

Limited Glamour; Important Impact

Rinse Station Builds Relationship & Improves Sanitization Process

Cleaning and rinsing. Not the glamorous parts of any R&D facility or manufacturing site. When it comes to solving problems, sales folks and resellers focused on solving complex fluid management challenges often don't spend much time talking to the teams responsible for the mundane, yet critical cleaning duties. Until there is a problem.

Several years ago, Leighton Terwilliger, Terracon reseller representing Integra Companies, was in the infancy of his relationship with New England Biolabs. As he met with NE Biolabs' purification process manager, he learned the sanitization process was an area of concern. Leighton shared materials on Terracon's products and services which included a photo of TerraSpray™, the mobile rinse station designed for vessels and carboys. Looking back, Leighton reflected on the importance of having the rinse station in his tool kit:

"In meeting with my customers, I usually focus on the primary challenges in the R&D process and the manufacturing process. Presenting Terracon's TerraSpray™ Rinse Station to my customer helped solidify Integra's relationship early by having a solution to address a concern in the purification process. It was an easy sale because the numbers made sense for my customer."

Challenge

Issues with cross contamination. Consistent cleaning of various vessels and carboys was a problem as it was difficult to thoroughly clean and rinse the bottom and the tough areas inside the neck of the carboy and around the top of the inside of vessels. The manual approach of relying on a big sink, hoses and brushes was not solving the issue. The purification process manager sought a reliable solution that he and his team could depend on.

Solution

A TerraSpray™ Rinse Station was installed at New England Biolabs. The purification team uses the rinse station throughout the day to clean and rinse the vessels and carboys in a highly efficient, thorough and easy process.

Impact

- Improved productivity with ease of use – simple and quick process
- Improved sanitization to eliminate cross contamination with a thorough solution
- Improved safety as all water is contained in the rinse station leaving floors safe and dry

"We have been using Terracon's TerraSpray™ now for two years. It has been very useful in cleaning our buckets, including large containers used for our buffers and enzymes. It gives a 360° cleaning and has improved sanitization and productivity."

Joe Cummings, Process Engineer, New England Biolabs



"There's nothing else like Terracon's TerraSpray Rinse Station on the market. This solution helped me build a solid relationship with New England Biolabs by addressing a challenge that was at the forefront of their concerns."

Leighton Terwilliger
INTEGRA COMPANIES
 Terracon Reseller

Terracon Corporation
 5 Boynton Road
 Holliston, MA 01746
 508 429 9950 tel
 508 429 8737 fax
 sales@terracon-solutions.com

www.terracon-solutions.com

terracon