



scil animal care company

# Press Release

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**FOR IMMEDIATE RELEASE**

**SCIL ANNOUNCES NEW PARTNERSHIP WITH ARKRAY**

*Scil Is Now Exclusive Distributor of Arkray's Entire Diagnostic Product Line For North American Veterinary Market; Scil Re-Launches Spotchem™ EZ*

**Chicago, Illinois, November 25, 2009** — Scil animal care company, inc., a global organization focused on providing high quality veterinary diagnostic equipment, is proud to announce a new partnership with Arkray USA, a global manufacturer of clinical chemistry, urine chemistry and blood glucose products. Scil is now the exclusive distributor of Arkray's entire diagnostic product line for the North American veterinary market.

Scil's first order of business is to re-launch the Spotchem EZ, a small bench top chemistry analyzer, to the veterinary industry. "By reintroducing the Arkray Spotchem EZ chemistry analyzer, scil animal care has responded to our customers request for a better, faster and more cost effective way of diagnostic testing. Scil animal care now offers the lowest operating cost of any in-clinic diagnostic package in the U.S. I look forward to introducing the Arkray portfolio of products into the U.S. veterinary market over the next 12 months" said Pablo Lopez, President, scil animal care company, USA.

Cheryl Roge, DVM, Director of Professional Services at scil animal care company, USA, adds, "The Spotchem EZ's proven performance, durability and low cost per test makes it a reliable asset to any veterinary practice. Today's in-house veterinary diagnostic lab requires the flexibility of having individual parameters and panel capabilities in the same analyzer to truly meet the needs of each patient scenario. Be it a geriatric or wellness check, pre-anesthetic testing, or a critical patient with urgent diagnostic needs, the Spotchem EZ can meet the challenge of providing accurate, stat chemistry results."

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The initial steps towards this new partnership began over a year ago. Scil identified an opportunity to add a chemistry analyzer capable of running a panel to its already established and results-driven product line. As there was an existing and well-established relationship between scil's global headquarters in Europe and Arkray Japan, the manufacturer of the Spotchem EZ, a U.S. partnership was a logical and strategic business decision. Because of scil's commendable fiscal responsibility and proven business savvy, that partnership is now solidified and positioned for success!

Not only is this new initiative very exciting to the scil family, it is being fully supported by a sales force armed with Spotchem EZ promotions and unprecedented financial incentives! Because these promotions aggressively target the veterinarian's bottom line, they will only be available until December 31<sup>st</sup>, 2009.

### **About scil animal care company:**

Scil animal care company is a global organization dedicated to delivering animal health professionals high quality diagnostic equipment. We understand that high quality products are not enough in today's modern veterinary laboratory. Post-acquisition in-hospital training, support and service make the critical difference to the ongoing performance of the instrument as well as its financial contribution to the veterinary practice.

**Scil animal care company is here to support you!** Scil offers chemistry analyzers, hematology analyzers, vital signs monitors, Aesculap Surgical Power Tools, reagents, TPLO blade sharpening, accessories, and more! Scil is also proud to service the industry with impeccable customer service, 24/7 telephone technical support, on-site equipment installations, equipment training, and continuing education.

For more information about scil animal care company, visit our web site at [www.scilvet.com](http://www.scilvet.com).

### **About ARKRAY USA:**

ARKRAY manufactures and distributes high-quality, cost-effective products that are simple, convenient, and easy-to-use, including blood glucose meters, test strips, safety lancets, urine chemistry and clinical chemistry analyzers. ARKRAY invests heavily in R&D and has a strong commitment to high-quality products. For patients, this means access to cutting-edge, reliable products without sacrificing quality, and exceptional customer service.

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