

CryoELITE® Cryogenic Vials and Tissue Vial



- **Unrivalled cap seal**
- **Unique tissue vial for storage of tissue sections**
- **2D Data Matrix Bar Code Inserts for identification**

Supplier

WHEATON Industries is a first-tier best in class global supplier, a highly effective marketer and a product innovator serving the general laboratory, life science, pharmaceutical and diagnostics packaging segments. Headquartered in Millville, NJ USA, the company has a 128-year history with a foundation built on glass manufacturing. The WHEATON name represents a legacy of the highest quality products and services, along with a commitment to honor and support the efforts of all scientists.

In 2015, the DURAN Group acquired WHEATON Industries. We are now pleased that our customers are able to choose from the fully comprehensive range of our combined product portfolios, ranging from DURAN® premium laboratory glassware to WHEATON® life science products and consumables.

Basics product information & short specs

- Free-Standing Vials and Round Bottom Vials for centrifugation with up to 17,000 MAX RCF (xG) available, 1.2 to 5 mL volume
- Internal or external thread, with or without writing patch, printed graduations on all vials
- CryoELITE® Tissue Vial with wide mouth and 5 mL volume for use with tissue sections
- Lot certified RNase/DNase and endotoxin free and non-pyrogenic, sterile
- Low-binding, cryogenic-grade virgin polypropylene that meets USP Class VI classification
- CE and IVD marked
- Storage temperature range: -156°C to +121°C, tested to -196°C
- Autoclavable (recommandation: +121°C, 15 psi (1bar), 20 min)

USP's

- Patented unrivaled cap seal exceeds DOT (U.S. Department of Transportation) and IATA (International Air Transportation Association) regulations
- Tissue Vial for easy collection and storage of tissue sections
- 2D Data Matrix Bar Code Inserts for unique identification and traceability

Where to find the business

- Life Science / Cell Culture / All laboratories that use cryopreservation
- Life Science / Microbiology / All laboratories that use cryopreservation
- Medical / Forensics / Users who are collecting & analysing biological samples

Competition

- For CryoELITE® Cryogenic Vials: Thermo Scientific™ (Nalgene™, Nunc™), Corning®, Greiner Bio-One, Simport®, Sarstedt
- For CryoELITE® Tissue Vial: Provia Proviasette™, FluidX® Tissue Sample Tube

Features and Benefits

Feature	Benefit	Why is it important?
Lot certified RNase/DNase and endotoxin free and non-pyrogenic	Assurance of product integrity	Sample may not be altered during storage to ensure high quality and reproducibility of experimental data
Lot certified sterile (sterilized by gamma radiation)	Save time and money by receiving a "ready-to-use" product	Elimination of cleaning processes and sterility validations
Made from low-binding, cryogenic-grade virgin polypropylene that meets USP Class VI classification	Low risk of contaminates from leachates	Leachates from plastics can compromise the integrity of vial contents
Freestanding Vials feature a Loctagon™ Vial Skirt	Provides stability in a freestanding position and locks into CryoELITE® Benchmate Rack	Easy open and close with one hand
Free-standing vials feature a high recovery V-shaped internal bottom	Maximum sample retrieval from both automated and manual systems	Make maximal usage of valuable samples
Externally threaded CryoELITE® vials feature a unique 2° Angle Plug Seal → creates more cap to vial surface contact for an absolute seal	No washer/gasket/O-ring needed for safe closure → prevents vial from leaking and exploding	Leakage and explosion of vials is mainly caused by deformation of the O-ring when the vial is over-tightened, enabling liquid nitrogen to be drawn into vial

Six different cap colors	Allows for color coding projects along with WHEATON® colored freezer boxes	Collect, process and store samples in an overseeable format
Optional 2D Data Matrix Bar Code Insert made from PP for unique identification and traceability, laser etched	Vial and insert have similar expansion coefficients → prevents insert from falling off during freeze-thaw cycles	Clear assignment is vital for later analysis
Tissue Vials feature a wide mouth and 5 mL volume	Easy insertion and removal of tissue with forceps	Storage of tissue sections in standard cryo vials is not very user friendly
Patented unrivaled cap seal exceeds DOT and regulations	Ultimate protection of samples during transport and demanding freeze-thaw handling	Prevents vials from leaking and avoids loss of valuable samples

Possible customer objection / argument

Objection	Argument
Happy with competitor.	Externally threaded vials w/o O-ring reduce the risk of leakage and explosion.
Concerns regarding security/performance.	Unrivaled cap seal exceeds DOT and IATA regulations ensuring ultimate protection of samples.
Tissue Vials come in a “non-standard” format.	CryoFile® Storage Boxes for Tissue Vials are compatible with standard liquid nitrogen storage shelves and freezer drawers.
We need vials certified for use in <i>in vitro</i> diagnostics.	WHEATON® CryoELITE® Cryogenic Vials and Tissue Vials are marked “CE” and “IVD”

The single most important message to be communicated

WHEATON® CryoELITE® Cryogenic Vials and Tissue Vials provide utmost protection for any biological specimen. The patented unrivaled cap seal exceeds DOT (U.S. Department of Transportation) and IATA (International Air Transportation Association) regulations and allows for ultimate protection of samples during transport and demanding freeze-thaw handling.

The questions to ask to your customer

- Do you use cryopreservation for biological materials?
- Are you looking for a comprehensive system for cryo-storage?
- Are you storing small volume samples/liquids or tissues?
- Have you ever had problems with leaking or exploding vials?

Cross selling (system solution concept)

Customer who buy this can also buy

- KeepIT® Freezer Boxes
- CryoFile® and CryoFile® XL Storage Boxes
- CryoELITE® Benchmate Rack
- 2D Data Matrix Barcode Inserts and Barcode Readers

Literature & information available

- WHEATON® Biobanking Solutions Brochure (ENG)
- WHEATON® CryoELITE® Tissue Vial Sell Sheet
- WHEATON® Product Catalog (ENG/GER/FRE/ESP)
- <http://wheaton.com/integrated-biobanking>

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Additional Information

