

# Press Release



## LUM enters into a sales partnership for the food and beverage sector in France

Berlin, 20.12.2021:

In November 2021, LUM GmbH started a sales partnership with the French company LABORATOIRES HUMEAU in order to be able to offer customers in the food and beverage industry and the corresponding research institutions even greater expertise in solving their questions in the field. Under the patronage of LUM France, LABORATOIRES HUMEAU will use its own expertise in this special market segment to convince undecided users of the advantages of LUM measuring devices.

LABORATOIRES HUMEAU is a distributor of laboratory equipment and reagents. Since its inception, the company has been a leader in the agro-food industry. The development of Laboratoires HUMEAU revolves around the following axes: a very strong field presence and a specific product range with the support of a booming technical service.

LUM GmbH was founded in 1994 with its headquarters in Berlin. LUM has a branch in France and 3 subsidiaries in the USA, in China and in Japan. LUM GmbH has decades of scientific and metrological expertise in fields such as:

- Particle characterization
- Analysis of suspensions & emulsions
- Determination of joint and layer strengths
- Quality control & process optimization.

Customers around the world use the LUMiReader® PSA separation analysers for real-time characterization of aroma emulsions, plant-based beverages and for determining particle size distribution. The analytical photocentrifuges LUMiFuge® and LUMiSizer® for fast direct stability analysis of food (such as fruit, vegetable, milk and egg products, fats and oils) and for determining the particle size distribution of ingredients are standard devices in many R&D and QC departments. Since plant-based, animal-based and mixed products can be easily examined, there are hardly any limits to the applications. New applications such as centrifugal filtration support research and development in the food sector.

Susanne Lerche-Merchant, COO of LUM GmbH: "This new partnership fits into our strategy for the continuous further development of our international subsidiaries and branches into local network centres. In this crisis-proof market segment, we are now reaching even more French users and we see growth potential here too. The combination of the sales competence of LABORATOIRES HUMEAU in connection with our own knowledge of solutions for the users makes us optimistic for the future and allows LUM France to set new focuses in other areas. "

Jean Christophe Toux, CEO: "Laboratoires HUMEAU's policy is to offer its customers the widest range of equipment and consumables to meet all the expectations of the analytical laboratory world. The cooperation with the company LUM, manufacturer of instruments for the characterization of dispersed systems, corresponds perfectly to this urge to research and

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offers our customers in the agricultural and food sector various analysis technologies, where the company is one of the market leaders in the distribution of laboratory devices. "

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On the enclosed photo: Sylvain Gressier, LUM France, Frederic Patarin, Laboratoires HUMEAU