

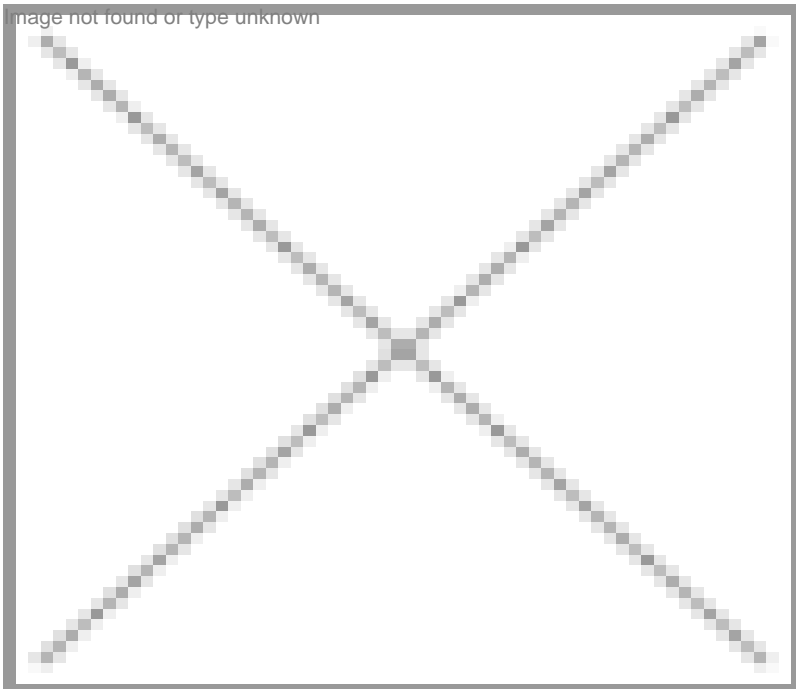
Biotech Partner

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Medi Spec India is virtually a ISO certified biotechnology partner, offering products such as microplate instrumentation, gel documentation, DNA synthesizers, lab equipments, water baths, and microbial contamination detection systems.



CEO: Vipul Chhatbar (MD)

Revenue: Rs 23 crore

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Medi Spec India Ltd (MIL) is involved in offering products for life sciences organizations. Its products include microplate instrumentation, gel documentation, DNA synthesizers, lab equipments, water baths, and microbial contamination detection systems. Its sales turnover has increased to Rs 23 crore in 2006-07. The figure includes Rs 22.2 crore from trading activities and Rs 80 lakh from the sales of its own products. It has registered growth of over 52 percent in 2006-07 compared to last year. Its sales turnover from instrumentation and supplying reagents for the year 2005-06 stood at Rs 15.10 crore against the previous year's sale of Rs 11.5 crore. The sales turnover of MIL is expected to touch Rs 30 crore for 2007-08.

MIL has recently been appointed exclusive manufacturers' representative by NUAIRE INC, USA. Nuaire is one of the leading supplier and manufacturer of CO2 incubators, biosafety cabinets and deep freezers. Its major achievement has been paving way for US-based BioTek to directly enter India as BioTek Instruments India. BioTek is one of the top suppliers of microplate Instrumentation product line, which include readers, washers, fluorescence and luminescence and liquid handling products.

Other companies represented in India include UVP – Ultra Violet Products for gel documentation/molecular biology product line, CELSIS for microbial contamination detection systems, Fisher Scientific UK (now Thermo Fisher), a one-stop shop for all laboratory supplies, Nickel Electro, well known for Clifton brand of water baths.

MIL provides application and technical support to all its customers in the market segment that include biotechnology, genomics, pharmaceuticals - quality control, R&D and drug discovery laboratories, bioresearch institutions, government research institutes, universities and private sector research organizations, agricultural institutes, defense establishments, veterinary and poultry institutes, clinical and medical research labs.

MIL operates out of all major cities like Chennai, Delhi, Kolkata, Bangalore, Hyderabad, Pune, Chandigarh, Ahmedabad and Lucknow and its head office is in Mumbai.

This ensures close proximity to all its customers. MIL also offers sales, technical and application support to neighboring countries like Nepal and Bhutan.