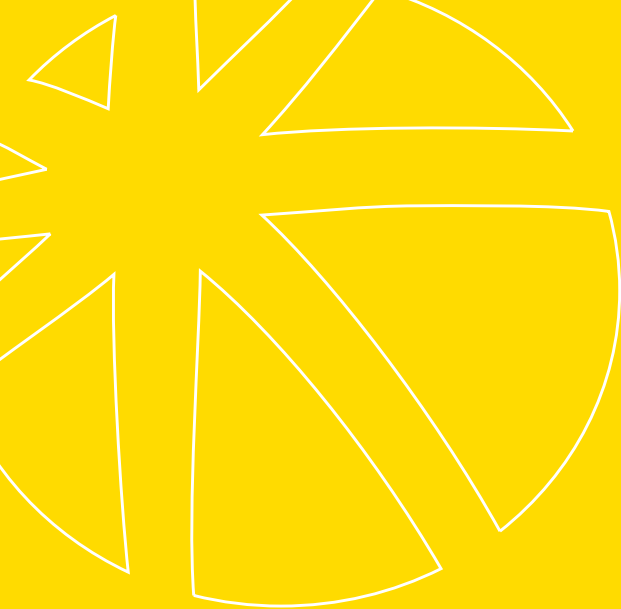


IT'S ALL ABOUT



A BOOK ABOUT OUR 80 YEAR HISTORY, WHO WE ARE AND WHAT WE WANT TO ACHIEVE
STABILITY · COOPERATION · COMMITMENT · RELIABILITY · SKILLS · FLEXIBILITY



"IT'S ALL ABOUT BUCH & HOLM" - PUBLISHED TO CELEBRATE OUR
80TH ANNIVERSARY. WE ARE VERY PROUD OF OUR HISTORY AND
VALUES, AND WILL TAKE YOU ON A JOURNEY BACK IN TIME.

MIKKEL HOLM & FLEMMING JÖNSSON



CELEBRATING 80 YEARS

At Buch & Holm, we are really proud to celebrate our 80th anniversary and to continue the traditions, ideas, visions and values inspired by my grandfather and his business partner when they founded Buch & Holm in 1935.

We know that it is not enough to be a renowned brand based on distinguished traditions, therefore we need to prove our worth every day. We have done this for many years by simply focusing on products that create value, by delighting our customers, and finally by maintaining good relationships with all our business partners.

I am proud to be a third generation leader of our company.

Mikkel Holm
CEO



ALEXANDER FLEMING DISCOVERS BY
COINCIDENCE BACTERIA KILLING
PENICILLIN BY COINCIDENCE BACK IN 1928...



MAN IN SPACE 1961 COSMONAUT
JURIJ GAGARIN MADE A JOURNEY AROUND THE
EARTH THAT TOOK 108 MINUTES...

It's All About

1935

1945

1955

1965

1975

BUCH & HOLM



 BUCH & HOLM $\frac{1}{8}$



BUCH & HOLM



Buch & Holm AG



SMARTPHONE 1993 "SIMON"
THE FIRST "TOUCH SCREEN"
PHONE MADE BY IBM...



1996 A SHEEP CALLED DOLLY WAS THE FIRST
ANIMAL TO BE CLONED FROM AN ADULT CELL,
AND SHE WAS NAMED AFTER DOLLY PARTON...

5

Celebrating 80 Years

1985

1995

2005

2015

Buch & Holm



BUCH  HOLM



80



Our DNA

6

Stability

We are a family-owned Danish company with a short chain of command. We strive to meet the expectations of our customers by creating a healthy financial foundation which allows us to continually build and develop the business.

Cooperation

We are a business partner who creates value through long-term relationships with customers, suppliers and other shareholders. Our job is to convey knowledge and offer solutions based on insight and understanding the projects.

Commitment

Our most important resource is our employees, and ongoing training is a precondition for guiding the customer to the right solution. Highly motivated employees ensure that customer expectations are met.

Flexibility

We are flexible and adaptable and continuously work on making it easy and simple for our customers to do business with us.

Reliability

We act with integrity and strive to communicate clearly. We are not afraid to express our opinions and stand by what we say – openly and honestly.

Skills

We work hard to create the best results, and we continue to acquire the knowledge and the skills necessary to provide the best solutions.





1935

8

AXEL HOLM WITH
HIS WIFE ÅASE
WHO FINANCED
THE STARTUP OF
BUCH & HOLM A/S



FREDERIK BUCH IS THE
YOUNG MAN IN THE BLACK
SUIT. TO THE RIGHT :
AXEL HOLM WITH
A BOWTIE.



On 25th November at 12 o'clock 1935

Axel Wilhelm Holm and Frederik Jørgen Buch founded the limited company Buch & Holm A/S.

The two young men got in touch with each other through an advertisement in the newspaper. Frederik Jørgen Buch was looking for a business partner

and co-investor to start his own business. The company's concept was simple, - import and sales of surgical instruments.

Axel Holm had been an export manager at the company Georg Jensen and was raised by a father who was a doctor, thus he had a good understanding of the products as well as the customers.



IKA®



Panasonic

MASTERFLEX®

Miele
PROFESSIONAL

INFORS HT

GRAM

CERTOCLAV

zystem®

METTLER TOLEDO

Cole-Parmer®

Today



Buch & Holm has over the years developed into a company that adapts quickly to dynamic market conditions. This is achieved through know-how, consulting and competent personnel. In recent years, Buch & Holm has experienced strong growth, and today the company is one of the market leaders as a total supplier of equipment, inventory and consumables to laboratories, quality

control and the industry. It's all about adding value to the things we do.

WE KNOW WHAT IT TAKES



It's All About
Well Motivated
Employees

Mikkel Holm
CEO



Julabo



MATEST
BE ALWAYS IN SAFE HANDS



huber



Working together for more than 100 years

No business can develop without a strong bank connection, and Danske Bank ("Danish Bank") has been involved from the beginning; well, actually even earlier than that. The collaboration started in 1897. We have had a unique opportunity growing together with Buch & Holm using technology among others, whereby the bank's digital solutions have been integrated with Buch & Holm's platform.



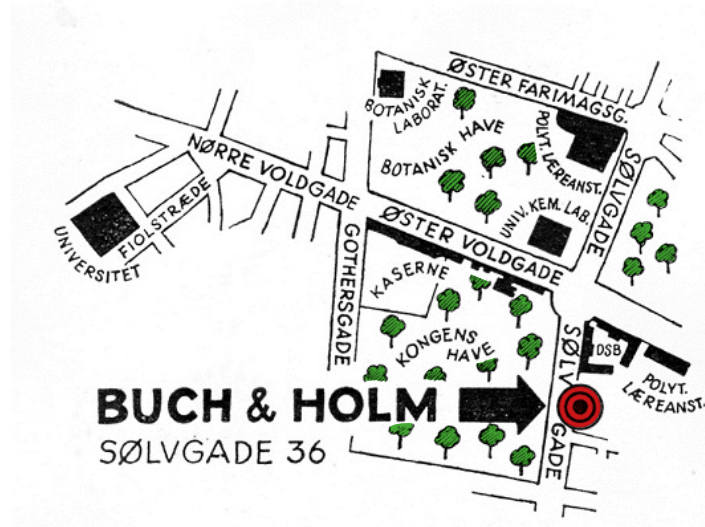
Danske Bank was founded in 1871. At the time the bank was called the Danish Farmers' Bank. The Holm family's history started with the bank 25 years later. In 1897, circus director and great-grandfather Charles Hinné passed away, and his entire fortune of DKR 789,350 was transferred from Germany to the bank. When the family founded Buch & Holm in 1935, they chose to continue the collaboration. A business relationship that is still strong 80 years later. At Danske Bank, we recognize Buch & Holm's vision of always creating increased value for the customer.



The Early Years

12 **Buch & Holm was founded just after** the Great Crash in 1929, and the early years were very challenging. In 1939 things took a turn for the better, and sales were going really well for Buch & Holm until World War II broke out.

Initially Buch & Holm was situated in Skindergade 32 in the city of Copenhagen but after a few years these facilities were too small, and the company moved to Sølvgade 36.



IN THE FOLLOWING YEARS THE COMPANY EXPANDED FURTHER WITH FACILITIES IN SØLVGADE 34 AND 38. THE PHYSICS DEPARTMENT WITH THE ASSOCIATED SHOWROOM MOVED TO GOTHERSGADE 137, AND LATER THE DEPARTMENT FOR SURGICAL INSTRUMENTS MOVED TO BORGERGADE 27B.

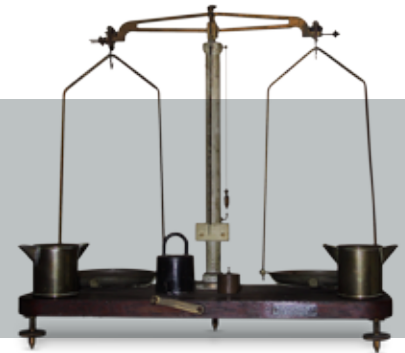
Glass & Primitive Instruments

1938



In the early days the laboratory range was primarily glass and primitive instruments. In 1938 Buch & Holm hired a young Austrian glass blower, which was the

beginning of Buch & Holm's glassblowing department. At its peak five people were employed.





THROUGH THE YEARS
THE COMPANY EXPANDED
WITH FACILITIES AT S
ØLVGADE 34 AND 38.

World War II

14 After the outbreak of the war, sales were far from satisfactory, and it was difficult to source goods. Most products came from German suppliers who favored their domestic market, and furthermore Denmark implemented carriage restrictions, which became an additional obstacle.

Survival became impossible based on the original concept of import and sales of surgical instruments and other hospital items. Therefore, it was agreed that Frederik Buch would focus on the traditional business, while Axel Holm was tasked with expanding the product range and explore new business areas.

This resulted in a number of new initiatives, and in 1940 Buch & Holm acquired the company "Fysik" that manufactured physics instruments etc. "Fysik" was an old and well-reputed company whose history dated back to 1868. This way Buch & Holm got access to more products, and it was the start of their own production which lasted until the mid 1990s.



THE PYREX GLASS WAS RED IN THE BEGINNING AND LATER CHANGED TO BROWN

1945



After World War II, Buch & Holm started offering more advanced equipment for laboratories. One of the suppliers was the US manufacturer of centrifuges Ivan Servall, today known as Sorvall.

Also brands as Beckmann and MSE were in the product portfolio. Today Buch & Holm is still a major player within centrifuges for laboratories.





B&H

B&H

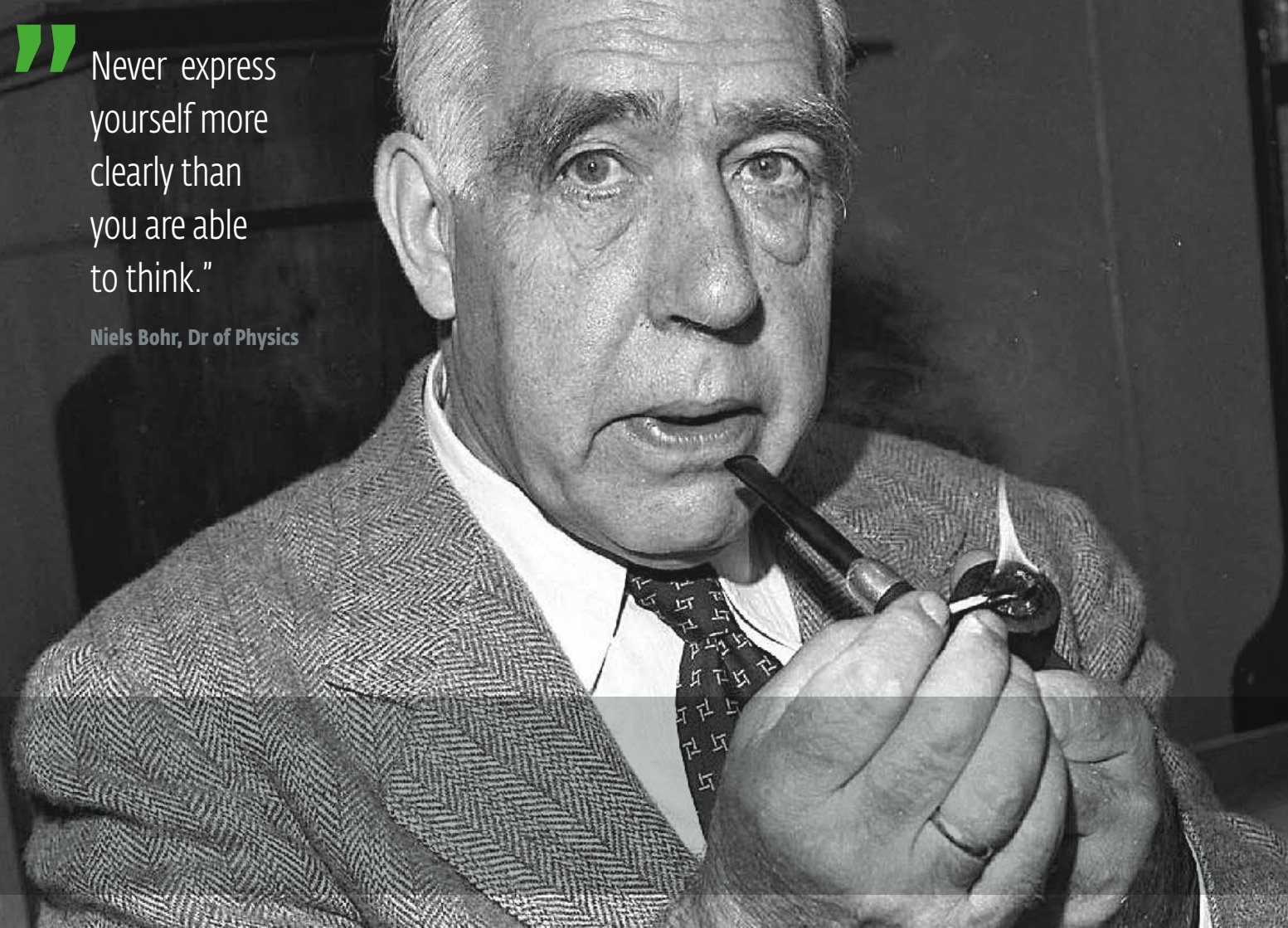
LABORATORIEUDSTYR
 APPARATER
 INSTRUMENTER
 KEMIKALIER
 UNDERVISNINGS-MATERIEL

B&H

BUCH & HOLM A/S

*BYen 8208 SØLVGADE 34-36 · KØBENHAVN K

Leverandør af: HÆSEN
 SOVÆRNET
 FLUYEVÆRNET
 KØKSARETS SANITETSDRØYT

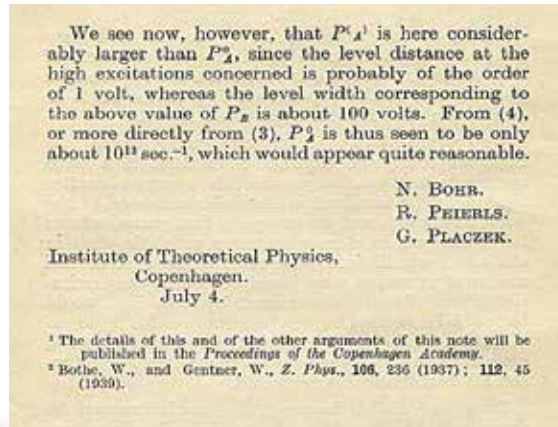


“ Never express
yourself more
clearly than
you are able
to think.”

Niels Bohr, Dr of Physics

Niels Bohr is the father of modern

quantum theory and the founder of the Institute of Theoretical Physics at the University of Copenhagen. This is now known as the Niels Bohr Institute, and it opened in 1920. From his laboratory at the Science Institute, he was only a short walk away from Buch & Holm's main store in Sølvgade. It was easy and practical for Niels Bohr to come down to the store to discuss how to make special glass-blown equipment for his many daily laboratory experiments.



17



We have offered our services for eighty years and it's all about dedication ...



Post World War II



A COMPACT AND LIGHTWEIGHT CENTRIFUGE WHICH WAS EASY TO MOVE FROM LOCATION TO LOCATION WITHIN THE LABORATORY, OR BY CAR WHEN FIELD WORK WAS NECESSARY.

1948



After World War II Axel Holm was one of the first people to drive around in war torn Germany to establish contact with manufacturers of laboratory equipment. This was followed up by his son Mads Holm in the late 1950s who travelled

and visited a number of laboratory supply companies in Germany, France and England. They were already doing business with Buch & Holm. It inspired Mads Holm to see how these companies operated and to experience the different

European Road Trip

cultures firsthand as an intern. This was a great way for a young man to "learn by doing", and it created the foundation upon which he was inspired to fulfil the vision as the next manager of the company.





EXHIBITION FROM THE
EARLY 1950S WHERE
BRANDS LIKE EDWARDS
HIGH VACUUM, SORVALL
AND BECKMAN WERE A
MAIN PART OF THE
PRODUCT RANGE.

Cooperation is more than just business

20



VACUUBRAND VACUUM TECHNOLOGY SEMINAR AT BUCH & HOLM
SUPPORTED BY AREA SALES MANAGER DIETMAR BRANDT

Brand / Vacuubrand is proud to have worked

with Buch & Holm from 1949 until today.

In 1949 Axel Holm, the grandfather of the current CEO Mikkel Holm, travelled throughout Germany to find German manufacturers of laboratory equipment to supply all Danish laboratories with high quality products. During this journey, he met Helmut Schlöler, CEO of BRAND who even today remembers this visit as a very special occasion. He was impressed with the “gentleman like” way Axel ran this business. When Helmut Schlöler first came to Copenhagen for a visit, he was even more impressed once he realised how strong Buch & Holm’s relationships were with all their customers - from lab workers to Nobel price winners.

Dietmar Brandt

Sales manager

Vacuubrand

1949


Nowadays Buch & Holm has specialized in Vacuubrand vacuum pumps that are well known for demanding processes from laboratory to pilot plant scale. Buch & Holm are experts in this field, and their trained staff offer professional full services.



A photograph of a laboratory vacuum pump system. In the foreground, a glass flask is connected to a vacuum line. In the background, a larger glass flask is visible. The vacuum pump unit is blue and white, with two digital displays showing pressure and volume. The brand name 'vacuubrand' is visible on the pump unit. The background is slightly blurred, showing other laboratory equipment.

vacuubrand



THE VACUUM PUMP

for the laboratory

VACUUBRAND GMBH + CO KG

Alfred-Zippe-Str. 4
97877 Wertheim
Germany

T +49 9342 808-0
info@vacuubrand.com
www.vacuubrand.com

Convenience for all your applications



For decades we have been enjoying a trustful partnership and successful cooperation. Buch & Holm always keep their eyes on the market and on the customers' demands and they are more than happy to share this knowledge with us. With today's need for highly specialised products these synergies will become ever more important. A heartfelt thank you to the dedicated Buch & Holm team.



C. Riefler-Karpa

Christiane Riefler-Karpa, Managing Director
Mettler GmbH + Co.KG



In 1947 Willi Memmert, the company founder, built his first steriliser for the Red Cross. Eight years later the product portfolio consisted of heating ovens, incubators and hot air sterilisers and the young innovative company already exported to 49 countries. This rapid growth was only possible due to the close collaboration with selected distributors. For decades Buch & Holm has been one of these strong and loyal Memmert partners. We are looking forward to continuing this successful cooperation for many more years.



memmert
Experts in Thermostatics

Product Range

HEATING OVENS

VACUUM OVENS

STERILISERS

INCUBATORS

COOLED INCUBATORS

CO₂-INCUBATORS

CLIMATE CHAMBERS

HUMIDITY CHAMBERS

CONSTANT CLIMATE CHAMBERS

WATERBATHS

OILBATHS

100% ATMOSAFE. MADE IN GERMANY.

www.memmert.com | www.atmosafe.net



Industrial Focus

24 **In the 1950s Denmark was developing** from an agricultural country to an industrialised society; which became the start of: "The Golden Age of Capitalism". During this period Buch & Holm established an industrial business unit with special systems, glass plants, vacuum equipment, liquid pumps etc.

Throughout the 1950s and 1960s a wide range of special facilities for laboratories and industry were built, and many products were manufactured in collaboration with the engineering firm AL Andersen, better known as ALA. The production consisted primarily of custom made freeze drying plants, vacuum evaporators and autoclaves.



EXHIBITION POSTER
FROM THE EARLY 1950S
WHERE BRANDS
LIKE EDWARDS HIGH
VACUUM, SORVALL
AND BECKMAN WERE
A MAIN PART OF THE
PRODUCT RANGE.



Freeze Drying

1955



Buch & Holm started supplying custom made freeze dryers back in the 1950s. Today, we have a very good working relationship with the German manufacturer

Martin Christ, and we offer freezer dryers with ice condensers from 2 kg to 800 kg. This picture was taken during a customer visit at Christ, and it is a 100 kg producti-

on freeze dryer, model EPSILON 2-100D ready for FAT (Factory Approval Test).



The vision of Buch & Holm's Service Team is to empower our local clients to benefit from the professional service of the global brands

CRM Anders Lilleø



The Big Boom

26 The Post-World War II economic also known as the post war economic boom, the long boom, and the Golden Age of Capitalism, was a period of economic prosperity in the mid-20th century. It started at the end of World War II in 1945, and lasted until the early 1970s.

It ended with the collapse of the Bretton Woods system in 1971, the 1973 oil crisis, and the 1973-1974 stock market crash, which led to the 1970s recession. Denmark had to be re-built and Buch &

Holm saw a huge demand for laboratory test equipment to test the quality of concrete and asphalt and thus established a department in the early 1950s.

Buch & Holm was the first mover in this field and almost had a monopoly. A lot of the equipment was manufactured in-house, and we had an authorised calibration service centre. The department peaked with 20 employees in the 1960s.



Gravquick Test Equipment is a part of Buch & Holm

1948

GRAVQUICK
HANS LARSEN

Buch & Holm almost had a monopoly in this specific field laboratory test equipment until the 1960s. Gravquick was founded in 1948

and started to promote laboratory test equipment towards the end of the 1960s. In 2003 Buch & Holm bought the remains of

Gravquick, and today it is a functioning division of laboratory test equipment in our portfolio.



ILLUSTRATED FRONT
PAGE OF THE BUCH
& HOLM CATALOGUE
FROM 1979.



Compression Test Machines

Today Matest is our main supplier of geotechnical test equipment and also the world's largest supplier of compression test ma-

chines with more than 1000 machines sold every year. The picture is from a visit at the factory in 2015.

MATEST
BE ALWAYS IN SAFE HANDS

1998



COOPERATION FROM THE VERY START

28



Gram BioLine has been working with Buch & Holm from the start. I appreciate our cooperation with the dedicated team, and I do definitely regard Buch & Holm as - "a solution oriented company with unsurpassed knowledge in the bioscience industry". They possess a unique, significant factor - business professionalism combined with being friendly and very approachable. This philosophy is from my point of view the reason for Buch & Holm's growing success and recognition. We look forward to working with the Buch & Holm team for the years to come.



Bo Trane
Sales manager
Gram BioLine
Scandinavia

Main Supplier Since 1995

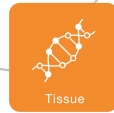
1995



Buch & Holm has been the main supplier of Gram Commercial for laboratories in Denmark since 1995. As demands for documentation increased, Gram

introduced the Gram Bioline products in 2006, and Buch & Holm continues to be the main distribution channel for this range.





Biostorage you can depend on

Controlled Biostorage
bespoke to your needs



bioline

Designed and manufactured in Denmark



grambioline.com

Welfare in The 1960s

30



PeopleCare Department

1981



Buch & Holm had a surgical department called PeopleCare in the 1980s. From the late 1960s there was a rapid development within PVC plastic materials and manufacturing methods.

It became possible to replace most reusable articles with disposable articles. At the same time a number of completely new disposable products for patient treatment were developed.

This changed the department structure; both concerning personnel and logistics. The product range required considerably more storage capacity for the many disposable articles, etc.



The expansion of the Danish welfare state began in earnest in the 1960s when universal welfare benefits were introduced. From 1956 all citizens over 67 years of age were entitled to a state pension minimum amount regardless of wealth, previous employment and income.

Denmark was thus the first country to offer universal welfare benefits, and it went so well in 1960s, that the period became known as the Danish welfare state's Golden Age. Women's entry into the labour market led to the construction of nurseries, daycare and recreational centres, as well as many nursing homes, hospitals and educational institutions.



Real wages and consumer spending grew by 75% from 1957 to 1970

Buch & Holm enjoyed its golden days with surgical instruments in the mid-1960s. The range consisted mainly of surgical instruments and disposables imported in bulk and repacked into small packages. During this period hospitals used primarily reusable instruments, which were sterilized after use in large autoclaves.

From the late 1960s plastic materials, and the production method for processing these, were booming. It became possible to replace stainless steel instruments with sterile disposable equipment. This changed the structure of our department in relation to both personnel and logistics.

The products required much more storage space, which was one of the reasons why it was decided to move the company from five different locations in the inner city to a large building in Herlev, near Copenhagen.

In the 1980s Buch & Holm decided to pull out of the market for surgical instruments and instead supply aids amongst other things to nursing homes and hospitals.



Trusted with more than 350,000 installations

32



Tuttnauer is a manufacturer of autoclave sterilizers for the Health Care and Life Science industries. For over 89 years Tuttnauer has been an industry leader and Tuttnauer is still a family-owned company. Tuttnauer's products are trusted at over 350,000 installations worldwide. Buch & Holm has been a distributor for Tuttnauer since 1992 when the laboratory range was launched.

Family Owned Company

1925



Back in 1925 Aaron Tuttnauer, an engineer, began manufacturing medical and lab equipment such as incubators, water bath shakers &

ovens. Tuttnauer Europe B.V. started a trusting business relationship in 1992 with Buch & Holm as distributor for Tuttnauer

sterilizers for the laboratory market in Denmark.

Advanced Laboratory Autoclaves

For the most challenging applications



- Multi-color display in your language
- Liquid sterilization with fast cooling options
- Deep penetration & drying for tips and tubes
- Biohazard and waste sterilization

The oil crisis in the 1970s

34 **It started with the war in the Middle East,** which led to a dramatic rise in oil prices. The cost of a barrel tripled in less than three months, and it was hard times for Danish businesses and households.

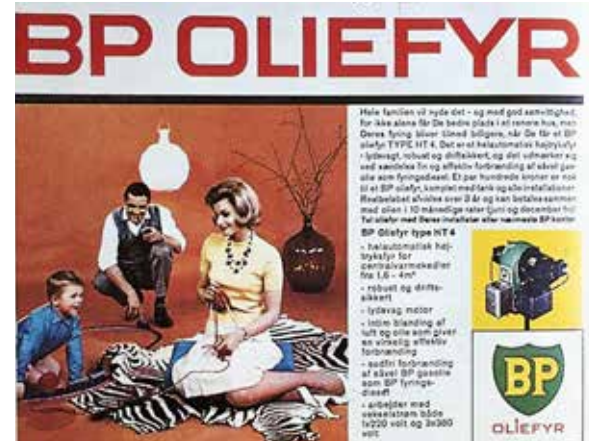
During the winter of 1973-1974, Danes were not allowed to drive their cars on Sundays. The government also took the initiative to reduce energy consumption by switching off every second street light at night.

Engineers at Buch & Holm developed the CA-3 combustion analyser for measuring temperature; oxygen (O₂) and carbon monoxide (CO) in flue gasses in house oil burners to minimize the oil consumption.

From 1973 and onwards Denmark looked at alternative energy sources, and new businesses like the windmill industry popped up. This was the start of our production of instruments branded Buch & Holm – made in Denmark.



Times were hard for Buch & Holm in the early 1970s. The company was under pressure and it was not easy to generate profit. Reorganization and new activities were needed.

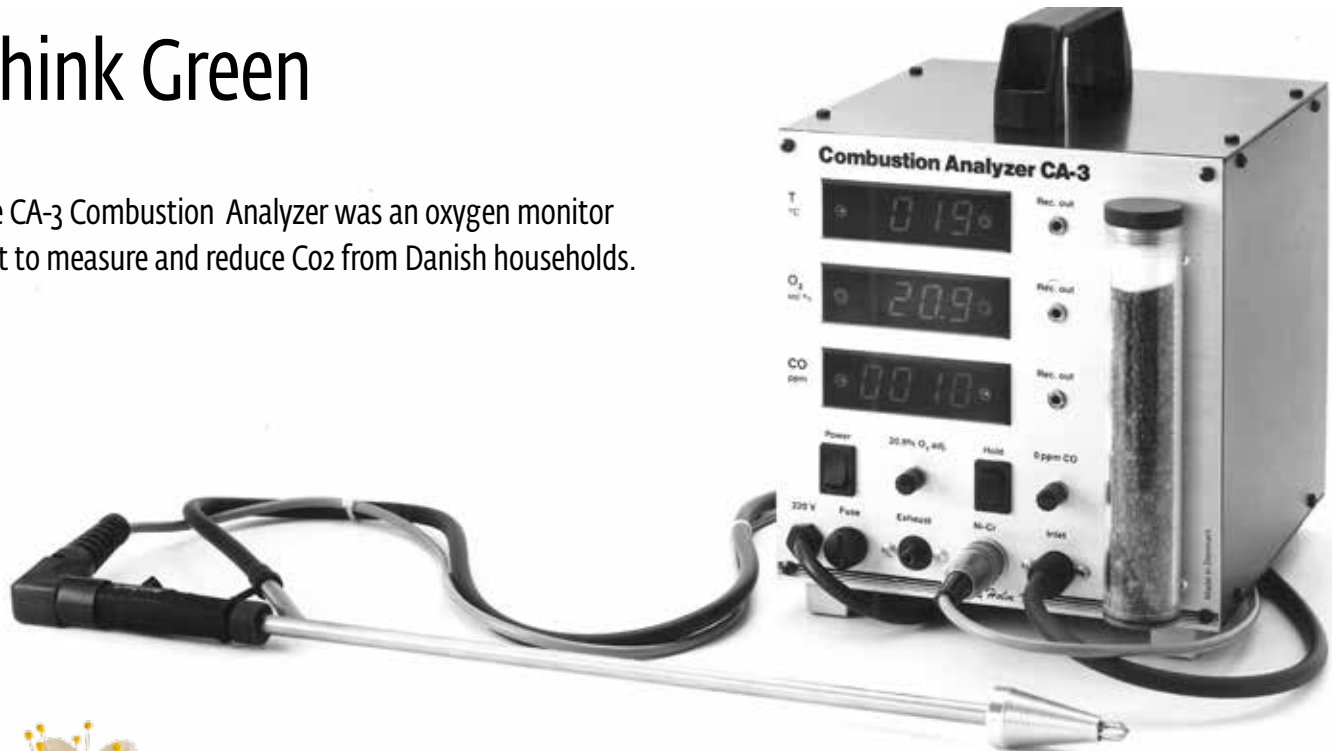


THIS AD IS FROM BRITISH PETROLEUM. THE MOTHER WAS PLACED IN THE CENTRE TO REFLECT THE CHANGING ROLE OF WOMEN IN THE 1970S AS A RESULT OF THE WOMEN'S LIBERATION MOVEMENT.

Think Green

The CA-3 Combustion Analyzer was an oxygen monitor unit to measure and reduce CO₂ from Danish households.

35



The oil crisis increased the demand for new equipment to reduce oil consumption. During the winter of 1973-1974, Danes were not allowed to drive their cars on Sundays.



From City to Suburb

36



Buch & Holm had experienced positive growth for many years, and now had 65 employees based in five different locations in the inner city of Copenhagen, and the structure of the departments in relation to both personnel and logistics had changed.

Many products also required much more storage space, so the company had many challenges, and it was decided to move from the inner city to a large building in Herlev, just outside of Copenhagen.

On the 2nd of January 1970 the move was made to new and modern facilities with 4000 m2 under one roof. The building accommodated a 600 m2 open office environment, large showroom, glass-blowing, Sheet metal and service work-shop including a huge warehouse.

Working Together for Fifty Years



In 1997 Mads Holm received an award from the company W. Edwards & Co. (London) Ltd. for being the Danish distributor for 50 years.

Edwards has been a main supplier of vacuum equipment for decades and the distributor contract was signed on 19th August 1947. We still have this agreement today.





THE EXHIBIT IN HERLEV OF LAB &
INDUSTRY EQUIPMENT



THE WAREHOUSE USED CARDEX CARDS TO RECORD MORE
THAN 10,000 UNITS OF INVENTORY BY HAND.

Oil For Food



The Oil-for-Food Programme (OIFP), was established by the United Nations in 1995 to allow Iraq to sell oil to the world market in exchange for food, medicine, and other humanitarian needs for ordinary Iraqi citizens

without allowing Iraq to boost its military capabilities. In 2002 Bush & Holm got a huge UN approved order for different laboratory consumables and equipment, taking up more than 2000 m2 warehouse space.



Friends and Business Partner

38



OKTOBERFEST, MUNICH: ONDREJ PROCHAZKA, MIKKEL HOLM AND ANDERS LILLESØ

We have worked together with Buch & Holm since 1995; and this includes many trade fairs and product presentations, quite a few regular product training sessions, including installing hundreds of cabinets in Denmark and Sweden. We have exchanged thousands of phone calls and sales emails/professional technical feedback messages. Our business relationship with Buch & Holm is more than working together, it's a partnership...

Ondrej Prochazka

Export Sales Manager

MMM Medcenter Einrichtungen GmbH

Always First Class Support

2006



Buch & Holm started the cooperation with the MMM group in 1995 with the introduction of the laboratory range of ovens and incubators. The range of

products has developed a lot since then and today it also consists of high-end products for sterile production, climatic chambers etc.

Ondrej Prochazka and Aase Valsted represented MMM at the Scanlab exhibition in 2006.



New Generation of High End Laboratory **Drying Ovens and Incubators**



MMM Group



NEW
EVO Line

Drying Ovens

Vacuum Drying Ovens

Incubators

Cooling Incubators

Climatic Chambers

CO2 – Incubators



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Semmelweisstrasse 6, D-82152 Planegg / München

tel.: +49 89 8992 2620, fax.: +49 89 8992 2630, e-mail: medcenter@mmm-medcenter.de

Available sizes: 22, 55, 111, 222, 404, 707, 1212 litres

www.mmm-medcenter.de

The Hot Seat

40 **In the beginning of the 1980s Mads Holm took over the management role** after his father, and times were hard. In 1980 every order was handled by five female office typists, the physical stock consisted of more than 10,000 articles, and all processes were done manually.

To optimize these processes including the entire business structure, it was decided to install an EDP (Electronic Data Processing) solution.

An IBM System/34 and software from Belgium were ordered. After four months and 20,000 order numbers entered into the system, the workload was reduced dramatically. Less manpower was now required and customer service levels improved significantly. You could keep an eye on stock levels and deliveries were much faster.



MADS HOLM WAS RESPONSIBLE FOR THE BIG CHANGES IN RUNNING AND DEVELOPING BUCH & HOLM FROM THE 1970s AND 1980s.



Norwegian Initiative

Buch & Holm Norway was another initiative taken in the 1970s. The company was managed by Ivar Schmidh from 1974 until 1991. After 1991 Ivar Schmidt took over

all the assets under his own control. The reason why Buch & Holm pulled out of the Norwegian market was that over the years the product range and the agencies had developed

in very different directions, which meant that the synergy was no longer there.





FOUNDER, AXEL HOLM WAS RESPONSIBLE FOR THE RUNNING AND DEVELOPING BUCH & HOLM FROM THE 1930S TO THE 1980S.



Customer
actions
create
a reaction

Axel Holm
Founder of
Buch & Holm



The Importance of Networking

DiaLab Danish Diagnostics & Laboratory Association

Buch & Holm is a member of the branch unit Danish Diagnostics & Laboratory Association. As a member of Dialab we follow guidelines for ethical trade, the environment, legal requirements,

and the work environment, and we do have some political influence via Dansk Erhverv (Danish Chamber of Commerce), which serves as an extra guarantee for a good and fair deal.



Education is in our DNA

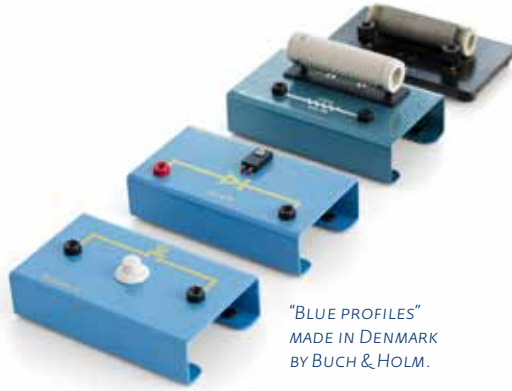
42

In the late 1950s and early 1960s

Denmark experienced a baby boom, and from the early 1970s and onwards many new educational institutions were built. Buch & Holm started to deliver turn-key solutions including furniture as well as entire student instrument collections.

Later came the book series Ask Nature

and for every new book added, Buch & Holm published a matching catalogue with all the required instruments for the physics experiments. These products were lined up in our showroom, and the teachers came to see and learn how all the experiments had to be done.



"BLUE PROFILES"
MADE IN DENMARK
BY BUCH & HOLM.



Ask Nature

JØRGEN HADVIG WAS EMPLOYED
IN THE EDUCATION DEPARTMENT
FROM 1974 TO 2014 AND WAS
ONE OF OUR MAIN FORCES.

1970



Exhibition Fair from the mid
1970s, where yellow and blue
was used as company colours.
A symbol was used for each
department of the business.





"BLUE PROFILES" AND "MOLECULAR MODEL SETS" WERE MANUFACTURED IN HOUSE UNTIL THE LATE 1990S.

Turnkey Solutions

IN THE 1960S WE OFFERED THE VERY MODERN RANGE OF LABORATORY INVENTORY FROM THE GERMAN COMPANY PHYWE.

TODAY WE COOPERATE WITH THE DANISH MANUFACTURER ZYSTM OFFERING SOLUTIONS FOR HOSPITALS, LABORATORIES AND SCHOOLS.



Your Lab is Our Mission

44



THE ZYSTM SHOWROOM IN HERLEV

Tailor Made to Your Specifications

Many choices have to be made when new facilities are being designed or renovated.

Each project has its own challenges and qualified consulting will be required. Our professional team

will help you through the project from start to finish, so you will end up with a functional turnkey solution made according to your specifications and to your full satisfaction.

2015





ZystmHosp
ZystmLab
ZystmLog

www.zystm.com



Zystm Hosp Hospital design

Module based fixture assortment for hospitals and clinics

- Cabinets
- Accessories and equipment for cabinets
- Worktops, fixed and height adjustable
- Tables for microscopy and microtome
- Fume cupboards and fumehoods for pathology
- Fixture for working area

Zystm Lab Laboratory design

Module based laboratory fixture for laboratory use

- Furniture system 3, 5 and 7
- Service bridges
- Fume cupboards and fumehoods
- Chemical cabinets
- Cabinets for special lab use
- Technical equipment

Zystm Log Logistics design

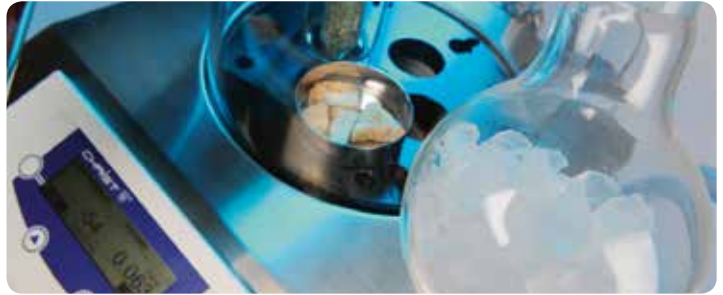
Module based logistics solutions for hospitals, clinics and laboratory

- Registration
- Shelving systems
- Multi functional trolley
- Transport trolley for laundry
- Disposal of risk waste

It's easy to acquire new laboratory equipment

Companies are always changing, and new needs arise. Lease instead of buying offers greater financial flexibility, and the improved liquidity can be spent on the core business. You can choose to replace equipment without big cost fluctuations during the contract period.

- **Greater flexibility**
- **Easier budgeting**
- **Focus on core areas**
- **Optimisation of operating equipment**
- **Experienced business partner**



For more than 10 years, we have had the pleasure of working together with Buch & Holm and their customers. Alongside Buch & Holm, we have specialised in financing and managing all types of laboratory equipment for many different industries and customers.

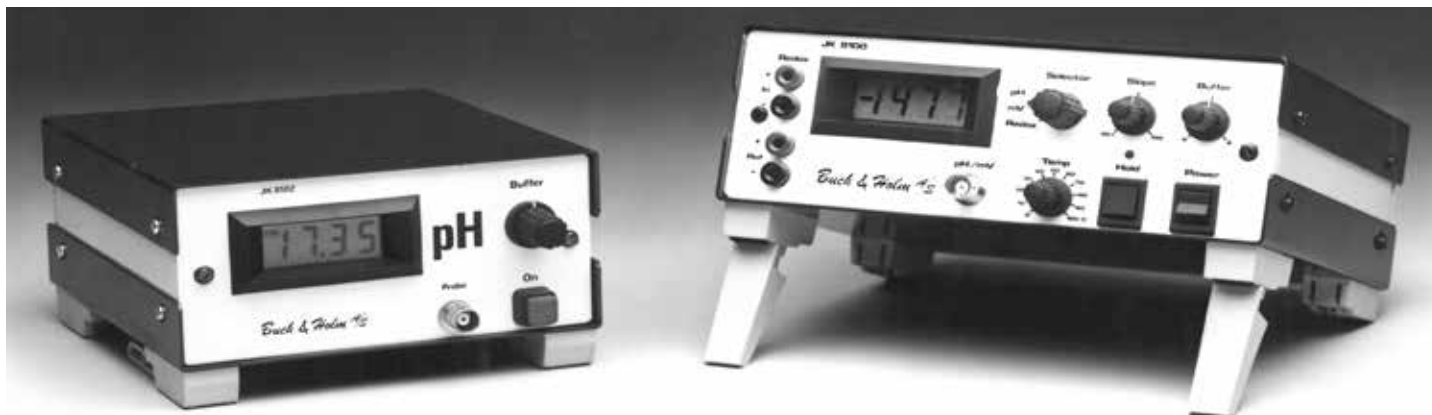
We look forward to continuing our successful business relationship for many years to come.

We offer:

- Framework agreements
 - Rental
- All-in agreements (services, insurance, etc.)
 - Seasonal payments
- Agreement with the right to sublease
 - Sale and leaseback

Ikano was originally part of the IKEA Group, which was founded by Ingvar Kamprad. Ikano Bank Denmark was established in 1978. Ikano Bank is a strong financial partner with more than 30 years' leasing experience in all sectors and industries in the Danish market. We are agile, responsive and dynamic, - we act quickly putting you one step ahead of your competitors.

IKANO
BANK



In 1975 Buch & Holm Suppliers ApS was founded, and the company acted as the export division for the wide range of products that Buch & Holm were developing and manufacturing in-house at the time

TempTator, 1975

Buch & Holm developed and manufactured different types of their own meters under the registered trademark of TempTator. The first products included handheld digital temperature meters, and they were followed up by pH meters,

conductivity meters, laser equipment, flue gas meters, etc., and they were all manufactured in-house.

The manufacturing continued up until the mid-1990s after which time it was no longer cost-effective.

In-House Development & Manufacturing

1975



In 1981 Buch & Holm developed, manufactured in-house and launched the JK8100 digital pH meter. It was not the first digital pH meter, but it was the first at a price below € 130.

The product became a huge sales success, and sales numbers exceeded 1,000 units sold. The JK8100 was followed up by the conductivity meter JK8200 in 1982,

the oxygen meter JK8300 in 1983 and a temperature meter JK8400 in 1984.

MADE IN DENMARK

Molecular biology



Writing in Nature in 1961, William Astbury described molecular biology as:
 "...not so much a technique as an approach, an approach from the viewpoint of the so-called basic sciences with the leading idea of searching below the large scale manifestations of classical biology for the corresponding molecular plan. It is concerned particularly with the forms of biological molecules and is predominantly three-dimensional and structural-which does not mean, however, that it is merely a refinement of morphology. It must at the same time inquire into genesis and function"



49

Polymerase Chain Reaction

1980



Buch & Holm started offering products for molecular biology in the 1980s. It was slow in the beginning but in 1989 sales took off and every one wanted a PCR machine / Thermal cycler. The polymerase chain reaction

(PCR) is a technology in molecular biology used to amplify a single copy or a few copies of a piece of DNA across several orders of magnitude, generating thousands to millions of copies of a particular DNA sequence.

In the early 1990s we shipped a minimum of one unit per day, and in 1997 we were awarded the European Dealership of the Year by UK Company Techné.





It has always been a great pleasure to work with the team of professionals from Buch & Holm. It is thanks to their business know-how, focus on the needs of the customers and thorough understanding of the applications of the product, that makes our cooperation a great experience. I am very much looking forward to many years of working together as partners.



A handwritten signature in dark ink, which appears to read 'Zbigniew Pobocho'. The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

Zbigniew Pobocho

General Manager Mettler-Toledo OnLine

Cooperation since 2011

Buch & Holm are one of the LLG Partners with whom we have a European Cooperation since the end of 2011. At the LLG Partner Convention October 2013 Buch & Holm asked Mettler Toledo about running a pH seminar. The first one was organised in spring 2014 and it was the real door opener for our partnership. Together we have carried out many successful seminars on pH and electrochemistry theory, reaching out to approximately 150 end users.

Over recent years Buch & Holm and Mettler Toledo have developed our business together and now Mettler Toledo is the preferred supplier of electrochemistry equipment to Buch & Holm. We strongly believe that our relationship benefits everyone including end users.



METTLER TOLEDO

Provides Precision Instruments for Professional Use

At METTLER TOLEDO our focus is on high quality, accurate products combined with simple, intuitive operation and ergonomic design. Our comprehensive analytical instrument portfolio covers the most varied electrochemical applications, from simple routine measurements to complex applications subject to regulatory control.



METTLER TOLEDO

www.julabo.com



When two specialists team up to serve customers better than anyone has ever done before, history is written.

Buch&Holm and JULABO have been enjoying a privileged partnership for 35 years. JULABO, the leading global manufacturer of liquid based temperature control solutions, and Buch&Holm with their competent and committed team have helped thousands of customers in Denmark take the next steps in their temperature related research and production tasks.

We are very much looking forward to the next decades of cooperation. Thank you, Buch&Holm



J. Juelh

Since its founding in 1967 JULABO has consistently set new standards for high-performance and reliable temperature control. Today JULABO is an industry leader. We have played a significant role in the development of fluid-based temperature control. Our expert engineers and technicians help shape the market with new ideas and innovations. JULABO is where the future of temperature control becomes reality.

CORIO™

Julabo
THE TEMPERATURE CONTROL COMPANY



Congratulation

1980 - Buch&Holm meets JULABO

2003 - Successful PRESTO® Launch

2014 - Record sales number

Thank you for 35 years of inspired, ever-fresh,
and successful partnership with JULABO!

Congratulation for 80years
Buch&Holm



Medicon Valley

54 **We are serving all customers in the** Medicon Valley, spanning the Øresund Region of Eastern Denmark and Southern Sweden. Today this is one of Europe's strongest life science clusters with a large number of life science companies and research institutions located within a very small geographical area.

The area includes 12 universities, 32 hospitals, and more than 300 life science companies. The biotechnology industry employs around 40,000 people in this region.



Cool and Safe Storage

1998



In 1998 Buch & Holm was the first company in the world to launch -80°C freezers with only one stage compressor systems, not only

in Denmark, but worldwide. The first product of this kind was made by the manufacturer Danish Vestfrost based on the

cooling fluid EP88. The freezers are still in our program using the same fluid, but is now supplied by the Danish company Arctiko.

ARCTIKO
The art of simplicity®



Expansion into Sweden



Buch & Holm decided to establish a Swedish subsidiary in 2000, the same year as the Øresund Bridge was opened for traffic between Copenhagen and Malmö. Our colleague Jörgen Mattsson started with Buch & Holm in the same year, and he is still our main man and in charge of our Swedish operation.

55

Annual Catalogue Distribution

The autumn break in week 42, formerly called the potato holidays, is a Danish school vacation week. The original purpose was for children to be able to help with the potato harvest, but at Buch &

Holm we dedicated that week for packing and sending out the new annual catalogue. Everyone helped out, and there was always an additional team of young people who wanted to

make money, and it created a good team spirit.



The Mastermind

1971



From the 1960s Buch & Holm was representing Invicta Education, and they made products to support a new approach to early learning for children. In 1971 they launched the game "Mastermind", and

Buch & Holm had the distribution rights in Denmark, and it became a commercial success from day one. People were lining up at our office, and hundreds of games were handed over the counter

every day. To cope with the huge demand we even had to buy a cash register to manage the sales. Mastermind had an interesting history. It was invented in 1970-1971 by Mordecai Meirowitz

and after being rejected many times by leading toy companies, the rights were obtained by the small British firm, Invicta Plastics Ltd. The game is still marketed today, - 50 million copies later.

Enthusiastic and Dedicated

56



From the start when working with Buch & Holm, the feeling of solidarity was strong. Their customer intimacy is built upon service and professionalism which is a key aspect of the Panasonic philosophy. Words like 'open' 'honest' 'friendly' 'enthusiastic' and 'dedicated' are perfectly applicable for the Buch & Holm team. It is always a pleasure to work with them and we hope to continue this successful collaboration for many years to come.



Michael Diesveld

CEO

Panasonic Biomedical Sales Europe B.V.

It's All About Safety



As a manufacturer of high-quality and innovative medical and laboratory equipment, Panasonic Biomedical Sales Europe B.V. first started to build a European distributor network in 1980.

Panasonic was looking for distributors that shared the same philosophy about quality, professionalism and dedication to the customer. This network became stronger in 2008 when Buch &

Holm joined as a distributor for Panasonic Biomedical products in Denmark. This cooperation has led to many successful projects that made it possible for Danish scientists to do their work with the

knowledge that their research will be safe in Panasonic equipment and secured by the Buch & Holm service.

Panasonic always has the right ULT freezer for you

Panasonic



VIP DUAL COOL

Unlike conventional ultra-low freezers that have a single refrigeration system powered by two cascade compressors, Panasonic VIP Dual Cool freezers have two independent refrigeration systems to provide the highest levels of sample security. No matter the time of day or freezer location, should one refrigeration system fail the other will maintain the freezer in the -70°C range.



VIP ECO

Panasonic VIP Eco ultra-low freezers are helping leading organisations to meet environmental objectives and reduce electricity running costs by up to 55%¹⁾. VIP Eco -86°C freezers deliver 'best in class' energy efficiency and cost savings with exceptional performance and durability.

1) Model MDF-DU500VH-PE (526 litres) compared to MDF-U53V at set value -80°C , 23°C ambient, no load, 230V 50Hz, € 0.12/kWh. Actual energy used and savings will depend on operating conditions and price of electricity paid.



VIP PRO

For those researchers looking for a great all-round solution to their storage needs, Panasonic VIP Pro freezers are the ideal choice bringing performance, value, safety and ease of use to all laboratories at very competitive prices

For more online information: www.biomedical.panasonic.eu/ult-freezers

Discovery powered by
precision

CONSULTING · SUPPORT · SERVICE



ÅRHUS UNIVERSITY, DENMARK

Service is a huge part of Our DNA

Adding value has always been

a fundamental part of Buch & Holm's service concept, and it is a part of our DNA. It started with a workshop for glassblowing followed by a sheet metal workshop for our own production, as well as a technical department for servicing the instruments.

Today our service department enables

us to add value to the products that we offer. Demands from our customers are always increasing, and we monitor the developments on a continuous basis,



therefore we are up front and up-to-date. ISO, validation, IQ, OQ, PQ and support FAT, SAT are only some of the services, we are offering on a daily basis.

We are an authorised service center

for a large number of manufacturers, and we train our technical personnel on an ongoing basis. We have special tools, certified equipment and access to original parts, which enables us to deliver the highest level of quality of service.

Environmentally Friendly

1995



We focus on and wish to be a "green" company. We therefore constantly try to reduce the negative impact in-house, and in

terms of products we focus on environmentally friendly technology with the lowest possible power and water consumption.

Invite us...

AND WE BRING YOU THE CUP



High Fidelity And Quality

60



New standards for commitment

Weiss Umwelttechnik is one of the most important producers of standard testing chambers and systems for environmental simulation, stability testing and emission testing worldwide. The product range comprises temperature and climate testing systems as well as test systems for simulated exposure to weather, temperature shock, corrosion and for long-time testing in various test chamber volumes. Walk-in/drive-in chambers and process-integrated plants for environmental simulation and biology are designed, produced and installed in accordance with customer specifications.

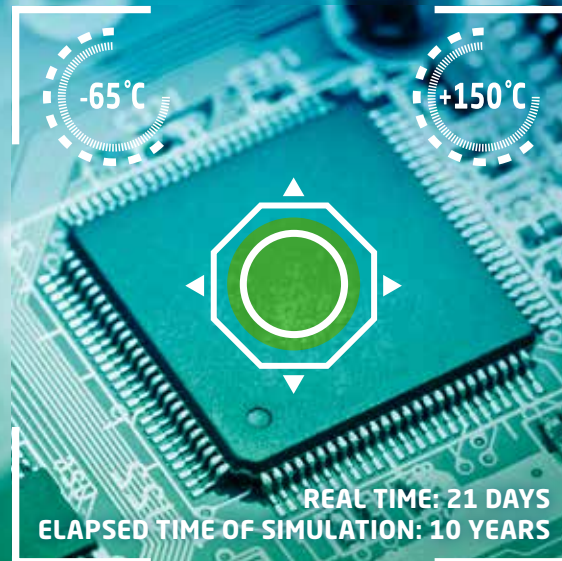
Buch & Holm has been the exclusive Weiss Umwelttechnik distributor in Denmark for more than 10 years.





a schunk company

Simulating the future. Today.



As market leader for environmental simulation systems, temperature and climate technology, WEISS TECHNIK covers the entire spectrum of high-quality and field-proven test engineering: from a circuit board up to an aircraft. This enables you to detect and eliminate weak spots from the very beginning - for high-performance technology, long durability and unsurpassed security. Today and in future.

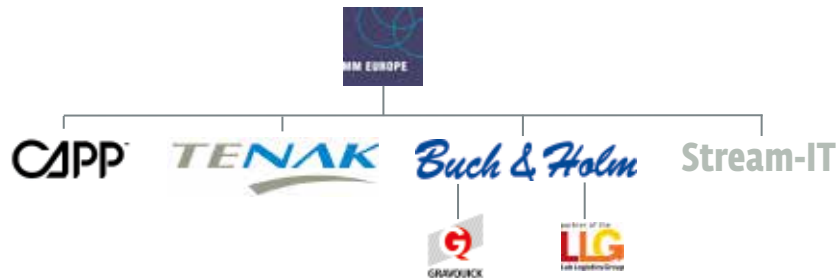
Weiss Umwelttechnik GmbH

Greizer Straße 41 - 49 ▸ 35447 Reiskirchen ▸ Germany ▸ Phone +49 6408 84-0 ▸ Fax +49 6408 84-8710

www.weiss.info



Third Generation Takes Over



MORTEN HOLM
MANAGING DIRECTOR 2001



MIKKEL HOLM
SALES DIRECTOR 2001

In 2001 the third generation of the management stepped up. The grand children took over; Morten Holm as managing director and Mikkel Holm as sales director.

This organisational change ignited a number of new activities. In order to establish the production of laboratory equipment, we bought 50% shares in the Danish pipette manufacturer CAPP and founded MM Europe as the export company in 2002 with TENAK as a trademark.

Also the IT company Stream IT offering electronic invoicing for all types of businesses was founded during this period. In 2006 it was decided to split up the activities. The shares in CAPP were sold, and Morten Holm continued with the companies MM Europe, now TENAK A/S, and Stream-IT. Mikkel Holm continued as managing director at Buch & Holm including taking over the shares in Lab Logistics Group GmbH (LLG).

International Partnership

64



Buch & Holm is a partner and co-owner

in LLG, which is a large pan European organisation where the partners own the company together. The idea is to combine purchasing, stock and marketing in order to offer a competitive advantage to the worldwide operating companies.

For Buch & Holm this means increased

purchasing power, and to our customers it means attractive prices, including access to a larger product range and consistency of supply.

*LLG IS A MAJOR PLAYER IN THE
EUROPEAN LABORATORY MARKET*



The Advisory board of LLG

2008



From 2006 to 2008, Mikkel Holm, CEO, was a member of the LLG advisory board when many changes

in the company were carried out. The photo is from a shareholder meeting in Rheinfall 2008 and

LLG managing director, André Meise, is the gentleman sitting at the front, on the right.



DISTRIBUTION - NETWORK

FULLSERVICE FOR DEALERS

1995-2001
LLG
Lab Logistics Group



The vision of LLG is to empower local shareholders to compete under global conditions thus protecting local markets from foreign domination





BUCH & HOLM HAS BEEN SHAREHOLDER AND PARTNER SINCE 2000

The Mission is to support local shareholders with the necessary tools, so they are able to compete successfully with worldwide companies.

These tools include purchasing, stock, distribution, catalogues and market intelligence that will support the shareholders in developing their individual businesses.

67

Founded 1971

In 1971 a group of German "Laboratory-Equipment-Dealers" founded a company under the name LHU (Labor-Handels Union GmbH) to focus their activities and synergies. In 2000 new shareholders from

Austria, Belgium, Denmark, England, France, Holland, Italy, Spain and Switzerland joined the group, and the name was changed to "Quadrolab", and in 2005 it became Lab Logistic Group GmbH or LLG.

Today LLG has more than 35 international shareholders and a purchase volume of more than € 50 million.





LabDays 2015

Danish trade fair for laboratory technology

CPH LabMed 2016

Scandinavian trade fair for laboratory technology

- 
- Diagnostics
 - Biotechnology
 - Research & development
 - Laboratory technology
 - Quality control
 - Conferences

Aarhus 23th - 24th September

labdays.dk

Copenhagen 27th - 29th September

cphlabmed.dk

Many Seminars Every Year

70



When we moved to our new premises in 2007, we created some space to accommodate seminars, workshops and other events. Since then we have run more than 100 customer events,

which have been a huge success. We offer seminars to our customers of a high professional standard, and we only use lecturers who are international specialists.

We add value to what we do, and the customers learn useful information while having the opportunity to network with their peers.



- Freeze-drying
- Bio Processing
- pH & Conductivity
- Thermal Analysis
- Rheology
- Tissue Culture
- DNA/RNA
- Conservation down to -150°C
- Particle Sizing & Sample Preparation
- Laboratory Safety
- Microscopy
- Environmental Simulation
- Vacuum Technology
- Stability Testing, ICH
- Pipetting

Customer Appreciation

72



It is always a pleasure to work with the dedicated team at Buch & Holm. You can really feel the professionalism and dedication resulting in successful growth and great customer appreciation. I have always admired Buch & Holm; throughout their success they still managed to keep the warm family atmosphere and good team spirit. I'm looking forward to cooperate with Buch & Holm in the years to come"



Stefan Schaefer
Director Sales
Infors AG

1975



In 1965, Alexander Hawrylenko opened an office and changed the name to Infors AG the same year. The name Infors comes from "innovative forschung" (innovative

research) and this is still the mantra today. The first products were shakers for high-speed applications and in 1968 the first bioreactor was launched. In 1975 Infors

introduced the first shaking incubators. This was also the year when Buch & Holm started the co-operation and we are still representing the company today.

Shake

like a pro



CHUCK, 300 min⁻¹

More than results with an incubator shaker from the market leader:

- Highest culture capacity for the smallest footprint: up to 55 L m⁻²
- Proven for use with Ultra Yield™ and Optimum Growth™ Flasks
- The only shakers with unique «Sticky Stuff»
- From microtitre plates up to 10 L bags
- Specialised versions for microorganisms, cell culture or algae cultivation



Ecotron
30 – 550 min⁻¹



Minitron
20 – 400 min⁻¹



Multitron Cell
20 – 400 min⁻¹

Highly Motivated

74



OUR PARTICLE SIZE AND SAMPLE PREPARATION WORKSHOP HAS BEEN SUPPORTED BY DAGMAR KLEIN FROM FRITSCH FOR YEARS AND HAS ALWAYS BEEN A GREAT SUCCESS.

It is with great pleasure that we celebrate the 80th anniversary of Buch & Holm. Fritsch and Buch & Holm have a lot of things in common. We are both family-run businesses with highly motivated employees, and we are always looking for the best quality products for our customers. Two key factors that will ensure success in the future.



Wolfgang Simon
Director Sales
Fritsch

1982



FRITSCH laboratory instruments for milling, sizing, sieving and dividing set the standard worldwide and are synonymous with efficient, reliable operation in industry and

research. The innovative ideas of our development department are inspired by the close relationship with our customers and their practical work in the lab. Satisfied

customers worldwide count on our quality, our experience and our service. This makes us proud and motivates us. FRITSCH. ONE STEP AHEAD

FRITSCH. ONE STEP AHEAD.

SAMPLE PREPARATION

Milling Sieving Dividing

- Various types of grinding principles
- Dry and wet grinding
- Exact grinding results down to the nano range
- Consistent reproducibility
- Simple operation and cleaning



PARTICLE SIZING

From 10 nm up to 20 mm

- High measurement precision, consistent reproducibility
- Static Light Scattering
- Dynamic Image Analysis
- Short measuring times
- Simple operation and cleaning



Two New Partners

” Our Vision is:
To Create
Added
Value...
for the
Customer



In 2007 the business model was reviewed and the management group was expanded by welcoming Anders Lillesø and Veljo Jovanovic who joined the team as partners in the company. Processes were optimised and modernised as we wanted to increase our customer focus.

Our stock was moved to LLG in Cologne, Germany, and we now ship directly from this warehouse to our end users. As a result, our existing building had now become too big for us and after 48 years

at Marielundvej 39 in Herlev, Buch & Holm moved to new premises on 8th March 2008 – on the other side of the road.

During the same year we were facing the global financial crisis and on 9th January 2008 the World Bank declared that it expected the global economy to cool down. On 21st January the global stock market suffered large losses, but necessary adjustments had already been made, and we were able to face that challenge as well.

We shall be a true partner, not only when it comes to sharing knowledge and concepts, but also by understanding the application and environment of our customer. The result is a complete service package, which makes it easy for the customer to deal with us.



Buch & Holm Brand Development

BUCH  HOLM

THE BRAND LOGOTYPE IS
A MIX OF MODERN AND
A CLASSIC DESIGN WITH
TYPEFACE FROM THE
1930S.

ACTION PHARMA
LOGOTYPE CASE:
DANISH MEDICO
COMPANY:

DESIGN MANUAL
LOGOTYPE
POWERPOINT
WEBSITE
RESULT:
AMERICAN BUYOUT:
83,400 M. EURO



Buch & Holm invest in their brand

At Ocean Media, we love innovative ideas driven by deep customer insight. Campaigns that deliver measurable results and solutions that make our clients successful.

In early 2014, Buch & Holm's managing directors chose to rebrand their company. They called Ocean Media.

Over a series of focused workshops, we got to know them and they got to know us. What we discovered was Buch & Holm's vast history. Stakeholder perceptions of a company that then and now are exceptional. The rebranding needed to

demonstrate Buch & Holm's solid reputation. To achieve this, we created a dynamic modern symbol combined with a classic typeface - a salute to the company's glorious past and recognizing its continued robust growth.

Rebranding a company requires superior customer knowledge. Gaining that insight means knowing your customer and your customer's customer. It's a journey we embrace.

If you're looking to rebrand or create an outstanding campaign, contact Mette Bager and Flemming Jönsson from Ocean Media: fj@oceanmedia.dk



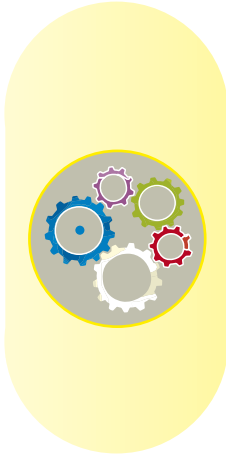
Create a design manual for a
cost effective visual guideline tool

Ocean



Challenge

Research phase
and a one-to-one
dialogue



Design Strategy

Developing the
Brand Mission
Statement



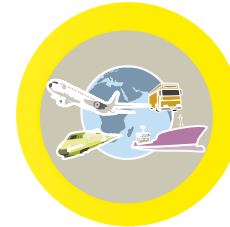
Design Phase

Proven design
concepts that make
it easy to work with us



Optimise

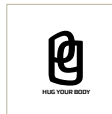
Testing and re-testing
to evaluate perceptions
before launch time



Success

Ocean Media design
work that keeps you
positioned on top of
The Red Ocean

PROPHARMA



For more info:

www.oceanmedia.dk

Tell Your Story

80 Thank you for a great cooperation through the past 20 years. Among my strengths as a photographer are portraits, architecture and reportage photography. I work for private and public companies with tasks ranging from company profiles, books, magazines through annual reports to portraits of celebrities and "ordinary people". I have won several prizes for my photographs; among these are the European Kodak Award, "Portrait Now!", first prize at Frederiksborg Slot and Werther-prisen for the book "De der blev tilbage" ("The Bereaved").

THE PICTURE TO THE RIGHT IS ENEBÆRODDE LIGHTHOUSE PHOTOGRAPHED BY MOONLIGHT WITH AN EXPOSURE TIME OF FIVE MINUTES - THE MOTION OF THE STARS CAN BE SEEN IN THE PICTURE.



Photographer Torben Andahl

Raadvad 40

2800 Kongens Lyngby

Tel: +45 21 25 26 08

torbenandahl@yahoo.com

www.torbenandahl.dk





» Understanding

We believe that a good understanding of your specific application enables us to supply you with the best possible products

82



Janni B. Nielsen
Product manager
Buch & Holm A/S

» Be cool and green

As product manager for freezers and fridges you need a green mind in order to find the best environmentally friendly solutions



Katja Kofoed
Product manager
Buch & Holm A/S

It has to work

When we deliver your products it is imperative for us to make sure that they are in working order before we leave your premises



Hans-Christian Tøpfer
Warehouse
Buch & Holm A/S

Make it easy

Think of our customer support as your easy guide at Buch & Holm who will help you with answers and information



Hans Baltzersen
Customer support
Buch & Holm A/S

Passion

We have a passion for equipment and always aim to find the right and best suited product for your specific application

84



Bo Deckers Skilbild
Product manager
Buch & Holm A/S

It has to be easy

It has to be easy for our customer to do business with us. Every day we work hard to improve our online shopping and to make it even better



Louise Svane Van De Louw
Catalogue Assistant
Buch & Holm A/S

» First class

It is not enough to have the best products; we also need the right skills to support and maintain a first class service



Ove Meinecke Schmidt
Service engineer
Buch & Holm A/S

» What we promise is what we do

Every day our shipments have to be on time to be delivered, as promised



Ulla Schou
Logistics
Buch & Holm A/S

Anniversary

86 **We value long-term relationships and**
our employees have always stayed in
the company for many years.
We have celebrated many anniversaries,
even some close to 50 years.



New Year's Eve Dinner

1955



In former times Buch & Holm used to host a New Year's Eve dinner for the entire company. The second last person on the right is co-founder Frederik Buch

who was part of the management team during the first year and then continued to work as an employee until the 1960s.

JØRGEN HADVIG
40TH YEAR
ANNIVERSARY



ANDERS LILLESØ
25TH YEAR
ANNIVERSARY



ON MONDAY 25TH
NOVEMBER 2013, WE
CELEBRATED OUR
78TH BIRTHDAY WITH
A NICE CAKE!
WE CELEBRATE THE
FOUNDATION OF
THE COMPANY
EVERY YEAR.



Movember

For a number of years we have supported the Movember campaign where the focus has been on men's health issues.

The funding is supporting the fight against prostate cancer, and Team Buch & Holm has had lots of fun taking part in this campaign.



Bicycling Since 1972

88



*MIKKEL HOLM
HAD TOO MANY
SOFT DRINKS
AND TOOK A
SHORT BREAK*

For many years we participated in “Sjælsø Rundt”, which is Denmark’s oldest amateur bicycle road race, and after a 50 km tour we finished off at “Bakken”, - the world’s oldest amusement park. The grown-ups had lunch and the children enjoyed the stalls, thrill rides and other amusements. A good day out, which we all enjoyed - it was something we looked forward to.

We Like To Party



Running for Years



BUCH & HOLM HAVE PARTICIPATED IN THE DHL-STAFF EVENT FOR A NUMBER OF YEARS, NORMALLY WITH TWO TEAMS EACH RUNNING 5 X 5 KM. ALSO OUR SUPPLIERS JOIN FROM TIME TO TIME. IT WAS A NICE DAY, AND EVERYONE GAVE IT "FULL THROTTLE" INCLUDING AT THE AFTER PARTY.



Catalogues are a part of us

90



At Buch & Holm we have always believed, that it must be easy for the customer to do business with us by getting an easy overview of all our available products, thus annual catalogues have always been a part of the service concept.

In the old days this was not always an easy task – the text was done on a typewriter, and the pictures were inserted manually. In 1990 technology improved and Buch & Holm started with DTP (Desktop publishing) on an ATARI computer.



Cole-Parmer since 1965

Buch & Holm has been a distributor for Cole-Parmer and their Materflex range since 1965, and we have been distributing their catalogue every second year since then.



GET A FREE COPY OF THE
ANNUAL BUCH & HOLM CALENDAR

1965

Customer Relations & Product Management



In 2002 Buch & Holm bought an IT Factory CRM system based on a Lotus Notes database, and we easily reprogrammed the system into a PIM system (Product Information Management) by ourselves. We did wonder how IT Factory reached such success with such a simple and poor product.

91

IT factory was named "Denmark's Best IT company" two years in a row by Computer World, and Ernst & Young named the director Stein Bagger "Danish Entrepreneur of the Year". In December 2008 it turned out that IT Factory defrauded banks and private investors for over 875 million DKK (approx. 186 million USD dollars), making this the biggest financial fraud case in Denmark in recent decades.

Electronic Data Processing

1983



In 1983 Buch & Holm was one of the first in the industry to switch from manual systems to EDP. This was no simple matter, as only financial standard programs were available, and company-wide ERP

systems did not yet exist. The amount of data required a powerful mainframe computer in order to have enough disk capacity, and an IBM System/34 was chosen.



BEFORE EDP, SYSTEMS LIKE FLEXOLINE PROVIDED THE DAILY OVERVIEW

First Webshop in 2003

92 **In 2003 Buch & Holm developed and** launched its first generation web shop based on a Lotus Notes product database from IT Factory. We developed this into an advanced PIM (Product Information Management), ERP IBM AS400, with the program WebSmart as the overlay program.

This system was extremely advanced and even included work flow management, etc. As a result, we were able to present real-time graphic data of more than 8,000 products with prices, stock levels, descriptions, downloads, pictures, etc.



*ALREADY IN 1998, WE SAW
THE POTENTIAL OF THE INTERNET
AND PLANNED FOR THE UPCOMING
TECHNOLOGY CHANGES.*

Launching of first Webpage in 2000

2000



In 1990 a NeXT Computer was used by Berners-Lee as the world's first web server and also to write the code for the first web browser, i.e. the WorldWideWeb.

The oldest known web page is from 1991, and Buch & Holm launched their first web page on 19th May 2000. This was also the year of the dotcom bubble, where the

value of equity markets grew exponentially with the technology-dominated Nasdaq index rising from under 1,000 to 5,000 between 1995 and 2000.



State-of-The Art Webshop 2015



OUR 3RD GENERATION WEB SHOP IS A RESULT OF MANY YEARS OF EXPERIENCE, AND OUR GOAL IS CLEAR - WE WANT TO HAVE THE BEST WEB SHOP IN THE INDUSTRY, AND IT HAD TO BE EVEN EASIER FOR OUR CUSTOMERS TO DO BUSINESS WITH US.



An online presence creates more actions

Mikkel Holm
CEO

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YouTube Channel: buchholmas

2012



The Buch & Holm Youtube channel consists of more than 100 movies and many of the films were made by ourselves. In 2013, the best film was awarded the "Mikkel Prisen" and the film was "Origami Cryoboxes".

YouTube



Visit us on:

facebook

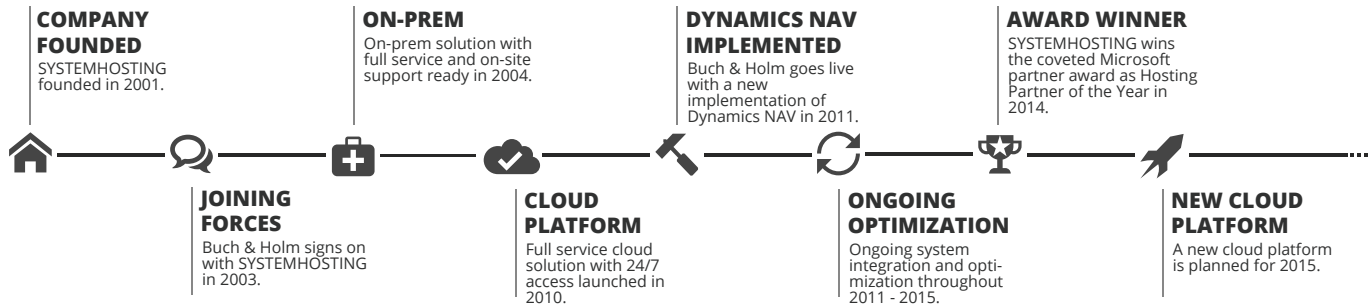
LinkedIn



"Our longstanding cooperation with Buch & Holm is based on trusted relations and a shared understanding of how tasks and every day challenges are solved. In addition, Buch & Holm employs a focused and strategic use of IT to develop their business. Traditionally, many businesses expands through adding more employees; however, Buch & Holm grows intelligently by ongoing investments in process optimizing IT systems. This makes them unique."



Steffen Z. Meulengracht
CSO, Founder & Co-owner
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CSR and Sponsorships

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Corporate social responsibility

also called CSR became popular in the 1960s and has remained a term used indiscriminately by many to cover legal and moral responsibility. When Buch & Holm was founded back in 1935, the term CSR did not exist, but our behavior reflected what is named CSR today. At Buch & Holm we have always been looking after

each other, selected our suppliers carefully and have always taken our social responsibility seriously. We run an honest business and this is why employees, suppliers and customers stay with us for so many years. We say what we do and do what we say.



Kræftens Bekæmpelse

As a business partner Buch & Holm is supporting the Cancer Society in the fight against cancer. The association's goal is clear:

By 2030, no one should have to die from cancer. As business partners we are helping the Cancer Society fund research, prevention and patient support.



Børns Vilkår

Buch & Holm supports Children's Welfare and their goal is to work for the improvement of children and young people's living conditions, upbringing and development in Denmark. They are working for the greatest good of the family unit and life for all children and adolescents in Denmark – however, they do make a special effort for children with special needs.



Røde Kors, Danmark

As a business partner of the Danish Red Cross organisation Buch & Holm work to change the lives for people in need.



For many years Buch & Holm has supported various charities for cancer, children rights and people in need.



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*DIRECTOR OF THE CANCER
INSTITUTE OF DENMARK;
LARS VESTERGÅRD PEDERSEN
IN THE RESEARCH LAB.*

Wild Horses Became a Golden Egg

98



MR. CHARLES HINNÉ. ECUYER PROFESSEUR MOTANT MONTECHRISTO.
LITHOGRAPHY AFTER A DRAWING BY FRANTZ ADAM 1851

Axel Holm was a pragmatic young man who came out of a circus family; Hinné, and an inheritance from the circus was used to establish Buch & Holm. Circus Hinné sailed from port to port in the Baltic Sea and performed with horses, and in 1874 the family decided to settle down in Copenhagen.

They bought a property at Strandboulevarden 49 in Copenhagen and built a large indoor riding hall, where horsemanship was taught to the bourgeoisie. When the circus manager, Charles Hinné's, died in 1897 the fortune amounted to DKK 789,350, - and the money was transferred to Den Danske Landmandsbank ("the Danish Farmers' Bank") which is now known as Danske Bank ("Danish Bank").

The family and Buch & Holm still use Danske Bank as their bankers today. In 1899 the property at Strandboulevarden 49 as well as the "The Riding Hall" was sold to the Finsen Institute and subsequently housed the Cancer Society until 2015 when it was sold to the Copenhagen Municipality.



DANISH PAINTER P.S. KRØYER, 1903, *FINSSENS LYSINSTITUT* (FINSSENS LIGHT INSTITUTE)

We Know What It Takes...

100 **After eight decades in the market**
as suppliers for laboratories and the
industry, we, at Buch & Holm, no longer
hesitate to write it in bold:

We know what it takes.

We know that if you are to maintain and
expand your position in a changeable
and competitive market, it is not enough
to be a renowned brand based on
distinguished traditions. Above all, we
must be able to prove our worth every
single day by increasing the value for
our customers.

This is simply by delivering the best
products and by providing the best service.
We do this by means of our highly moti-
vated employees, a competitive range of
products with a high-level security of
supply, and a continual focus on know-
ledge-sharing and improved skills.
And we do not hesitate to repeat it:

We know what it takes!

Mikkel Holm
CEO



The Future

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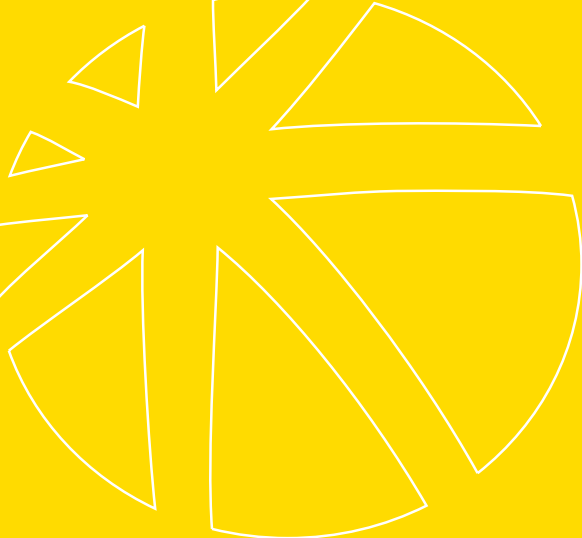


What the future will bring is unknown,
however, there is a 4th generation in
the Holm family.

Our Partners







"IT'S ALL ABOUT BUCH & HOLM" - PUBLISHED TO CELEBRATE OUR 80TH ANNIVERSARY. WE ARE VERY PROUD OF OUR HISTORY AND VALUES, AND WILL TAKE YOU ON A JOURNEY BACK IN TIME.

MIKKEL HOLM & FLEMMING JÖNSSON



Our service concept
is complex, but our
business model is
simple – we say what
we do and do what
we say ...

Mikkel Holm
CEO



*WE HAVE AN OLD PLYMOUTH SEDAN, BUILT IN 1936,
ON DISPLAY UNTIL THE END OF 2015 IN OUR OFFICE.
IT IS THE SAME CAR MODEL THAT THE COMPANY'S
FOUNDER AXEL HOLM WAS DRIVING AROUND IN
GERMANY AFTER WORLD WAR II. THE CAR IS KINDLY
ON LOAN FROM FLEMMING BIE...*





BUCH  HOLM

www.buch-holm.dk

EST. 1935
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