



ZYMO RESEARCH

The Beauty of Science is to Make Things Simple®

Trade Shows & Conferences Training 2018

Event Types

✓ Sponsorships

- Monetary only
 - Recognition
 - Logo
 - Other (literature, bag insert, ad)
- Tabletop
 - Recognition
 - Logo
- Talk
 - Recognition
 - Logo
 - Tabletop

✓ Exhibits

- Tabletop
- 10 x 10 space
- 10 x 20 space
- 20 x 20 space
- Talk (case by case)

Why Exhibit?

- ✓ **Generate leads!**
- ✓ Interact face-to-face with scientists from across the U.S. and around the world.
- ✓ Target highly influential decision makers and opinion leaders.
- ✓ Introduce new products and services.
- ✓ Build visibility and brand awareness.
- ✓ Strengthen existing customer relationships
- ✓ Provide technical support if needed



Customers/Opportunities

- ✓ Scientists
- ✓ Research Associates
- ✓ Lab Technicians
- ✓ Lab Managers
- ✓ Purchasing Agents
- ✓ 3rd Party Vendors
- ✓ News Media
- ✓ Distributors
- ✓ Collaborators
- ✓ Potential OEM customers (Original Equipment Manufacturer)

Distribution

Domestic Distribution (non-exclusive)

- ✓ VWR International
- ✓ Genesee Scientific
- ✓ Thermo Fisher Scientific
- ✓ Cedarlane
- ✓ Research Products International (RPI)
- ✓ Thomas Scientific

3rd Party Vendors

- ✓ Quartyz
- ✓ Amazon
- ✓ LabScoop

International Distribution

✓ > 70 distributors

 Argentina	 France	 Liechtenstein	 Russia
 Australia	 Germany	 Lithuania	 Serbia
 Austria	 Ghana	 Luxemburg	 Singapore
 Belgium	 Greece	 Malaysia	 Slovak Republic
 Bosnia Herzegovina	 Hong Kong	 Mexico	 South Africa
 Brazil	 Hungary	 Moldova	 Spain
 Bulgaria	 Iceland	 Montenegro	 Sweden
 Canada	 India	 Nepal	 Switzerland
 Chile	 Indonesia	 Netherlands	 Taiwan
 China	 Iraq	 New Zealand	 Tanzania
 Colombia	 Ireland	 Nigeria	 Thailand
 Czech Republic	 Israel	 Norway	 Tunisia
 Denmark	 Italy	 Pakistan	 Turkey
 East Africa	 Japan	 Peru	 Ukraine
 Ecuador	 Jordan	 Philippines	 United Kingdom
 Egypt	 Kenya	 Poland	 United States
 Estonia	 Korea	 Portugal	 Uruguay
 Finland	 Latvia	 Romania	 Vietnam

Promote Products & Services



DNA/RNA Shield Sample Collection Devices
Safe Transport & Storage at Ambient Temperature
[LEARN MORE](#)



A Complete Microbiomics Solution
from Collection to Conclusion
[ZymoBIOMICS](#)



GET IT DIRECT
TRIzol[®] In. RNA Out.
[ZYMO RESEARCH](#)
The Best of Both Worlds



Endless Possibilities, **what will you create?**
Midi & Maxipreps in less than 20 minutes
[Explore ZymoPURE II](#)



Personalized Lab Automation
PLUG-AND-PLAY DNA/RNA PURIFICATION
[ZYMO RESEARCH](#)



DNAge Epigenetic Aging Clock

2018

Introduce New Products & Services

2018 New Released Products

- ✓ Quick-DNA/RNA Viral MagBead
- ✓ Quick-DNA/RNA Pathogen MagBead
- ✓ Quick-DNA/RNA Microprep Plus
- ✓ ZymoPURE II Plasmid Midiprep Kit
- ✓ ZymoPURE II Plasmid Maxiprep Kit
- ✓ ZymoPURE II Plasmid Gigaprep Kit
- ✓ ZymoBIOMICS Microbial Community Standard II
- ✓ Select-a-Size DNA Clean & Concentrator MagBead Kit
- ✓ Strep-Spin Protein Miniprep Kit
- ✓ Quick-cfDNA/cfRNA Serum & Plasma Kit
- ✓ MBP-Spin Protein Miniprep Kit
- ✓ Quick-16S Library Kit

2018 Beta-Test

- ✓ HostZERO DNA Extraction Kit (soon)

Show Marketing Overview



Tools

Literature

- ✓ Catalog
- ✓ Newsletters
- ✓ Brochures
- ✓ Data Sheets

NEW



Promotional Items

- ✓ Pens
- ✓ Timers
- ✓ Yellow Bags
- ✓ Tumblers
- ✓ Kanteens
- ✓ T-Shirts
- ✓ Bottle Openers

NEW



Sample Kits

DNA PURIFICATION

DNA Clean-up

Zymoclean Gel DNA Recovery Kit	10 Preps	D4001S
DNA Clean & Concentrator-5 Kit	10 Preps	D4003S
Genomic DNA Clean & Concentrator Kit	5 Preps	D4010S
NEW Select-a-Size DNA Clean & Concentrator MagBead Kit	1 ml	D4084S
OneStep PCR Inhibitor Removal Kit	5 Preps	D6030S

DNA Extraction/Purification

Zyppy Plasmid Miniprep Kit	10 Preps	D4036S
Quick-DNA Miniprep Plus Kit	10 Preps	D4068S
ZymoPURE Plasmid Miniprep Kit	10 Preps	D4200S
ZymoPURE II Plasmid Midiprep Kit	2 Preps	D4200S
ZymoPURE II Plasmid Maxiprep Kit	2 Preps	D4202S
ZymoBIOMICS DNA Miniprep	5 Preps	D4300S

RNA PURIFICATION

RNA Clean & Concentrator-5	5 Preps	R1015S
DNA/RNA Shield	8 ml	R1100-8-S
Quick-RNA MiniPrep Kit	10 Preps	R1054S
Direct-zol™ RNA MiniPrep Plus	10 Preps	R2070S

EPIGENETICS

EZ DNA Methylation-Direct Kit	10 Rxns	D5020S
EZ DNA Methylation-Lightning Kit	10 Rxns	D5030S

Mix & Go! COMPETENT CELLS

Zymo 5α (upon request)	4 x 100 µl	T3007S
------------------------	------------	--------



Sales Pitch/Tag Lines

Cat No.	Product Description	Tag Line
D4200S	ZymoPURE Kits	Vaccine/transfection grade plasmid DNA in ≤ 20 minutes
D4036S	Zyppy Plasmid Miniprep Kit	Pellet-free, high-quality plasmid DNA in only 8 minutes
D4001S	Zymoclean Gel DNA Recovery Kit	Highly efficient DNA purification from agarose gels.
D4003S	DNA Clean & Concentrator-5	Clean-up PCR and other enzymatic reactions in as little as 2 minutes
D4010S	Genomic DNA Clean & Concentrator	Purify high molecular weight DNA from enzymatic reactions and dilute samples.
NEW D4084S	Select-a-Size DNA Clean & Concentrator MagBead Kit	Simple size selection for your DNA sample
D4068S	Quick-DNA Miniprep Plus Kit	Streamlined DNA isolation from any cells, tissues, and biological fluids (Proteinase K included).
D6030S	OneStep PCR Inhibitor Removal Kit	Removal of potent PCR inhibitors in one step
D4300S	ZymoBIOMICS®DNA Miniprep Kit	Inhibitor-free microbial DNA from any sample validated for microbiomic and metagenomic analyses

Cat No.	Product Description	Tag Line
R2070S	Direct-zol RNA MiniPrep Plus	Total RNA and small/miRNA from TRIzol without phase separation
R1054S	Quick-RNA MiniPrep	Total RNA and small/miRNA from cells and soft tissue
R1015S	RNA Clean & Concentrator-5	RNA clean-up from any reaction
R1100-8-S	DNA/RNA Shield	DNA/RNA transport medium for any sample

Cat No.	Product Description	Tag Line
D5020S	EZ DNA Methylation-Direct Kit	Bisulfite conversion directly from blood, tissue, and cells without prior DNA purification.
D5030S	EZ DNA Methylation-Lightning Kit	The fastest, most efficient method for complete bisulfite conversion of DNA for methylation analysis.

Packing List

Docs



- ✓ **Literature**
 - ✓ Catalog
 - ✓ Peanut Newsletters
 - ✓ Brochures
 - ✓ Data Sheets
 - ✓ Other Literature
- ✓ **Booth Accessories**
- ✓ **Giveaways (SWAG)**
- ✓ **Sample Kits**

Packing List

COMPANY CONTACT INFORMATION			
Show Name:		Expected Attendance:	
Contact Email:		Location:	
Pack Date:		Ship Date:	
ZIP Address:			
Team:			

CATALOG			
	2001	Aging is an epigenetically driven process	

PEANUT NEWSLETTERS			
	2001-02	Epigenetics Special Edition (Vol. 12 Issue 2 2017)	
	2002-01	RNA Purification (Vol. 13 Issue 1 2016)	
	2003-02	Microbiome (Vol. 14 Issue 03 2017)	

BROCHURES			
	2001-02	Quick-DNA: DNA from any sample	
	2002-02	Yeast Strainling Extraordinary: Plasmid Purification Revisited	
	2003-02	More than Meets the Eye: Next Generation RNA Extraction	

Packing List

	2004-01	Zymo-Spin Technology: The centrifuge that revolutionized nucleic acid clean-up	
	2005-01	Epigenetics Made Simple	
	2006-01	Explore Epigenetics with Next-Gen sequencing services	
	2007-02	A Complete Microbiome Solution from Collection to Conclusion	
	2008-01	E. coli & Yeast	
	2010-02	DNANNA Shield - Collect, Preserve, Discover.	
	2011-01	Most Popular Products from Zymo Research	
	2012-01	Automation	
	2013-02	Quantify Aging Precisely For Human and Mouse	

DNA SHIELDS			
	201102-01	DNANNA from any sample	
	201202-01	Easy DNANNA isolation from rRNA samples	
	201204-01	Complete Lysis-Free DNA and RNA Recovery	
	201401-01	DNANNA Lysis-Free and Size Selection	
	201701-01	ZymoDNANNA Microbial Community Standard II	

Booth Instructions

Set-up & Dismantle



Small Shows



Set-up

Shipping (FedEx)

- ✓ Boxes will be shipped to either venue or your hotel.
- ✓ A carry-on might be used for local or very small shows.

NEW

Set-up

- ✓ If the boxes received at the show considerable damage, please take pictures of the damage.
- ✓ Tables and chairs are provided
- ✓ Unpack all items and keep empty boxes folded under the table or ask organizers to help you hide them.
- ✓ Setup tablecloths, magazine racks, literature, sample kits, and general supplies.
- ✓ Classify products (DNA, RNA, Epigenetics) for easy access.
- ✓ Hide personal belongings under the table.
- ✓ After setup, please take pictures of the table



Examples





Dismantle

- ✓ **IMPORTANT!!!** If you used paper leads forms, do not pack them with the shipment, bring them with you.
- ✓ Refrain from dismantling the booth before the scheduled time.
- ✓ Pack materials back into boxes in an organized and careful manner.
- ✓ To help minimize damage...please **do not rush!**



Shipping (FedEx)

- ✓ Affix the provided pre-printed FedEx Ground label.
- ✓ Pickup will be scheduled in advance in most instances.
- ✓ FedEx Account #: 216137493

ORIGIN ID: CTM1	0949 679-1180	SHIP DATE: 09MAR18
SHIP TO: SMOYER, JESSIE	ACTIVIA 3015 BLVD	ET0980
THOMAS MURPHY CORP	2800 SHILOH RD	CHICKEN IN
1000 MURPHY AVE		BILL NUMBER
IRVINE, CA 92614		
UNITED STATES US		
TO: C/O AMANDA BROWN, SUITE 175		
BIORESEARCH FAIRE - 89247-ZYMO RESE		
UNIV. OF GEORGIA CENTER FOR CE/HOTE		
1197 S. LUMPKIN ST		
ATHENS GA 30602		
090 548 1211	REF	951/07/18/US
BY: 8700-883024	REF	
		
TUE - 13 MAR 4:30P		
** 2DAY **		
TRK# 7717 5899 8700		30602
		GA-US ATL
SH AHNA		
		

Large Shows



Set-up

Shipping (Senderex)

- ✓ Shipments will go to advance warehouse. Where it will be deliver to show site.



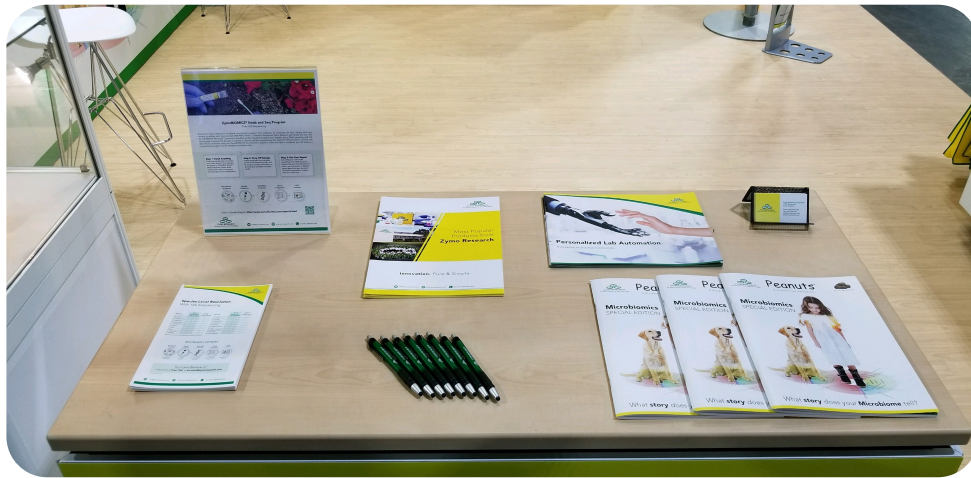
SENDEREX CARGO		BILL OF LADING	
12308817		12308817	
SHIP DATE	08/29/2018	SHIP TIME	08:30 AM
SHIPMENT NO.	00000000000000000000	SHIPMENT NO.	00000000000000000000
SHIPMENT TYPE	GENERAL FREIGHT	SHIPMENT TYPE	GENERAL FREIGHT
SHIPMENT CLASS	CLASS 500	SHIPMENT CLASS	CLASS 500
SHIPMENT WEIGHT	20000.00	SHIPMENT WEIGHT	20000.00
SHIPMENT VOLUME		SHIPMENT VOLUME	
SHIPMENT VALUE		SHIPMENT VALUE	
SHIPMENT ORIGIN		SHIPMENT ORIGIN	
SHIPMENT DESTINATION		SHIPMENT DESTINATION	
SHIPMENT STATUS		SHIPMENT STATUS	
SHIPMENT HISTORY		SHIPMENT HISTORY	
SHIPMENT TRACKING		SHIPMENT TRACKING	
SHIPMENT DOCUMENTS		SHIPMENT DOCUMENTS	
SHIPMENT COMMENTS		SHIPMENT COMMENTS	
SHIPMENT CONTACT		SHIPMENT CONTACT	
SHIPMENT NOTES		SHIPMENT NOTES	

Set-up

- ✓ If the shipment received, shows considerable damage, please take pictures of the damage.
- ✓ We setup glass displays, magazine racks, literature, sample kits, and general supplies
- NEW** ✓ Installation of the backdrop hardware, floor, counters (Tablox) are outsourced to Skyline an Exhibitor Appointed Contractor (EAC)
- ✓ Hide personal belongings
- ✓ After setup, take pictures of the booth and/or any apparent damage
- ✓ Place “Empty” labels on crates and pallets that we need back after the show.
- ✓ Glass display video: <https://youtu.be/2muD9A-Z94M>



Examples



Examples

10 x 20



10 x 20



10 x 10



10 x 20



Examples

20 x 20



Dismantle



- ✓ Return of empty crates can take a long time. Bring snacks or if time allows grab dinner before dismantling. Be aware that after a certain time, they will not let you back into the exhibit hall.
- ✓ We dismantle the glass displays, magazine racks, literature, sample kits, and general supplies.
- NEW** ✓ The Exhibitor Appointed Contractor (EAC) will also dismantle the backdrop hardware, floor, counters (Tablox).
- ✓ Hide personal belongings.
- ✓ To help minimize damage...please **do not rush!**
- ✓ Pack materials back into boxes and crates in an organized and careful manner.

Shipping (Senderex)

- ✓ Affix the provided Senderex return labels on top of previous ones.
- ✓ Team captain (and EAC) will fill out and submit a **Material Handling Agreement Form** provided by the show contractor (Freeman, Brede, GES.). One form per shipping delivery destination.
- ✓ If needed, request pallet and shrink wrap labor from the show contractor or ask the I&D EAC (Skyline) to help with this.
- ✓ FedEx Account #: 216137493



SENDEREX CARGO
Los Angeles, CA (310) 342-2900

Ship To/Consignee

ZYMO RESEARCH
17062 MURPHY AVE
IRVINE, CA 92614
Contact: SANDY SANCHEZ
(949) 679-1190

Piece # _____ of _____



before event

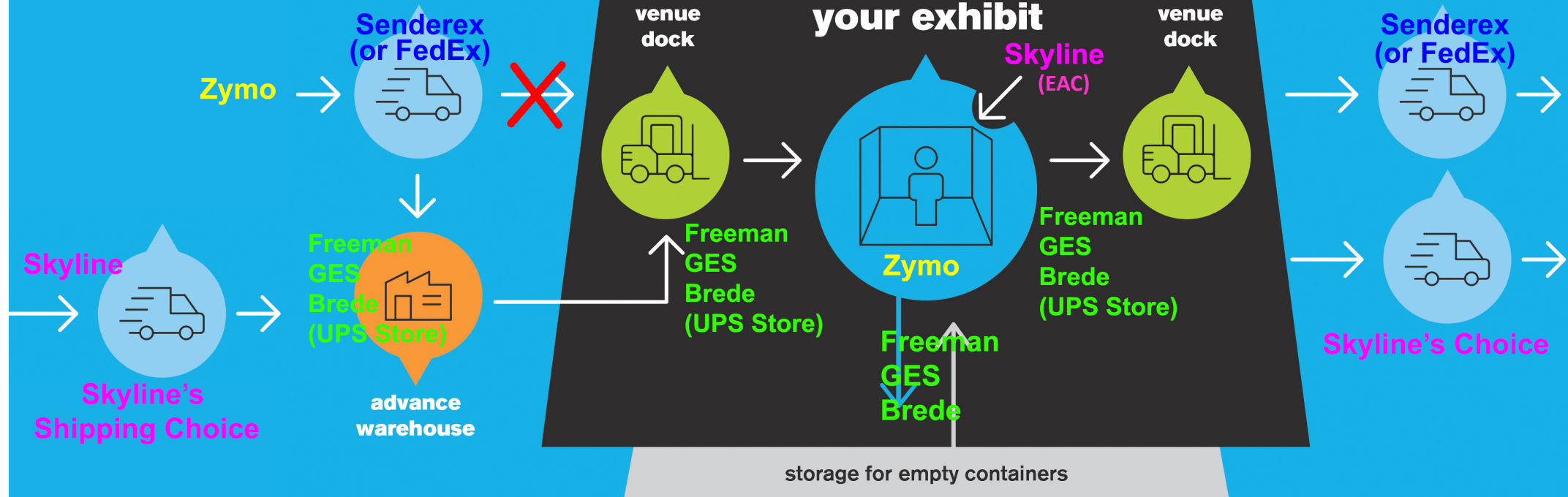
during the event

after event

from your location
or previous event

event venue

to your location
or next event



advance warehouse

where exhibit materials are stored before an event



shipping

transport to the venue's shipping dock then from the shipping dock to the next event or customer location



material handling

move items from the dock, to the exhibit, back to the dock after the show

General Rules

Shows & Teams Selections

Shows are selected by...

- ✓ History
- ✓ Lead scientists
- ✓ Marketing goals

Teams Selection

- ✓ Tech support participation is a pre-requisite
- ✓ Knowledge of most popular products is a pre-requisite
- ✓ Small university shows: Usually represented by Research Associates. In many instances, an experienced person will train a new person. There is usually a call for volunteers. Ideally, we would try to have everyone do 1-3 shows per year, depending on people's availability. On certain occasions, you might get ask to do a show on your own.
- ✓ Large conferences or Sponsorships: Usually represented by Scientists and Research Associates. Selection in based on product focus and average knowledge of products and/or services.
- ✓ Everyone is encouraged to participate, but it is not mandatory.



Planning Stage


- ✂️ ✓ Submit your show preferences during the “call for volunteers”. No limit.
- ✂️ ✓ If you are selected, check your schedule and make sure that the show doesn’t conflict with any major meetings or lab work.
- ✂️ ✓ Receive your supervisor’s approval. Prior to going to the event, email Janet (jren@zymoresearch.com) and Angela (akim@zymoresearch.com) the dates and name of the event you are attending. Please mention if the event extends to Saturday and/or Sunday.
- ✂️ ✓ Product training is available. Please contact Steven Wong for training at swong@zymoresearch.com
- ✓ Exchange contact information with your team.
- ✓ The tradeshow coordinator (Sandy) will book the trip or assign a person to assist with the booking.
- NEW** ✓ Travel Form: <https://zymoresearch.wufoo.com/forms/travel-form/>
- ✓ Setup automatic email replies (Out of Office) while you are out of the office

Expectations

Before the Show

- ✓ Study the literature. Know where to find information.
- ✓ Attend pre-show meeting
 - ✓ Team captain will be assigned
 - ✓ Show details, product focus, and responsibilities will be discussed

During the Show

- ✓ Arrive to the booth early to set-up necessary items (lights, displays, sample kits)
- ✓ Keep booth stocked, clean & organized.
- ✓ Do not leave the booth unattended... EVER!
- ✓ Plan your breaks
- ✓ Preferably do not eat openly at the booth. Hide food or drinks.
- ✓ Visit the exhibit floor
- ✓ Do not obviously take pictures of other exhibits
- ✓  Take pictures of our visitors at the booth



Expectations

During the Show cont.

- ✓ Professional behavior is expected at all times
- ✓ Greet as many visitors as possible. Be cheerful and polite
- ✓ Listen to visitors! Understand needs prior to offering solutions
- ✓ Qualify visitors
- ✓ Help each other, especially new team members
- ✂ ✓ Make notes of special requests.
- ✓ Remember to keep good engagement level while collecting information.
- ✂ ✓ **IMPORTANT!!!** Collect as many names (leads) as possible
- ✓ Treasure our sample kits and give only to qualified leads
- ✂ ✓ Please refrain from offering or *promising* full size products
- ✓ Avoid blocking behaviors
 - ✓ **Do not:** stand with your back to the hallway, take or make phone calls, check your email, talk to neighbors or colleagues, for extended periods of time. You should look approachable and available at all times
- ✓ Watch what you say as some business related subjects are **confidential**
- ✓ At the end of each show day, turn lights off and hide valuable items



Expectations

In case shipment doesn't show up

- ✓ Do not panic
- NEW** ✓ Use marketing emergency kit
 - ✓ Link: <https://www.zymoresearch.com/tradeshow>
 - ✓ Find a place to print literature
 - ✓ Borrow laptop to display our website
- ✓ Contact the marketing department if you are missing anything at the booth, run out of items, or have any questions. Even if it is the weekend.

Complimentary Tasks

- ✓ At university shows
 - ✓ Visit labs in the area after the show
 - ✓ Talk to researchers, scientists, or lab managers
 - ✓ Post fliers on bulletin boards, break rooms, mail rooms, etc.



Accounting Codes Guide

Tradeshow Related Accounting Codes		
Code	Classification	Description
6064	Customer Promotions	Candy for shows
6080	Sponsorships	For giving monetary support to receive recognition and marketing opportunities (no physical presence)
6100	Registration Fees- Trade Shows	For empty booth space fees and sponsorships that include a talk or tabletop.
6101	Meals- Trade Shows	For tradeshow related meals
6102	Freight- Trade Shows	For tradeshow related shipping, freight, material handling fees
6103	Airfare- Trade Shows	For tradeshow and sponsorships related flights
6104	Hotel- Trade Shows	For tradeshow and sponsorships related hotels
6105	Transportation- Trade Shows	For tradeshow and sponsorships related car rentals, taxi, uber, train, metro fees, parking fees, miles (if using your own car)
6106	Booth Advertising- Trade Shows	For booth graphics, attendees mailing lists, commercial posters, scientific poster submissions and printing, pullup banners, printed ads, bag inserts, tablecloths, literature printing
6107	Booth I & D Fee	For instalation and dismantle fees (EAC-Skyline)
6108	Booth Supply	Business card holders, glass displays, tabletop literature holders, magazine floor racks, staples, clipboards, labels, drapes, candy bowls, furniture and hardware
6109	Booth Accessories Cost	Electricity, table rentals, chair rentals, leads retrieval system rentals, hardware rental, extra badges
General Business Travel Accounting Codes (Non-tradeshow)		
6068	Training & Education	Fees related to signing up to a class, buying books, signing up to get certifications, registration to attend a conference for educational purposes
6040	Meals & Entertainment (50%)	Meals fees while on a 6068 event or hosting a business or interviewee meal(s)
6051	Business Travel	Travel fees while on a 6068 event (i.e. flights, hotels, transportation, miles, parking, luggage fees, etc) or visiting other businesses
R&D Accounting Codes		
6055	R&D Supplies	
6056	R&D Maint. Services	
6056	R&D Outside Services	

FAQ's


What is considered **confidential**?

- ✓ Lab experiments details
- ✓ Who we OEM to
- ✓ Sales reports
- ✓ Buffer recipes
- ✓ If you are not sure...say nothing

Who are our competitors?



Do we offer any discounts?

- ✓ We offer bulk discounts and [promotions](#)
-  ✓ We offer 20% off discount if sample kit version of a product doesn't exist (**TRADESHOW20**)
- ✓ Certain universities have stockrooms with discounted pricing

Do we offer educator discounts?

- ✓ 20% off and free ground shipping (**TEACHING20**)

What should I wear at the show?

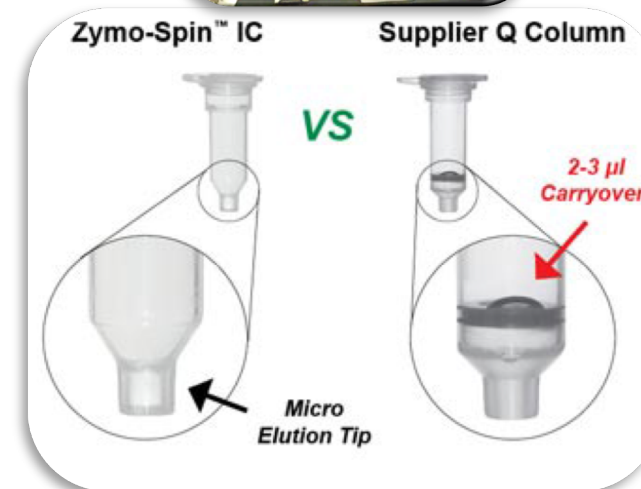
- ✓ Business casual, Zymo T-Shirt, or themed outfit.

How do I qualify people?

- ✓ Ask them simple questions like...
 - ✓ Do work with DNA or RNA in the lab?
 - ✓ Have you heard about Zymo?
 - ✓ What kind of work do you do?
 - ✓ Do you do molecular biology work?

How is Zymo better than Qiagen?

- ✓ Innovative, high-quality products & services
- ✓ Unique column designs. No buffer carryover, 45° angle that ensures no void volume. Low elution volumes - micro elution tip and compact silica matrix
- ✓ Simple, streamlined & consistent workflows
- ✓ Better value (10-20% less)
- ✓ Scientist tech support



Lead Retrieval System & How to Collect Leads

Guide to Lead Collection

- ✓ Get free Wi-Fi if available
- ✂ ✓ When scanning with iPads, confirm that there is an email associated with the badge. Do not assume it is included.
 - ✓ Ask if the email is correct or ask for the preferred email to use.
 - ✓ If the email is missing, ask for one.
- ✂ ✓ Collect leads from every show, even if:
 - ✓ You do not have a Lead Retrieval System or paper forms. Use a note pad if necessary.
 - ✓ The visitor received the information that they wanted at the booth.
- ✓ Collect first name, last name, email and interest/request.
- ✓ Write notes that make sense afterwards. Write action phrases like “send sample”, “send info” or “working with X sample please recommend kit”. Do not just write the name of a kit (“Direct-zol”) or source (“virus”).
- ✓ Initial all your notes.
- ✓ Review the list of available sample kits before the show. Beta kits are not the same as sample kits and are available only for a limited time.
- ✓ When entering notes, beware of auto-correct feature on the Lead Retrieval System.

NEW

Lead Capture System (iCapture)



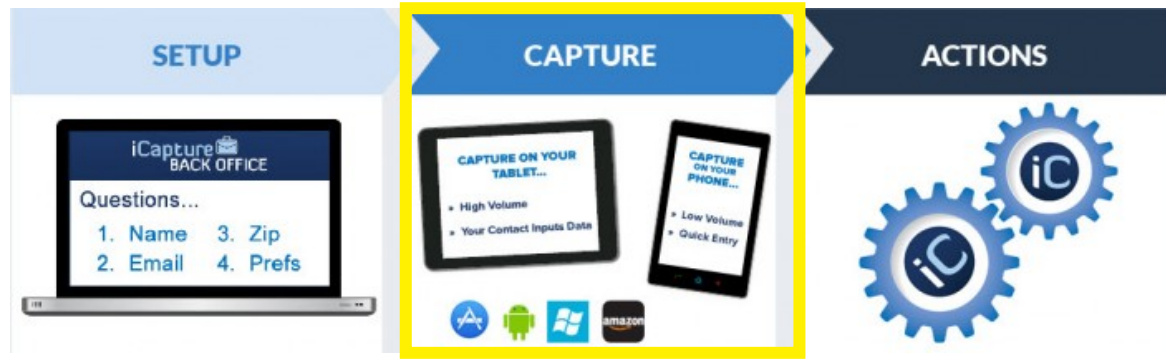
Questionnaire/Qualifiers

NEW

- ✓ Contact Info
- ✓ Organization Type
- ✓ Job Function
- ✓ Analytes of Interest
- ✓ Area of Research
- ✓ Purchase Time Frame
- ✓ **Send Info**
- ✓ **Send Sample Kit**
- ✓ **Took Sample Kit**

NEW

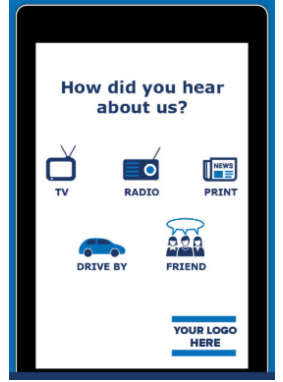
Lead Capture System (iCapture)



Badge Scanning



Business Cards Scanning



Qualify Leads

Name _____
 Email _____
 2018 Tradeshow: _____

Send Information <input type="checkbox"/> RNA Products <input type="checkbox"/> Plasmid Products <input type="checkbox"/> DNA/RNA Clean-up Kits <input type="checkbox"/> Automation <input type="checkbox"/> Sample Collection <input type="checkbox"/> E. coli Products <input type="checkbox"/> Co-Purification Products <input type="checkbox"/> Mail Popular Products <input type="checkbox"/> Microbiomics Products <input type="checkbox"/> Epigenetics Products <input type="checkbox"/> Cell-free Products <input type="checkbox"/> No Mail <input type="checkbox"/> Microbiomics Services <input type="checkbox"/> Epigenetics Services <input type="checkbox"/> FFPE Products <input type="checkbox"/> Genomic DNA Products <input type="checkbox"/> Aging <input type="checkbox"/> Yeast Products			
Sample Kits			
SEND / TOOK	DNA Clean & Concentrator-5 D4003S	SEND / TOOK	RNA Clean & Concentrator-5 R1015S
SEND / TOOK	ZymoClean Gel DNA Recovery Kit D4001S	SEND / TOOK	Direct-zol RNA Miniprep Plus R2070S
SEND / TOOK	ZymoPURE Miniprep D4208S	SEND / TOOK	Quick-RNA Miniprep R1054S
SEND / TOOK	ZymoPURE II Midiprep D4200S	SEND / TOOK	DNA/RNA Shield R1100-8-5
SEND / TOOK	ZymoPURE II Maxiprep D4202S	SEND / TOOK	EZ DNA Methylation-Direct Kit D5020S
SEND / TOOK	Zymo Plasmid Miniprep Kit D4036S	SEND / TOOK	EZ DNA Methylation-Lightning Kit D5030S
SEND / TOOK	Genomic DNA Clean & Concentrator-10 D4010S	SEND / TOOK	ZymoBIOMICS DNA Miniprep D4300S
SEND / TOOK	Quick-DNA Miniprep Plus Kit D4068S	SEND / TOOK	NONE
Notes			

Paper Lead Forms Backup

Biotechnology Calendar



Los Angeles'
33rd Semiannual
**Biotechnology
Vendor Showcase™**
Your Life Science Community Event

Presentation of this event on the UCLA campus does not imply or represent endorsement by UCLA or the Regents of the UC regarding content, programming, material or associate organizations.

Gold Sponsors:
Science Researchers LinkedIn Group
GlobalScienceMeetings.com
Science Market Update



GIFT CARD



Show gifts brought to you by **Biotechnology Calendar, Inc.** www.biotech-calendar.com

By signing this card I agree that Biotechnology Calendar, Inc. may post my name on the web and in print as a winner in a door prize drawing. Please follow your institution's COI guidelines regarding food & doorprizes.

Complete survey on reverse in order to be entered into drawing.

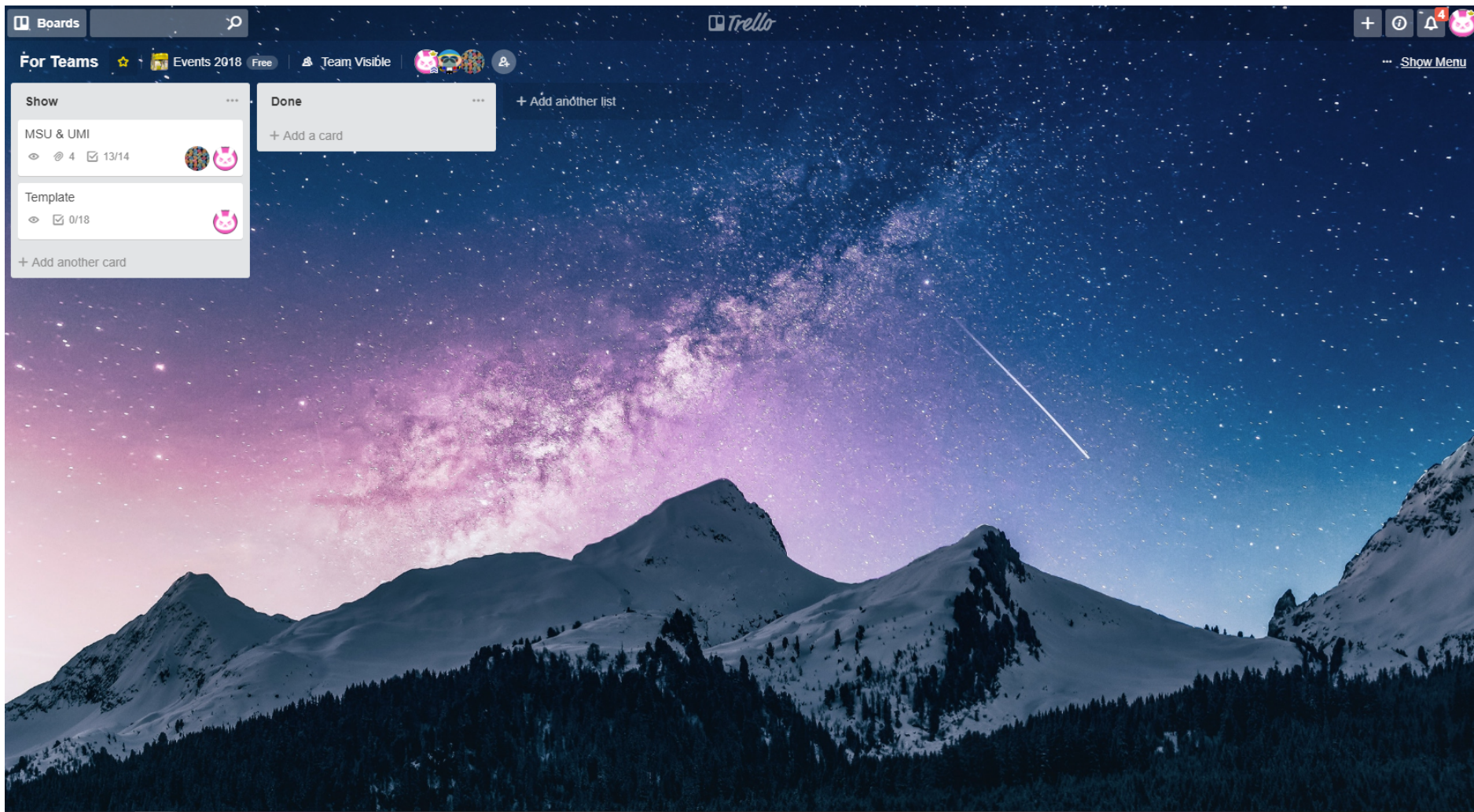
Name _____

Signature _____

Professor Post Doc Grad. Student

Res. Assoc. Res. Tech Lab Manager Other

NEW Trello



ZYMO RESEARCH

NEW Trello

Trello works seamlessly wherever you are.

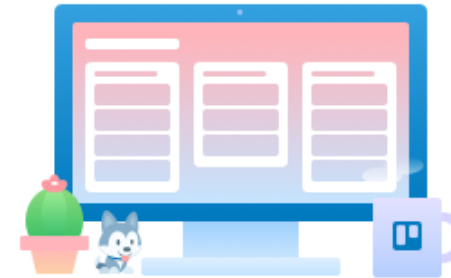


Web

[Trello.com](https://trello.com) →



Mobile

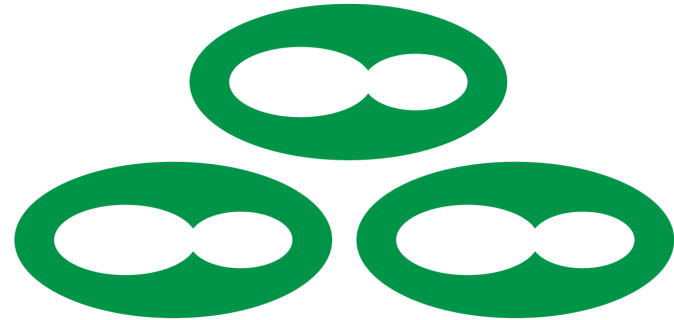


Desktop



Thank you!





ZYMO RESEARCH

The Beauty of Science is to Make Things Simple[®]



info@zymoresearch.com



www.zymoresearch.com



Toll Free: (888) 882-9682