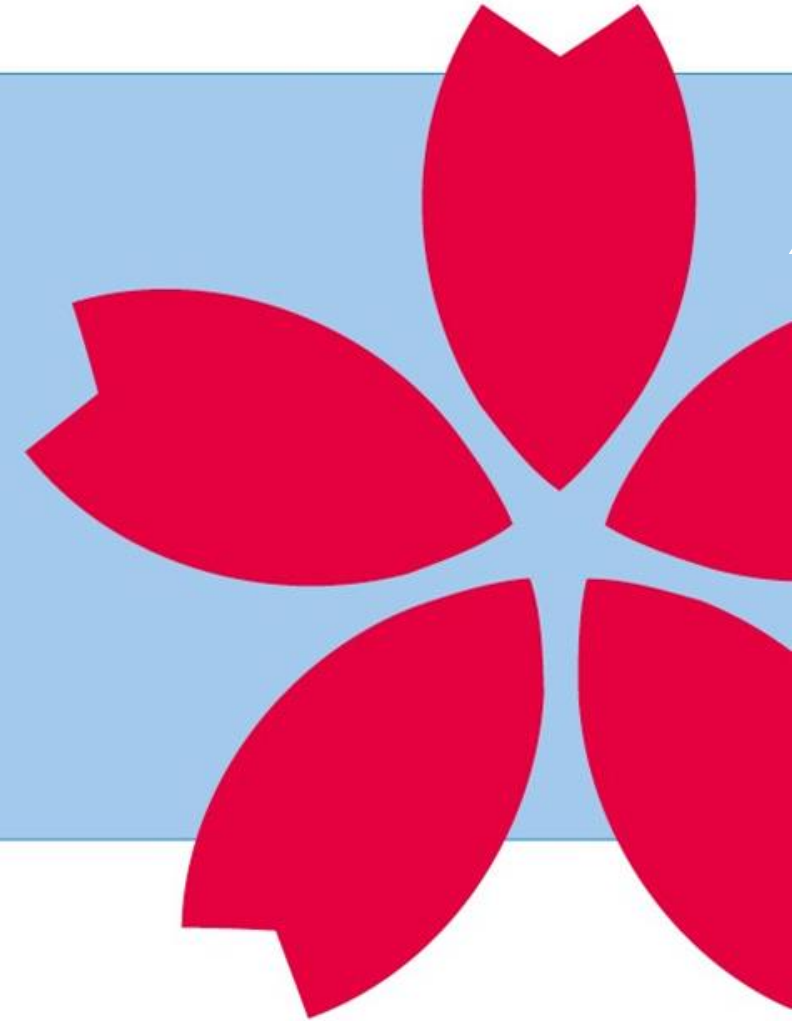


Sakura webinar series

Transition Neutralex® to FormaGO®

Mascha van Sikkelerus, Tactical Product Manager
April 26, 2016



learn • develop • practice

Sakura webinar series:



- Goal: Inform you about the transition Neutralex® to FormaGO®
- Use phone line if your online audio is poor
- Lines are muted
- Post your question, a selection of the questions will be answered at the end
- You will receive a copy of this presentation



Today's presenter:

Name: Mascha van Sikkelerus
Function: Tactical Product Manager
Grossing, Identification, Sectioning

Agenda



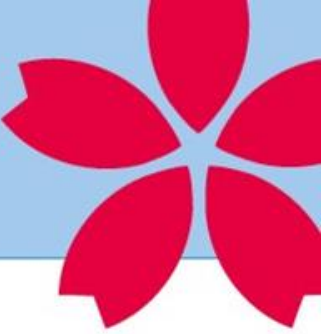
1 Neutralization and absorption of formaline

2 Tissue-Tek® FormaGO®

3 Difference Neutralex versus FormaGO

4 Next steps

Neutralization and absorption of formaline



Risks of using formalin:

- Carcinogenic
- Inhalation risks
- Irritates when it touches the skin

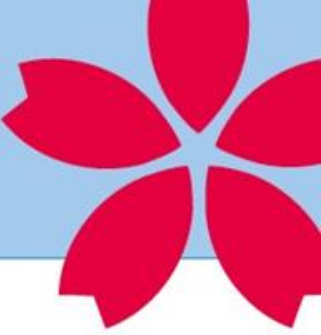


Why neutralization and absorption?

To minimize the exposure to formalin waste and spills and all the vapours which occur from this.



Tissue-Tek® FormaGO®



Products that **protect staff** and **the environment** from the **hazardous effects of formalin.**

Sakura developed this new product line to improve

- **performance,**
- **reliability** and
- **convenience**

in handling formalin.

Item Description

9151	FormaGO Formalin Neutralizer
9154	FormaGO Formalin Absorption Wipes
9157	FormaGO Formalin Absorption Pads, Large
9158	FormaGO Formalin Absorption Granules



FormaGO Formalin Neutralizer



What: Neutralizing powder

Use for: Neutralizing formalin waste
Each premeasured pouch neutralizes 1 gallon of 10% formalin.

Benefit: Improved handling of hazardous waste.
Environmental safety



9151 Tissue-Tek FormaGO Formalin Neutralizer

Package description	16 packages of 0,75 kg
Sales quantity	1x16



FormaGO Formalin Absorption Wipes



What: Thick, sturdy cloth-like wipes

Use for: Removal, neutralize and absorbing small formalin spills (like drops).

Benefit: Protect laboratory personnel from exposure to formalin vapours.



9154 Tissue-Tek FormaGO Formalin Absorption Wipes

Package description	4 packages of 25 wipes
Sales quantity	1x100



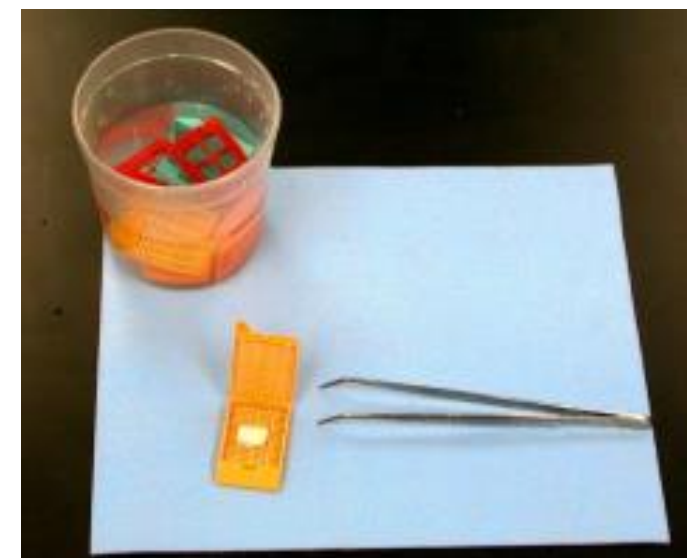
FormaGO Formalin Absorption Pads



What: Sturdy and durable grossing pads with liner

Use: During grossing. Place tissue specimens on the blue pads during grossing to absorb present formalin and reduce harmful vapours.

Benefit: Lower vapour concentrations, absorbing formalin during grossing.
To help prevent specimen cross-contamination between cases



9157 Tissue-Tek FormaGO Formalin Absorption Pads, Large	
Package description	10 packages of 10 pads each
Sales quantity	10x100
Dimensions (LxWxH) or (ØxH)	25x32x2 cm



FormaGO Formalin Absorption Granules



What: Bottle of Absorption Granules

Use: Ideal for large formalin spills. Distribute the granules over the spill and it will absorb the spilled formalin and neutralizes the vapours.

Benefit: protect laboratory personnel from exposure to formalin vapours.



9158 Tissue-Tek FormaGO Formalin Absorption Granules

Package description	Pot of 900gr.
Sales quantity	1x2



Difference Neutralex versus FormaGO



- Pads: 18% more absorption of formalin
- Neutralizer: 2- 3 times faster neutralization of formalin - as low as in 5 minutes

Old Neutralex item code	Old Neutralex product description		Item code FormaGO	Tissue-Tek FormaGO description	FormaGO amount
4047	NEUTRALEX™ Pouches	>	9151	FormaGO Formalin Neutralizer	16 pouches
4279	NEUTRA-WIPES™	>	9154	FormaGO Formalin Absorption Wipes	4 x 25 wipes (was 60cs)
4295	NEUTRA-PADS™	>	9157	FormaGO Formalin Absorption Pads, Large	10 x 10 pads
4304	NEUTRA-FORM™	>	9158	FormaGO Formalin Absorption Granules	2 jars



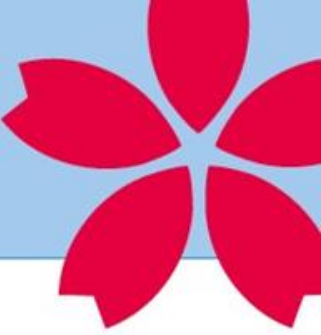
Summarize



Issue	Solution
Harmful vapours and present formalin during grossing	FormaGO Formalin Absorption Pads
large formalin spills	FormaGO Formalin Absorption Granules
small formalin spills	FormaGO Formalin Absorption Wipes
Neutralizing formalin waste	FormaGO Formalin Formalin Neutralizer



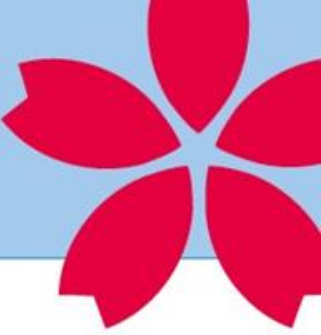
Next steps



1. Investigating the current long-term contracts and the open tenders
2. Send out last outstanding Neutralex orders to customers
3. Convert Neutralex orders into FormaGO orders in collaboration with account management and logistics
4. Send out a mailing to introduce FormaGO (May)



Wrap-up



- Evaluation form will appear immediately after this webinar
- You will receive a copy of this presentation
- For unanswered questions contact: m.vansikkelerus@sakura.eu

Thank you for attending this Sakura Academy webinar

