

# Product Launch Manual

## VACUETTE® Plastic ESR Tube

For internal use only

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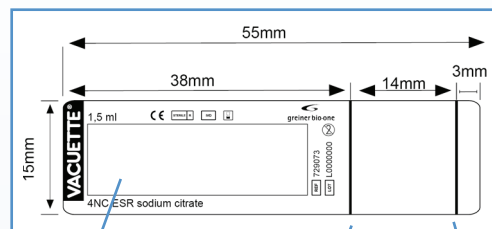
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# 1. Product Description

**VACUETTE®** 4NC ESR sodium citrate blood collection tubes are plastic (polypropylene) evacuated blood collection tubes used for the collection, transport and processing of venous blood for testing Erythrocyte Sedimentation Rate (ESR) in the clinical laboratory. The mixing ratio is 1 part citrate solution to 4 parts blood. The sodium citrate concentration is in accordance to the requirements of the international standards for evacuated blood collection systems - ISO 6710, CLSI H1-A5.

The ESR plastic tube is available in 1.5ml and allows for more safety compared to glass.

The tube has a transparent plastic label for all-round visibility of the sedimentation rate as well as fill lines for optical control of the fill level.



Writing space

Maximum and minimum fill lines

# 2. Intended Use



The ESR tubes 1.5ml are used for Erythrocyte Sedimentation Rate measurement on the Greiner SRS and SRT instruments.

Tubes can also be used in conjunction with ESR racks (item n°. 836077) for manual reading of 1 hour values.

# 3. Product Position Statement

The new ESR plastic tubes is much safer for both user and patient. This new ESR plastic tube is the first available plastic evacuated ESR tube in the world with a 12 month shelf life. Thus Greiner Bio-One is the first 100% pure plastic blood collection tube manufacturer in the world.

As many laboratories move to reduce or eliminate the use of glass blood-collection tubes, the new ESR plastic tube is the ideal solution.

## 4. Product Overview

Item No.	Description	Inner packaging	Outer packaging
729073	<b>VACUETTE®</b> 1.5ml 4NC ESR sodium citrate	50 pcs. / rack	800 pcs. / carton

## 5. Features & Benefits

Feature	Benefit
Material	The material is coated polypropylene (PP) plastic to prevent gas permeability
Virtually unbreakable	As the tube is made out of polypropylene, it is virtually unbreakable
Handling	The handling is exactly the same as with the ESR glass tube. The same method and instrumentation or accessories are applied.
Mixing	Mixing is improved in the plastic tube due to the lubrication which is added to the PP material. This has no influence on the ESR results.
Safety	Virtually unbreakable compared to glass tubes.
Compatibility	The plastic ESR tubes are compatible with 1 <sup>st</sup> and 2 <sup>nd</sup> generation Greiner SRS and SRT instruments.
Stability	The ESR plastic tube has the same performance and stability as the ESR glass tube (see appendix)

## 6. SWOT Analysis

### STRENGTH

- First evacuated closed system ESR tube made out of 100% plastic with a 12-month shelf life.
- Virtually unbreakable
- Less blood necessary (just 1.5ml)
- Same handling as the previous glass ESR tube
- Increased transport safety
- No update to current GBO instrumentation necessary

### OPPORTUNITY

- GBO's claim as 100% pure plastic manufacturer is enforced: the entire tube range is available in plastic
- The added safety convinces customer
- Long shelf-life of 12 months

### WEAKNESS

- There is a yellow hint to the ESR plastic tube, possibly reducing the transparency in comparison to the glass tube
- The complex coating for the tube slightly increases production costs

### THREAT

- Slightly more expensive than glass