

## SHORT COMPANY PROFILE

Chalandri, July 2020

### OUR MISSION:

- **HELLAMCO Scientific Equipment**, started as an individual company (HELLAMCO/Michail Kontogiannis) in 1984 and became a Société Anonyme in 1998. The company is actively promoting the sales & full support of high-tech instruments for chemical analysis, general laboratory equipment & supplies, within Greece & Cyprus, by cooperating with well-known foreign manufacturers. With basic philosophy of operation the principle «Quality by All Means», we already carry ISO9001 & ISO 17025.
- We are addressed to virtually every type of Chemical, Environmental, Biochemical, Biological, Food Analysis, Forensics, etc. laboratory.
- We deliver as from a single ph-meter up to a complete laboratory equipment & support services package (turn-key solution), because we:
  - Study in depth customers' actual needs, proposing reliably the most competitive solution, with the best possible price to performance ratio.
  - Supply the necessary equipment.
  - Deliver the equipment in full operation.
  - Train in full customers' scientific personnel & end-user.
  - Develop or/and Validate the analytical method.
  - Calibrate the instruments.
  - Certify the good operation of the instruments.
  - Effect Technical Servicing, so that the equipment will be always in full operation.
- HELLAMCO has obtained a leading position in the business, being one of the very few professional pre- and after-sales support organizations in Greece. Our support capabilities are already recognized in Greece and out of Greece, too.



**HELLAMCO A.E.**  
SCIENTIFIC EQUIPMENT

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## STRUCTURE:

There are more than 15 full time specialists working in our company, located in the two main Greek business centers, as follow:

- |                          |   |
|--------------------------|---|
| - Managing Director      | 1 Biologist/Biochemist                            |
| - Marketing              | 1 Specialist                                      |
| - Sales Force            | 6 Chemists, Chemical Engineers, Biologists        |
| - Support Force          | 5 Chemists, Chem. Engineers, Electronic Engineers |
| - Metrology & Quality    | 1 Specialist                                      |
| - Logistics + Accounting | 3 Specialists                                     |
| - Administration         | 2 Specialists                                     |



Our company covers the two (2) following Divisions, obtaining the maximum of the resp. market:

### A/ EQUIPMENT SALES DIVISION

#### 1/ Basic Analytical Techniques

- Chromatography (HPLC, UHPLC, UPLC, SPE, GPC, Preparative LC, HPTLC, GC, etc.)
- Mass Spectrometry (MS, MS-MS, TOF, QTOF, IMS-MS)
- Combinations of Chromatography & Mass Spectrometry
- Laser Diffraction Particle Sizing, Dynamic Light Scattering, Zeta Potential
- Viscometry • Texture Analysis
- Rheology (Liquid & Powders) • Thermal Analysis (DSC, TGA, DMA, etc.) • Elemental Analysis (ICP)
- X-Ray Spectroscopy (XRF, XRD) • Spectrophotometry: Fluorescence, UV-Vis, NIR, RAMAN,
- Porosimetry Hg, BET Analysis • Refractometry • Polarimetry • Circular Dichroism (CD)
- Segmented Flow Analysis Systems (SFAS), Laboratory Automation
- Electrochemistry (Titration, Karl Fischer, pH & Conductivity Measurement, etc.)
- Laboratory Informatics (Empower, NuGenesis, MassLynx, ChromScope, Unifi)

#### 2/ Special Scientific Instruments & Equipment

- Electron Microscopy (SEM, TEM) • AFM/STM Microscopy, Nanomechanics
- Animal Imaging • Elisa Systems • Peptide Synthesizers • Microarray Scanners
- Plant Physiology Equipment (Photosynthesis Measurement, Leaf Area Meters. etc.)
- Plant Growth Chambers • Photo-Bio-Reactors • High-Tech Greenhouses (closed/semi-closed)
- Microwave assisted Organic Synthesis

#### 3/ Sample Preparation & Storage

- SPE/CO<sub>2</sub> Extraction, etc., of laboratory/Pilot/Industrial scale.
- Rotary Evaporation, Automatic Fusion Distillation, Digestion, etc.
- Laboratory Balances, up to 7 decimal points, Mass Comparators.
- Testing chambers, Heating/Cooling/Freezing Chambers, Ovens, Furnaces, Centrifuges, Water Baths/Circulators
- Stomachers

#### 4/ Analytical Equipment Consumables

- Gas & Liquid Chromatography (GC & HPLC): Columns, vials, cups, syringes, filters, calibration standards, etc.
- Sample Preparation: SPE, QueChers, Automatic Filtration, Columns for Aflatoxin Isolation, etc.
- Spectrophotometry UV-Vis: Cells of every type & dimensions, D2 lamp, calibration standards.
- Elemental Analysis C-H-N-O-S/TOC/XRF: Cells-capsules, reaction tubes, standards

## B/ SUPPORT SERVICES DIVISION

### 1/ Customer Support Dept.

- Needs' Study & Lab Design, in accordance with the requirements of each prospective customer-laboratory.
- Installation & Delivery of the Equipment in Full Operation, in accordance with the standards & requirements of each manufacturer.
- Operators' Training, both in the use of instruments and in the development of analytical methods.
- Instrument Calibration
- Performance Verification
- Support Expertise on Procedures for Analytical Methods & Instruments' Validation (Validation Protocols Maintenance Contract & software upgrades.)
- Equipment Qualification, Design Qualification, Installation Qualification, Operation Qualification, Performance Qualification, Operation Qualification/Performance Verification, Maintenance Qualification
- Maintenance & Troubleshooting (Service Contracts, relocation, retraining, Preventive Maintenance, Repair-Service, etc.)

### 2/ Metrology & Quality Dept. ISO 17025/2005

- Operation & Development of Metrology Lab, as well as, development of every support services of scientific equipment (Calibration, Validation, Performance Verification, etc.), regardless the make.

## ADDITIONAL INFORMATION:

The total sales volume for 2020 is expected to exceed the level of €4,5m.

New business opportunities are expected and cultivated in new geographical areas (Cyprus, North Macedonia, Middle East, Albania, Bulgaria, etc.), in «new» fields of applications (forensics, bioscience, materials science, metrology, etc.) and in new services (Instrument Calibration, Method Validation, etc.).

**HELLAMCO** is the only company in the field, which has successfully integrated a series of high volume & value contracts in our territory, each of them exceeding the value of 1m€. The most sound, complicated & of International recognition one, was the sales & full support of the total **Anti-Doping Lab equipment**, during the **Olympic Games Athens 2004**, incl. over than 30 (thirty) chromatography-mass spectrometry systems of almost all types, proving the strength & capacity of our company.



## COOPERATIONS - SUPPLIERS:

Our cooperations, alive since our business start or, started during our 35 years, are mainly based on an exclusive basis and include only leaders in the field, some of which are:

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# Waters

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Skalar



ThermoFisher  
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