Immuno Diagnostic Oy

Distributor of LabRobot in Finland since 2011

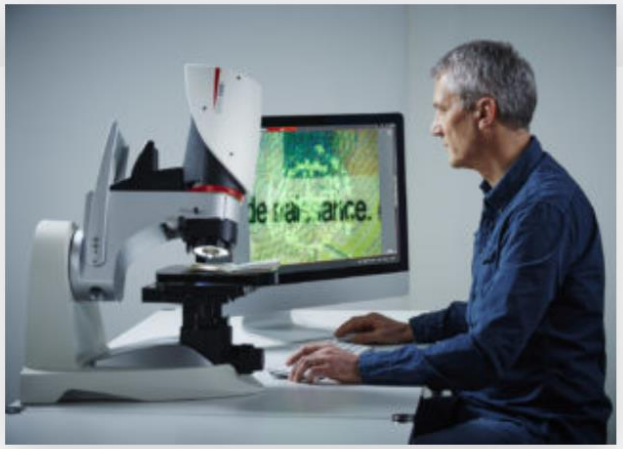
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Immuno Diagnostic Oy



Clinical Diagnostics

We offer customized solutions from the leading suppliers for reliable patient diagnostics with high confidence and efficiency. →



Microscopy and Imaging

Leica Microsystems is a world leader in providing innovative microscopy, camera and software solutions for imaging and analysis of macro-, micro- and nanostructures. →



Research

We offer high quality reagents and instruments for cell and molecular biology research. In addition tests and equipments for food and environmental analytics. →

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Success stories, new customers 2017

1. Kaslink Foods, Kouvola

- Dairy products, many kind of sauces (milk based, meat based), snacks etc.
- Both own brands and contract manufacturing for Finnish and international customers
- Very innovative and fast growing privately owned company
- First contacted them on 2015. At that time quite few serial dilutions and no interest for LabRobot products.

Kaslink Foods (continues)

- New contact Jan 2017 -> visit, demo and trial about 3 weeks
- Serial dilutions mainly from raw milk and meat based sauce products. Work load has constantly been increasing without no new hires -> **Demand for automatisation**
- Situation had changed significantly in less than 2 years!
- On the trial period the technicians adapted Dilucup system so well that they wouldn’t have wanted to give the Dilushaker away anymore!

Kaslink Foods (continues)

- One more contribution was demand for quality, they wanted standardization.
- After calculations of cost vs. advantages they ordered a Dilushaker on April 2017 and became a happy Dilucup customer.

2. Fin Furlab, Vaasa

- Feed and plasmacytosis laboratory serving manufacturers of feed for fur and farm animals as well as pets.
- Evira's (Finnish Food Safety Auhority) approved partner for Salmonella investigation of imported feed.
- Owned by Finnish fur animal breeder's union
- Finland is one of the biggest fur producers in the world.

Fin Furlab (continues)

- First contact Oct 2015, based on information from a colleague who had visited there in other issues -> no special interest then.
- I was contacted in June 2017 by the lab manager. They had visited a meat industry plant's lab, which is Dilucup customer. They had seen the system there and heard positive comments -> demo in June, start with Dilucups on August
- So, always remember that customers' situations change!

Dilucup Elegance launch

- We informed all the customers about the product change well in advance 2016.
- All the feedback about Dilucup Elegance has been positive: ”New Dilucups are lovely!”
- On the other hand one customer just said that there were nothing to complaint on the old one either.
- No complaints about the new pack size
- New features of the Dilushaker are also very much liked.