Two top universities and a research center in China choose SANYO biomedical equipment

China

Tsinghua University

At this prestigious university, SANYO biomedical equipment can be found in the Department of Biological Science and Biotechnolgy, the Department of Environmental Science and Engineering, and even in the Department of Medical Engineering which is now under construction.

The woman standing beside the SANYO CO_2 incubator is Wang Yinyin, a molecular biology researcher and strong fan of SANYO biomedical equipment. There are various types and units of SANYO products in her laboratory, including MDF-U50V and MDF-U52V Freezers, MDF-U5411 CO_2 incubator, MCO-15AC Laboratory Autoclave, MLS-3020, and other products. At least 10 of all of the above-mentioned units were purchased. Their purpose is to research the mechanism of how BMP signal conduction influences bone cell polarization.

Wang Yinyin, Tsinghua University

Professor Li Lanfen,
Peking University (right)

Peking University

Numerous units of SANYO biomedical equipment can be found in the Department of Biology, the Department of Chemistry, the Department of City Environment and the College of Life Science in Peking University. There are also SANYO ULT Freezers made in the 1980's and purchased with World Bank loans. Most of them are still in use.

The woman in the photo is Professor Li Lanfen who is researching the structure of proteins. She has studied in Japan and is familiar with the high quality of SANYO products. Installed in her lab are units of MDF-U52V, SIM-F124, MOV-212, MIR-262, MLS-3750 and MCO-15AC.

Zhao Guoqing, KSCDC

For many years, SANYO products have won the trust of science researchers at Tsinghua and Peking Universities for their high quality, competitive pricing and excellent after-sales service. After comparing products with those of competitors, most customers in both universities select SANYO. These products have a good reputation in the Chinese education and science research field and contribute to education and research work.

KSCDC (China Center for Disease and Prevention, Kadoorie Study of Chronic Disease)

This is a project in cooperation with Oxford University. Its research aim is to diagnose chronic diseases when they start and how to prevent them.

The person in charge of this project is Zhao Guoqing. After consulting and comparing with many suppliers, he finally chose SANYO's ULT Freezer. He then ordered 24 ULT Freezers (MDF-U72V). Twelve units have already been installed, along with MDF-U5411 units.

Twelve of the MDF-U72V include a DAQ (Long Distance Monitoring) system. Zhao can monitor the working status of the freezers anytime and anywhere with his mobile phone. He seems quite satisfied with the product, its quality and after-sales service.

In the expansive Chinese Medical System which includes hospitals, blood banks and CDCs, SANYO Biomedical Products occupy a large market share. It can be said that SANYO Biomedical Products have offered stable support and have made a great contribution to the Chinese medical field.

SANYO equipment attracts numerous inquiries at "Arab Health 2005" exhibition

UAE

"Arab Health," the largest hospital and medical equipment and service exhibition in the Middle East, took place from February 12 to 15, 2005 at the Dubai International Exhibition Centre. SANYO Gulf FZE (SGF), SANYO Electric Biomedical Co., Ltd. (SBM) and SANYO Sales & Marketing Corporation (SSM), were among the major exhibitors. SGF began marketing biomedical equipment in the Middle East and Africa last October. This year's participation was aimed at significantly boosting sales and improving SANYO's presence in these markets.

The SANYO booth showcased a wide range of products, including a blood bank refrigerator (MBR-107D(H)), pharmaceutical refrigerator (MPR-311D(H)), ultra-low temperature freezer (MDF-U52V), CO_2 incubator (MCO-15AC), laboratory autoclave (MLS-3780), and heated incubator (MIR262). Many customers showed great interest in the MBR blood bank refrigerators, making frequent and enthusiastic inquiries. Also popular were the MCO incubators and the MIR autoclaves.

At the meeting space within the booth, the SANYO staff was kept busy responding to inquiries from visitors and having sales discussions with important customers. During the four-day show period, the SANYO booth attracted more than 140 potential customers who showed an interest in SANYO products.

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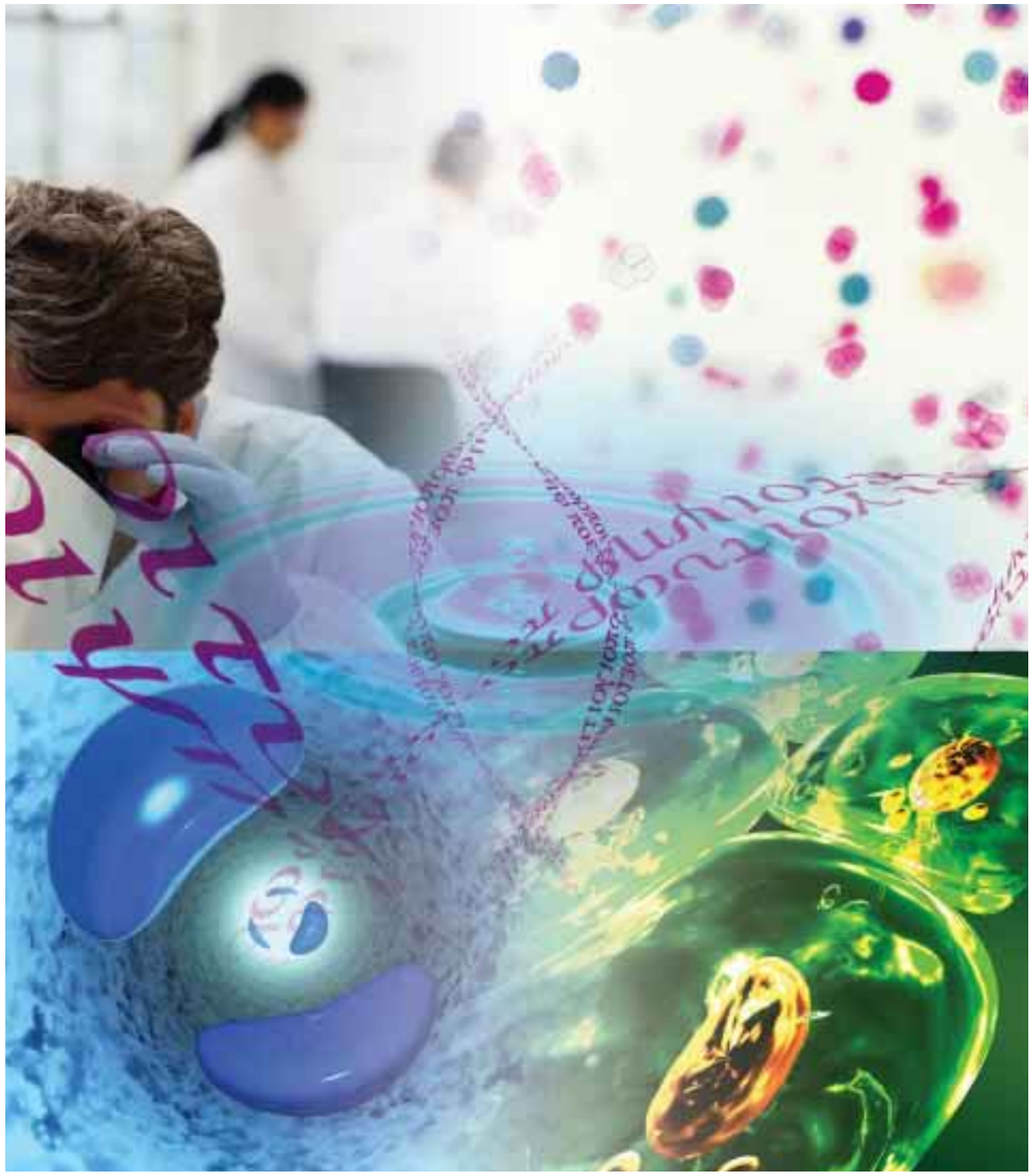

NASA becomes a SANYO customer by purchasing incubator and refrigerators

USA

Every space shuttle mission is centered around the research and experimentation to be conducted in the zero gravity of space. Many of these experiments and protocols are developed at the Johnson Space Center outside of Houston, Texas. Many times the experiments, such as bioreactors, are prepared at the research center and then go right on board the space shuttle. The research center is also in charge of testing of collected material after missions, such as the testing of moon rocks.

SANYO equipment is being used in the preparation of some of these experiments, thanks to the efforts of SANYO Energy & Ecology America and the local sales representative, Tony Gandy. According to Tony, the sales process is fairly "methodical," talking over one year for a purchase order to arrive. Also, for the obvious security reasons, this is a difficult account to penetrate and SANYO applauds Tony's steadfast efforts in selling a CO_2 cell culture incubator (MCO-20AIC), a combination pharmaceutical refrigerator w/freezer (MPR-214F) and a large-capacity laboratory refrigerator (MPR-1410). It is hoped that the sales, and possibly SANYO equipment, will be "blasting off" with NASA in the future.

Tony Gandy (SANYO sales rep.), Scientific Resources Southwest Inc.

BioStorage Technologies Inc. orders 16 MDF-U72VC freezers

USA

BioStorage Technologies (BST), Inc., headquartered in Indianapolis, Indiana, provides management, logistics and repository services for temperature-sensitive biological materials, manufactured products and their associated data for companies within the Life Sciences arena. (www.bst-indy.com)

The company recently signed significant contracts with two leading life science companies to store clinical trial plasma samples and tissues, which required BST to acquire more freezer capacity. At its inception in 2002, BST decided to choose SANYO Scientific as its supplier of ultra-low freezers. As Oscar Moralez, COO and Founder of BST, described: "we evaluated a number of available options but we were impressed by the quality and reliability of SANYO's low temperature products." "This impression was reinforced when we visited Sanyo's factory in Japan and saw the level of sophistication involved in manufacturing these freezers," added Dr John Mills, BST's CEO. He said that the company intends to standardize its offerings on the SANYO ultra-low range.


Charles Akers, Director of Operations, BST in front of the MDF-U72VC

Charles Akers, Director of Operations at BST (see picture) emphasized that the company had recently been audited by a major pharmaceutical company that had brought in a third party to "temperature map" the freezers. "BST's operations and procedures passed the audit without any significant issues but we were concerned about the temperature mapping. I am pleased to report that the mapping showed excellent uniformity of temperature throughout the ultra-low freezers which exceeded the auditor's expectations." As a result, the company was awarded the contract and so placed its largest ever order for SANYO freezers.

"We clearly made an excellent choice with SANYO and look forward to making our next significant order for freezers in the coming months as more clients come to appreciate our services and dependability in partnership with SANYO," added Mr Moralez.

SANYO Biomedical Europe BV strengthens relationship with UK National Blood Service

UK

SANYO Biomedical Europe BV continues to increase the strength of the SANYO brand in the UK and the company's relationship with the National Blood Service (NBS), with the provision of 41 x MDF-U442 freezers for the new Test Assessment Facility (TAF), located at its Blood Centre in Manchester.

The National Blood Service is an integral part of the UK's National Health Service, delivering blood products and tissues throughout England and Wales, as well as performing vital research into issues concerning blood matters.

The aim of the new TAF is to evaluate the specificity of vCJD screening assays and assess the potential for impact of each test upon the donor population. In order to achieve this, the NBS are preparing a Test Assessment Panel, consisting of 10,000 donations which will be irreversibly anonymised and sub-aliquoted into deep well archive racks. The donations will consist of 5,000 UK donations and 5,000 US donations, with UK staff working alongside their colleagues in the US to achieve this. The samples will be stored frozen until such time that tests become available. They will then be retrieved for use with the test kits. Kits will be sited at Manchester and the NBS staff will perform the evaluations. Once fully stocked, the TAF will have almost 1.5 million aliquots in storage. Each MDF-U442 is equipped with a tailor-made storage system.


An impressive array of SANYO MDF-U442 biomedical freezers

Belinda Pelle, Assistant Testing Manager at the Manchester site, stated, "The NBS has been working with SANYO for a long time, and we discussed our requirements for the use of upright freezers as our storage environment of choice. Working alongside Richard Bennett (UK Sales Manager), we were able to determine the most suitable racking system in order to store our samples safely, and for them to be easily retrievable. The storage capacity of the racking system then enabled us to determine the number of freezers that we required. We are very happy with our freezers and the custom-designed racking system, which compliment each other very well. We are now in the process of local validation of the equipment, as well as continuing to prepare the TAF for implementation."


From left to right: Belinda Pelle (TAF Manager), Suzanne Etheridge (TAF Supervisor), Richard Bennett (SANYO UK Sales Manager)

Richard Bennett added, "We have a successful business relationship with the National Blood Service and they have many MDF Freezers, MCO Incubators and MPR Refrigerators in use in their centres across the UK. For this project it was important for us to be able to work with the customer and provide the ideal solution for their large-scale storage needs."