

Romer Labs®

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Romer Labs 集团总裁
Eva Wanzenboeck 女士
Ms. Eva Wanzenboeck, the
President of Romer Labs



全球研发总监 Kurt Brunner 先生
Mr. Kurt Brunner,
the Global R&D Director



亚太区总经理 Yongwee Liao 女士
Ms. Yongwee Liao,
the GM Asia-Pacific



ROMER 国际贸易（北京）
有限公司总经理周旌先生
Mr. Jing Zhou, the GM of Romer
Labs (Beijing) Co., Ltd.

随着世界各地对食品安全的呼声越来越高，各国政府监管机构、科学工作者以及产业的管理者正在积极寻找保护消费者的最佳解决之道。2017年11月1日，中国国际食品安全与质量控制会议在北京隆重举行，900多名来自海内外的行业人士共聚一堂，针对食品安全的政策法规、监测预警、管理防控、分析检验与应用方案等热点专题展开深入探讨。相关领导和专家共同探讨当前食品安全形式与面临的挑战，探索怎样以最合适的和最经济的方式强化食品保护的各种解决方案，进一步提高食品安全治理能力和保证水平，提高食品安全相关检测机构的能力和企业的自检自控能力，从源头治理各种不安全因素，为食品安全保驾护航。

Romer Labs 作为中国国际食品安全与质量控制会议全球合作伙伴和专题召集单位，在食品安全监测与防控技术专题研讨会上，结合中国目前食品安全的现状，邀请了中国国家风险评估中心以及欧盟食品安全研究领域的多位著名专家，共同探讨并交流了食品安全中过敏原、霉菌毒素以及致病微生物的监测防控方案和快速检测技术。Romer Labs 集团总裁 Eva Wanzenboeck 博士发表了《Romer Labs 让世界食品更安全》的演讲；Romer Labs 集团全球研发总监 Kurt Brunner 先生不仅做了《致敏蛋白及食品过敏原检测中的困难与挑战》的专业报告，更是为大会的霉菌毒素专题分享了当今真菌毒素的研究趋势、污染状况的数据分享、隐蔽性真菌毒素和参考物质的革新性制备方式等研究项目进展的先进经验和信息；Romer Labs 集团亚太区总经理 Yongwee Liao 女士发表了《即食食品加工环境中的李斯特菌防控》的演讲。为进一步了解 Romer Labs 取得的发展成就，经济日报中国经济信息记者专程采访了包括中国公司总经理周旌先生在内的 Romer Labs 集团四位高管负责人。

Romer Labs 是世界著名的食品安全检测产品生产供应服务商，凭借着先进的产品和专业的技术，为食品及饲料安全提供从田间到餐桌各个环节的检验技术和产品，是行业内为数不多能够同时进行技术研发、生产销售和委托验证分析服务的集团性专业公司。

Romer Labs 集团总裁 Eva Wanzenboeck 博士介绍说，Romer Labs 在全球拥有 4 个获得 ISO17025 认证的食品安全检验分析专业实验室，为全球 60 多个国家的众多大型企业及政府监管机构提供产品、检验技术研究、产品应用以及实验室检验能力验证等相关服务。Romer Labs 一致遵循着领先技术、优质服务、迅速响应的 3S 核心价值策略，对用户的需求响应迅速，并提供优秀的科技产品和全方位的非常优质的完善服务。2009 年，Romer Labs 在中国成立了全资子公司。周旌先生作为中国公司的总经理对公司做出了极大的贡献，非常敬业和优秀，尤其在跨国公司和政府部门之间的交流和合作方面表现十分出色。要在中国发展，必须实施本土化策略才能更好地服务我们的顾客群。她强调说：“在周总的带领下，Romer Labs 中国公司与中国客户关系融洽，用户对我们的产品技术和应用服务非常满意，可以看到，今天 Romer Labs 中国公司的业绩越来越好，知名度也是越来越高。”

Eva Wanzenboeck 总裁强调：“Romer Labs 在 30 多年的发展中始终坚持着一个基本原则，那就是保证给客户提供的全部是高品质产品和优质的服务。这个服务不仅仅是把产品销售给客户，同时包括对客户的售前和售后服务，其中包括技术服务和客户所需要的应用支持。我们的理念是不但要让客户用到最好的产品，同时还会提供真正有价值的服务。我们可以把公司的产品线运用到顾客的技术平台上，使得他们比较方便地使用在他们需要的地方，以达到更加灵敏和更加精确的效果。Romer Labs 在提供产品的同时，也提供整体方案。例如，我们在位于无锡的姊妹公司——百奥明公司的生产工厂里配置了价格昂贵 SCIEX 液质联用仪器，来帮助他们在具体应用服务领域做调查研究，这有助于我们积累并且为客户开发更好的检测技术和提供更完善的应用方案。”

谈到低碳科技，Eva Wanzenboeck



Romer Labs 奥地利总部

食品及饲料安全检测行业的引领者

Romer Labs, the Pacemaker of the Food and Feed Safety Testing Industry

—— Interview with Ms. Eva Wanzenboeck, the President of Romer Labs, Mr. Kurt Brunner, the Global R&D Director, Ms. Yongwee Liao, the GM Asia-Pacific, and Mr. Jing Zhou, the GM of Romer Labs (Beijing) Co., Ltd.

—— 访 Romer Labs 集团总裁 Eva Wanzenboeck 女士、全球研发总监 Kurt Brunner 先生、亚太区总经理 Yongwee Liao 女士、ROMER 国际贸易（北京）总经理周旌先生

□记者 李莉 陈海燕

总裁说：“Romer Labs 已经先于总部达到 2023 年的要求。总部公司刚刚建成的技术和研发中心，是最高级别的白金标准水平，大楼的供水均采用循环重复使用的自动化水处理系统，空调系统则完全使用太阳能……所有的能源均来自大自然，为了响应集团公司环保理念和目标，Romer Labs 集团在产品技术和应用上也做了改进，例如我们最新研发的霉菌毒素快速检测试纸条，传统的提取技术必须依赖化学试剂，而现在一瓶纯净水就可以完全替代化学试剂完成实验，完全符合环保和现场技术应用的发展理念。” Romer Labs 全球研发总监 Kurt Brunner 先生说：“公司的研发理念就是把顾客的要求体现在产品技术上，利用我们的技术研究和质量性能保障平台研发出新产品，这样才更能符合客户的需求，才可以真正为我们的客户提供增值的技术和服务。我们要用前瞻性的思维来思考今后 5 年甚至 10 年市场突飞猛进的变化，是否有一些技术我们根本想象不到。所以我们就有一个想法，推出一些新的技术平台，来帮助有特殊要求的顾客群。这三个平台我们现在都在同时进行。”

亚太区总经理 Yongwee Liao 女士拥有 15 年以上在亚洲食品安全检测市场的工作经验，特别是在食品安全的卫生监测、过敏原与食品致病菌检测市场，组织过很多有关食品致病菌以及过敏原的研讨会。她说：“提高公众食品安全特别是即食食品加工环境中的防控和检测非常重要。致病性李斯特菌（单增李斯特菌和绵羊李斯特菌）主要来



右二亚太区总经理 Yongwee Liao 女士，右一全球研发总监 Kurt Brunner 先生
左二 Romer Labs 集团总裁 Eva Wanzenboeck 女士，左一 ROMER 国际贸易（北京）有限公司总经理周旌先生

源于食物。根据人群的体制不同，李斯特菌可能引起轻微的肠胃炎、甚至引起血液感染、神经中枢感染和流产。李斯特菌感染后的致死率高达 20%-30%。为了降低食品污染的可能，针对环境中的李斯特菌属和单增李斯特菌的检测是非常有必要的。美国食品药品监督管理局（USFDA）出台的《即食食品单增李斯特菌的控制》草案中规定了所有将风险最小化需要进行的规范操作。不仅专注于李斯特菌污染的来源，更关注污染的根本原因。其根本目标是消除所有潜在的致病菌污染源。”

Romer Labs 中国公司总经理周旌先生说：“我们希望在 3—5 年中，能够提供更加高科技的产品，这样才能够符合我们现在的技术和应用的需要。另外，我们希望能够用最直接的方法对我们的最终用户进行服务，这实际上就意味可以将 Romer Labs 的品质、标准、方式、理念直接服务于 Romer Labs 产品的最终用户。从 2001 年进入中国市场，到 2009 年成立

中国公司至今，无论从产品应用、客户满意度反馈、市场的商业地位，以及今后的规划等方面来看，Romer Labs 总部对在中国的发展充满信心。中国市场很大，但是机会和挑战并存。现在一些同行无论从技术、产品，还是应用和服务方面几乎和我们不相上下，这就给我们提出了一个非常大的需要解决的课题。一方面我们要继续将现有的工作做得更好，另一方面如何在竞争中更加体现我们的优势和更好的服务？举个成功案例：Romer Labs 是真菌毒素检测技术的领导者，拥有丰富的检验产品技术和应用经验。SCIEX 公司则是高效液相色谱—质谱联用系统行业的领先者，双方强强联合实现战略合作，优势互补实现了公司业务推广效益和客户服务效果最大化。我们需要发挥资源整合的能力，使两个最好的公司研发出最好的应用技术和解决方案，让双方的用户成为最大的受益者，Romer Labs 公司希望在未来的市场工作中成为一个组织者，为客户整合技术和应用资源，为客户实现最好的产品加上最好的应用方案。如果我们可以实现这个愿望，就可以支持 Romer Labs 在中国竞争激烈的市场中保持至少 5—10 年的领导地位。”

“Making the World's Food Safer”是 Romer Labs 的使命和宗旨。Romer Labs 始终不渝地在为食品安全提供高科技、高品质的产品与技术服务，让我们这个世界的食品更安全。Romer Labs 还将继续致力于在食品安全领域，探索高效经济的食品质量控制方案，用技术创新搭建健康中国的基石。

More and More attention were received for food safety worldwide, government regulators, scientists and industry executives are actively working on how to protect consumers in a better way. November 1st, 2017, China International Food Safety & Quality Conference (CIFSQ) was held in Beijing, and more than 900 industry participants from domestic and abroad took wide and deep discussions on the topic of policies and regulations, monitoring and warning, prevention and control, analysis and inspection, and application



罗马实验室在中国国际食品安全与质量控制会议的展位强势吸睛

solution as well as other hot topics related to the food safety issues during this grant event. Regarding current situation and challenges of the food safety testing industry, the leaders and experts are probed into an appropriate and cost-effective approach to deliver various solutions on food protection, urged the relevant authorities to improve the food safety regulation and assurance level, and encouraged food safety testing organizations and food firms to enhance their testing capacity and self-inspection / control capability, so as to remove unsafe factors from the source and fully protect food safety.

As one of the CIFSQ Conference's global copartner and theme workshop convener, Romer Labs, combined with current food safety situation, invited famous experts from China National Center for Food Safety Risk Assessment and professors from EU food safety fields to discuss and exchange the monitoring and control programs and rapid test of allergens, mycotoxins and pathogenic microorganism in food safety. During the conference, Dr. Eva Wanzenboeck, president of Romer Labs, made the speech "Romer Labs Make the World's Food Safer"; Mr. Kurt Brunner, Global R&D Director of Romer Labs, not only did a professional report on "Difficulties and Challenges in Allergic Protein and Food Allergen Testing", but also shared the current mycotoxin research trends, data sharing on pollution status, masked mycotoxins, and innovative preparation on reference materials and other aspects in the mycotoxin symposium; Ms. Yongwee Liao, the GM Asia-Pacific of

Romer Labs, gave the speech "Listeria Monocytogene Prevention And Control In Instant Food Processing Environment". In order to learn more about Romer Labs' achievement, Economic daily China Economic Information correspondent interviewed with four executives of Romer Labs Group, including Mr. Zhou Jing, the general manager of Romer Labs China.

Dr. Wanzenboeck introduced that Romer Labs has 4 ISO 17025 certificate laboratories focus on food safety testing across the world and delivers the products and services related to testing technology research, product application and laboratory proficiency test to the customers over 60 countries worldwide including Multi-national enterprises and institutes of government supervision. Romer Labs adheres to the core value strategy "Leading Science, Quality Service and Speed Response". In 2009, Romer Labs established a wholly-owned subsidiary in China, Mr Zhou held its general manager and made great contributions in the following years. He also made outstanding performance in communication and cooperation with international partners and Chinese technical institutions. The localization strategy must be implemented to better serve our

customers in order to develop business in China. As Emphasized by Wanzenboeck, led by Zhou, Romer Labs China makes close cooperation with Chinese end-users and in return users are very satisfactory for its product technology and application service. As we can see, the performance of Romer Labs China is getting better and winning higher popularity.

President Eva Wanzenboeck emphasizes: "Romer Labs has always adhered to a basic principle in the development of more than 30 years that all the high-quality products and high-quality services provided to its customers are not only selling the products to its customers, but also including the customer's pre-sales and after-sales service which means the technical services and applications support for customers. Our philosophy is not only to allow customers to use the best products, but also provide truly valuable services. We can integrate company's product line with the customer's technology platform, making it easier for them to use where they needed for more responsive and accurate results. Romer Labs also offers products along with overall solution. For instance, the expensive SCIEX LCMS was equipped in our sister company Biomin where her plant was located in Wuxi, and with the testing technology from Romer Labs we help them for Biomin survey in the specific application area, which also help us to accumulate the experience in order that we can help the customers to develop better testing method and provide perfect application



Romer Labs 食品安全专家交流会现场

solution.

Refer to the topic of low-carbon technologies, President Eva Wanzenboeck said: "Romer Labs has already reached its 2023 requirements prior to headquarters. The technology and R&D center office has just built according to the highest level of Platinum standard and water supply of the buildings is recycled of the automation water treatment system, the air-conditioning system completely uses the solar energy..... All the energy comes from the nature, in response to group's environmental protection concept and objective, the Romer Labs group also made the improvement in the product technology and the application, for example our newly developed Mycotoxin rapid test strip, the traditional extraction technology must rely on chemical reagents, and now a bottle of pure water can completely replace the chemical reagents to finish the test, in full compliance with the development of environmental friendly and on-site technology applications."

"Our research and development philosophy is to integrate clients' demands into products and technologies and to develop new products by virtue of our technology research and quality performance assurance platform. By following such philosophy, we can satisfy clients' demands better and deliver added value technology and service to clients actually. With a forward-looking insight, we predict the dynamic change of market in next 5 or 10 years and image future-oriented technologies if there is still some technology's beyond our imagination. For the purpose above, we plan some new technology platforms serving client groups with special demands. Now three platforms of such kind are ongoing at same time." said Brunner.

Liao has been experienced in the Asian food safety testing market for more than 15 years, especially in food safety monitoring, allergen and pathogen testing area, she has organized a series of food pathogen allergen seminars. "It is of great importance to improve the prevention and testing for public food safety in their processing environment especially for ready-

to-eat food. Listeria monocytogene mainly comes from food and may cause mild gastroenteritis and even cause bloodstream infections, central nervous system infections and abortion. Mortality after infection with Listeria is as high as 20% - 30%. Therefore, it is very essential to minimize the possibility of food contamination and strengthen the testing of Listeria and monotonic Listeria monocytogene in food environment. "Guidance for



移液器排枪

Control of Listeria monocytogenes in Ready-To-Eat Foods" issued by U.S. Food and Drug Administration (FDA) specifies all standard practices to minimize risks, and supports efforts to remove Listeria monocytogene contamination resources as well as root causes, so as to eliminate all potential pathogenic bacteria contaminant sources." said Liao.

Mr Zhou Jing said: "we hope that in the following 3 to 5 years, we could develop products having higher technology which will fulfill the updated needs for the technology and application. Additionally, we hope to be able to serve our end users in a most direct way which means that the quality, standard, mode, and concept of Romer Labs can deliver to our end users. Since the first entry to Chinese market in 2001, then the entity established in 2009 until right now, Romer labs' headquarters has been confident of its development in China in terms of product application, customer

satisfaction feedback, market sharing and future planning. Chinese market has great potential which presents both chances and challenges. Now some of our competitors keep pace with us not only in technology, products, but also in application and services which give us great pressure and challenge to face. In this situation, on one hand we have to keep our advantages and even better, on the other hand how to reflect our advantages and provide better services in future competition.

A successful story, Romer Labs as the leader in the mycotoxin testing industry who process abundant testing technology and experienced application while SCIEX held the leading role in HPLC/MS industry. Both companies are able to achieve strategic cooperation by combining their advantages and maximizing the effectiveness of their business promotion and customer service. We need to leverage the power of resources to enable the best of both worlds to develop

the best application technologies and solutions that will make both users the biggest beneficiaries, and Romer Labs hopes to become an organizer in future marketing efforts. For customers to integrate technology and application resources for customers to achieve the best products coupled with the best applications. If such things can be done, we can guarantee that Romer Labs' leading role will last at least 5-10 years in such a highly competitive market in China."

"Making the World's Food Safer" is the mission and objective of Romer Labs. Romer Labs is dedicated to delivering high-tech, high-quality products and services in food safety area and making the world' food safer. Besides, Romer Labs will also continue its commitment to explore cost-effective food quality control solutions in the area of food safety and build the cornerstone of Healthy China with technological innovations.