



**C. Georgiou** Lab Supplies

ISO 9001

**BUREAU VERITAS**  
Certification



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T.I.C Reg. No. : 12026766 W

V.A.T Reg. No. : 10026766 U

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## **COMPANY PROFILE**

**C. Georgiou (Lab Supplies)** was established in 1972. In April 1986 it became a private limited company. It specializes in the laboratory field by importing scientific, laboratory and educational equipment, (also glassware, re-usable plasticware and disposables). We supply both the private sector and the government institutions. Government sales makes up 90% of our turnover

Our main customers are the following

- Ministry of health and pharmaceutical services
- State lab
- Vet Department
- Agriculture Department
- University of Cyprus
- CING – Cyprus institute of neurology and genetics
- Electricity authority of Cyprus
- Ministry of education
- Agriculture dept and agriculture research institute
- NIPD – non invasive prenatal diagnostics
- St.George medical school
- University of Nicosia – formally intercollege
- Tepak – Limassol technical university
- Remedica
- Medochemie
- C.B.B. Lifeline
- Private and Government schools (Gymnasium, High Schools, Universities)
- IVF Clinics



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Due to increased competition over the last years, we have widened our range of products. Cyprus is such a small market and mature (over saturated) that it is impossible to be specialize in one market niche. As a new step we started quoting for medical disposables and basic instruments for the new medical schools on the island (ie. the Adam Rouilly product range). We expect more medical schools to open over the next few years.

Additional, we cover all the big IVF clinics in Cyprus and we are one of the key supply of Covid-19, PCR kits for the CING and some private diagnostics labs.

We try to split our work in diagnostics and research customers. During budget cuts research grants are often reduced and therefore we try to increase diagnostics sales. We now represent lifetech and we offer big automated instruments with unique kits. We have secured ongoing contracts with the CING (diagnostic labs) and the forensics labs



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Our main suppliers are as follows:

- Copes U.K. - general lab equipment and consumables
- Thermo Fisher Scientific (Life Technologies, Applied biosystems, Invitrogen and Fisher Scientific) – research and diagnostic kits and instrumentation (ie. pcr , qpcr, sequencers etc) & general lab equipment and consumables)
- Eppendorf Germany (centrifuges, pipettes, pcr and consumables)
- Hanna instruments (water testing instrumentation)
- Precisa gravimetrics (balances)
- Bioquell (fume cabinets and class II cabinets)
- UVP-ultra violet products (photodocumentation units)
- Adam Rouilly – anatomical models and demonstra. dolls for medical schools
- Cole Parmer – basic lab equipment
- Binder – ovens and incubators and climatic chambers
- Socorex – pipettes and dispensers
- Herenz – lab disposables
- DWK Life Sciences – glassware and reusable plasticware
- Stanhope seta – products for power stations
- Bioreba – agricultural diagnostic kits
- Dibimed – kitazato kits

Our annual turnover is around 2.5 million euros. We try for growth in sales around 5% p.a. our cash flow is always positive. We are an ISO certified company and part of our procedures is to do a ratio analysis and ongoing budget. We control carefully all our costs and make cost projections for the year. Any deviations are carefully noted. We also have an approved supplier list and this is carefully monitored. Non-conformities are registered and given a cost value. Any serious problems are recorded and may lead to downgrading of a supplier.



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We hope that the biggest growth will be achieved in the sale of expensive instrumentation. Lifetech has launched new products such as ion torrent and proton. These are based on semi-conductor technology and they will revolutionize both the diagnostic and research market. We already have some serious enquiries regarding these instruments. Minimum value of each project is euro 80.000 (vat extra).

We are also aggressively trying to sell service and IPV contracts for big instruments (ie sequencers and qpcr from lifetech). We have an engineer who has been trained on these instruments and he can follow all the necessary protocols needed. Instruments used in the diagnostic markets should have IPV certification, especially if they are seeking ISO certification.

C. Georgiou

Yours Faithfully,  
C. Georgiou [ Lab Supplies ] Ltd

**WAYNE GEORGIU**  
MANAGER

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