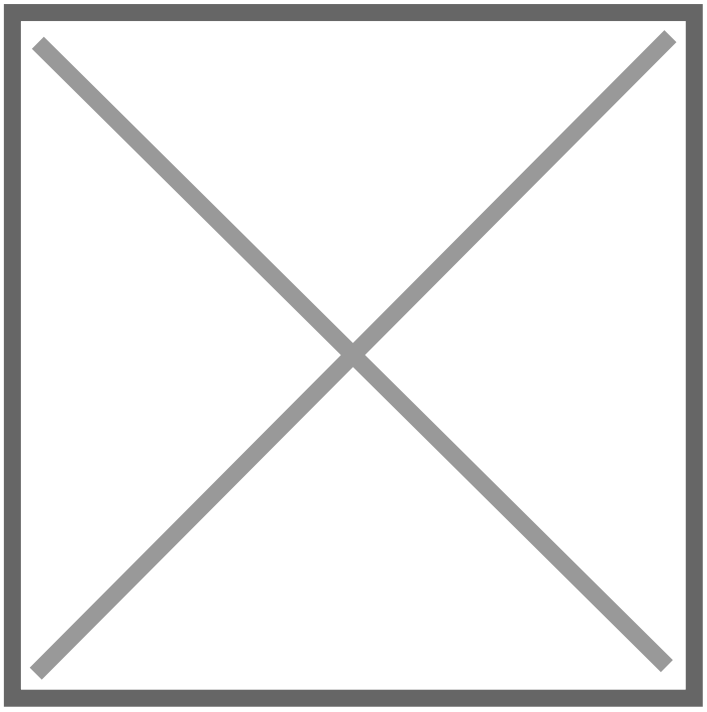
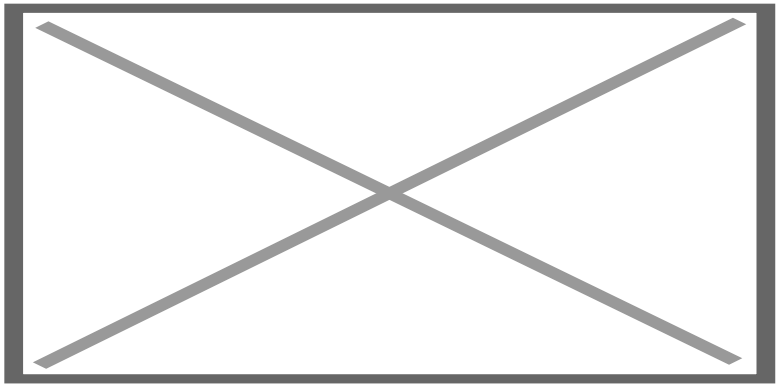
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Water World

14 July 2006 | News





Water World

Waters India is a leader in high performance liquid chromatography and mass spectrometry products.

Waters Corporation's high performance liquid chromatography (HPLC), mass spectrometry (MS), and services are synonymous with quality and performance in analytical labs around the world. Waters is a publicly traded corporation (NYSE: WAT) headquartered in Milford, Massachusetts. It is a member of the Standard and Poors' 500 Index. The company has manufacturing facilities located in Milford, Massachusetts, Taunton, Massachusetts, Wexford, Ireland and Manchester, England. Waters sells direct in most of the countries its serves.

Waters differentiates from the competition by providing best in class products backed up by best services in the Analytical Instrument industry in India. Waters sales and marketing personnel and the service engineers are highly trained and have great regard in the industry. Waters Corporation are the recipient of Omega Northface Scoreboard Award for excelling in customer service expectations. The study covers Technical support, field service, Sales Process, customer service and Product Quality. The "Acuity UPLC" through its "disruptive Technology" broke through the conventional performance barriers of speed,sensitivity and Resolution. Waters Aquity Systems sets new standards in terms of speed, throughputs and quality of LC and MS Analysis.

Waters India started operation in 1988. In 1997, it became a subsidiary of Waters Corporation. Major areas of activities in India are: sales and marketing of LCs,MS, informatics solutions and the wide range of columns and chemistries supported bya wide network of Customer Support group. Customer support includes apart from installation and maintainace support of equipment, exhaustive efforts in the areas of application support,customer education programs and validation support.

KV Venuguoplan has been president of Waters India since it became a subsidiary of Waters Corporation. Under his leadership, Waters India business has grown in high double digit growth rate for the past five years. Waters India has achieved the distinction of best performing subsidiary of Waters Corporation in 2005. Waters India is headquartered in Bangalore with field offices in Mumbai, Hyderabad, New Delhi, Chandigarh, Ahmedabad and Kolkata.

Waters customers in India are the major biotech, pharmaceutical companies, major testing centres. Its products and services help the pharmaceutical companies analyze their products to develop new molecules, to determine physico-chemical properties, conduct clinical trials and meet quality requirements for release of manufactured product. Most major prescription drugs are analyzed on Waters instruments.

With addition of Informatics solutions range, Waters can provide comprehensive end-to-end solution for labs, from sample preparation, to data handling to report generations for submissions. Waters Corporation is a leader in liquid chromatography and mass spectrometry products world over and Waters India is leader in this market in India.

Recently Waters Corporation announced that it is the recipient of its fifth consecutive Omega Northface ScoreboardSM Award for exceeding customer expectations in service and satisfaction during the prior calendar year. The award is administered by the Omega Management Group, a leader in implementing customer satisfaction and retention programs.