Distributor meeting

2025

Sales pitches and take-home notes on the Dilucup®System

LabRobot



Drops on the foil

Is the volume accuracy right when the drops follow the foil?

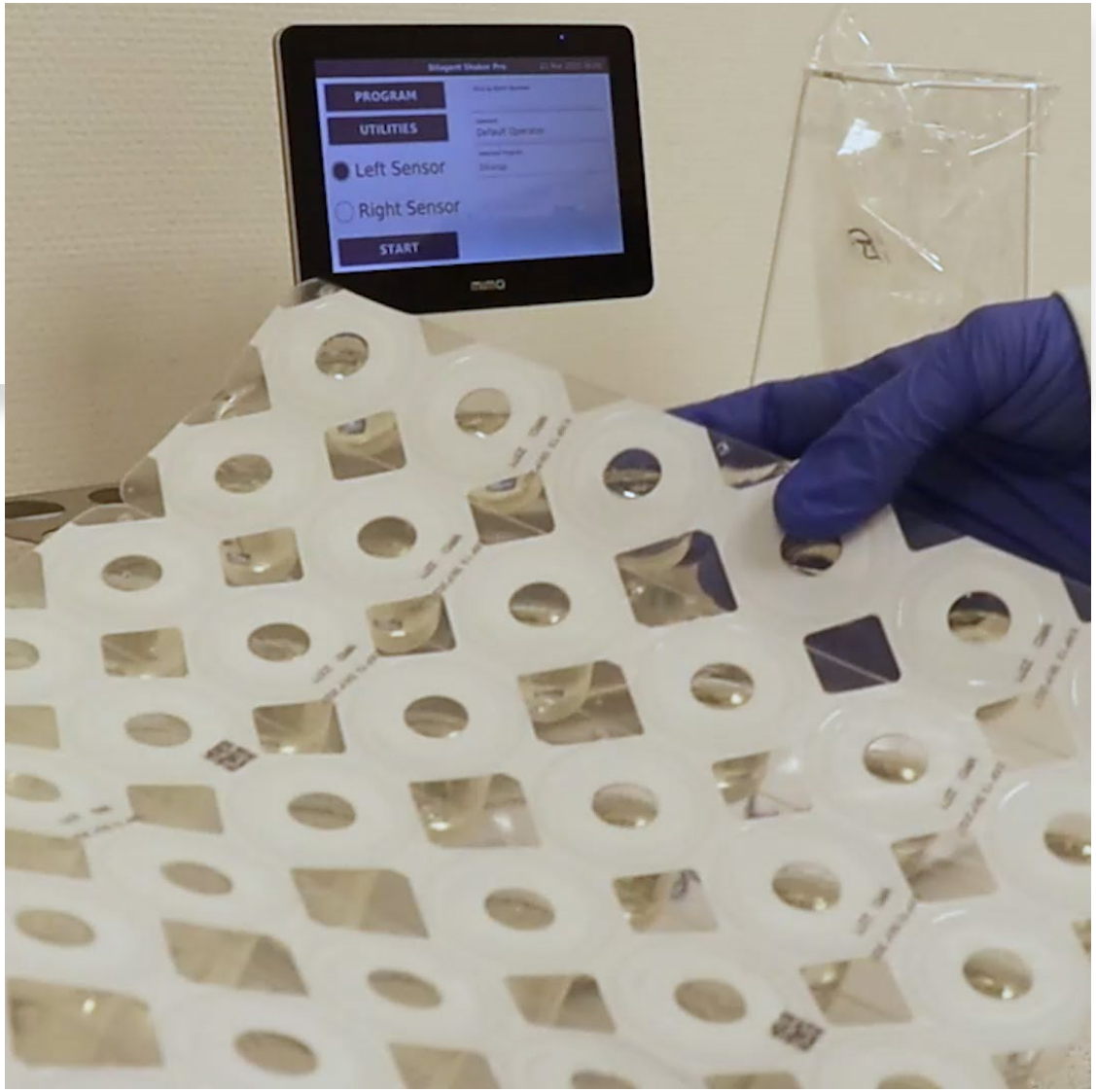
This remark is almost systematic with new users. Indeed, at the beginning customers are often scared that the liquid staying in contact with the film during the opening will affect the accuracy of the volume. In fact, after having done some comparisons between Dilucups and glass tubes, they realize that this small volume doesn't really interfere. Our peeling film is treated with an antifoam to avoid as much as possible this phenomenon, but the problem is that antifoam treatments are not really working after 6 months and customers often use products manufactured more than 6 months ago. If there are really big drops, we suggest turning over the closed cups/blister before use so that these drops can go back down into the cups. Practically, our studies showed that the volume of diluent following the film is approx. 0,3 % and this explains why we try as much as possible to get an average volume of 9 mL +/- 0,3 % in the cups.



How to adjust the number of Dilucups?

The customer usually performs a series of dilutions up to the 7th dilution. What can they do?

It’s rather easy to cut rows of Dilucups if you have good scissors. Of course, they will have to open the 6 cups in two times (4+2 or 2+4), but it shouldn’t be a big problem.



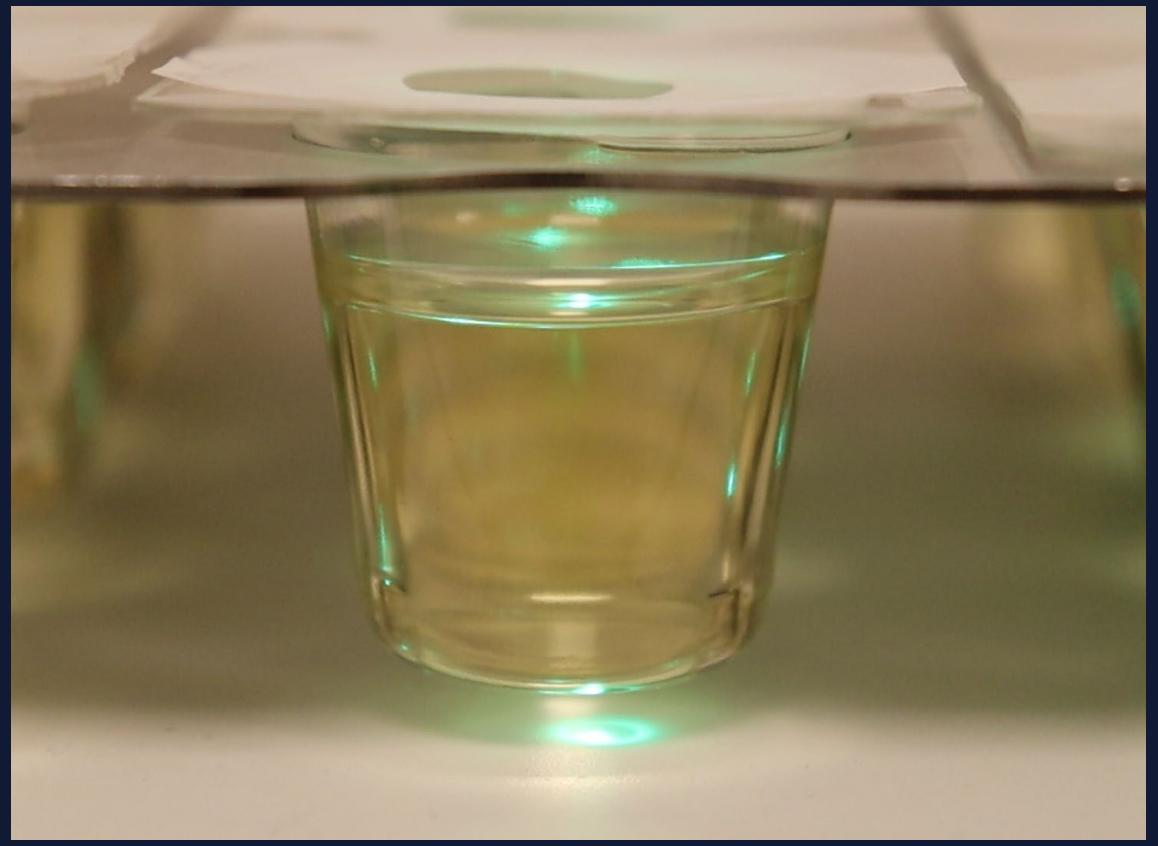
How to open just a few Dilucups without having to cut the blister?



Opaque samples

The customer dilutes samples that are thick and dark. With the first 2 dilutions in the series, there is no visible illumination. Of course, then you can see that the dilution was made in such a cup, because the color of the solution is different, but there is no visible illumination from the device.

If a product is totally opaque it's difficult to see the light through it. In such case, the operator will have to look more at the screen than through the liquid, at least for the 2 fist dilutions. Is it really a problem?



Why is it useful to trace dilutions?



To investigate whether a human error could explain an unexpected enumeration of microorganisms.

- Dilugent® Shaker saves information about Dilucup® batch, operator ID, sample name, shaking time, rotation speed, number of dilutions in a sample and the day and time of the dilution.
- Easy export of data to an USB memory.
- Possible association to LIMS.



Dilucup® System

vs

Inlabtec Serial Dilutor



Dilucup® System		Inlabtec Serial Dilutor
Guaranteed: Usually 9 mL ± 0.5%	VOLUME ACCURACY	Not guaranteed. The pipette must be regularly calibrated.
Available with Dilugent® Shaker. Useful to check if the user made a mistake, e.g. with the order of the samples that could explain an unexpected enumeration.	TRACEABILITY	Not available.
Ready-to-use cups. No preparation/QC/calibration/clean time needed.	TIME SAVING	Time required to prepare/autoclave/QC the media, calibrate the volume, wash/sterilize instrument tubing...
More expensive but diluent is included and the cups are ready-to-use saving on additional labour and material costs.	PRICE OF CONSUMABLES	Cheap plastic bags, but diluent is not included and must be prepared and quality controlled. This means extra money for labour cost, purchase of products like bacterial strains/Petri dishes for QC, etc.
Good standardization. Low variability (always same recipe and procedure). Guaranteed sterility. Fully compliant with ISO standards	VARIABILITY	Poorer standardization. More variability between recipes. Sterility of the media and accuracy of the volume not guaranteed.
Good ergonomics. Less work needed to make dilutions. Easy and convenient.	USER EXPERIENCE	More laborious, more time is needed to make dilutions. Less convenient.

Dilugent®Shaker Pro



Dilugent® Shaker:

3 different versions



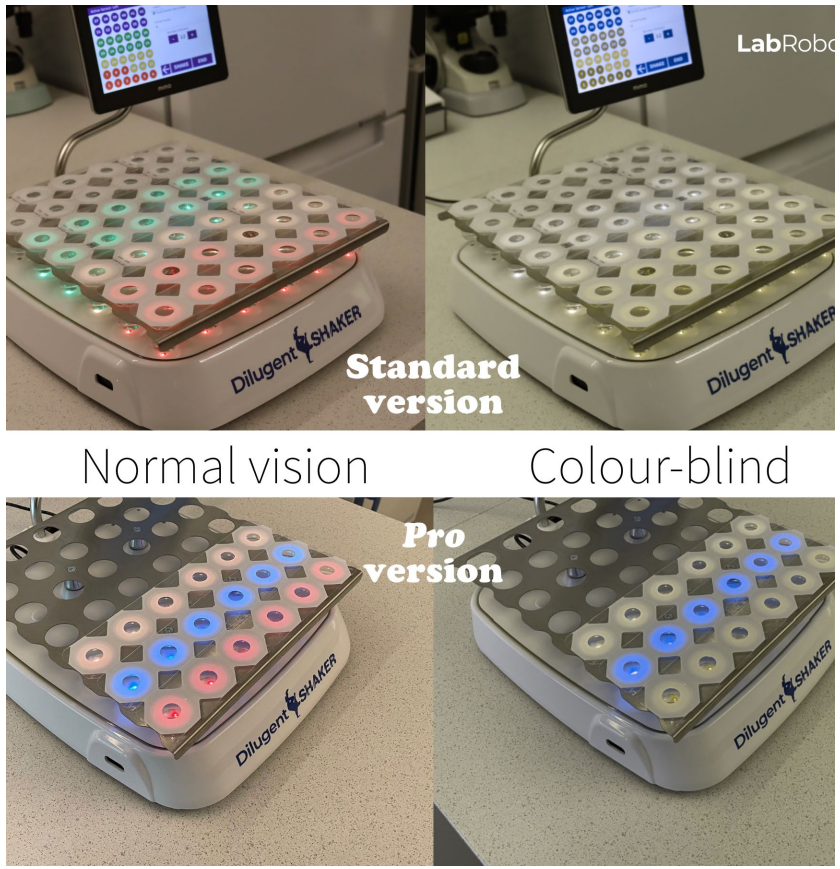
Features	**Dilugent® Shaker *Light***	**Dilugent® Shaker**	**Dilugent® Shaker *Pro***
Possible shaking with footswitch	•	•	•
Selectable working direction *(from left or right)*	•	•	•
Max. saved programs	2	10	10
Visual "service required", service menu	•	•	•
Possible 2D code (bar or QR) reading		•	•
Visual information of active sensor		•	•
Traceability and export of information to USB memory		•	•
Advanced programming			•
Possibility of making several samples in parallel			•
Customizable interface colours			•
Customizable LED light colours			•
Full connectivity *(LIMS interface not included)*			•
Article number	40DGT84**LT**	40DGT84**SD**	40DGT84**PO**

Which version best suits your customers' needs?

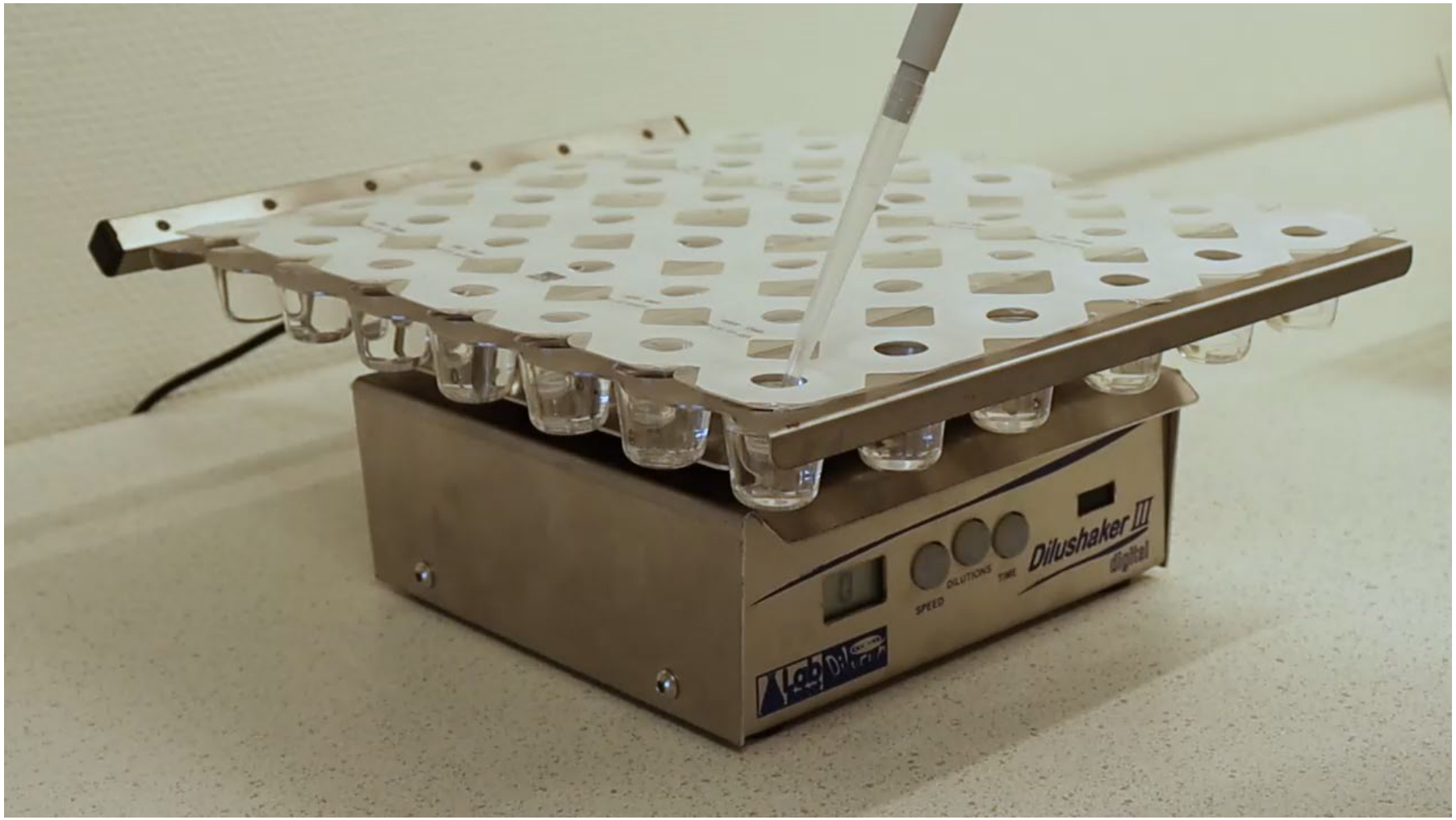
The ***Light*** version **simply offers guided dilutions** with the 3 standard colours. The foot pedal can be used to activate the agitation.
- **Benefits:** budget-friendly.

With the **standard** version, you can trace dilutions and export the data.
-Benefits: tracing dilutions is useful if you need to go back and see how dilutions were made. For example, once you export the data from Dilugent® Shaker you may find that the order of the samples was incorrect, and this explains an unexpected microbiological count.

With the ***Pro*** version you can **program dilutions** as wanted, **change LED colours**, and connect it to **LIMS** in the future *(the LIMS interface must be developed separately).*
-**Benefits:** you can use the Dilucups in the order you want. For example: you can start diluting at the back of the blister or perhaps in the middle. Different LED colour are useful if a user is colour-blind or if the sample to be diluted is very colorful.



Dilushaker III *Digital*



Why is Dilugent® Shaker a better option than Dilushaker III?

Features	Dilushaker III	Dilugent® Shaker
Shaking time	1 to 30 s	1 to 60 s
Motor speed	400, 500, 600 rpm	410, 460, 510, 560, 610, 660 rpm
Number of LED lights	3 or 6	42
Steering by footswitch	Yes	Yes
Optical sensor for shaking	One in the front	Two; one on each side
Total height *(without screen)*	11 cm	8 cm *(more ergonomic)*
Tray removal	Rotate the tray while pressing	Magnetic
Same instrument for 3x7 or 6x7 Dilucups	No	Yes
Traceability of dilutions	No	Yes
Shake without influencing the LED lights	No	Yes
Simultaneous dilution series with optical guide	No	Yes



Dilucup® Elegance: diluents

NACL

Saline solution

Buffered solution including
NaCl 8,5 g/L

40DENACL3: 3 cups/row
40DENACL6: 6 cups/row

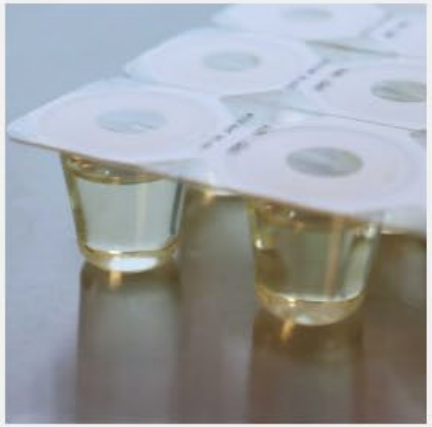


MRD

Maximal Recovery Diluent / Peptone Salt

Buffered solution including
peptones 1 g/L, NaCl 8,5 g/L

40DEMRD3: 3 cups/row
40DEMRD6: 6 cups/row



BPW

Buffered Peptone Water

Buffered solution including
peptones 10 g/L, NaCl 5 g/L

40DEBPW3: 3 cups/row
40DEBPW6: 6 cups/row

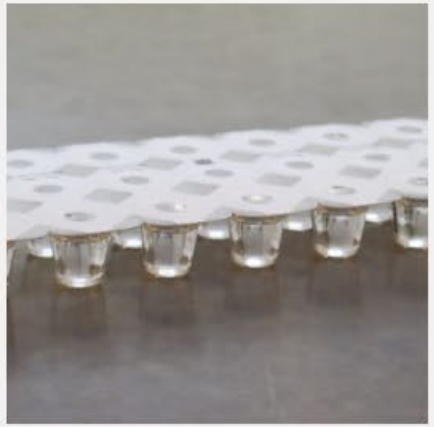


EP

Eau peptonée / Peptone Water

Buffered solution including
peptone 0,1%

40DEEP3: 3 cups/row
40DEEP6: 6 cups/row



DW

Deionized Water

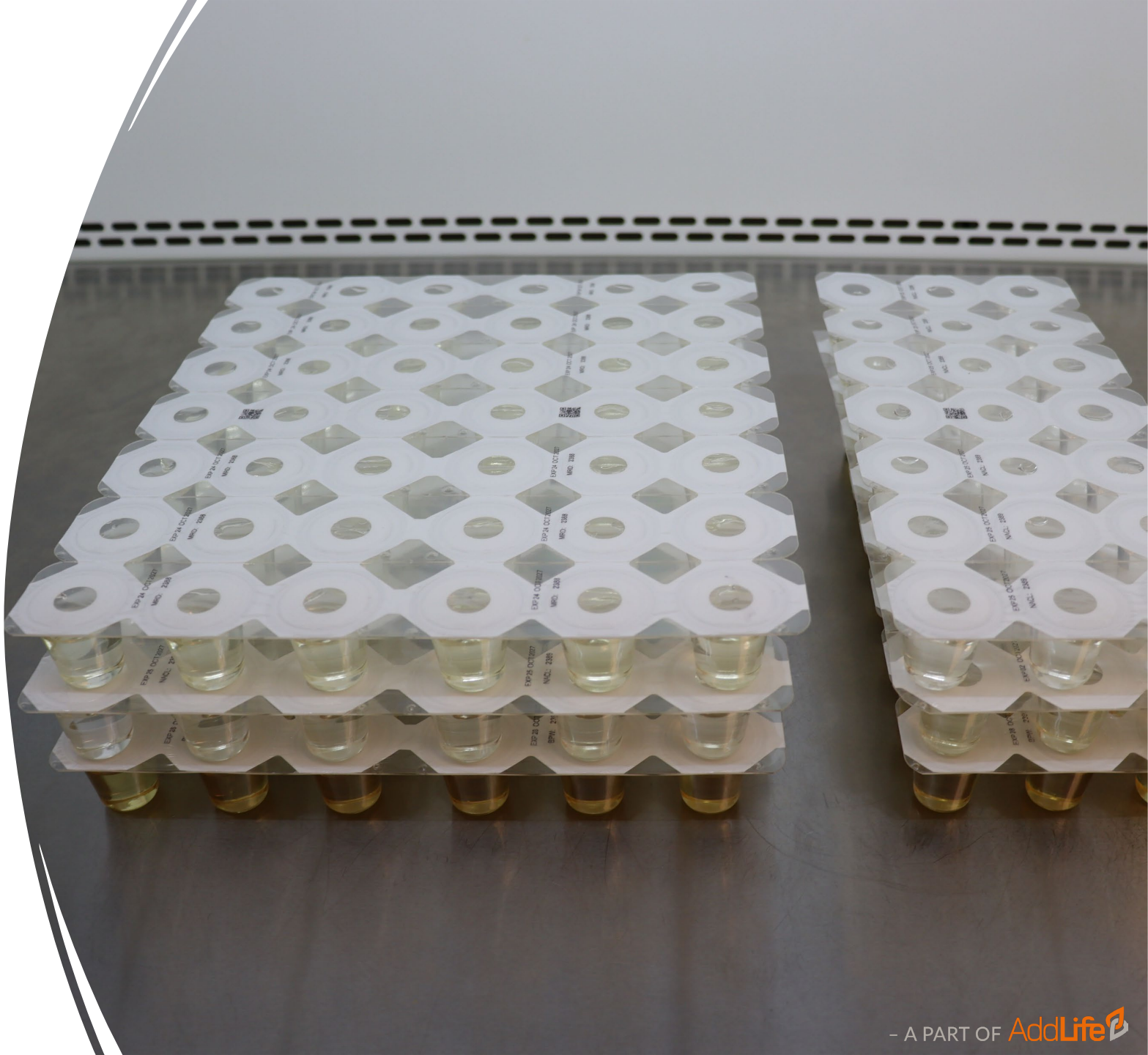
Composition: Deionized water
Conductivity: less than 10 µS/cm

40DEDW3: 3 cups/row
40DEDW6: 6 cups/row



Dilucup® Elegance

- Volume: 9 mL ± 2 % (according to ISO 6887-1:2017)
- pH: 7,0 ± 0,2 (according to ISO 6887-1:2017)
- Microbiological productivity: verified with *E. coli* and *S. aureus* (according to ISO 11133:2014)
- 30 month shelf-life
- Sterile: produced in a clean-room and sterilized by irradiation
- Quantity: 672 total cups/box
- 3 cups / row:
  2 bags x 16 blisters x 21 Dilucups per box
- 6 cups / row:
  2 bags x 8 blisters x 42 Dilucups per box



LabRobot

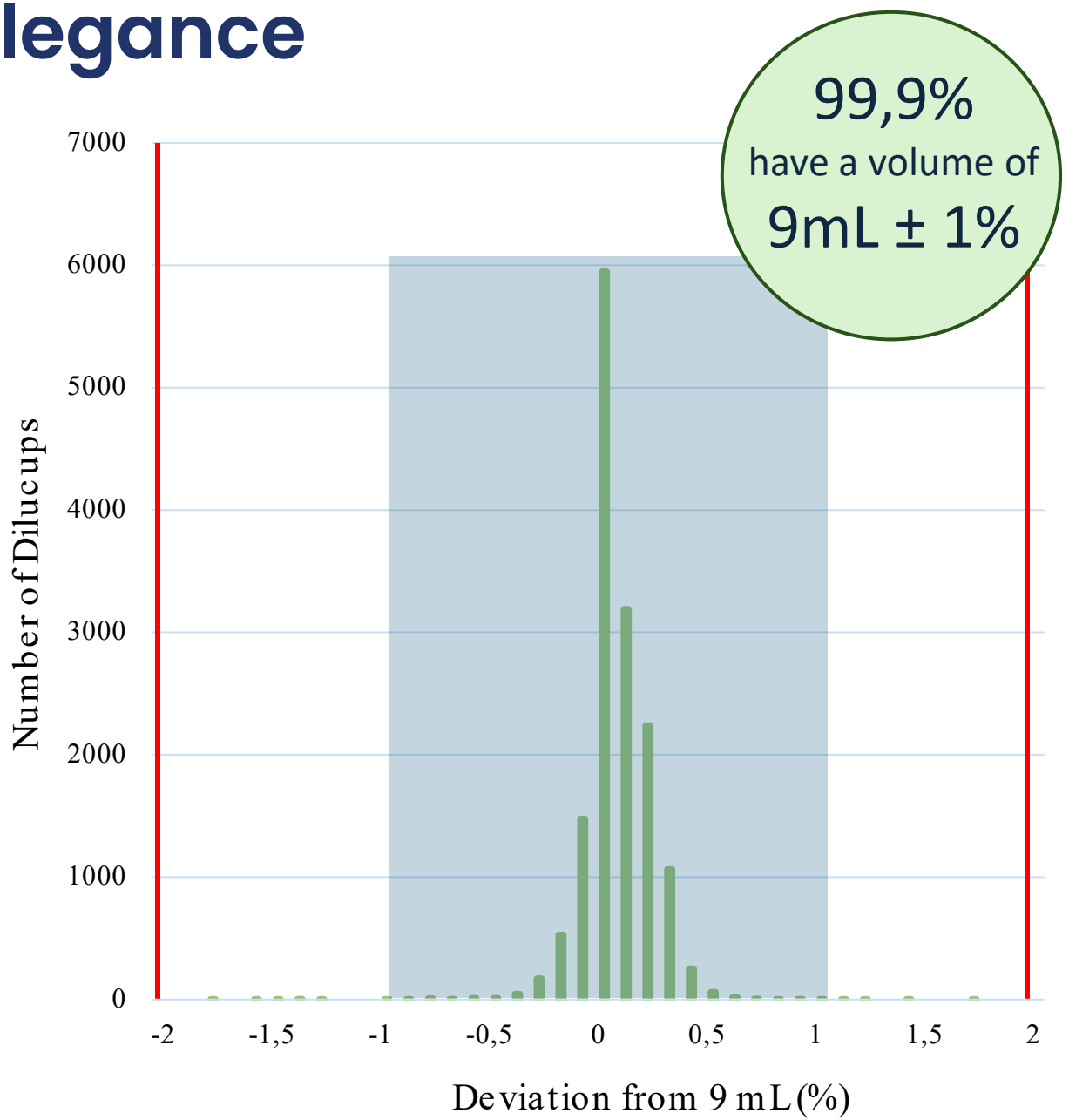
– A PART OF AddLife

Dilucup® Elegance



Dilucup® Elegance

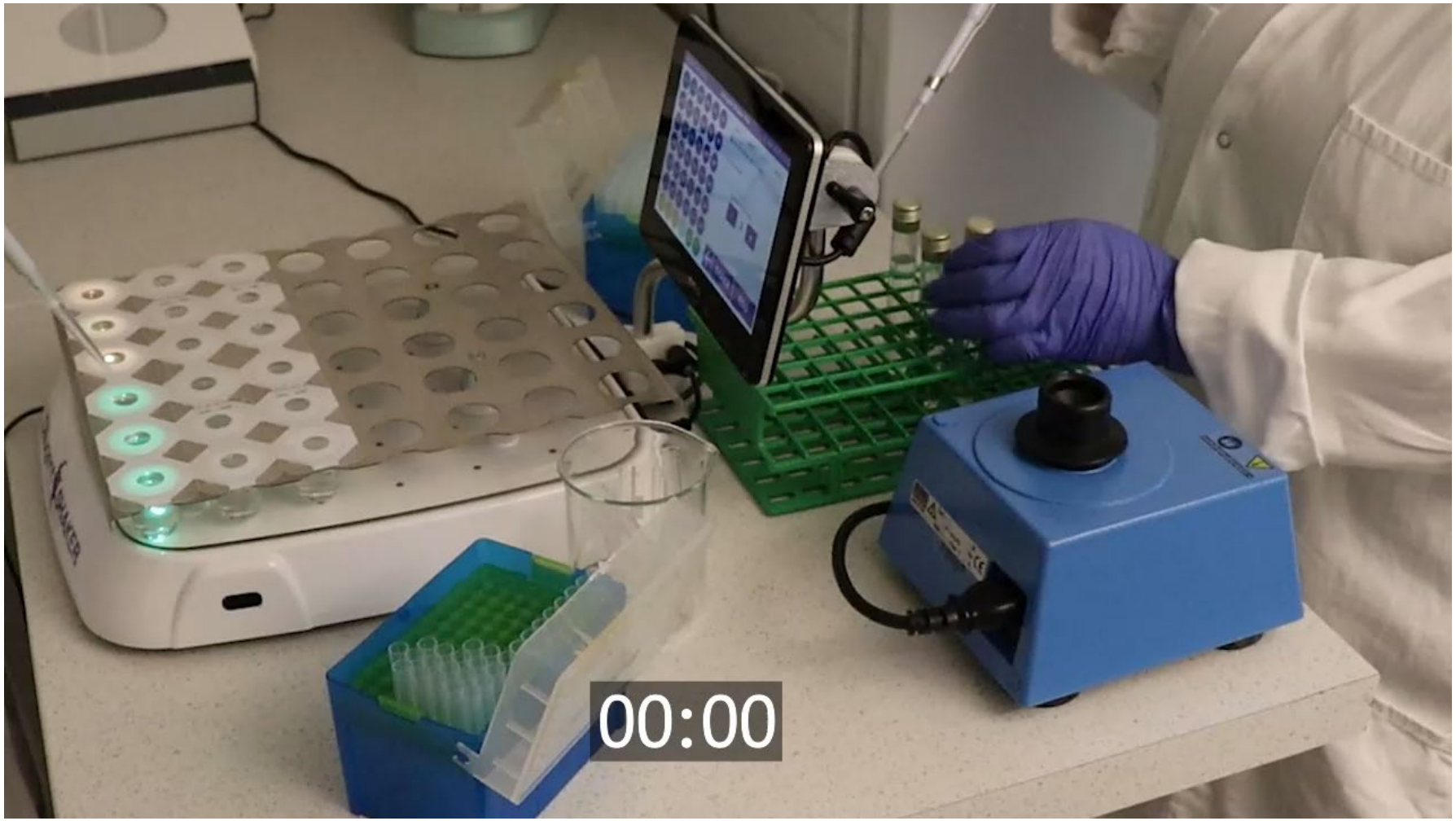




LabRobot

– A PART OF AddLife

Save half the time per dilution



Save half the space compared to dilution tubes

- Unopened bags: up to **30 months** at room temperature.
- Opened bags: up to **3 months** in the fridge.



Ergonomic solution for serial dilutions!



Move the hand over the optic sensor to activate the shaking

Dilucup® System



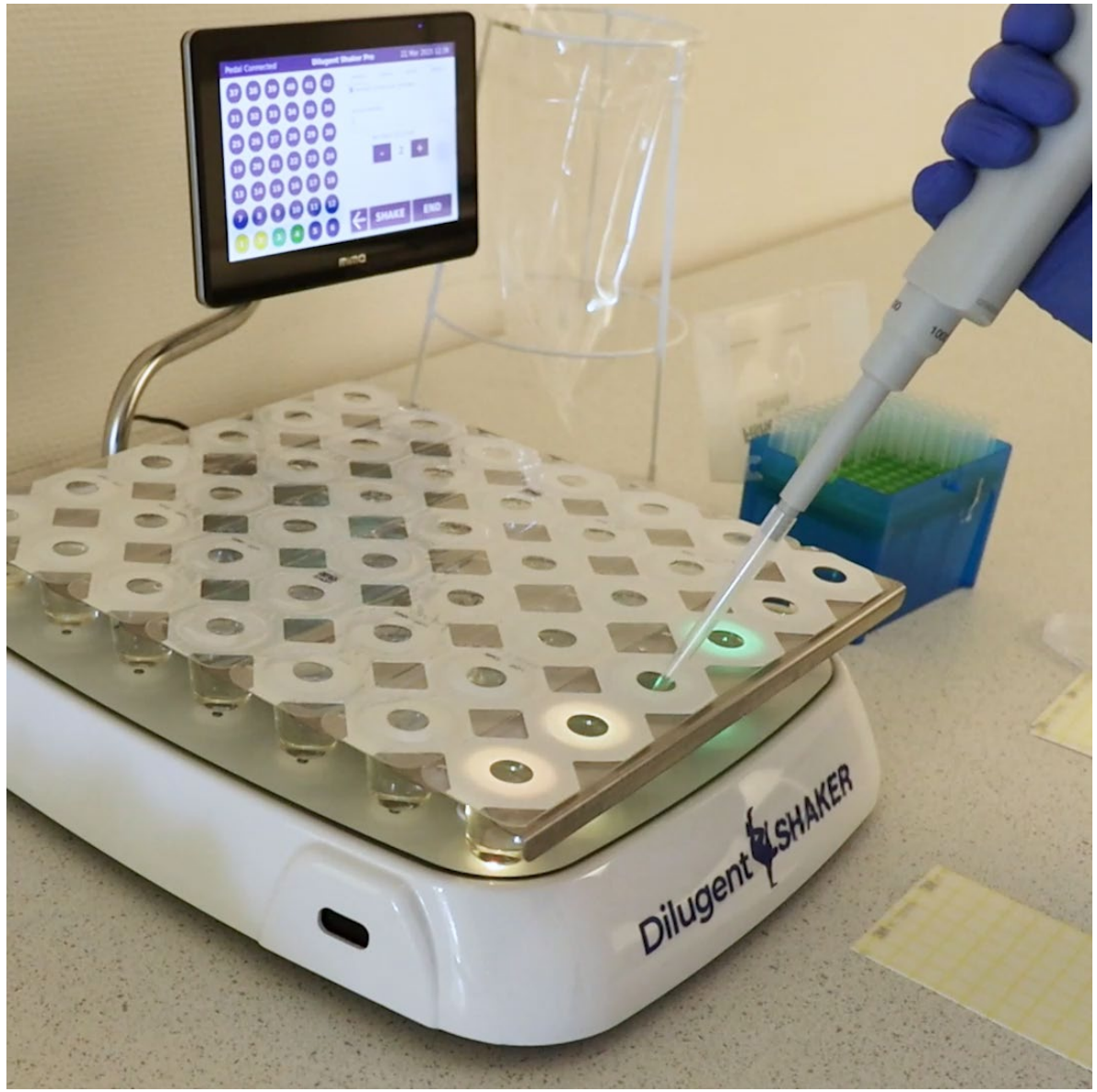
Repetitive Strain Injury

Dilution tubes

LabRobot

– A PART OF AddLife

Hands-free vortexing with the foot pedal





Marketing material available on the website:

- Pictures
- Flyer, brochure
- Infographics
- Manuals for Dilushaker and Dilugent®Shaker
- Videos

https://labrobot.com/marketing-material/

Vielen Dank!

Tack så mycket!

Ontzettend bedankt!

Kiitos paljon!

Thank you so much!

Mange tak!

Щиро дякую!

Villmools Merci!

Muchas gracias!

Tusen takk!

Merci beaucoup!

Grazie mille!

Go raibh míle maith agat!