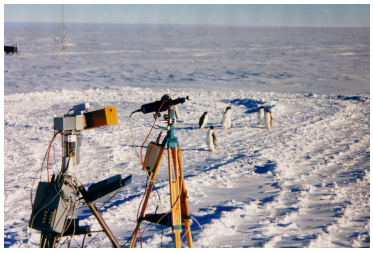
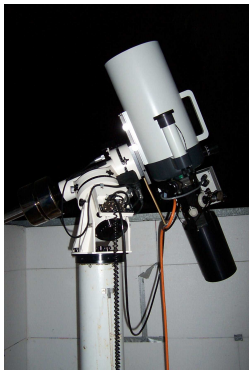
# Dr. Schulz & Partner GmbH





**Company Name:** **Dr. Schulz & Partner GmbH**
**Contact Partner(s):** **Dr. Karl-Heinz Schulz**

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**Product Area:** **Hard and software development**
**Spectrophotometry for atmospheric research**
**Climatic and environmental measurement**

**Key Markets:** **Scientific institutes**
**Government & environmental organisations**
**Industry**

**Mission Statement**

Dr. Schulz & Partner GmbH has the mission to develop and supply innovative and high-quality scientific instruments and services to customers throughout the world. Our vision is to be a key supplier of highly sophisticated and at the same time rugged and easy to use measurement solutions at the leading-edge of technological advancement, and to develop working partnerships with key scientific establishments to support our continual research and development goals.

**Company Description**
The development of our first spectrophotometer began in 1978. Members of our team working at that time at the observatory in Lindenberg forged co-operations to research and develop an instrument to measure sun and sky radiation. In 1984 the first computer-controlled unit, coupled with a photometric head was successfully tested for 6 months in the Antarctic. The advent of the PC and refined micro-electronics enabled the development of the truly portable and application-oriented instruments that we have today.

In 1991 the German meteorological Service took over the Lindenberg Observatory, and the team left the service to found Dr. Schulz & Partner GmbH

Since 1991, Dr Schulz & Partner has been supplying instruments and consultancy services to customers involved in climatic and environmental issues. Starting as specialists in local and regional climatic variations, we have now evolved our technology and expertise to encompass geographic climatic concerns. Typical projects include climatic variations due to geological excavations/mining and industrial development. We have developed special technologies for the measurement of thermal and wind-speed factors. Our specialisation is not just to provide accurate and reliable measurement and analysis, but also solution-oriented consultancy.

As well as being known as experts in our field in the German market we have strong links to the USA and Australia where we have successfully demonstrated our technology.

**Products**
Scientific instruments
Spectrophotometers for atmospheric measurement
Climatic measurement instruments
Atmospheric pollution measurement
Analytical software

**Special Services**
Hard and software development for scientific instrumentation
Security technologies
Consultancy and training in atmospheric/climatic issues

**Company Organisation: Management Team**
Our company is organised so that all members of the management team play an active role in the business and also work in their expert areas both in product development and customer support.

**Marketing and sales are organised in the following way:**
We have built our customer base through reputation and recommendation. We also have a high-profile presence in the scientific community. Our products and services are sold direct to our end-customers and so we have the possibility to supply and support on a world-wide level, including installation, training and consultancy services.

**Support**
Our instruments are designed with self-diagnostic software tools enabling easy set-up, calibration and trouble-shooting. Support is supplied from Germany, normally on a remote basis.

**Special Company Strengths**
Our company is unique in Germany, and building an international reputation, for its expertise and experience in climatic measurement technologies and solutions. This experience enables us also to provide harmonious software and hardware development focused on the end application and the user.

**Wishes for future development , especially international market**
Dr Schulz & Partner is seeking to further develop its contact partners and customers on a world-wide level. We are especially interested in contacting companies and organisations involved in the climatic measurement or environmental monitoring sectors. We would be delighted to discuss with scientific and research institutes interested in technological and know-how co-operations and exchanges.

**References**

Alfred-Wegener-Institute for Polar und Marineresearch Bremerhaven,
Arctic and Antarctic Research Institute, St. Petersburg
German Weather Service
German Aerospace Research Establishment, Berlin,
Baltic Sea Research Institute Warnemünde, Rostock,
Institute for Space Research, Berlin
German Research Council, Bonn
Institute of Troposphere Research, Leipzig
University of Leipzig
University of Mainz
University of Oujda, Marokko
University of Potsdam
National Institute of Polar Research, Tokyo
Bureau of Meteorology, Melbourne
NASA Langley Research Center, Hampton