

Analytik Jena AG awarded major contract in Poland

Following the eastern expansion of the EU, the new member states are becoming ever more significant as export markets for analytical instruments. In response, Analytik Jena AG has for some time now been devoting increased efforts to tapping into these new markets which, as a result of their great potential in terms of growth and know-how, are highly attractive for investors.

Last November, for instance, the company submitted the winning tender for a Phare contract to install eight AOX analyzers in eight institutes of the country's central water authority, including locations such as Gdansk, Warsaw and Lodz. Besides high-value accessories such



From left to right: Jan Patucha (Service Engineer, Servmed Polen), Anna Jezynska (TOX-user), Andrzej Pakulski (Service Engineer, Servmed Polen) Sindy Foerster (Application, Analytik Jena AG), Thomas Stratesteffen, (Productmanager, Analytik Jena AG)

as a method unit and an autosampler for each location, the bid also included an extensive range of services such as unit installation and various user training courses.

Also part of the package were two additional courses on the use of the AOX analyzers, held last spring by a specialist Analytik Jena AG team in Warsaw and Gdansk. AOX analysis in water was introduced in Poland following the enactment of new laws arising from the entry to the EU. The first follow-on contracts are now starting to come through after installation work was completed in spring.