

#N°1 français  
du service  
pour les  
laboratoires



LABO AND CO

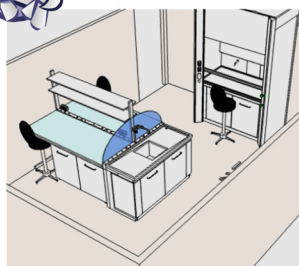
SOLUTIONS TECHNIQUES & SERVICES  
pour laboratoires  
& industries

- PLUS DE 35 COLLABORATEURS • 20 ANS D'EXPÉRIENCE
- UNE COUVERTURE NATIONALE

## De l'équipement ET du service !



### AMÉNAGEMENT



Chaque laboratoire, entreprise ou industrie a ses enjeux, ses objectifs et ses contraintes. Les aménagements sont donc tous différents pour répondre à des problématiques toujours uniques.

**Notre équipe est là pour comprendre votre besoin et vous accompagner au plus près.**

Labo and Co est à vos côtés pour l'établissement de votre cahier des charges, pour le suivi des travaux et leur réception et pour fournir le meilleur matériel et le plus haut niveau de service.



### DISTRIBUTION

Labo and Co propose **des milliers de références d'équipement**, des plus simples aux plus complexes. Une équipe d'ingénieurs d'affaires et de techniciens, répartis dans toute la France, disposent d'une connaissance approfondie des équipements et mettent leur expérience à votre service.

**Avant de conclure toute vente, nous nous assurons d'avoir compris tous vos enjeux.**

Nos partenariats et nos collaborations depuis des années avec **les plus grandes marques** vous garantissent une qualité sans faille.



### SERVICES

- QUALIFICATION & INSTALLATION
- MÉTROLOGIE & ÉTALONNAGE
- RÉCONDITIONNEMENT
- RÉPARATION & ENTRETIEN
- LOCATION
- ESSAIS EXTERNALISÉS

Chez Labo and Co, nous savons à quel point le dysfonctionnement d'un équipement peut avoir des répercussions catastrophiques sur des recherches ou sur une production. **Notre approche repose sur un éventail très large de services et de compétences nous permettant de répondre à l'ensemble des problématiques que vous pouvez rencontrer.** Que votre besoin soit ponctuel ou récurrent, notre gamme de prestations saura y répondre.

CONTACTEZ-NOUS

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# ULC SERIES BATTLE CARD



## WHO WE ARE AND WHAT WE DO

FARRAR™, powered by Trane Technologies, a global climate innovator, focuses on meeting the rapidly growing demand for precision, ultra-low temperature, and low-temperature processes involved in the manufacturing, freezing, and storage of medicines, vaccines, and other life science products.

## ULC VALUE PROPOSITION

Purpose-built for life science applications, FARRAR's ULC Series including the Ultra-Low Chamber (ULC-190), Ultra-Low Chamber (ULC-311), and the new Ultra-Low Chamber (ULC-259) are the only -20°C to -80°C, forced-air, ultra-low-temperature freezers on the market with air and water-cooled options.

## CAPABILITIES AND BENEFITS

| Capability  | Benefit   |
|---|---|
| Footprint optimization: 4.36 m2 of space/ 47 sq. ft.*                       | <ul style="list-style-type: none"> <li>• 50 percent less floorspace vs standard ULT configurations</li> <li>• Six times capacity (one UCL-190 = Six ULTs)</li> </ul>  |
| Fastest temperature recovery from door opening: 10x faster than competitors | <ul style="list-style-type: none"> <li>• Better uniformity (+/-3°C) and open-door recovery (42 min after 1min door opening)</li> <li>• Designed for multiple and/or frequent door openings</li> <li>• Helps ensure protect product integrity</li> </ul> |
| Integrated, fully redundant systems (control, refrigeration, airflow)       | <ul style="list-style-type: none"> <li>• Only one unit is required to maintain temperature inside the cabinet</li> <li>• Reduces the need for backup freezers while helping to increase peace of mind</li> </ul>  |
| Wide temp range capability: -20°C to -80°C                                  | <ul style="list-style-type: none"> <li>• Usage flexibility: easy set point change through the HMI screen</li> </ul>   |
| Engineered with material handling in mind                                   | <ul style="list-style-type: none"> <li>• Optional racking, shelving, and carts available for all models to optimize process and workflow</li> </ul>   |
| Equipment Performance/Temperature Monitoring (MODbus)                       | <ul style="list-style-type: none"> <li>• Enables easy remote building system management</li> </ul>  |
| Dense solutions with pull-out drawer system (ULC-259)                       | <ul style="list-style-type: none"> <li>• Building infrastructure friendly</li> <li>• Ergonomically designed for pick/pull reach and more efficient sample retrieval</li> </ul>  |



## W x D x H EXTERIOR DIMENSIONS:

- **ULC-190** 127W x 60.25D x 147H in/3226W x 1528D x 3738H mm
- **ULC-311** 133W x 76.25D x 147H in/3379W x 1934D x 3738H mm
- **ULC-259** 138.125W x 76.25D x 127.25H in/3509W x 1936D x 3234H mm

## WHERE TO SELL

- Pharma/Biopharma (large scale/small scale manufacturers, CMOs/CDMOs, Clinical (blood and blood product companies, biorepositories), Biobanks (bone and tissue), Biospecimen Repositories (long term, short-term, logistics), Service Providers
- Developers/Consulting Engineers: U.S. examples: Jacobs, CRB, IPS, Wood / EMEA -- Jacobs, PM Group, Bideco, ZETA, Wood, Flora, IPS



## DECISION MAKERS

- VP/Director of Operations
- Facility/Warehouse Managers
- Manufacturing Director
- Procurement/Buyers
- Consulting Engineers



## ADDITIONAL SERVICES AND OPTIONS

- Warranty Options
- Validation IQ/OQ Temperature Mapping Studies
- Shelving System and Portable Material Handling
- Custom Programming and Testing



## RESOURCES

- FARRAR
- Webinars
- Videos
- White Papers and Case Studies
- ULC Series Technical Data Sheet



## PRIMARY COMPETITORS

- Bahnsen
- Eppendorf
- Haier
- PHCbi
- Stirling Ultracold
- Thermo Fisher



## QUALIFYING QUESTIONS FOR CUSTOMERS

- How many ULTs are located at your facility? (10+ pursue as opportunity)
- Do you maintain empty backup freezers in case a chamber goes down?
- Are you space constrained at your facility?
- Do your requirements for cold storage vary (temperature set points, quantity of batch sizes, container selection) depending on the project needs?
- Is cold storage capability (timing or investment) a bottleneck in your project planning?
- Do you need solutions that can be deployed and supported by a network globally?
- Are you challenged by poor temperature recovery from door openings?
- Do you routinely store warm drug product in freezers?



## OVERCOMING OBJECTIONS

- **“The ULC is too tall for my facility.”**

FARRAR™ is developing a shorter version (50.8 cm/20 inches shorter) which they expect to launch this spring. Would you like more information on this specific offering?

- **“FARRAR’s ULC equipment is too expensive compared to other ULTs.”**

Looking at this from a total cost of ownership (TCO) perspective, FARRAR’s ULCs are a great investment for ultra-cold storage. If you take into consideration the initial equipment investment plus yearly qualification/calibration costs plus the operational benefits of a smaller footprint, fast temperature recovery, and full redundancy, the FARRAR unit is a workhorse that may save you money and headaches over time.

- **“FARRAR ULCs do not leverage low-GWP refrigerants.”**

This is true for most other -80°C solutions readily available in the marketplace. Hydrocarbon refrigerants are not a fit for large-capacity ultra-low temperature storage solutions due to the limitation of 150-gram maximum IEC standard.

Regulators are continuously evaluating new options for the industry that can ensure ultra-cold -80°C. FARRAR leverages the approved refrigerants for this temperature range but through Trane Technologies, is investigating new options for the industry. Those new refrigerant options must undergo review and approval by the regulatory bodies.



## ONE-MINUTE MESSAGE

Gain peace of mind. FARRAR ULC units can help ensure temperature uniformity and 10 times faster temperature recovery while conserving footprint, increasing yield, and offering full redundancy - alleviating the need for empty backup freezers that waste budget and space.



# FARRAR™

# TRANE TECHNOLOGIES



LABO AND CO  
your experience®