

## WWW GUIDE

## Shopping for Biotechnology Products on the Web: A User's Guide

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How many times have you searched for a reagent or a piece of lab equipment that you know someone must make but you just couldn't seem to locate? Proprietary issues sometimes prevent querying your colleagues at other companies. The same goes for using many of the e-mail list servers or news groups currently available. After all, if your e-mail address contains your company

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name, you have to ask yourself if you really want to telegraph to the whole world what it is that you are working on.

A viable alternative is emerging on the World Wide Web (WWW). Many suppliers are beginning to put their catalogs online and these are equipped with search engines—some even using “fuzzy” logic—that allow you to quickly, and discreetly, inquire as to whether they carry the item in need and its price. If they have what you are after, most of them will have volumes of technical information online that you can either print out or download. If you are preparing a budget, this is handy because it

allows you to cut and paste the information you need into your document. Although most suppliers don't yet offer online ordering (you either phone or fax your order in after you have found what you want), a few are making this service available through “secure” order forms.

What follows is a list of sites that should be useful for anyone working in a biotechnology company. We've judged these sites as some of the best, both for their ease of use and content. But we would like to hear your opinions. Please send any comments on these sites or suggestions for other sites to feature to [m.goodstein@natureny.com](mailto:m.goodstein@natureny.com).

### BIOTECHNOLOGY PRODUCT AND SERVICES SITES

Company	Web Address	Online Catalog?	Search Engine?	Online Ordering?
Beckman Instrument's (Fullerton, CA)	<a href="http://www.beckman.com">http://www.beckman.com</a>	yes	yes	no
Boehringer Mannheim (Indianapolis, IN)	<a href="http://biochem.boehringer.com">http://biochem.boehringer.com</a>	yes	yes	no
Digital Instruments (Santa Barbara, CA)	<a href="http://www.di.com">http://www.di.com</a>	yes	no	no
Glyko (Novato, CA)	<a href="http://www.glyko.com/glyko/">http://www.glyko.com/glyko/</a>	yes	no	no
Hitachi Software Engineering (San Bruno, CA)	<a href="http://www.hitsoft.com">http://www.hitsoft.com</a>	yes	no	no
Life Technologies (Gaithersburg, MD)	<a href="http://www.lifetech.com">http://www.lifetech.com</a>	yes	yes	no
Millipore (Bedford, MA)	<a href="http://www.millipore.com">http://www.millipore.com</a>	yes	yes	no
Nature America (New York)	<a href="http://guide.nature.com">http://guide.nature.com</a>	yes	yes	no
New England Biolabs (Beverly, MA)	<a href="http://www.neb.com">http://www.neb.com</a>	yes	yes	yes
Novagen Madison, WI)	<a href="http://www.novagen.com">http://www.novagen.com</a>	yes	yes	no
Promega (Madison, WI)	<a href="http://www.promega.com">http://www.promega.com</a>	yes	yes	no
R&D Systems (Minneapolis, MN)	<a href="http://www.rndsystems.com">http://www.rndsystems.com</a>	yes	yes	yes
Sigma (St. Louis, MO)	<a href="http://www.sigma.sial.com">http://www.sigma.sial.com</a>	yes	yes	yes



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Modular Sample Screening System

A structured modular system with outstanding flexibility and high through-put at reasonable costs. ■ MOSS-1: Modular Weighing System with a databank software. ■ MOSS-2: Dissolving and Sample Distribution System. ■ MOSS-3: Production System for daughter and dilution plates. ■ MOSS-4: Automatic ELISA-Processor. ■ Sophisticated Software controls with GLP conformity all steps of the process from the weighing-in of the substances through the various sample preparation steps, up to the final result reading and calculation of the test results.

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