



MEDIA RELEASE

Uniphos expansion will benefit U.S. customers through high quality instruments and competitive pricing

June 30, 2015; SUGAR LAND, TEXAS – Uniphos Envirotronic Pvt Ltd. (Uniphos) is expanding its gas detection tube business to the U.S. and has opened an office in Sugar Land, Texas, which will enable the India-based company to offer its high quality instruments to local customers at competitive pricing.

Rajju Shroff, Uniphos founder, said as the company's market share of agro-chemicals continues to increase in the U.S., they opted to concentrate on detection equipment.

"We found that detection equipment for pollutants in ambient air and in liquid effluents were not only expensive but had a lot of problems of maintenance, repair and calibration," said Shroff. "This provided the motivation for us to enter into the business of gas detection instruments and provide not only a solution to these problems but also provide them with superior quality instruments at a much lower price."

Brent Yaschuk has been recruited to fill the role of CEO of Uniphos Americas, and with his extensive experience in this industry will be instrumental in growing the business in the U.S.

"We know that Brent is not only very enthusiastic but also creative in his marketing talents," said Shroff, adding "we have big plans for expansion of all our activities. We are going to diversify with new instruments based on emerging technologies. We are also looking for wider markets for our products, and also acquiring companies which can develop fast with inputs from our team in India and in other parts of the world."

Part of this expansion involves the transition of the Uniphos/KWIK-DRAW gas detection tube business in North America. Uniphos will be transitioning from its master distributor, ION Science, based in Stafford, TX.

According to Yaschuk, this will enable Uniphos to provide outstanding customer service and support to its distribution channels, while providing a focus for end users with Uniphos gas detection technologies.

"We are excited about this opportunity and look forward to meeting with customers to identify ways we can bring value to their operations through our safety-focused gas detection equipment," said Yaschuk.

Yaschuk is pleased to be working with Uniphos, as he appreciates the company's scientific talent, as the original developer and producers of gas detection instruments. That capability has resulted in the company's reputation today of providing the best "After Sales Services" to its customers around the world.



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