

Purchasing Director
Public School District
Anytown, America

January 1, 2021

RE: Flinn Scientific Sole Source Documentation of Proprietary and Exclusive Products

Thank you for your choosing Flinn Scientific’s products and services. Flinn is the sole source provider of approximately 35% of our educational products currently available and 100% of all digital learning solutions. These exclusive products are designed in line with Flinn’s mission and purpose to provide enhanced teaching and learning experiences for all science teachers and their students.

Flinn’s products are backed by a superior warranty and are fully supported by Flinn’s advanced proprietary development, curricular resources, and ongoing technical support. Sole sourced products are indicated as such on our website, in our catalog, and our Science Essentials Purchase Guide with a diamond icon.

Sole-source products and services featured on Flinn’s website and in its catalogs and marketing material include:

Online Resources and Courses:

FlinnPREP™

Chemventory™

U-Design™

Flinn Scientific Safety Course™

Flinn SDS-Live™

Science2Go™

360Science™

Flinn’s Professional Development Series™ (with potential Continuing Education Credits)

Flinn’s Whitebox Learning™

FlinnSTEM™ - IMSA Fusion®

Flinn Scientific, Inc. Website – Supply Chain Management protocols & Punchout Education Catalog™

Flinn Teaching Chemistry Video Series

Flinn’s YouTube® Channel Teacher video Series

Flinn’s Safety Professional Development Seminar – Series

Chemical Safety:

Proprietary Compatible Chemical Storage Codes and Storage Method

Proprietary Chemical Safety Labels

Proprietary Chemical Packaging Containers and Eco-friendly Package Sizes

Instructional Products and Equipment:

A-Demo-A-Day™ Science Book Series – 6 titles

POGIL® Book Series for high school chemistry and biology – Exclusive Distributor

Flinn Microscopes™

Flinn Spectrophotometer™ & Curriculum/User’s Manual

Flinn Electronic Balances™

Flinn Mini Centrifuge™

Flinn Hot Plates™, Stirrers and Hot Plate/Stirrers

Flinn PSWorks®—Physics Equipment

Flinn STEM Design Challenge™ Lab Manual

Curriculum Kits:

Flinn's STEM Design Challenge™ series
Flinn's Super Value Laboratory Kits
Flinn's Demonstration Kit series
Flinn's AP Biology Kit series*
Flinn's AP Chemistry Kit series*
Flinn's AP Environmental Science Kit series*
Flinn's AP Physics Kit series*
Flinn's Student Laboratory Kit series
Flinn's Guided-Inquiry Kits
Flinn's Dissection Guide series

Reference Materials and Resources:

Flinn Science Catalog Reference Manual™—\$25.00 value, Free to school customers
FlinnFax™—Subscription Service—\$19.99/year value, Free to school customers
Monthly Safety Notes™—Subscription Service—\$19.99/year value, Free to school customers
Flinn's First Year Science Teacher Survival Kits™—\$29.99/year value, Free to school customers
Flinn's Lab Design Guide & Lab Renovation Consultation Services
Flinn's Safety Poster series
Flinn's Student Safety Documentation (student safety contracts, chemical hygiene plan, chemical storage poster)

Furniture:

Flinn DILUTIT™ Laboratory Exhaust Fan
Flinn/SciMatCo™ Cabinets: (*SciMatCo™* is a wholly-owned subsidiary of Flinn Scientific)
– *EconaCab™* Acid Storage Cabinet
– *Stak-A-Cab™* Safety Storage Cabinets

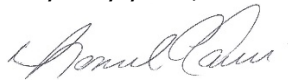
District Solutions & Services:

Grant-Write-Assist™
Flinn's Safety Virtual Assistant™— *Virtual Site consult & recommendations review*
UDesign Renovate-A-Lab™
Science Safety, Chemventory, Responsible Chemical Management & Regulatory Compliance Solution™

Flinn's Science Essentials Purchase Guide: [PDF](#) [Excel](#). Features Teachers' Choice products in an easy-to-use format. This is a handy tool for your science leaders & teachers when planning, budgeting, inventorying, grant-writing and ordering!

Should you require additional information or have any questions regarding our sole source product listing, please contact your dedicated Sales Consultant, Tom Trapp, at 800-452-1261.

Very truly yours,



Daniel C. Cavalli
Chief Sales Officer

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