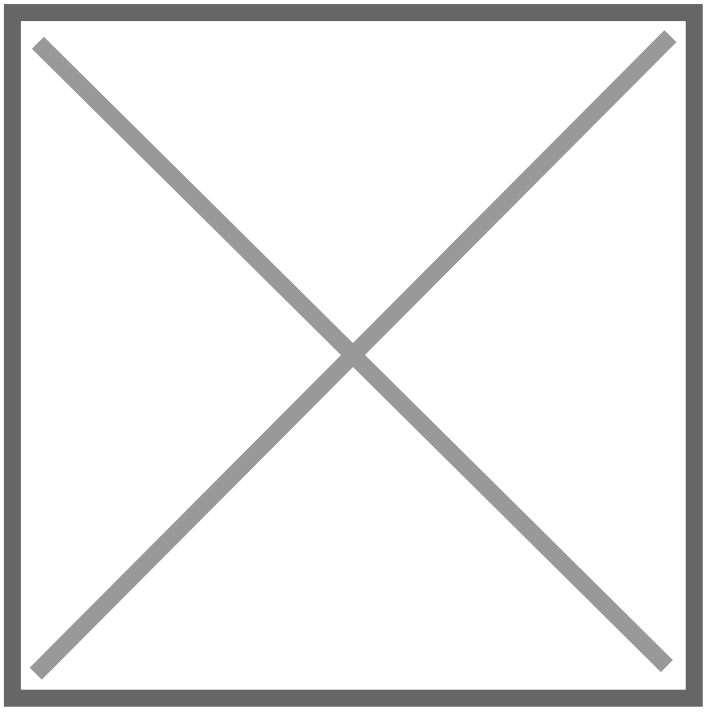
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Eppendorf India maintains good growth

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Eppendorf's products are used by academic, commercial research institutes and industrial companies with interests in biotechnology.



Eppendorf India develops and distributes systems for use in life science research laboratories worldwide. Eppendorf India is the local arm of Germany headquartered Eppendorf AG. Its headquarter in India is in Chennai with branch offices across the country. The company recorded revenue of Rs 60.14 crore in fiscal 2008-09 over the previous years' revenue of Rs 41.90 crore.

Eppendorf's range of products includes pipettes, dispensers, and centrifuges as well as consumables like sample tubes and pipette tips. In addition, Eppendorf offers instruments and systems for cell manipulation, automated devices for liquid handling, complete equipment for DNA amplification as well as biochips.

Eppendorf offers wide range of PCR machines and consumables. The company has the traditional Mastercycler series in which it offers three models— Mastercycler Gradient, Mastercycler and Mastercycler Personal. Fast PCR cyclers named Mastercycler ep gradient, Mastercycler ep gradient S and Mastercycler ep 384. Latest addition to its cycler's basket is Mastercycler Pro series with vapo.protect technology that includes three models–Mastercycler Pro, Mastercycler Pro S and Mastercycler Pro 384.

In PCR consumables space, Eppendorf offers products like twin.tec PCR plates (both 96 wells and 384 wells), 0.2ml PCR tubes, heat sealer, sealing film, sealing mat, cap strips, capping aid, PCR tube rack and PCR cooler. Apart from life science/biotechnology research or industry, agriculture is one of the focus segments of Eppendorf for classical or standard PCR.

Talking about the market challenges, V Sankaranarayanan said, "Entry of lots of cyclers in Indian market is the major challenge for the existing key suppliers like Eppendorf, Bio-Rad and ABI. Currency fluctuation is the major limitation with respect to pricing the thermal cyclers. As central government is supporting life science education and research, there is a lot of opportunity in selling cyclers in the coming years. The tender processes currently do not allow the customer to choose the good cycler available in the market."

In 2007, New Brunswick Scientific became a member of the Eppendorf Group. New Brunswick manufactures a wide range of equipment for cell growth, detection and storage, with products ranging from biological shakers, fermentors and bioreactors to CO2 incubators and ultra-low temperature freezers. Main attraction of the Indian headquarter of Eppondorf is its applications lab and a training center apart from sales and marketing offices.