

## Set to expand foothold in India

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Rank: 7

Organization: Cole Parmer India Pvt Ltd

MD-APAC: Mr Rakesh Aggarwal

Revenue: Rs 62 crore

Cole-Parmer, with over 60 years of experience and an extensive portfolio of fluid handling and analysis products that meets numerous applications and customized needs of its customers, is aggressively concentrating on expanding its presence in India and bringing new products and solutions to the customers while partnering in its innovations. The company has been

meticulously focusing on India and Asia Pacific and enhancing its product portfolio. It recorded Rs 62 crore in revenue during the year 2014-15 compared to Rs 47 crore grossed in the last fiscal year.

Cole-Parmer has been in India for more than 15 years, with a direct presence in the last nine years and has established a strong presence in the pharma and biopharma markets. For biopharma product development, Cole-Parmer is proficient in providing custom solutions and scale-up assistance from research and development to pilot and finally to manufacturing. With multitude of unique products encompassing fluid handling, electrochemistry, life science, laboratory products and consumables complimented well with exceptional service, makes Cole-Parmer a preferred partner in delivering solutions to the scientific and engineering community.

Cole-Parmer recently acquired Swiss-engineered Ismatec pumps, renowned for its clock-like precision and manufactured according to strict ISO 9001:2008 standards. This has further expanded Cole-Parmer's robust line of fluid handling and analysis products. Prior to that, the company also acquired Environmental Express, a leading developer, manufacturer, and distributor of environmental laboratory equipment and consumables. These acquisitions are a key step toward further strengthening the company's portfolio and expanding its horizons with a strong worldwide presence. Carrying on the strong foundation, the company aims at continuous growth in its current business segment and therefore is regularly investing in expanding its foothold in India. Among the recent initiatives, the company opened a new corporate office in Mumbai and direct offices in major metro cities. It also has set up a new warehouse in Bhiwandi with state-of-the-art infrastructure and is also expanding its resources, with an aim to provide faster responses and overall enhanced customer experience.

Apart from the range from Ismatec and Environmental Express, amongst the new entrants are Digi-Sense's test and measurement products, new portable meter series from Oakton, a new line of laboratory filtration range and safety consumables to name a few. In the bioprocess manufacturing space, Cole-Parmer is the most trusted choice for their Masterflex Peristaltic Pumps and fully validated pharma tubing. Other key application areas, in which end-to-end customized solutions are most looked for are aseptic fluid transfer, including a wide range of single-use products such as bioprocess bags and liners, manifolds, and EZ Top container closures.