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Metrohm, FOSS collaborate for analytical solutions

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Metrohm and FOSS have entered into a strategic alliance strengthening the two companies' leading positions in their respective key markets. In this strategic alliance, Metrohm will become the sole global distributor of FOSS Near-Infrared (NIR) instruments for the chemical, petrochemical, pharmaceutical, and environmental sectors. "Metrohm will extend its product offering beyond the company's traditional focus on solutions for wet-chemistry analytical techniques thereby benefiting our customers with new possibilities both in laboratory and process analysis," said Dr Christoph FÃ?Â¤ssler, CEO of Metrohm.

FOSS will continue its strong R&D program within NIR technology and manufacturing for both companies. "The strategic alliance allows FOSS to focus its NIR business on the food and agricultural industries that we have served for more than 50 years, while continuing our leading position within NIR technology - and making this technology available to a broader customer base," said Mr Torben Ladegaard, CEO of FOSS.

Under the deal, FOSS NIRSystems, based in Laurel, MD, USA, will become a division of Metrohm USA to be named Metrohm NIRSystems. "With Metrohm's strong worldwide presence, commitment to the pharmaceutical and chemical industries, and with this investment in NIR the alliance allows us to further grow our business within these sectors and provide our customers with a steady stream of new innovative NIR products and the highest level of support," said Dr Philip Irving, president of FOSS NIRSystems. The global NIR instrument business for these sectors will continue to be run by the Metrohm NIRSystems division of Metrohm USA.

Family-owned FOSS is the world's leading supplier of dedicated analytical solutions that ensure optimal quality and production of food and agricultural products. FOSS solutions analyze and control products during production - helping to optimize both quality and profit. FOSS has manufacturing and research and development facilities in Denmark, Sweden and China with headquarters in Hilleroed, Denmark. Solutions are sold and supported through 27 FOSS sales and service companies in Europe, Americas and Asia/Pacific, as well as through an extensive global network of distributors.

Metrohm has been catering to the electrochemistry and ion analysis needs of various industries including the pharma and biotech industries in India through its subsidary Metrohm India. Metrohm started its operations in India in June 1997, as a joint-venture with Micro Devices. Later in June 2008, Metrohm India was launched as a 100 percent subsidiary of Metrohm AG, Switzerland.