

## Jain Biologicals cashes in on lab products

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*Jain Biologicals not only supplies lab products and plastiware but is also into liquid handling systems and cell culture media thus meeting the needs of research institutes and Indian biotech industry.*



Jain Biologicals is a privately-owned company that has introduced state-of-the-art products in India in the healthcare and biotechnology. The company has an excellent marketing machinery and service and technical support staff that is capable of distributing 10,000 products catalogues all over India to various scientists, researchers, technicians working in institutes, pharmaceuticals and hospitals. The company aims at providing innovative products and information to its large database of clients all over India, providing in-depth application support, offering prompt before and after sales support, and ensuring that its organizational culture is geared towards total customer satisfaction.

It has seven offices located at Chandigarh/Panchkula, New Delhi, Varanasi, Hyderabad, Chennai, Bangalore and Pune with a countrywide network of 80 distributors supported by a strong marketing/sales team. Both the distributor and marketing people together focus on our client's queries in all the corners of India.

Some of the principals represented include Greiner Bio-One, Germany, a DIN EN ISO 9001 company dealing with complete range of plasticwares, tissue culturewares, immunology, high throughput screening, microtitration, molecular biology and many others products. The company also supplies a complete range of liquid handling and dispensing systems from Eppendorf, Germany. PAA Laboratories, Austria is another principal having a complete range of foetal calf serum, foetal bovine serum, bovine serum albumin, cell culture media, balanced salts solutions, reagents, detachments enzymes, attachment, celltype specific media, mycoplasma-free cell culture and diagnostic products. The product portfolio is completed with Advanced Scientifics, USA, a pharmaceutical/biotech company manufacturing single use containers/bioprocessing bags offering specialized transfer/purification tubing assemblies for research application. Pharmaceutical companies which rely on products supplied by Jain Biologicals include.

Zydus Cadila Healthcare, Cadila Pharmaceuticals, Astra Zeneca, Dr. Reddy's Lab, Orchid Pharmaceuticals, Haffkins and Wockhardt besides others. Biotech companies such as Shantha Biotech, Biocon India, Aurigene Discovery Technologies and Bharat Biotech and other companies use its products.

The company has a strong reach within 250 government research institutes all over India. The company's future strategy isto bring innovative products and information for its clients while also maintaining and increasing its customer database.