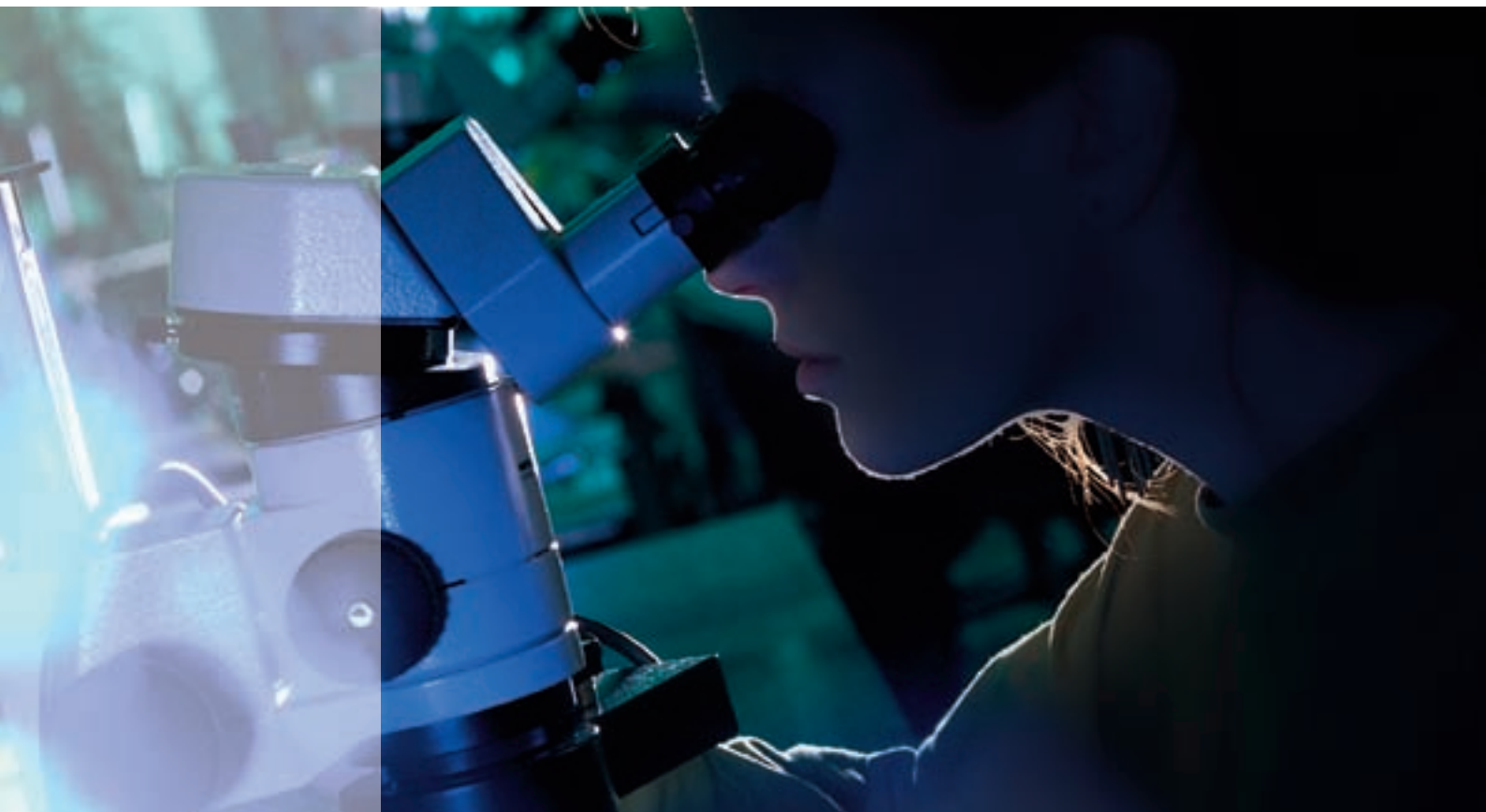


Jos. Hansen & Soehne

Supplier of Equipment for Research, Education and Health



AMIATIT GROUP

Company Profile



History

Jos. Hansen has been in existence since 1919. Founded as a trading company in Hamburg, Germany it began to trade with all types of products in Europe, later concentrated on Africa and the Arabian territories. In 1934 the first subsidiary was established in Yemen.

In the early 1950s Jos. Hansen started to focus more on sophisticated goods for export: machine tools, water pumps, pharmaceutical products, laboratory equipment and Volkswagen cars. Shortly thereafter Jos. Hansen built an extensive network of local companies in Africa, Middle-East and Southeast Asia to intensify acquisition and to guarantee customers after-sales service and spare parts supply.

The development of the branches and the expansion of trade relations were followed by engagements in local production companies: textile and other industrial plants were integrated. Jos. Hansen did not only deliver the machines, but was also responsible for commissioning and involved as a financial partner. At the same time the need of potable water in Africa and the Middle-East induced Jos. Hansen to develop engineering expertise to work as contractor for the execution of water supply and sewage projects for capital cities. Within the last 35 years more than 100 projects were successfully completed.

The recent investment of the Saudi Arabian Amiantit group of companies, a leading international manufacturing company for water technology and pipe supply, in Jos. Hansen can be seen as of great importance, specifically in further strengthening the water business.

Products

Jos. Hansen's product programme of today concentrates on areas which are particularly important for the development of economic and social infrastructure, such as water, agriculture, infrastructure, industry, research, education and health.

Within social infrastructure Jos. Hansen is specialized in supply of equipment for

- research and testing, i.e. laboratories for universities, research institutes and quality control departments
- educational training, i.e. laboratories for studies in any kind of technical discipline at universities, technical colleges or training schools
- the health sector, i.e. apparatus for diagnostic and treatment as well as medical consumables

Jos. Hansen is strong in these areas, offering the most favourable technical solution supported by the required incidental services like installation of and training for the equipment delivered by own and factory trained technicians.

Mission

"Problem solution" is the mission of Jos. Hansen – whether it is a matter of the establishment of laboratories for universities or the construction of a municipal water supply. With a dedicated and well qualified staff group of more than 400 employees world-wide, its extensive know-how in many products and competitive priced procurement sources all over the world, Jos. Hansen is a reliable partner for all clients.

Research and Testing



Jos. Hansen is specialised in furnishing laboratories for research and testing. Over many years Jos. Hansen has consequently expanded its product range in the laboratory division, providing its customers – mainly universities, research institutes and quality control departments in industry, agriculture, food processing, environmental protection and health care – with individual solutions for their requirements.

In close co-operation with leading manufacturers Jos. Hansen offers innovative products with the highest quality available to the market – from equipment to furnish a central laboratory of a standards institution to field test equipment for small up-country laboratories. Whether the laboratory project is big or small, Jos. Hansen has the qualified personal to realise every project – from planning the laboratory, selecting the most adequate products to ordering, installation and training.

World-wide purchasing and optimised logistics makes it possible to execute orders smoothly and lower the involved costs for the customer.

The product range comprises

- apparatus and instruments for Life Science, Microbiology and Biochemistry
- instruments for the Dairy Industry, Food Safety and Seed Production
- online instrumentation and field equipment for Water Analysis
- apparatus for Physical and Chemical Analysis

These topics cover traditional laboratory products as well as high-tech equipment. Moreover devices for sample preparation, filtration, weighing and controlling including respective glassware, disposables, reagents and laboratory furniture can be supplied as well.

With this manifold delivery and service programme, Jos. Hansen is able to attend to customers requirements, fulfil special wishes and meet the demand of the modern laboratory.



Education



In a constantly developing industrial world where technology is changing at a rapid pace it is the objective of Jos. Hansen to provide students and technicians with the skills necessary to perform their present and future jobs.

This goal can only be realized by placing a major emphasis on practical training supported by a comprehensive spectrum of services customized to the needs and the educational environment.

The clients are universities and polytechnics, vocational training institutes, technical colleges, industrial, military and civil aviation training centres, ministries of education, health and agriculture, primary and secondary schools.

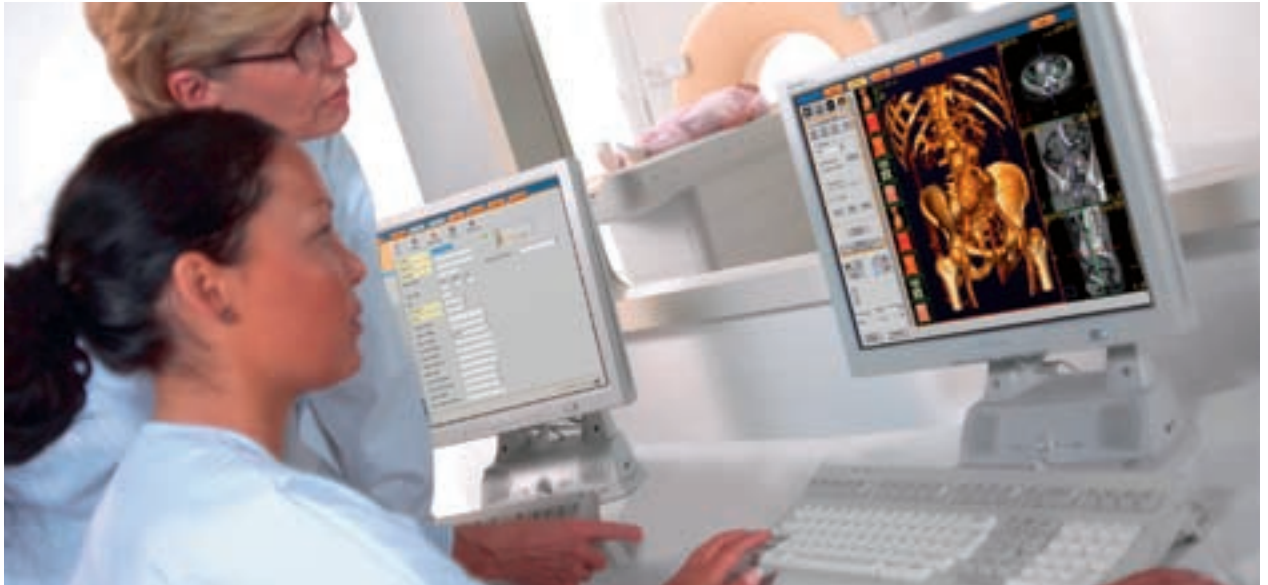
Jos. Hansen takes special interest in assisting not only with the selection of suitable training schemes and systems but in supporting all phases of educational projects, such as the:

- identification of objectives
- curriculum development
- specification of equipment
- laboratory and workshop design
- supply of equipment and software
- installation and commissioning
- after sales service and maintenance programmes

Jos. Hansen supplies equipment and installs complete laboratories for studies in:

- Air-conditioning
- Automation
- Automotive Technology
- Chemical Engineering
- Civil Engineering
- Computer-Aided Learning
- Control and Instrumentation
- Electricity, Electronics and Electro Machines
- Fluid Mechanics
- Food Technology
- Heat Transfer
- Hydraulics and Hydrology
- Irrigation
- Language and Multimedia
- Mechanical Engineering
- Mechatronics
- Power Systems
- Process Control
- Refrigeration
- Robotics and CNC Technology
- Sciences (Biology, Chemistry and Physics)
- Solar Energy
- Steam Engineering
- Survey Engineering
- Telecommunications
- Test and Measurement
- Theory of Machines
- Thermodynamics
- Transmission Lines
- Tribology

Health



Successful diagnostic and treatment of various illnesses requires more and more that hospitals, practices and healthcare centres are soundly equipped. This applies not only to the technical standard of machinery but also to the quality of consumables.

The goal is to provide high quality, affordable products from leading manufacturers from Europe, USA and Asia. Due to the close collaboration with internationally renowned manufacturers Jos. Hansen is able to incorporate the following category groups into its product range:

- Diagnostics and Analysis
- Electro Medical Treatment Systems
- Facilities and Furniture
- Implants and Devices
- Medical and Surgical Disposables
- Medical Clothing
- Medical Imaging and Diagnostics
- Patient Monitoring
- Surgical and Electrosurgical Equipment
- Wound Care and Dressing



Utmost care has been taken to make sure that all contents of this brochure are accurate. However, **Amiantit** and its subsidiaries do not accept any responsibility resulting from errors in this publication. Therefore customers are required to convince themselves of the suitability of products supplied or manufactured by **Amiantit** and/or its subsidiaries before using them.



Distributed by: ■

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