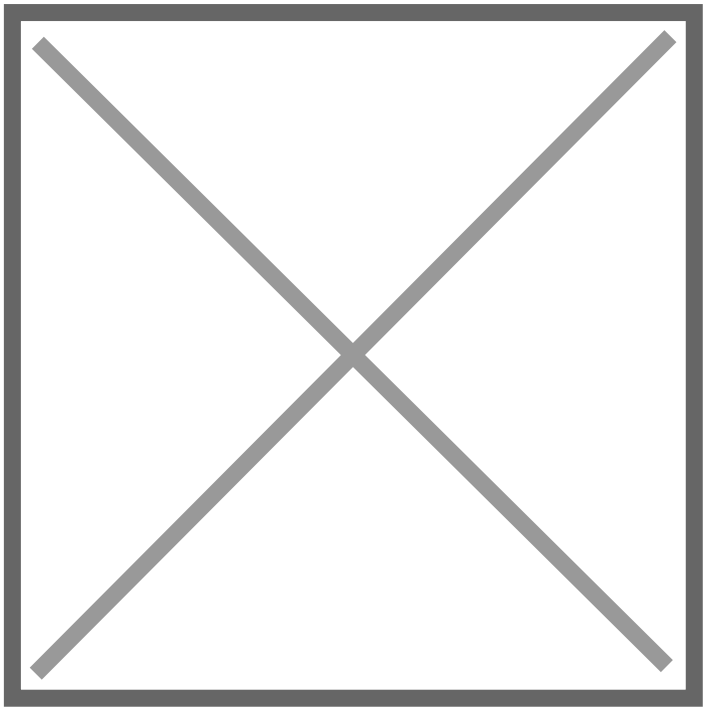
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11 July 2011 | News



	Biogentek BG (INDIA)
	MD Mr Sanjay Gulati
26	**Business:** Suppliers of cell culture media, consumables and biotech research instruments
	Start-up Year: 1993
Address: 306, Shah Puri Tirath Singh Tower, C-58, C-Block, Community Centre, Janak Puri, New Delhi-110058 **Tel:** +91-11-25573125, 25513104 **Fax:** +91-11-25513106 **Website:** www.biogentek.com	
Revenue: ₹23 crore	

Looks ahead at a business boost

Biogentek has generated revenue of ₹23 crore during the fiscal 2010-11. The company believes that its association with the companies from the European Union and the US has helped it to grow tremendously.

Biogentek has a well defined network of its offices and personnel all over India. Biogentek represents Kuhner AG-Switzerland for shakers and incubator shakers; LEEC Ltd-UK for the Co2 incubators; Nexcelom Biosciences-US for automatic cell counters; Applikon Biotechnology-Holland for bioreactors; CESCO BIO for lab scale and scale up tools. It is among one of the representatives of Labconco Corporation-US for freeze dryers, speedvac concentrators, biological safety cabinets, rotary evaporators, water purificationÂ systems, glove boxes, HEPA-filtered controlled atmosphere PCR enclosures.

	Skytech Systems
	CEO Mr Chandrahas Shetty
27	**Business:** Supplier of process instruments, analytical instruments, calibration standards & kits, test & measure instruments

Riding on analytical products

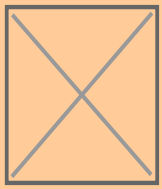
Skytech Systems is a supplier ofÂ process instruments, analytical instruments, calibration standards and kits, test and measure instruments. In the fiscal 2010-11, it clocked sales revenue of ₹ 22.5 crore as against ₹18 crore in 2009-10.

The company's key principals include GE Analytical, US forÂ their laboratory, on-line, and portable TOC analyzers; GE Kaye, which isÂ intoÂ high accuracy thermal process measurement and Thermo Fisher Scientific, UK for their macro elemental analyzer for simultaneous determination of CHNS/O. Skytech also has anÂ application / testing lab which provides expert support, sample analysis, method validation, and process development for its diverse applications. Regular training for customers is also carried out at customers' sites as well as its application lab. It has

Start-up Year:
1993

Address: 401, Siddheshwar Arcade, Opp Suraj Water Park, Off Ghodbunder Road, Thane(W) - 400607
Tel: +91-22-41533333
Fax: +91-22-41533344
Website: www.skytechindia.com

Revenue: 22.50 crore



REMI Elektrotechnik

CEO (MD)
Dr Urmish Chudgar

28

Business: Manufacturer & exporter ofÂ laboratory & blood banking instruments

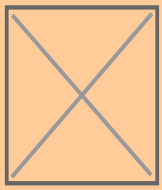
Start-up Year: 1960

Address: Remi House, 11, Cama Industrial Estate, Walbhat Road, Goregaon (East), Mumbai
Tel: +91-22-40589888
Fax: +91-22-40589890
Website: www.remigroup.com

Revenue: 22.50 crore

Providing blood banking solutions

REMI Elektrotechnik has been a manufacturer and exporter of laboratory and blood banking instruments since 1960. For the fiscal 2010-11, the turnover of the company stood at 22.5 crore as against 17.6 crore in 2009-10, registering a growth of 27.8 percent.Â REMI products find applications in varied industries like biotech. medical diagnostics, blood banks and hospitals. During the fiscal, the company had undertaken a couple of new initiatives. This included providing complete solutions for the blood banks in India. Through this, the company offers customers with a set of professional services, which include providing turnkey project solutions across India under which an employed team of experts (Medical/Technical) from REMI supports upcoming blood banks with services right from the conceptualization and designing stage to the installation and licensing of these blood bank set ups.



Lonza India

MD and
country head
Dr Harry S Rathore

29

Business: Pharmaceutical intermediates, cell culture, endotoxin detection products, microbial control actives and formulations

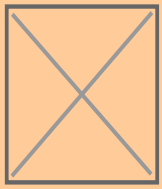
Start-up Year: 2007

Address: LBS Marg, Bhandup (West), Corpora, 2nd Floor, Mumbai- 400 078
Tel: + 91-22-43424000, 67257464 / 7465 / 7466
Fax: +91-22-43424050
Website: www. lonza.com

Revenue: 22.20 crore

Strengthens bioscience base in India

Lonza India clocked revenue of 22.20 crore during the fiscal year 2010-11. In India, the company is headquartered in Mumbai and has an R&D Center at Hyderabad. Lonza, which is headquartered in Basel, Switzerland, recorded global sales worth CHF 2.7 billion in 2010. Furthermore, the company has a significant presence in China and Singapore in the Asia Pacific region. The Switzerland-based company is now strengthening its biosciences' base in India, with the construction of its first ever biosciences hub in India atÂ Hyderabad. In an earlier interview with BioSpectrum, Mr Stefan Borgas, CEO, Lonza, Switzerland, mentioned that, Ã¢â?¬Å?The hub will function as a significant research and production center. The center will be ready by 2012.Ã¢â?¬? The company has already established labs in the region. It will hire 120 scientists by 2012, for this high-tech facility.



Biotron Healthcare

Director
Mr Venkatesh Voleti

30

Business: Drug discovery solutions, liquid handling and turn key solutions for molecular diagnostics

Start-up Year: 1984

Address: 301 Coral Classic, 20th road, Chembur, Mumbai 400071
Tel: +91-022-61406400
Fax: +91-022-25281012
Website: www.biotronhealthcare.com

Revenue: 21.35 crore

Furnishing innovative solutions

Biotron Healthcare clocked a total turnover of 21.35 crore in 2010-11 as against 18.50 crore in 2009-10. Since its inception in August 1998, it has built a portfolio of products in its focus areas of drug discovery, liquid handling, genomics and molecular diagnostics. Its product range includes microplate multi-detection systems, liquid handling systems, rapid kit and biosensors manufacturing systems. Product line also includes compound and biological management and storage systems from Matrical, US. The company has till date, marketing alliances with BMG Lab Tech Germany, Cepheid US, PSS Japan, CIS BIO France, Sacace Italy, Quanta UK, Panomics (Affymetrix) US, Biodot US, Ipsogen France, Matrical US. The company is also looking at setting up a local support facility for drug discovery which will house imported equipments from its principals. In the near future, it will also look at introducing products in molecular diagnostics.