

October 2008

Dear Distributor:

I'm VERY pleased and excited to announce the launch of the Capit All Screw Cap Decapper/Capper. This new product is the result of collaboration with The Automation Partnership (TAP) and will be co-branded as you can see at the right. Some product highlights include:

- **Ability to decap/cap 96 tubes in approximately 10 seconds!**
- **Very simple to operate!**
- **Use with 500 ul or 1.0 ml tubes!**

Feel free to contact me with additional questions and concerns.

Happy Selling!

Sincerely,

Kate Enright,  
European Commercial Product Manager  
On behalf of  
Kacey Wiley Pouliot  
Product Manager  
Sample Storage and Microplates  
Thermo Fisher Scientific  
22 Friars Drive  
Hudson, NH 03051  
Phone: (603) 595-0505 x 1221  
Toll Free: (800) 345-0206  
Cell: (603) 318-9085  
Fax: (603) 595-0106

[kacey.wiley.pouliot@thermofisher.com](mailto:kacey.wiley.pouliot@thermofisher.com)



# Features and Benefits

- Removes all 96 caps at once for speedy operation (10 seconds for decapping or capping)
- Simple 4-button operation means no learning curve
- Torque control ensures all tubes are not over or under tightened
- Rack orientation feature ensures racks cannot be mis-loaded for recapping
- Plate lifters allow use with both 500 ul and 1.0 ml tubes
- Drip tray for sample-integrity protection during rack entry and removal with open tubes
- Internal enclosures so that samples are protected from possible contamination from cast-off materials such as metal filings or lubricants and tubes/caps accidentally dropped inside unit are not lost amongst wires and cables

# Product Offering

We will have three versions available—a Matrix-compatible unit, a NUNC-compatible unit and a Micronic-compatible unit. All come with user manual, plate lifters for use with smaller 500 ul tubes, a drip tray and three power cord formats (US, UK, EU).

Catalog #	Description	List	Distribution
4111MAT	Thermo Scientific Capit-All 96 Channel Screw Top Decapper/Capper for use with Matrix Tubes	€25,000	€21,250
4111NUN	Thermo Scientific Capit-All 96 Channel Screw Top Decapper/Capper for use with Nunc Tubes	€25,000	€21,250
4111MIC	Thermo Scientific Capit-All 96 Channel Screw Top Decapper/Capper for use with Micronic Tubes	€25,000	€21,250

## Service

The Capit-All comes with a warranty for 12 months from date of purchase OR 2000 cycles—whichever comes first. (the Capit-All is equipped with a cycle counter on the side of the instrument near the power cord).

Please be sure customers **SAVE THEIR PACKAGING**, as it will be absolutely necessary for return of the instruments.

Customers can contact us as they would for any other return or warranty service, and they will be guided through the shipment process to the TAP service depots in their area (one in the US, one in EU).

PLEASE NOTE: To ensure proper torque on their tubes, customers must have the unit serviced every 2000 cycles.

A comprehensive set of service contracts for all sample storage equipment will be sent in the coming weeks. Included will be service for the Capit-All and details surrounding their service.

## Tools and Promotions

- *Specification sheets:* Available and attached
- *Website:* Updated to include this product (<http://www.matrixtechcorp.com/storage-systems/product.aspx?id=84>)
- *Web highlight:* The web landing page will also include a highlight of the product, linking the customer to the web content.

# Competition

Company and Availability	Product Names	US List Price	Dimensions (mm, WxDxH)	Weight (kg)	Cycle Time (sec)	Drip Tray	Automation Friendly	Website	Sell-Against Advantages
Thermo Scientific  Direct	Capit-All	~\$38,000	351x310x480	44	10	Yes	No (available direct from TAP)	<a href="http://www.matrixtechcorp.com/storage-systems/product.aspx?id=84">http://www.matrixechcorp.com/storage-systems/product.aspx?id=84</a>	
LifeTool  Direct, OEM to FluidX (EU), BioSero (US), Cedrex (DK)	96 channel: Recap-96M XSD-96  8 channel: Recap-8M CSD-8	~\$30,000  ~\$UNK	358x293x418  270x350x280	55  18	15  15	Yes  No	Yes  Yes	<a href="http://www.lifetool.co.uk/">http://www.lifetool.co.uk/</a>  <a href="http://www.fluidx.co.uk/html/xsd-96.html">http://www.fluidx.co.uk/html/xsd-96.html</a>  <a href="http://www.bioseroinc.com/Decapper_Recappers.htm">http://www.bioseroinc.com/Decapper_Recappers.htm</a>  <a href="http://www.cedrex.dk/CSD-8.pdf">http://www.cedrex.dk/CSD-8.pdf</a>	<ul style="list-style-type: none"> <li>• Thermo Scientific produces both consumables and equipment, so can adapt to changes in customer needs and supply needed associated consumables</li> <li>• Internal workings of Capit-All are contained for less chance of sample contamination</li> </ul>
Hamilton  Direct	DeCapper	~\$40,000	306x687x363	20	60	No	Yes	<a href="http://www.hamiltonrobotics.com/integration-solutions/thirdparty/decappers/hamilton-decapper.html">http://www.hamiltonrobotics.com/integration-solutions/thirdparty/decappers/hamilton-decapper.html</a>	<ul style="list-style-type: none"> <li>• Thermo Scientific produces both consumables and equipment, so can adapt to changes in customer needs and supply needed associated consumables</li> <li>• Capit-All can decap 96 caps at one time in 10 seconds</li> <li>• Capit-All has smaller footprint</li> </ul>

## FAQs

Q: Does the unit work with both 500 ul and 1.0 ml tubes?

A: Yes. There is a plate lifter that allows access to the shorter 500 ul tubes.

Q: Can the tubes be loaded into the Capit All the wrong way when recapping?

A: No. The deck that the racks are loaded onto have features to prevent them from being loaded incorrectly back into the unit for recapping.

Q: Can a customer recap tubes with new caps?

A: Not yet. We are working on a solution for this, and it will be launched when it becomes available.

Q: Can customers uncap many racks of tubes and place caps in holding racks?

A: Yes. By using a set of tubes to hold the caps. We will be supplying a better alternative at a later date and it will be launched when it becomes available.

Q: Can a Matrix unit be used with NUNC tubes, etc.?

A: No. Separate units are needed for each type of tube?

Q: How are the different units identified?

A: New shipments of units will have identifications on the door indicating "For Use with Matrix Style Screw Top Caps", "For Use with NUNC Style Screw Top Caps", or "For Use with Micronic Style Screw Top Caps".

Q. Can the Capit-All be used with colored inserts for Matrix-style tubes?

A: No. PLEASE make this CLEAR to customers.

Q: Is it possible to accidentally attempt to "recap" a rack of already-capped tubes?

A: Maybe. The unit will begin to operate and then the customer is able to "RESET" if this is done accidentally, but in some cases some shaking of the rack is necessary to dislodge the second set of caps. The instrument will not be damaged.

Q: Is it possible to accidentally attempt to "decap" a rack of already-uncapped tubes?

A: Yes. The instrument will simply "go through the motions" and then is able to be "RESET". At worst, the customer must jiggle the tubes free from the caps that were already in place, but the unit will not be harmed.

Q: What if the unit isn't serviced after 2000 cycles?

A: Though the unit will still operate, the tubes may not be tightened sufficiently. It's important that service is performed every 2000 cycles to ensure the same, tight seal on all tubes.

Q: Can the instrument be serviced after its past the 2000 cycles?

A: Maybe. If the customer is simply looking for the service to improve the torque, this is covered, but if the unit fails beyond the 2000 cycles for another reason, it is not covered unless they have extended their warranty.