

BENTLEY INSTRUMENTS

Bentley Instruments Inc.

Personal Info

- Tod Schilling
VP Sales and Marketing
Bentley Instruments Inc.
- BS Electrical Engineering
Iowa State University
- 20 years with Bentley Instruments
 - ◆ Software design
 - ◆ Instrument development
 - ◆ Service, Support and Trouble shooting
 - ◆ Sales and Marketing

Bentley Instruments Inc.

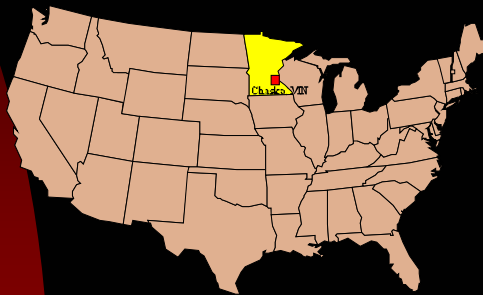
Topics of Discussion

- Brief Overview
- Product Update

Bentley Instruments Inc.

Bentley Instruments Inc

Headquarters: Chaska, Minnesota USA



Bentley Instruments Inc.

Bentley Instruments Inc



Offices and Manufacturing Facility

Bentley Instruments Inc.

Bentley Instruments Inc

- Founded 1983
- Present in approximately 40 countries
- Market: Dairy industry worldwide, *exclusively*
- Subsidiary offices in Europe

Bentley Instruments Inc.

Bentley Instruments, Our Mission

- Quality analytical instruments
- Unparalleled technical service
- Long-term support
- Customer satisfaction

Bentley Instruments Inc.

Global Distribution

- Global Company
- Two Methods of Working Outside U.S.
 - ◆ Independent Distributors
 - ◆ Bentley Instruments Subsidiaries

Bentley Instruments Inc.

Global Distribution

- Pierre Broutin
 - ◆ Bentley France
 - ◆ Manager Western Europe
 - ◆ 11+ years with Bentley Instruments

Bentley Instruments Inc.

Global Distribution

- Pierre Broutin
 - ◆ Bentley Instruments USA, 1997
 - ◆ Senior Scientist
 - ◆ Research and Development
 - ✓ ChemSpec
 - ✓ Bactocount IBC
 - ✓ Bentley FTS
 - ✓ Somacount FCM

Bentley Instruments Inc.

Global Distribution

- Pierre Broutin
 - ◆ 2000 opened Bentley Instruments SARL
 - ✓ Sales and Service Provider
 - ✓ Continued Research Involvement

Bentley Instruments Inc.

Global Distribution

- Gavin Thompson
 - ◆ Bentley Hungary Kft.
 - ◆ Manager Central & Eastern Europe
 - ◆ 15 years with Bentley Instruments
 - ◆ 1993 Distributor
 - ◆ 2000 Opened Bentley Hungary Kft
 - Open several other offices in Eastern Europe

Bentley Instruments Inc.

Global Distribution

- Gavin Thompson
 - ◆ Also Represents
 - ✓ Tru-Test
 - ✓ Ztags

Bentley Instruments Inc.

Bentley Instruments Product Line

- Bentley Infrared Milk Analyzers
- Somacount Somatic Cell Counters
- Combination Systems
- ChemSpec Milk Urea Analyzer
- Bactocount IBC Bacteria Counters

All instruments have been independently evaluated under IDF guidelines and shown to *meet or exceed* IDF standards.

Bentley Instruments Inc.

Product Update ?

Development and release of the next generation of Bentley instrumentation

Bentley Instruments Inc.

Next Generation

- *BactoCount IBC Bacteria Counter*
- *Bentley FTS Infrared Milk Analyzer*
- *Somacount FCM Somatic Cell Counter*

Bentley Instruments Inc.

Next Generation

- *New Look*
- *New Design*
- *New Software*
- *Internet Ready Instrumentation*

Bentley Instruments Inc.

Bactocount *IBC* Bacteria Counter

- Fully Automated
- Flow Cytometry
- Fast, reliable, accurate
- Available in 3 models
 - ◆ 50 samples / hr
 - ◆ 100 samples / hr
 - ◆ 150 samples / hr



Bentley Instruments Inc.

Bactocount *IBC_M*

- Same IBC principle
- Ideal for small labs
- Rapid results
- Easy to use
- Low work factor



Bentley Instruments Inc.

Bentley FTS / FCM Combi

- FTIR Technology
- Embedded Computer control
- 500 Samples / hr
- Windows Platform
- Internet Ready



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Bentley FTS / FCM Combi

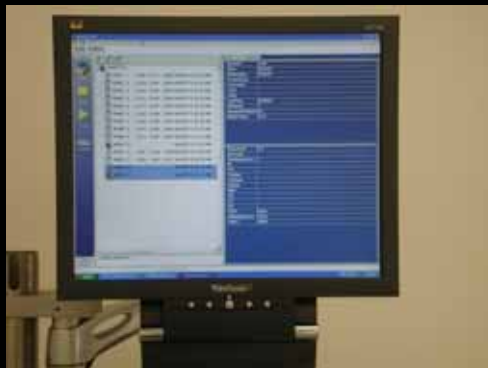
- Omni-directional Scanner
- RFID Ready



Bentley Instruments Inc.

Bentley FTS / FCM Combi

- Windows platform
- Internet ready
- Remote monitoring and diagnostics available



Bentley Instruments Inc.

Bentley FTS / FCM Combi

Bentley Instruments Inc.

Thank you!

Please come visit us in the Hall of Technology



Bentley Instruments Inc.