluorescent dyes to quickly label an antibody of interest.
IMPROVING WELLNESS

For a laboratorian, every day is an opportunity to provide results.
For a laboratorian, every day is an opportunity to provide results that healthcare professionals can use to diagnose, detect, evaluate, monitor, and treat diseases and other medical conditions.

The Bio-Rad Clinical Diagnostics Group provides clinicians with the products that allow them to do this in areas that include diabetes monitoring; blood virus testing, detection, and blood typing; autoimmune and genetic disorders testing; and quality control systems.

**INFECTIOUS DISEASE**

Infectious disease encompasses a range of disorders that are caused by organisms such as viruses, bacteria, fungi, or parasites. Some of these diseases can pass from person to person, such as the Human Immunodeficiency Virus (HIV), which continues to be a major global public health issue.

While the number of new HIV infections is down from its peak in the 1980s, alarmingly, one in 10 people with the disease doesn’t know he or she has it. Of those who do have it, one in three is not diagnosed until late in the illness, a time when people tend to be most infectious. Early detection—and therefore early treatment—is key to managing the virus and preventing new infections.

Because HIV is a notoriously tricky virus that can mutate into many different strains, a rigorous testing regimen has been established by the medical community to accurately determine if an individual is HIV positive. This process includes tests to detect HIV as well as others to confirm the test result and the serological status.

Bio-Rad offers a full range of assays and systems for infectious disease testing and is renowned as a key supplier of HIV and hepatitis assays (screening and confirmatory) for donor screening and diagnostics labs. The Geenius™ HIV 1/2 Supplemental Assay, recently introduced in the U.S., is a single-use immunochromatographic assay intended for use as an additional, more specific test to confirm the presence of and differentiate antibodies to HIV-1 and HIV-2 for specimens found to be repeatedly reactive by diagnostic screening procedures.

The company also offers products in the area of microbiology such as chromogenic media, antibiotic susceptibility testing, and mycology.

**DIABETES**

In the United States, diabetes affects more than 29 million people, or 9.3% of the population. Worldwide, approximately 350 million people suffer from the disease. Proper monitoring, treatment, and control allow many of these individuals to lead otherwise normal lives.

For diabetics, who must actively monitor their blood glucose level on a daily basis, a critical factor in minimizing long-term complications of the disease is the maintenance of average blood glucose levels over time. Measuring A1c, a subset of “glycosated” hemoglobin protein, on a periodic basis provides important information regarding diabetic control.

Bio-Rad was the first company to offer a test to the U.S. market that could measure A1c, and today the company offers a series of market-leading products for A1c testing that are considered the gold standard.

The company’s products in this area also include a variety of diagnostics instruments, reagents, and screening assays used to monitor and treat not only diabetes, but also genetic disorders and hemoglobin-related diseases (hemoglobinopathies).
When it comes to blood typing—testing blood from donors and recipients to ensure that patients are given blood that is compatible with their own type—labs and blood banks are always looking for ways to work more efficiently and rapidly while achieving the highest standard of quality. This is a zero-defect approach, as false results can lead to harmful consequences for a patient.

Bio-Rad offers a wide range of instruments and reagents used in blood typing and screening that provide both greater reliability—in operation and in results—and state-of-the-art automation, in which a laboratorian can literally load the sample, and walk away.

Bio-Rad’s integrated platforms and solutions allow customers to focus on their work and have confidence in their results.
QUALITY CONTROLS

It’s a journey that begins the second a sample is drawn from a patient. How it was collected, handled, and stored, the integrity of the instrument, reagents, and even the individual conducting the test, are critical to the process of obtaining accurate and reliable results. The potential of an error occurring exists at many steps along the way.

This is where quality controls play an important part of the process. These are predetermined values that are measured against a patient sample and provide expected values and results, ensuring that the most reliable data goes back to the physician or healthcare specialist. If the control delivers expected results, then the patient sample—run the same way—will increase the confidence of the result.

Quality controls are used in conjunction with tests for immunoassay, therapeutic drug monitoring, chemistry, cardiac assessment, immunology, diabetes, coagulation, hematology, blood gas, drugs-of-abuse, and infectious disease testing.

Bio-Rad offers the largest and most comprehensive menu of quality controls and software products in the world. To further enhance quality, the company pioneered the idea of using peer data for quality control comparison. Today, Bio-Rad’s QC data management solutions connect large peer groups of test systems and assay methods to the company’s Unity™ Interlaboratory Program, enabling labs to compare their results in real time with over 23,000 other labs worldwide.

AUTOIMMUNE DISEASE

An organism’s immune system is a complex biological network of cells, tissues, and organs that work together to protect the body from disease and infection. Immune systems detect a wide variety of agents known as pathogens and work to eliminate these invading agents while protecting the organism’s own healthy tissue. Autoimmune diseases arise from an abnormal immune response in the body that results in the immune system attacking healthy cells by mistake.

There are more than 80 types of autoimmune diseases, including Crohn’s disease, lupus, and rheumatoid arthritis. Unfortunately, no cause for autoimmune disease has yet been identified. To make matters worse, these diseases are difficult to diagnose and treat, as many of them have similar symptoms affecting multiple body systems.

Fortunately, improved diagnostics offer new hope. With the help of Bio-Rad’s pioneering technology in autoimmune diagnostics, physicians now have access to tools and software to bring the promise of effective treatment closer to reality.

These solutions include the BioPlex® 2200 System, a fully automated, random-access multiplex immunoassay instrument that offers a broad menu of autoimmune tests. Manual and automated solutions for autoimmune testing that are based on ELISA and immunofluorescence assay technologies are also available.
SYNERGY
COMING TOGETHER

The whole is by far greater than the sum of its parts.
When it comes to Bio-Rad’s product groups, the whole is by far greater than the sum of its parts.

Bio-Rad’s vibrant and growing life science research business develops and acquires new technologies and applications for scientific research, and quite often discovers ways in which to apply these to diagnostics.

The company began by developing products for life science researchers but early on discovered that some of these separation technologies had good application in diagnostics. This led to the establishment of a second area of focus, which is today known as the Clinical Diagnostics Group.

Taking life science research technologies and applying them to improve diagnostics is just one of the many ways Bio-Rad takes advantage of the synergies that are available between our two product groups.

Because our Droplet Digital PCR (ddPCR™) technology offers unrivaled precision and absolute quantification of target DNA or RNA molecules it has compelling applications in both the life science research and diagnostics markets. Already this technology is leading to breakthroughs in cancer biomarker discovery, infectious diseases, genomic alterations, and gene expression. Our newly formed Digital Biology Group (with centers in Pleasanton, CA and Cambridge, MA) works closely across our groups to develop strategies and products that will serve both markets.

BIO-RAD SYNERGIES:
Ideas constantly flow back and forth between our product groups to yield better science, better products for our customers, and better results for our shareholders. Some of these ideas include:

MULTIPLEX TESTING
Bio-Rad took multiplex testing on beads and developed the technology into test systems that serve both life science researchers and the clinical laboratory. Further collaborations proved beneficial for Bio-Rad and today, the company is a market leader in multiplexing applications for both research and autoimmune testing.

ION EXCHANGE CHROMATOGRAPHY
Basic ion exchange chromatography technology is a core competency within our Life Science Group. This technology also forms the foundation of our high-performance liquid chromatography technology used in our Clinical Diagnostics systems to detect and measure the diabetes monitoring protein known as A1c.

RARE ANTIBODIES
The sourcing of very specific antibodies is a basic requirement in the development of sophisticated diagnostic tests. Our Life Science and DiagnosticsGroups collaborate on the design and development of these antibodies utilizing the talent and expertise across departments, groups, and geographies.

“DROPLETS” AS TEST TUBES
Partitioning samples into thousands of microfluidic “droplet” test tubes provides the company the ability to develop technologies offering highly quantitative, digital answers to both the life science researcher and clinical diagnostics markets. Our work in developing and commercializing a technology around measuring the absolute concentration of DNA in a sample has led us and many users to believe there are important critical applications of this technology.
Biology goes digital.

Until recently, researchers wanting to study biological systems with unprecedented precision and explore complex genetic landscapes had a daunting task. But with the introduction of Droplet Digital PCR technology, scientists can now obtain the absolute measure of nucleic acids in a sample, molecule by molecule.

Our Digital Biology Group explores the potential of this technology, one that we believe goes far beyond life science research offering the potential to discover and validate new disease associations, notably in oncology but also in other disease areas. Using this technology, researchers can preselect patients for treatment based on the type of cancer mutation they may have. Subsequent monitoring of tumor DNA sequences in the blood allows physicians to track disease progression as well as emerging drug resistance so that adjustments in therapies can be made according to patient response to treatment.

A New Tool for Cancer Research

Melanoma is typically a malignant tumor associated with skin cancer. In 2014, according to American Cancer Society estimates, the disease was expected to take the lives of nearly 10,000 Americans. In contrast to some other cancers, there are no effective blood tests to monitor the progression of the disease.

Monitoring patients’ progress in response to treatment, however, is just one of the many exciting applications of Bio-Rad’s Droplet Digital PCR technology.

Introduced a few years ago, ddPCR is rapidly gaining acceptance within the cancer research community. Studies at NYU Langone Medical Center have shown that in the case of melanoma, ddPCR can be used to track the levels of mutant BRAF DNA in the blood of melanoma patients undergoing treatment. BRAF is a gene frequently mutated in melanoma. With the help of ddPCR, researchers are seeing changing levels of mutant and total BRAF DNA in the plasma of patients with stage IV melanoma as the disease progresses.

In addition, ddPCR can be used to quantify those changes, showing promise that this method could be used to predict disease progression.
DETECTING ORGAN REJECTION—SOONER THAN LATER

In the United States, nearly 30,000 patients get a new organ each year. Every 10 minutes, someone is added to a waiting list for an organ and over 6,000 people die each year waiting for an organ to become available.

When organs are transplanted, trouble can loom: at three years, the survival rate of a transplant patient dips in some cases to 40%—a rate that continues to decline as the years pass. More than half of transplanted kidneys fail within 10 years, which increases the recipient pool. But determining whether or not an organ is doing well once it is transplanted is not easy.

A new approach, however, to preventing rejection of organ transplants can be found in the DNA that is released by the donor organ over time. Bio-Rad’s Droplet Digital PCR technology can be used to detect organ transplantation rejection in early stages, thereby shifting the focus from reaction to prevention. In the case of transplantation, this could make immunosuppressive drugs much safer, and may substantially reduce healthcare costs.

DDPCR AND HIV

In 2012, Bio-Rad’s Droplet Digital PCR technology was used to determine an apparent functional HIV cure. A baby in Mississippi born infected with the HIV virus was immediately placed on antiretroviral drugs, which suppress virus replication. Even though the toddler eventually—and prematurely—went off the antiretroviral therapy, when she was later tested in 2013 using Bio-Rad’s ddPCR technology, researchers could find no signs of HIV in her blood.

The ddPCR technology enabled researchers to make more accurate and precise measurements than could be done by classical methods. The functional cure lasted for several years and catalyzed the initiation of follow-up studies with more HIV-infected infants.
CUSTOMERS
CUSTOMER-CENTRIC

At the heart of every Bio-Rad transaction, there’s a customer with a name.
At the heart of every Bio-Rad transaction, there’s a customer with a name. Bio-Rad prides itself on getting to know our customers to gain a greater understanding of what’s important to them—in the physician’s office, a lab, or on the bench. In short, we listen.

Developing strong, long-lasting relationships with our customers is one of the defining characteristics of Bio-Rad. For us, it’s always personal. From pre-sale introductions to post-sale customer support, our focus is consistently on satisfying our customers’ needs.

Better understanding our customers’ workflows provides us with valuable insight that is applied in our development of new products and technologies. This continual feedback model encourages our entire organization to do more than simply sell Bio-Rad products; it helps us to learn as much as we can from our customers regarding what works and what areas could use some improvement.

Our commitment to our customers extends beyond the lab to more practical matters such as faster product delivery time, improved value, and unparalleled technical support. This emphasis on human interaction in all that we do is an outgrowth of the values of Bio-Rad’s founders who, from the very beginning, established the importance of respecting people and treating them well, whether customers, employees, or competitors. Our founders instinctively knew that in order to satisfy customers, the company had to first create a workplace environment that welcomed employees every day and encouraged them to do their best work.

Extending outward to our suppliers and partners, this type of trust and respect allows for direct, unfettered, and honest communication, of wants, needs, and product enhancements—permitting every detail to be explored in the quest for improved products and processes.
HANDS-ON IMPROVEMENTS  When Bio-Rad introduced a new test for MRSA (methicillin-resistant Staphylococcus aureus), a customer suggested that reading test results at exactly 24 hours after inoculation posed a logistical challenge for microbiology labs. Our engineers were able to broaden that time to between 18 and 28 hours. This extended timeframe resulted in not only enhanced flexibility for diagnosticians, but even better, more rapid identification of MRSA carriers so that hospitals could more quickly implement appropriate infection control as well as treatment.

INVOLVED IN SUCCESS  Our current line of thermal cyclers has benefited from this customer-centric approach to product development. From our observation of customers at their bench and extensive usability testing on prototypes, to real-time customer feedback in online discussion groups, the company has developed a product line that is defined by how it contributes to their success.
HISTORY
STAYING THE COURSE

For six decades, never losing sight of the principles that brought us success.
It is said that science is the expression of what can be shown to work reliably and repeatedly. The same is true of Bio-Rad products and technologies. This sense of reassurance is exactly what we build into every one of our products, so that researchers and healthcare professionals can focus on their work—and not on whether or not their instruments and tools are working properly.

As companies continue to consolidate around us, Bio-Rad remains a stable and trusted partner. Some of our products introduced decades ago still represent the state-of-the-art today, because we continue to enhance them with innovations that improve their value and offer a level of functionality our customers can trust.

Bio-Rad is able to do this because, in our seventh decade of operation, we have never lost sight of the principles that have brought us success:

- Providing useful, high-quality products that advance scientific discovery and improve healthcare
- Developing close relationships with our customers and offering support where they are, across the globe
- Discovering ways to offer better products that add optimum value
- Investing in our employees
- Operating our business efficiently
- Evolving organically and integrating complementary businesses that add to our strengths and better serve our customers

As an independent company, Bio-Rad has continued to guide its own destiny, which has provided the freedom, flexibility, and control the organization has needed to take advantage of opportunities and make the right decisions—at the right time. As a result, the company is able to respond to dynamic markets, opportunities, and the evolving needs of our customers.
ADVANCING SCIENTIFIC DISCOVERY & IMPROVING HEALTHCARE FOR OVER 60 YEARS
From the beginning, Bio-Rad has never strayed from its core mission of making life in the lab easier.

For researchers, this has meant offering products and solutions that simplify processes and improve methods and materials, thus enabling the acceleration of the discovery process. For clinicians, it has meant providing products that allow results to be delivered faster and more accurately, ultimately improving the quality of patient care.

Bio-Rad’s commitment to fostering the budding young scientists of tomorrow is realized through our successful Biotechnology Explorer™ program—offering educators a way to bring the research lab into the classroom. Students can isolate their own DNA and work with real-life instruments used in today’s labs, and educators have an exciting curriculum designed to enlighten and inspire.

It all adds up to a place built on the values of innovation, involvement, independence, and integrity. Where we feel the greatest sense of personal satisfaction knowing that, together and as individuals, we are making a difference, helping people lead longer, healthier lives.

This is Bio-Rad Laboratories.
Learn more about our products and services by visiting www.bio-rad.com where you can browse our product lines by industry, view related webinars and tutorials, or search our extensive Literature Library for additional information.

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