

Media release

DKSH Started a new Distribution Partnership With Hettich for Australia and New Zealand

DKSH has been appointed as official distributor for Hettich’s scientific instruments in Australia and New Zealand. This partnership is in line with the strategic focus of DKSH Business Unit Technology to solidify its position as a leading integrated solutions provider for the scientific instrumentation market.

Palmerston North, New Zealand, March 1, 2023 – DKSH Business Unit Technology will provide marketing, sales, and after-sales services for leading manufacturer Andreas Hettich GmbH & Co. KG (Hettich) in academic, research, clinical, and biomedical facilities in Australia and New Zealand.

This agreement is an expansion to the existing partnership between DKSH and Hettich in Singapore, which began in 2020. DKSH has an established presence in the scientific instrumentation industry in Australia and New Zealand and will drive commercial growth for Hettich’s products in these markets.

“As part of our ongoing expansion across the region, we are very excited to partner with DKSH. We look forward to working together to provide labs across Australia with quality centrifuges and exceptional customer support,” said Jeff Antonucci, Senior Regional Business Manager – Asia Pacific, Hettich.

Benoit Fissot, General Manager, Business Unit Technology, DKSH Australia and New Zealand, commented: “We are ready to drive Hettich’s business by penetrating new markets through our New Zealand coverage for sales and after-sales service. In addition to expanding our product portfolio to cover more segmentation, this partnership strengthens our position in the scientific instrumentation industry. We look forward to delivering growth and achieving success together with Hettich.”

About Hettich

Hettich is a global leader in the design and production of laboratory centrifuges and incubators. For over 115 years, we have set the standard for quality, safety and reliability in clinical, research and industrial laboratories. With a focus on high-quality components and materials, Hettich products guarantee reproducible results for every application. With an emphasis on helping our partners find the best solutions for their needs, our extensive experience in clinical, transfusion and automation applications offers a distinct advantage to our partners. Since our founding in 1904, we have overseen all aspects of production, at our headquarters in Tuttlingen, Germany – an area internationally-known as the hub for precision medical technology.

About DKSH

DKSH’s purpose is to enrich people’s lives. For more than 150 years, we have been delivering growth for companies in Asia and beyond across our Business Units Healthcare, Consumer Goods, Performance Materials, and Technology. As a leading Market Expansion Services provider, we offer sourcing, market insights, marketing and sales, eCommerce, distribution and logistics as well as after-sales services. DKSH is a participant of the United Nations Global Compact and adheres to its principles-based approach to responsible business. Listed on the SIX Swiss Exchange, DKSH operates in 37 markets with 32,600 specialists, generating net sales of CHF 11.3 billion in 2022. The DKSH Business Unit Technology offers complete solutions for specialized industrial applications. With around 1,690 specialists, the Business Unit generated net sales of CHF 513.2 million in 2022.

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