

CASE STUDY 4: THE NON-EXISTENT TUBE

Our client was collecting animal blood in 12x75mm polypropylene tubes. This application requires a surface that allows clotting to occur properly. Their solution was to buy plain tubes and pay a 3rd part to siliconize them. This was both expensive and inconvenient. They asked us to find an affordable commercially available product.

After contacting many vendors and distributors, we learned that such a product did not exist. Yes, there were evacuated blood collection tubes available for clinical use but they were the wrong size and 4X the price they were currently paying. The conclusion: such a product does not exist.

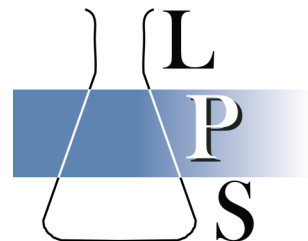
There were two options: 1) Find someone who would make the tubes to their specifications at a competitive price or 2) continue to have them made locally.

The Result: Our client now has a reliable supply chain for a product that is critical to their lab and saving 40% on the product.

The Solution: Finding a company who would not take “no” for an answer. Having a custom product made has traditionally fallen on the shoulders of the end user, but who has the time? Would your vendor do this for you?



NONEXISTENCE



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THE PROBLEM: A “SLICK” 12X75 TUBE

What does it take to get a product into production that isn't on the market? This is where LPS scientists excel. They understand the requirements. They know who is capable of manufacturing the item.



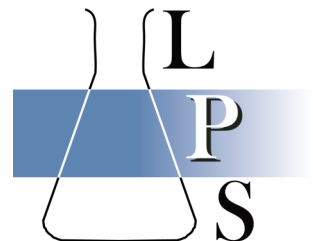
LPS worked with Labcon North America, one of our key distribution partners on this project. Labcon took this one step further and asked why special plastic formulations used to make low-binding pipet tips (one of their core products) wouldn't work just as well as the traditional, yet more labor intensive (and expensive) siliconization method.

The result is a revolutionary new polypropylene test tube that Labcon will bring to market as a result. A win-win for everyone! All of this made possible by LPS understanding the need and connecting the buyer with the best seller.

This is a perfect example of what we mean by “Experts helping scientists meet their goals.”

Put our scientists to work for you today.

**Call us at 865-622-5320
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