



*Achelis*



Solutions for the  
**Healthcare & Scientific Sector**



The Achelis Group is focused on the healthcare and scientific market as a target sector and is expanding its product range and services by providing equipment for purchase and/or lease as well as providing logistics to this growing and critical sector in East Africa.



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Achelis Headquarters, Bremen, Germany

# ABOUT **ACHELIS**

Joh. Achelis & Söhne GmbH is a long-established German trading company that was founded in 1826. It is headquartered in the hanseatic city of Bremen and has a network of associated companies and representatives in many countries in Eastern Africa and South-East Asia. The Achelis Group of companies has a long history in Eastern Africa with operations that have been in existence locally for over 55 years.

The global group operates a network of associated companies and representative offices worldwide.

Our export range is varied, yet tailored to the requirements of our customers, including government institutions, semi-state bodies, private companies etc. in the individual countries. Depending on our customers' preferences, we conclude contracts either as a principal party or acting on behalf of a manufacturer.

Beside our Healthcare & Scientific Division we are offering equipment and services in other key areas like Technical, Material Handling, Industrial, Water, Energy and Oil & Gas.



Achelis (Kenya) Limited



Achelis (Tanganyika) Limited



Achelis (Uganda) Limited



# KEY STRENGTHS

- Achelis offers door to door services across East Africa including customs clearing, freight forwarding and logistics.
- We have an unparalleled sales network across the region.
- We provide a variety of equipment and services as well as full execution of projects on a turn-key basis.
- After sales service is critical to our business and is an essential part of our product offering.
- Our international sourcing offices provide procurement specialist services for all your requirements.
- Professional order execution by our experienced project team.



# MEDICAL EQUIPMENT

Achelis represents global manufacturers of medical equipment and diagnostic instruments. Our solutions for hospitals, health centres and clinics are customised to suit your needs.

The Achelis Group of Companies is dedicated to create and maintain a strong partnership with you to meet and exceed all your requirements for Equipment and Services.

We identify the most cost-effective solution whilst offering quality products and maximizing equipment up-time by offering quality after-sales service.

Our sourcing teams in Europe and Asia provide value for money equipment according to customer needs.



## Dr. Mach

The German manufacturer Dr. Mach was founded in 1947. Since its first days the company focuses on the usage of lighting technology for medical applications.

Dr. Mach sells products to more than 80 countries worldwide, while manufacturing in Germany exclusively. With intention to stay independent from external suppliers their manufacturing depth reaches 85% thus covering metal machining, the production of electrical and electronic components and the final assembly of products.

[www.dr-mach.de](http://www.dr-mach.de)



Löwenstein Medical manufactures lifesaving medical systems for customers in more than 80 countries. In partnership with leading manufacturers worldwide, Löwenstein Medical is a pioneer and itself a market leader in innovative disciplines such as sleep medicine and intensive care ventilation.

In other departments such as neonatology and anesthesia, Löwenstein Medical is producing state-of-the-art technology for the world market, for more than 30 years.

[www.hul.de](http://www.hul.de)



The operating theatre and intensive care unit is a focus area in our portfolio which ranges from basic setups for remote clinics to first class referral hospitals.

**medifa**  
the medical factory

Since its establishment more than 30 years ago medifa has become one of the leading German manufacturers of functional medical furnishings for clinics and medical practices. The current product line ranges from standard operating room furnishings to examination couches and chairs all the way to mobile operating table systems. Medifa products are 100% "Made in Germany".

[www.medifa.de](http://www.medifa.de)





Diamedica (UK) Ltd specialises in the design and manufacture of anesthetic equipment that will function successfully in harsh environments and areas of limited logistical support. Designed for simplicity, economy, reliability and suitability for purpose, their unique range of anesthetic systems suit a variety of applications including district and rural hospitals and clinics, field hospitals and outreach clinics.

[www.diamedica.co.uk](http://www.diamedica.co.uk)



SCHILLER is a well-established and attractive brand with "Swiss-designed innovative medical technology". The company is a world-leading manufacturer and supplier of devices for cardiopulmonary diagnostics, defibrillation and patient monitoring as well as software solutions for the medical industry. Their products save lives and provide physicians and nurses with professional support.

[www.schiller.ch](http://www.schiller.ch)



KARL STORZ Endoskope (Tuttlingen Germany) is the leading manufacturer that offers systems for human and veterinary medicine as well as for industrial applications. Endoscopes, instruments, devices, and camera systems from KARL STORZ have stood for tradition, advanced technology, and quality for more than 70 years. The range of endoscopic products for human medicine, veterinary medicine, and industrial endoscopy now includes more than 15,000 products.

[www.karlstorz.de](http://www.karlstorz.de)





# MEDICAL FURNITURE

Medical Furniture is an essential part of our product portfolio and important for all our customers such as hospitals, medical centres, medical schools, pharmacies as well other healthcare-related facilities like clinics and specialist institutions.

In close cooperation with well-known brands, Achelis offers the complete range of products and is able to provide complete equipment packages at different price levels.





Fazzini srl has been manufacturing and distributing more than 4000 medical and electro-medical products throughout the world for more than 20 years. The product range subdivided into specific 14 sections, featuring furniture for hospitals and medical practices, diagnostic, emergency or electrosurgery devices.

Fazzini products have become highly competitive in terms of price/ quality ratio.

[www.fazzini.it](http://www.fazzini.it)



LKL Advance Metaltech Sdn Bhd is principally involved in the provision of medical/healthcare beds, peripherals and accessories. Products are used in hospitals and medical centres, as well as other healthcare-related facilities such as clinics and specialist institutions etc. Their vision is "to be an innovative leader in the healthcare industry committed to deliver and exceed expectations of our customers, employees, business partners and stakeholders with our safe, effective and durable medical equipment."

[www.lklbeds.com](http://www.lklbeds.com)





Range of products:

- Instrument washers
- Disinfecting products
- Steam sterilizers
- Waste treatment plants
- CSSD 3D Planning and Design

# STERILIZATION EQUIPMENT

Achelis offers the complete range of sterilization equipment including washing and disinfection products, steam sterilizers as well as waste treatment plants.

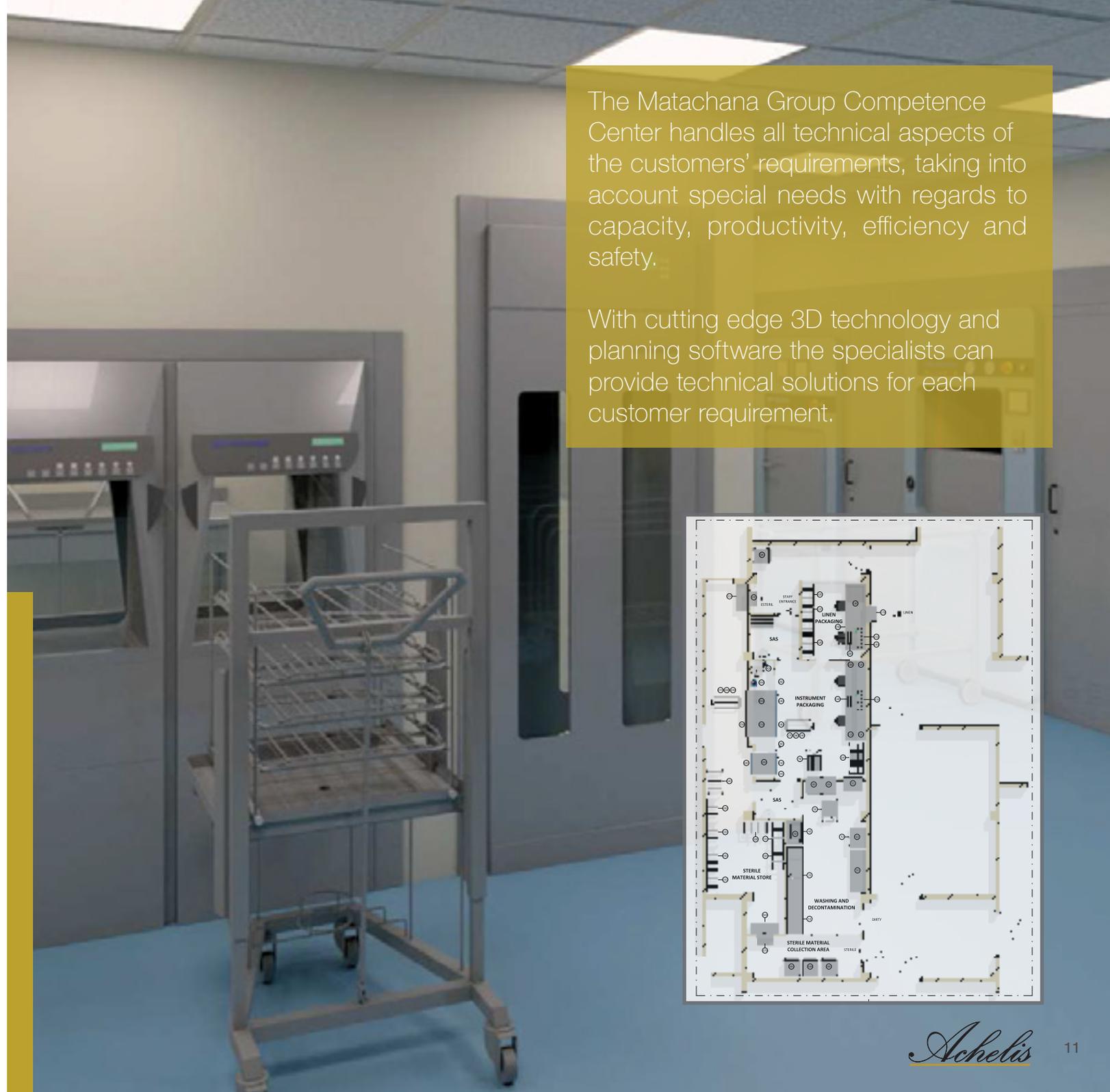
In close cooperation with Matachana, the European leader in sterilization, we are also able to assist customers right from the start with their CSSD 3D planning and design.



## ●●● matachana

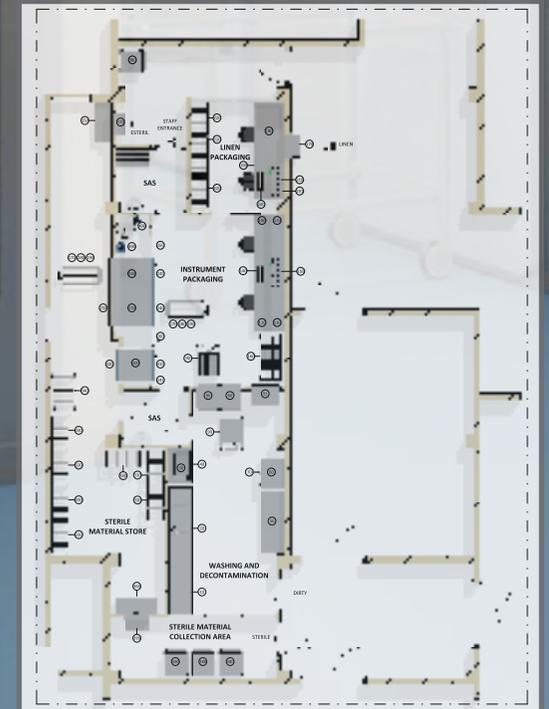
The Matachana Group develops complete sterilization solutions for hospitals, laboratories, research centres and industry in general. The company is a global provider to the hospital sector, offering solutions for hospital departments like sterilization centres and surgical areas. Moreover, a wide range of washing and disinfecting products is available. Furthermore, Matachana manufactures equipment that is adapted to the specific needs of laboratories and industry. 3D drawings can be developed for new sterilization departments as well as for renovation or extension of existing ones.

[www.matachana.com](http://www.matachana.com)



The Matachana Group Competence Center handles all technical aspects of the customers' requirements, taking into account special needs with regards to capacity, productivity, efficiency and safety.

With cutting edge 3D technology and planning software the specialists can provide technical solutions for each customer requirement.





# SURGICAL INSTRUMENTS & CONSUMABLES

Surgical instruments and consumables make up an important part in the field of medical equipment.

Together with leading manufacturers from Europe but also Asia, Achelis can provide full sets of surgical instruments for different applications.

In close cooperation with our sourcing offices in Asia, we are able to offer the complete product range of consumables with the best value for money.

**KLS martin**  
GROUP

[www.klsmartin.de](http://www.klsmartin.de)

 **iaa**  
**IAA Surgical**  
Instruments Company

[www.iaasurgical.com](http://www.iaasurgical.com)

  
**SURTEX**  
INSTRUMENTS  
*Crafted to Excellence*

[www.surtex-instruments.co.uk](http://www.surtex-instruments.co.uk)



[www.atlassurgical.net](http://www.atlassurgical.net)



Ritter remains one of the leading dental equipment providers, always striving for innovation, excellent product quality and a model line that allows every dentist to enjoy the benefits of owning a "Ritter". Ritter ensures Leading Edge Design in consultation with leading universities both in Germany and worldwide and high level of function through the use of comprehensive control systems for the complete control of all of the unit's functions.

[www.ritterconcept.de](http://www.ritterconcept.de)



# DENTAL EQUIPMENT

Achelis is cooperating closely with known manufacturers of dental equipment and is able to provide complete solutions for dental clinics and hospitals.

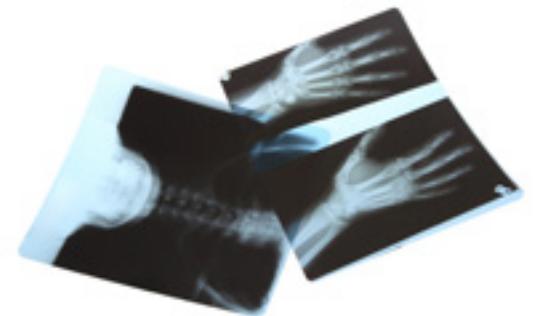
While offering a wide range of products consisting of dental units, instruments, autoclaves, compressors and many more, our intention is always to present workable equipment which meets the customers' requirements.



# RADIOLOGY EQUIPMENT

Our radiography and x-ray equipment is designed to meet the needs of radiologists, technologists and administrators. As the most relied-upon imaging modality, x-ray is used for various imaging procedures in hospitals.

X-ray is a crucial part in the field of medical equipment to guarantee the patients safety and we work with a number of partners to ensure that our costumers receive the best possible consulting during their planning phase.



# GEMSS

GEMSS medical is a leading developer, manufacturer and distributor of digital x-ray equipment. While having the largest market share in Korea, GEMSS is exporting to customers worldwide and manufactures products for Toshiba. The production ranges from x-ray equipment, fluoroscopy up to specialised lithotripsy as well as PACS systems.

[www.gemss-medical.com](http://www.gemss-medical.com)



Since 1958, the Italian company Villa Sistemi Medicali designs, manufactures and markets radiological systems for dental and medical applications. Leveraging more than 50 years of experience in x-ray field, the company's knowhow covers all technologies which can create either a modern radiographic examination room as well as an efficient imaging integration of a comprehensive dental practice.

[www.villasm.com](http://www.villasm.com)



Emperor Medical is a leading innovative medical devices manufacturer in China. Established in 1997, EMP is specialised in medical imaging systems, in-vitro diagnostic devices and ultrasound guided uterine surgery devices. While being a market leader in China EMP exports to over 100 countries worldwide with offices in the USA, Germany, India, Canada, Egypt and Hong Kong. Committed to customer values Emperor Medical earned a strong global reputation.

[www.china-emperor.com](http://www.china-emperor.com)



MAHN Medizinprodukte GmbH is specialised in the supply of high quality x-ray accessories, darkroom equipment and consumables with more than 30 years of experience. MAHN exports to more than 100 countries worldwide and offers a wide range of x-ray accessories, protection gear and other equipment like diagnostic instruments film processors.

[www.mahn.net](http://www.mahn.net)





# LABORATORY EQUIPMENT

— Servicing the market for several decades, we understand your needs in laboratory equipment and applications.

Achelis provides solutions for hospital- and research laboratories, universities, standardization and quality testing facilities.

Ranging from industry, research and science with virtually all products they need for their daily research and analysis work in the laboratory, we provide customised solutions and innovative products for your laboratory requirements.

With our qualified service team, we ensure that your laboratory is able to deliver the results you desire.





Memmert has been developing and producing thermal ovens as well as water- and oilbaths at two locations in southern Germany now in its third generation. The company manufactures for a wide range of applications, including the fields of industrial material and component testing, biological, chemical and food research, quality tests in sophisticated production processes, human and veterinary medicine.

[www.memmert.com](http://www.memmert.com)



Sartorius is a leading international pharmaceutical and laboratory equipment supplier. With innovative products and services, Sartorius helps customers across the entire globe to implement their complex and quality-critical biomanufacturing and laboratory processes reliably and economically. In the range of laboratory products, the company is specialised in weighing, quality control, lab water purification, liquid handling, cell cultivation, filtration and purification.

[www.sartorius.de](http://www.sartorius.de)



Faster S.r.l. is one of the leading European manufacturers of wide range of laboratory equipment. Their production includes among others laminar airflow cabinets, safety cabinets, ultra-low freezers, chemical fume cupboards and laboratory benches, fume hoods. Customers are hospitals, universities, pharmaceutical, biotech, diagnostic, veterinary, food & beverage industries. Faster supplies top-quality instruments, designed to meet the requirements of the latest international standards.

[www.faster-air.com](http://www.faster-air.com)





Angelantoni ALS is manufacturing cold and cryogenic equipment and advanced systems in healthcare and in biotechnology. The company is deeply involved in the development of innovative technological solutions and produces a wide range of equipment for research centres, hospitals, laboratories, academia and pharma industry. Their product range consists of freezers, refrigerators, cold storage, plant growth chambers and many others.

[www.angelantoni.it](http://www.angelantoni.it)

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Eppendorf is a leading life science company that develops and sells instruments, consumables, and services for liquid-, sample-, and cell handling. Its product range includes pipettes and automated pipetting systems, centrifuges, spectrometers and ultra-low temperature freezers as well as consumables. Eppendorf products are used in academic and commercial research laboratories, clinical and environmental analysis, forensics and in industrial process analysis.

[www.eppendorf.de](http://www.eppendorf.de)

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designed for scientists

IKA-Werke GmbH & CO. KG became the world's leading company for laboratory technology as well as dispersing, stirring and kneading machines. IKA ensures the highest level of precision and quality of the results with a product range consisting of magnetic stirrers, shakers, mills, heating baths, hot plates, calorimeters and many more. The IKA group serves customers such as BASF, Bayer or Procter & Gamble and is the leader in the world market in most of the product groups.

[www.ika.de](http://www.ika.de)

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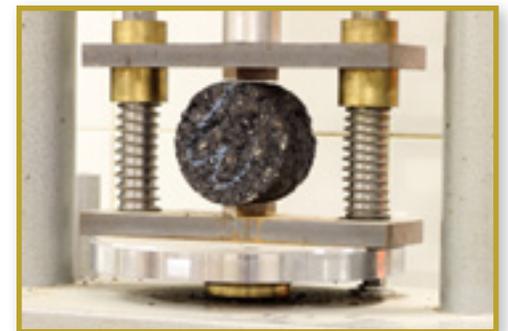
In the field of microscopy Achelis works with leading manufacturers offering solutions and services for your life sciences and materials research, education and clinical routine as well as surgical applications.

Ranging from simple routine usage to complex applications in science, industry or healthcare we provide the latest technology and software to meet your requirements.



# MATERIAL TESTING EQUIPMENT

Material Testing Equipment for quality control is a special part of laboratory equipment. If in the exploration and processing of raw materials, in manufacturing and assembling industries or for government standardization bodies - quality control is an important aspect in today's economies to increase health and safety. Achelis offers a huge range of testing equipment and solutions for on-site and laboratory tests on concrete, mortar, bitumen, asphalt, soil, steel and many more materials.

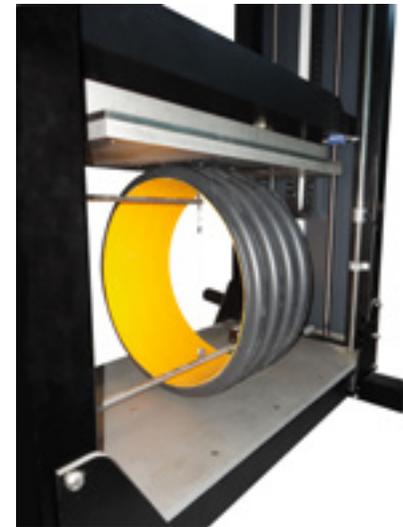


# SCITEQ

SCITEQ A/S is one of the world's leading specialists in process control and test equipment for the extrusion industry and a complete quality control supplier.

SCITEQ develops and produces quality control and laboratory testing equipment of the highest standard to leading producers of pipes and fittings worldwide, from complete laboratories to single products.

[www.sciteq.com](http://www.sciteq.com)



# walter+bai ag

The Swiss walter+bai ag supplies a wide range of material testing machines and systems for the safety and quality of materials, industrial products and buildings.

Mechanical testing is carried out in many industrial sectors, such as the metal industry, plastic and rubber industry, medical engineering as well as institutes and universities. Due to their considerable engineering capabilities, the company can offer not only standard testing machines but also customised solutions.

[www.walterbai.com](http://www.walterbai.com)





# TRAINING EQUIPMENT

Training equipment is a crucial part within the field of medical equipment. In close cooperation with reputable manufacturers, Achelis offers the complete range of resuscitation training equipment, patient simulators, mannequins and further models to ensure a proper education for a best possible patient care and lifesaving.





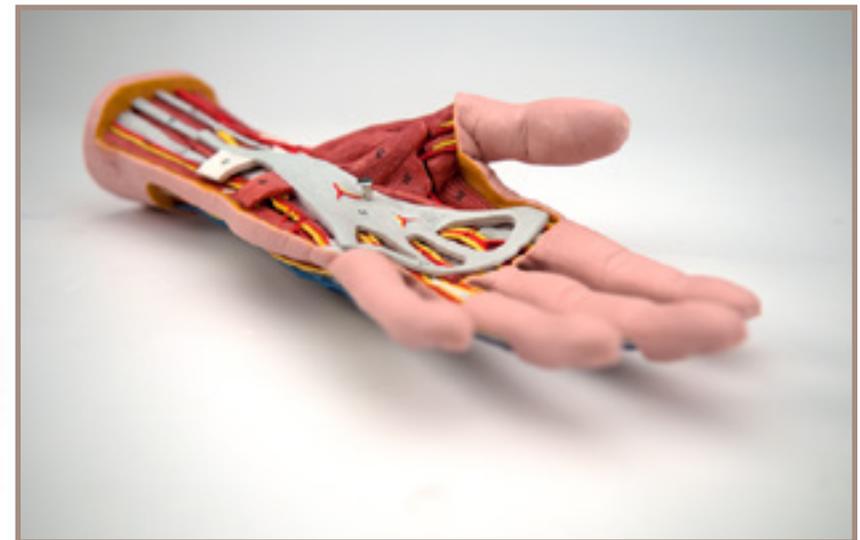
Laerdal Medical is dedicated to helping save lives with products for CPR training, advanced life support training and trauma training. The focus of the company is patient simulation made for using traditional basic, intermediate and advanced training techniques combined with micro simulation and virtual reality. Laerdal's commitment to helping save lives is based in a proud history since the beginning of modern medicine. For over 60 years they have continuously strived to develop needs-based products and solutions to meet your educational and clinical needs – deeply rooted in a strong dedication to improve patient survival.

[www.laerdal.com](http://www.laerdal.com)



3B Scientific is the world leader in manufacturing and marketing didactic material for medical and patient education, and scientific teaching aids. Within 3B Scientific's wide range of products you will find artificial skeletons made from natural casting, anatomy models, workshop bones, CPR trainers, patient care mannequins, epidural and spinal injection trainers and other medical simulators, as well as teaching aids for the fields of physics and biology. Furthermore, 3B Scientific offers acupuncture needles and tools, as well as kinesiology tape, physical therapy, massage and fitness products. 3B Scientific provides highest-quality products made of durable material at fair prices, excellent customer service & after sales support.

[www.3bscientific.de](http://www.3bscientific.de)





# PATIENT TRANSPORT & MOBILE SOLUTIONS

In an emergency situation every second counts and paramedics have to rely on solid means to bring a patient to the nearest hospital or clinic – if it's in rough terrain or within the city.

We are offering a wide range of ambulance models which can be customised according to your requirements.

In some cases it is not about bringing a patient to a hospital but to reach patients which do not have access to healthcare services. For outreach missions we can provide specialised mobile clinics which can be equipped for dental

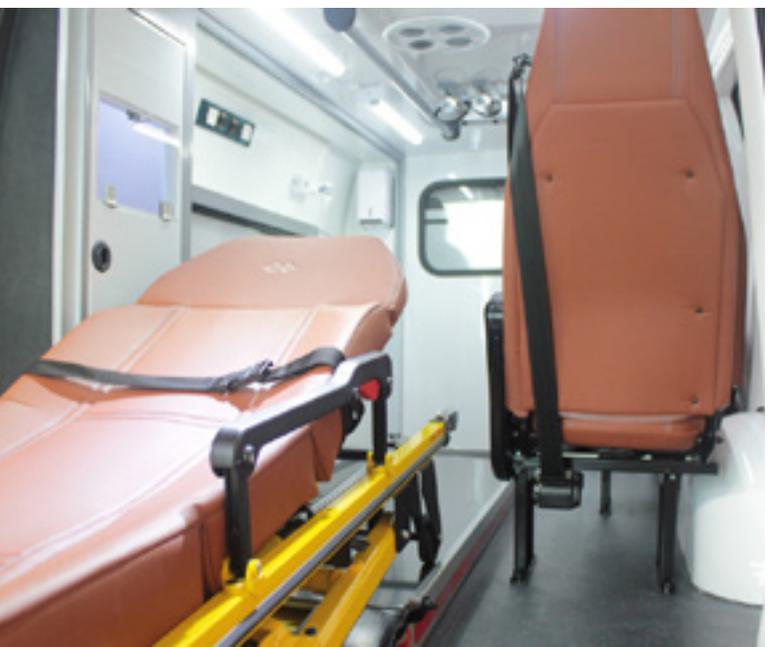
examinations, ophthalmology, x-ray and many other equipment for diagnosis and treatment. If the requirement is more complex and goes beyond the capability of mobile teams, we can offer field hospital solutions.

Used by the military, NGOs and the Oil and Gas industry – the purpose is to provide quality healthcare in remote areas.

The Achelis group of companies has years of experience in mobile hospital solutions and is a long-term supplier for various armed forces missions on the African continent.



# AMBULANCE CONVERSIONS





●●● **matachana**

Besides Sterilization Equipment, the Matachana Group carries out complete customised equipment projects for anatomical pathology units in hospitals, funeral home and judicial buildings. The range of products include autopsy tables, dissection tables, mortuary chambers and complements. A professional team of designers can provide 3D drawings for complete solutions.

[www.matachana.com](http://www.matachana.com)



# MORTUARY EQUIPMENT

By providing the complete product range of anatomical pathology and morgue, Achelis offers autopsy tables, dissection tables, mortuary chambers and complements.

In close cooperation with experienced manufacturers, we can carry out complete customised equipment projects for anatomical pathology units in hospitals funeral parlours and judicial buildings.



## Laundry Equipment



## Generators



## Waste Treatment



# HOSPITAL INFRASTRUCTURE

Various hospital equipment such as laundry machines, generators, battery back-ups, fume hoods and many more is often neglected but very important.

Achelis provides the whole range of hospital infrastructure to complete all needs of the customers and to ensure efficient operations from A to Z.



Our Healthcare & Scientific Division is backed up by over 15 technical staff.

## After Sales Service

After sales service is critical to our business and is an essential part of our product offering. Achelis has qualified engineers to guarantee professional installation and commissioning as well as full uptime of the supplied equipment.

We have well-equipped workshops for backup support and regular maintenance, service vehicles for on-site installation, commissioning, maintenance and repairs.

All these are complemented by highly trained and skilled personnel to handle all service requirements.

## Turnkey

Achelis can provide complete turnkey solutions. Depending on the requirements, we can realize large projects including planning, consulting, specific civil works, delivery, installation, training and service.

## Workshop

We also offer service and maintenance contracts on an annual basis and/or during the life of the equipment based on customers' requirements. Service can be done on site in the hospital or laboratory or in our workshops.

We guarantee a quality service across all of our operations. Our quality is guaranteed through a combination of high standards, careful process planning, intelligent direction and skillful execution.

Our Technical Support Division is backed by over 15 highly skilled technical and biomedical staff in the region.



## Our EHS Policy

- At Achelis we pride ourselves on our rigorous Environmental, Health and Safety (EHS) Policy, which is measured by customers, shareholders, suppliers and employees alike, and both adds value and enhances our competitive advantage in the marketplace. EHS excellence is integral to all of our business strategies and we consider stakeholder expectations in our decision-making process.

### We focus on the following areas:

- **Sustainable Business**  
Achelis is committed to minimizing any impact of our operations and products on the environment. Our EHS efforts focus on the prevention of injuries and illnesses,

protection of the environment, conservation of resources and pollution prevention.

- **Employees**  
Health and Safety of our employees is paramount and we believe that all incidents, injuries, and occupational illnesses are preventable. We have strict Health and Safety policies in place. We promote healthy lifestyles for our employees and their families.
- **Business Integration**  
We integrate EHS into all phases of the Achelis business across all our East Africa regional offices and operations.
- **Compliance**  
We commit to meet regulatory and company requirements consistent with Achelis' ethics and compliance policies on. We work to create a "zero incident mindset" and to

continuously improve our EHS performance through the implementation of Achelis' EHS Management System Standard.

- **Customers, Suppliers and Contractors**  
We partner with our customers, suppliers and contractors to create mutual value from our EHS programs.
- **Community and Government**  
We are committed to producing products in safe workplaces that are environmentally responsible. We participate in and contribute to local and governmental EHS initiatives that improve the quality of life in the communities where we live and work.
- **Transparency**  
Increasing the transparency of our EHS performance will make Achelis a stronger, more sustainable company.

We are committed to measuring, reviewing and reporting on our performance.

- **Governance**  
Achelis Management for Health and Safety is responsible for implementation of our EHS policy. The Achelis Board of Directors has oversight regarding significant public policy with respect to our relationships with shareholders, employees, customers, competitors, suppliers and the communities in which we operate.

Achelis complies with international EHS laws and regulations and implements internationally recognized standards. Achelis management and employees are committed to developing opportunities in our markets ensuring compliance with EHS policy without compromising the environment, health and safety and social responsibility.



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