



Important changes to come...

... sooner or later

LabRobot Distributor Meeting – Gothenburg – September 13, 2013

Longer shelf life

Since the launching of the "New Dilucup" in 2009, the expiry date was 14 months from production date.

A real-time study performed from 2011 to 2013 demonstrated the great stability of Dilucup during storage (*unopened box*).

Based on this study we decided to increase the shelf life of all Dilucups from 14 to 20 months from production date.

Longer shelf life

All batches produced since August 2013 (batch number \geq 0614) are labelled accordingly.

All batches are released according to FIFO (1st in - 1st out)

↳ You might still receive some products with “shorter” shelf life in the coming weeks.

The shelf life for open boxes remains unchanged (recommendation: 2 months between +2 °C and +8 °C).

Optimized range of Dilushakers



Optimized range of Dilushakers

The choice of a Dilushaker model is not always an easy task.

Have you never heard any customer saying?

- *“We normally do only 2 dilutions per sample but sometimes we need to do 5 or 6...what is the best Dilucup format for us?”*
- *“The ramp is nice but we don’t need it routinely... however, it might be helpful when we train a new person in the lab! ”*

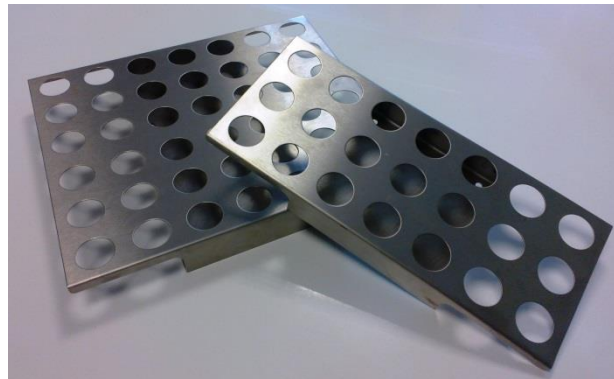
Optimized range of Dilushakers

- *“We would love to get a ramp but a Dilushaker equipped with a 7x6 tray is really too wide for our small bench, how can we do?”*
- *“ Can we install a ramp on our Dilushaker if we need it in the future?”*

Optimized range of Dilushakers

At least (almost) everybody agrees about one fact:
→ an extractible tray is a “must have”.

It means that we can forget the first (screwed) models of
7x3 and 7x6 trays.



How can we simplify the choice even further?

Optimized range of Dilushakers

We propose the following changes:

- *To offer exclusively Dilushaker III models with extractible tray,*
- *To discontinue all models without ramp,*
- *To offer only 2 models:*
 - *40DS42PRXT = 6 LED ramp + extractible tray 7x6*
 - *40DS21PRXT = 3 LED ramp + extractible tray 7x3*

New!

Optimized range of Dilushakers

Advantages:

- Easier stock management (only 2 articles),
- Easier pricing: a unique price per format (recommended price between 1 450 and 1 600 €),
- Every user has a ramp in case he/she needs it,
- The ones who do not want to use the ramp can just turn it off,
- Article 40DS21PRXT combines ramp and limited width.

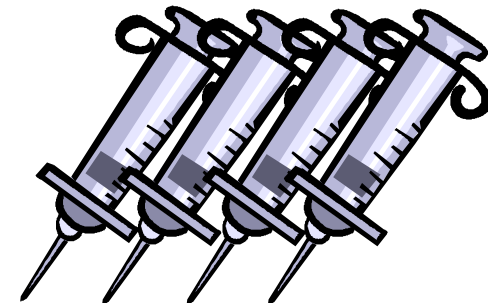
New filling system

The accuracy of the volume of diluent in a Dilucup is one of our big advantages.

Until now we filled the cups with $9,0 \text{ mL} \pm 1 \%$
(ISO standards require $9,0 \text{ mL} \pm 2 \%$)

We are just starting a new filler which will give us:

- Higher precision (goal: $9,0 \text{ mL} \pm 0,5 \%$ or even less)
- More flexibility (various volumes possible in a same blister)



What about plastics?

The easiness to open the cups is one of the most important properties of Dilucup.

Easy-to-open cups make the users happy and limit the risk for splashing.

In 2012, due to the bankruptcy of our supplier we had to find and approve a new “peeling film”.

This is always a complicated task as our production line requires the use of a very specific film able to keep its peeling properties despite a sealing at high temperature.

What about plastics?

A first material was found in June 2012 but, even if the test rolls were wonderful, the final product that we received later sealed very strongly to the cups

→ This material was only used for a few weeks.

We finally found a fully acceptable material (used since October 2012).

The experience we got with this material for almost one year allows us to offer today a good and safe opening combined with an ability of the product to be shipped by plane.

However, we are still dreaming of a much easier peeling...What are the alternatives?

What about plastics?

Alternative 1: Easiest but also most expensive solution:

- To invest in a new production line with 2 sealing stations (budget: approx. 300 000 ”),



- This would (among other benefits) allow to seal the peeling film at lower temperature,
- We have a project %almost ready+and just wait for **you** to sell more before we may finalize it (delivery time from order: 9 to 12 months).

What about plastics?

Alternative 2: To reconsider the combination of the 3 plastic films that constitute Dilucup:

- Instead of always looking for a peeling film that fits to the 2 other materials (cup and lock film) we can reconsider the full combination,
- We are currently working in this direction with a local manufacturer,
- The first results are promising: We have at least a working alternative (with similar properties) if our current supplier would fail to deliver,
- Some further developments are planned in order to reach an easier peeling.

Thank you very much for your attention!

