Romer Labs Deutschland

(former TRANSIA /assumed October 2015)



12.09.2017 Dominic Schwanzara

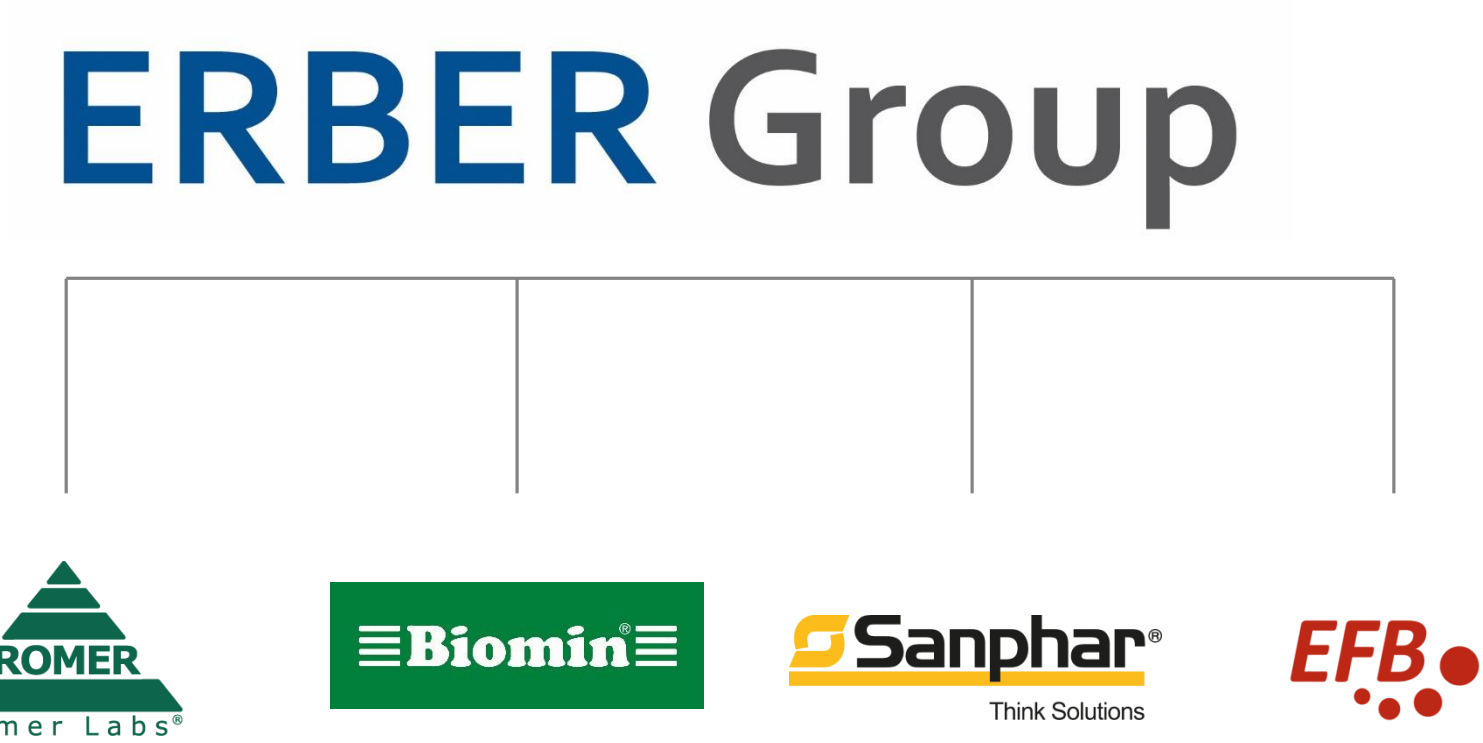
We are …

… a leading global supplier of diagnostic solutions for mycotoxins, food pathogens, food allergens, gluten, GMO, veterinary drug residues, and other food contaminants.

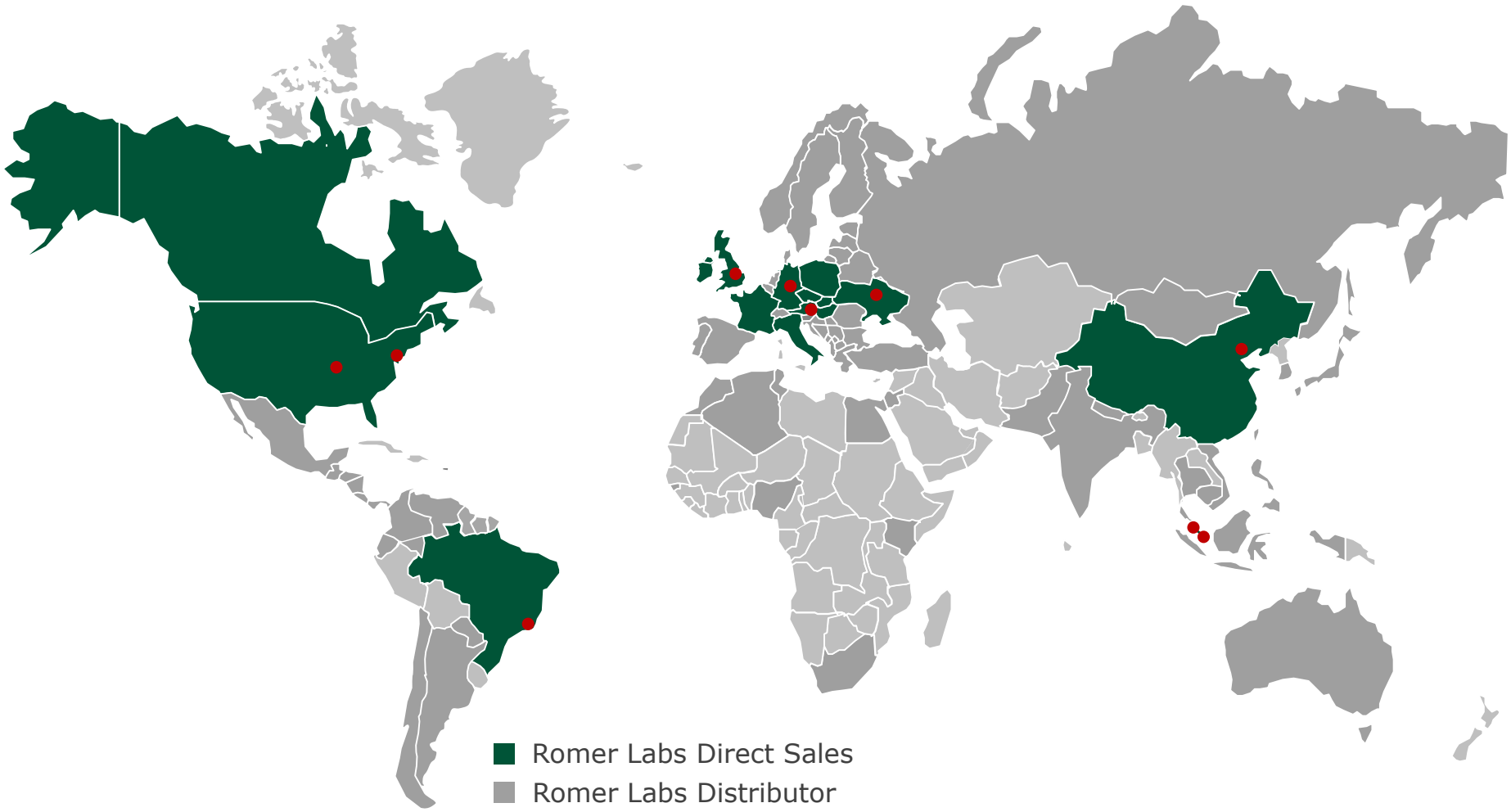
… operate four fully accredited service labs in USA, Austria, UK and Singapore.



Romer Labs® is part of the Erber Group



International presence



DILUCUP – SUCCESS STORY

TÜV-Süd / Elab

Service laboratory for water and environmental analytic, and food stuff.



- 3 shaker at once for routine lab
- 35 units *40DEMRD6* since January 2017

BESH - Ecoland



- Regional organization of farmers in Hohenlohe (DE)
- Organic products from animals and plants
- Ecoland Herbs & Spices GmbH founded local farming groups all over the world with organic production
- Spices were sent directly to Germany and controlled in a very small internal laboratory

BESH - Ecoland

- Microbiology in spices
- Very small office (no lab!)
- We implemented Dilushaker and Dilucups for a method with 3M Petrifilm without Stomacher. Just 1 g homogenised spices are added to the Dilucups and sequent dilution before added to Petrifilm. It functions well as they need 4-6 dilution steps per sample.
- Further **Labs in India and Zanzibar** were built up with the same method!

LUFA – Nordwest





Service laboratory for agricultural analytic and food stuff.

Company of the Landwirtschaftskammer Niedersachsen

LUFA – Nordwest

- First Dilushaker sold in June´13



“Not all colleagues really like this thing, but some when they will get used to it!”



- Second Dilushaker sold in October´13
- Third in Dezember´13
- Last order: October´16: the 6thinstrument!



- Additionally an other institute of LUFA-Nordwest started with the Dilucup system after intern advertisement.
- This institute also bought already 2 instruments!



Abstract

- Placing Dilucups at customer (foc loaner)
- Let customer see himself feel the good benefit of the system
- If you get 1 fan at a big lab, he will infect other stuff

Thank you!

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