



scientific

Our story, so far...

We started AB Scientific in 2014 because we looked at the scientific distribution market and thought we could do a better job.

We didn't have a massive office, a huge team or hundreds of millions of pounds behind us. To be fair, we didn't have much of anything! What we did have was some very good products, a decent idea of what customers actually wanted and the belief that being small didn't mean we had to act small.

So from day one, we puffed our chest out and went after business we probably had no right winning. And then we won it.

We built the company differently too. No expensive head office full of people commuting two hours a day just so they could sit at a desk and email each other. We put everything into the cloud, worked from wherever made sense and spent the money on the things that customers actually care about – good people, good products, technical knowledge, stock and getting stuff where it needs to be, when it needs to be there.

Back in 2014, plenty of people thought that was a bit odd. Then COVID happened and suddenly everyone understood it. While businesses everywhere were trying to work out how to operate remotely, for us it was just Monday.

Since then, we've grown to operate across the UK and Ireland, working with some of the best manufacturers in the world and supplying virtually every NHS hospital in the UK, alongside private healthcare, pharmaceutical and life science customers. Behind that is nationwide sales and technical coverage, a multi-site logistics network and the infrastructure and capability to take on any contract.



But despite how much the business has grown, we've tried hard not to lose what made it work in the first place. **We're specialists.** We know the products we sell, we know our customers and when they need us, we respond quickly and get things moving. Should anything go wrong, we deal with it rather than sending you around six departments and a call centre until you lose the will to live.

Our goal hasn't changed since 2014: find brilliant products, understand them properly, look after customers and don't make things more complicated than they need to be.

It turns out you can build a pretty serious scientific company that way – and we're not interested in becoming another corporate scientific supplier. We'd much rather carry on being AB Scientific – and carry on winning their customers! ;)

Mark Algar & Greg Dobson
AB Scientific Co-Founders

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