

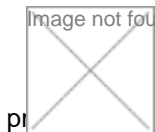
Spinco Biotech focuses on customerization

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At Spinco, customerization is the corner stone of its culture since inception in 1981. The company maintains strong commitment and dedication to customer support.



Spinco Biotech has been in the business for 28 years and today has a network of 26 offices and 300 employees across India. The company offers entire range of products under four strategic business units—Chromatography, Life Science, Lyo & Lab Products and Chemistry and Consumable Products – providing end-to-end solutions with technical expertise.

Spinco's chromatography business unit has sold 10,000 Shimadzu HPLCs in India and has announced a celebration around it. The partnership between Shimadzu and Spinco is 26 years old.

Apart from HPLC and mass spectrometers, Spinco offers complete range of detectors including chiral, radioactive, ELSD, electrochemical, MALLS, etc. from one single source.

The life science business unit offers comprehensive solutions in genomics, proteomics, cellomics, metabolomics and drug discovery. Advanced instrumentation, consumables and software are supplied through one-stop source from companies such as Affymetrix, GE, Molecular Devices, Shimadzu Biotech, USB, AAPPTec, Wyatt, Golden Helix and Biotique.

Spinco entered into an exclusive strategic partnership with GE Healthcare Life Sciences under which customers will have access to a range of products, including, chemicals, membrane and films, electrophoresis units and reagents, sample prep, bioassays and chromatography columns and media products. Also global companies such as US Biologicals (USB), Golden Helix and XRAY Biotique entered into distribution agreement with Spinco.

The company's Lyo & Lab Products (LLP) business unit has been offering freeze drying expertise from SP Industries, USA (Virtis/FTS/Hull) for over two decades with over 1000 installations. NIR & PAT solutions from FOSS (USA), homogenizers from Kinematica (Switzerland) and Peak Scientific (UK) gas generators are proven workhorses being supplied by this division. Spinchrom Life Sciences, a Spinco group company, offers CBW logistics facility for entire range of molecular biology

reagents/kits. This enables door delivery while passing on the customs duty benefits/exemption as applicable to customers. Spinco Genomics Lab at Chennai with a world-class infrastructure provides comprehensive Microarray analysis and application support. The state-of-the-art Affymetrix GeneChip platform is installed with a team of application scientists to serve broad range of novel applications and services. This facility also houses a customer training center.