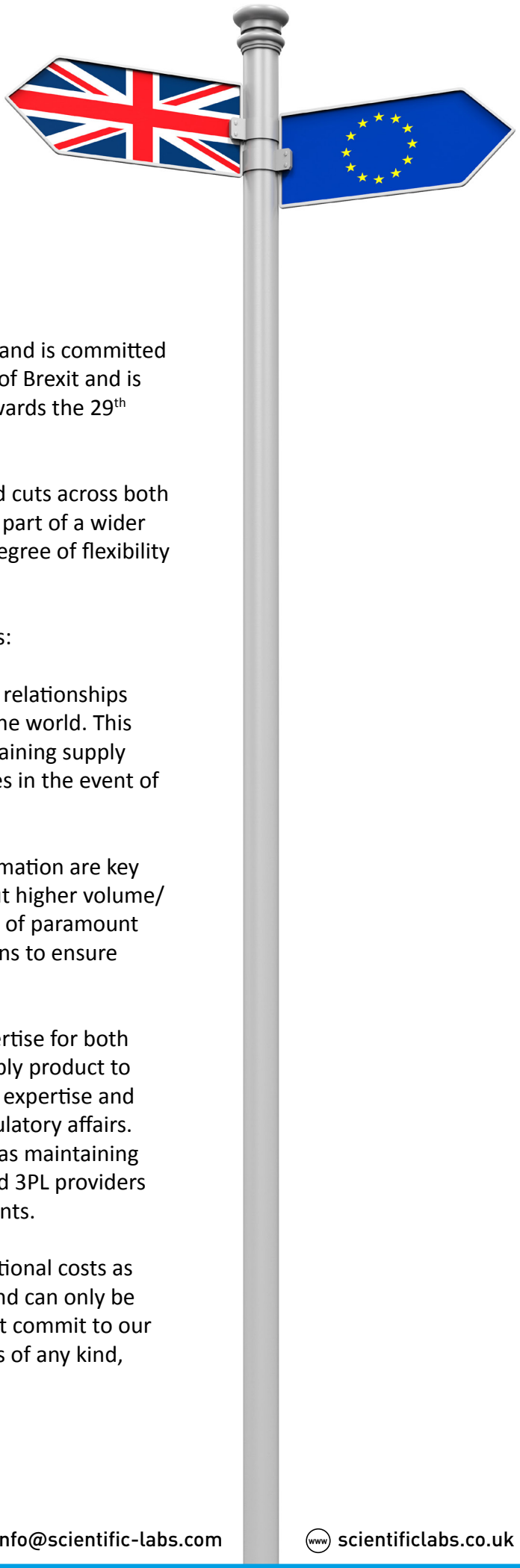
SCIENTIFIC LABORATORY SUPPLIES



SLS Group Brexit Planning

The SLS Group of Companies incorporating Analab in Ireland is committed to ensuring minimal impact to our customers as a result of Brexit and is closely monitoring government progress as we move towards the 29th March 2019 and beyond.

Our business footprint in both UK and Republic of Ireland cuts across both sides of the Brexit separation and indeed our position as part of a wider European Group (The Dutscher Group) offers us a high degree of flexibility as the actual impact of Brexit becomes clearer.

For now, key areas of contingency planning are as follows:

Sources of Supply/Supply Chain Stability – We maintain relationships with over 3000 suppliers in the UK, Europe and around the world. This delivers enormous reach and flexibility in terms of maintaining supply chain stability. It also offers us alternative product sources in the event of any supply failures.

Stock Control/Continuity of Supply – Planning and information are key and we encourage all of our customers to talk to us about higher volume/process critical products for which continuity of supply is of paramount importance. SLS can apply a number of inventory solutions to ensure ongoing continuity of supply.

Movement of Product – SLS has extensive in-house expertise for both import and export given that we currently source or supply product to and from Europe and the rest of the world. This includes expertise and relationships in areas such as freight forwarding and regulatory affairs. In addition, we utilise our own transport options as well as maintaining multiple UK/Pan-European relationships with carriers and 3PL providers which maximise our ability to maintain product movements.

Product Costs/Tariffs – The situation with regard to additional costs as a result of tariffs being applied is still currently unclear and can only be clarified by government. We await more news on this but commit to our customers to continue to resist upwards cost movements of any kind, wherever possible.

SCIENTIFIC LABORATORY SUPPLIES



Currency fluctuation – In terms of minimising the effect of currency fluctuation, SLS have a number of existing, effective approaches. These include forward and spot buying of both product and currency. We also have a growing EURO revenue stream which helps to balance and mitigate fluctuations in the currency market.

Communication and Relationships – We encourage communication from our customers, suppliers and service providers to ensure a joined up approach as the impact of Brexit becomes clearer.

Supplier Risk Assessment – We are currently in the process of assessing risk in our supply chain through a program of formal requests to our suppliers aimed at ensuring that we understand potential pitfalls and problems in the event of a no-deal/ hard Brexit. We will continue to work in close partnership with our suppliers up to and beyond March 29th to ensure best possible continuity of service and supply.

On a final point, the entire SLS Group is founded upon the principle of flexibility in serving our customers. In simple terms this means that adjustments to our systems, working practices or delivery mechanisms can be delivered quickly to ensure best possible solutions for our customers. We firmly believe that this sets us apart in the UK market place as our more system-driven competition may not be able to react as quickly to change when the government defines what those changes will require.

Whether Brexit is “hard or soft”, whether there is a deal or “no deal” scenario, we believe that SLS are currently as prepared as possible to ensure continuity of supply, ongoing value for money and excellent customer service.

We welcome further communication from our customers and suppliers alike. Please send any comments or enquiries to: brexit@scientific-labs.com