The STX Advantage

Hi, I'm Terry Looney, President of STX, Inc., and I want to personally explain why you should have STX assist you in creating your new lab and offer my personal commitment to your satisfaction.

We are Dedicated To Our Mission

We are not a lab supply house. We don't dilute our energy and our expertise by chasing after 80,000 products in a catalog. We are dedicated to designing and building labs, and we do it better. We don't treat your lab as a commodity and try to win your business with a few dollars of a one-time additional discount or a volume "rebate". We provide more value up front and a greater long-term sustainable return on your investment.

We are Dedicated To Providing Expertise

We are lab guys. We come from lab backgrounds. With over 20 years of experience designing and building labs and with hundreds of lab projects under our belts, we know our business intimately - and we understand yours. We know what the casework guys, architects, and catalog guys don't know – how your lab operates and how to make it work best. Scientists designing and building labs for scientists.

We are Dedicated to Your Satisfaction (now and later)

We employ a stable supply chain. We work with the mid-size suppliers in the industry who, like us, are dedicated to your satisfaction. They focus on quality and delivery, not volume. Most are family-owned, and all are American companies. And because they are financially stable, we are always price-competitive and have great lead times.

We are Dedicated to Providing a Lab, Not a Compilation of Parts

When you get our proposal, you get a quote for a lab. Other companies may provide a list of part numbers (and you have to hope that nothing was left out, and you missed it!) We know that little changes and "tweaks" tend to come up between when you start and when you finish. We don't nit-pick what was quoted and "nickel/dime" you. You bought a lab – not a list of parts – and we'll make good on that to every reasonable extent.

We are Dedicated to including the extras and doing what others don't, won't, or can't

We're the full-service guys. We'll demo existing materials, we'll subcontract trades services, we'll add general contracting services, etc. We can extend our 2D preliminary drawings to provide 3D "fly-through" modelling at no charge. We provide cabinets that can be reconfigured with just a screwdriver. We provide industry-leading Labconco and TopAir fume hoods because you deserve the best as our standard, not a casework supplier's generic hoods. We provide among the best lead times in the industry, reliably. For projects needing it, our project manager (not the local sales rep) will be on-site for project meetings. And... we'll double the standard 12-month manufacturers' warranties to two full years on our casework,

work surfaces, instruments, and fume hood products.

You Can Deal with the Owner because I am dedicated to your success

When you work with our reps, they share my commitment and enthusiasm, but I am the founder and 100% owner of STX, Inc., and whether yours is a project in which I am intimately involved from the start or not, I invite you to give me a call if you have any issues or just want to discuss your project. You are my customer, and I appreciate your business. Here's my cell phone number - 804 512 2151. You're not going to get that kind of commitment from another company.

Thank you for allowing us to earn your business,

Terry Looney
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