

uptodate

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Why we rely on quality.

The two innovations announced in December are now available.

Quality is always at the focus of all that we do. Our projects, our developments, our strategy. This is no different for our previous announced developments and our latest innovations.

The first innovation is our new security container. Many bottles of “apple juice” – the test liquid – were shaken around, various scaling increments were tested and the cap color – the fresh “Berlinger Special Green” – was selected. Two new machines were also purchased: a laser labelling machine as well as a brand new packaging system, which makes it possible to label all bags and adds a fine perforation for easier opening.

When developing our brand new **berlinger[®]lausanneKIT** we again placed primary emphasis on our proven quality and security. We looked for the right plastic, devised a refined pre-sealing ring and, step-by-step, achieved the goal of moving into a lower price range with a modernized, one-of-a-kind twist cap. The **berlinger[®]lausanneKIT**: a new generation and dimension of high-security containers. On the next few pages we'll reveal how we came up with the name “*lausanneKIT*”.

We hope that you enjoy browsing through the latest news. As always, please do not hesitate to contact us if you have any questions. We are always glad to assist you!

Sincerely,

*Andrea Berlinger Schwyter (president)
Daniel Schwyter-Berlinger (CEO)*

The urine collection vessel in Berlinger style

It's here! The new and refined urine collection vessel!

In addition to the cap's new color, which of course matches the light green in Berlinger Special AG's logo, this container also features other innovations. Closing is simple and easy. Like closing plastic kitchen containers, two slight clicks can be felt when the cap snaps into place. The container is thus sealed and leak proof. A fine removable foil covers the pouring hole in order to optimally maintain hygiene between the toilet and the rest of the control procedure. The pouring hole is precisely aligned to fit the BEREK-KIT containers, therefore making it easy to pour the urine into the glass bottles. We would be glad to send you samples to look at or use in training or practice exercises with your DCOs.

An instructional video on handling the urine collection vessel can be found on our website: www.berlinger.ch/news. We would like to thank all customers who actively contributed to the urine collection vessel's development!



Accessories in a new “outfit”

More new machinery...

In addition to investing in the new shrink-wrapping for the cardboard packaging and the new laser labelling machine, our production machinery experienced additional growth. We thought that our accessory packaging should also have a new outfit. This required a new machine that can simultaneously print the bags and, for example, automatically include the expiration date or the intended use. With the new packaging machine this process has also become easier and more secure. Also for the end user; an integrated perforation makes the opening procedure very handy and easy.



Wherever possible, we try to improve our quality and keeping up with the constantly growing demands in the anti-doping sector.

For our employees, these innovations always present a challenge to confront technical progress head on. These are challenges that our team masters with flying colors. We are proud of our highly motivated team, which does everything possible to deliver perfect products to our customers.



berlinger® *lausanne* KIT

... a leap forward – don't you want to win a safe bet by relying on quality? Let's win the safe bet together!

This “leap forward” was planned well in advance. We have always wanted to develop an affordable alternative to our high security containers. The primary reason for this is that we have regularly heard the argument from various organisations and laboratories in the animal and university sport sectors that they would like to use our systems to increase the quality of sealed samples, but that this represents a major cost issue because up to four security containers are needed per test in various sports. Nearly two years ago we began devoting ourselves to a new product development to alleviate this problem. The classic, proven BEREG-KIT naturally served as the foundation. Since, for example, glass is absolutely undesirable in doping controls for animals, we focused on developing a plastic container. The second base point for the redesign was the result of many discussions with our customers. We incorporated their experience, concerns and requests into a new kit.

The result is a modern, solid high-security container with a cleverly devised pre-sealing system, high user-friendliness and – of course – the highest in Swiss quality. The enclosed brochure provides even more information on everything the **berlinger®lausanneKIT** has to offer. If you would like a sample or more information, please feel free to contact us (see contact information on the last page). Or you might know someone else who could use our new product?



by the way...

Sometimes coming up with a name for a new product is as difficult as naming a baby... ..only that not only the mother and father have to agree, but everyone on a six-person committee. This was also the case when trying to come up with a suitable product name for our new security container “**berlinger®lausanneKIT**”.

First we pondered the name Berlinger. The BEREG-KITs are generally well known under the company name Berlinger. Once we made sure that we could protect the name “Berlinger”, it was clear that our new product line should start with the name of our company. But what about the rest? The partial sample seals Sydney, Italy, Bavaria, etc. got us thinking about the names of cities and regions. Every new product in this line should thus bear the name of a city in Switzerland. Lausanne was essentially an obvious first choice. After all, as the Olympic Capital it is in some respect the heart of sports – and not just for Switzerland.

Shrink-wrapped cardboard packaging



The new shrink-wrapped cardboard boxes are in full swing.

So far we have only received positive feedback and even developed a new packaging option for the kit and accessories. In this initial phase it is very appreciated to receive your feedback regarding your satisfaction with this new shrink-wrapped pre-sealing. Please let us know if you have any comments or suggestions. By the way: All of our BEREG-Horse-KITs are also pre-sealed with the printed shrink-wrap.

Advance notice

Two more products are already in the pipeline.

The first is the Q-tag® CLm doc, a small, readable temperature indicator being developed by our parent company Berlinger & Co. AG. It provides an alternative to the Q-tag® 2 plus and the Libero. Like a Q-tag® 2 plus, the Q-tag® CLm doc measures all temperatures that are too high or too low, with the advantage that these readings can be downloaded to the computer as a document via a USB interface, thus simplifying documentation. The second product currently in the de-

Instructional video



Current version on our website

We have been very pleasantly surprised by the many positive reactions to our instructional video for handling the BEREG-KIT. Based on the feedback of several attentive customers, we have made a small adjustment regarding filling the urine into the bottles. We have also added the new shrink-wrapped cardboard box of the BEREG-KIT.

The current version of the video can be found at: www.berlinger.ch/news. We hope the video will help to enrich the training of your DCOs and athletes.



velopment phase is a partial sample seal in combination with the new urine collection vessel. We'll reveal more about this in the next **update**.

Reinforcement for our sales office



Reinforcement for our golden duo Monika and Sarah.

After waiting for quite some time, Monika Egli has now Melanie Griga to support her in Purchasing. Sarah Dick can also hand over a great deal from the day-to-day "Export" business since all the new products are keeping her very busy in Marketing. The second new hire is also the company's youngest employee, our former trainee Nadja Heim. After a three-year commercial apprenticeship at Berlinger, she successfully completed her training as a commercial clerk. We consider ourselves lucky that Nadja has chosen to remain loyal to us. She will mainly be entrusted with export formalities and will also assist in bookkeeping. We are very delighted about the rejuvenation of our already young team and are certain that we have laid another important cornerstone for being able to distribute our increasingly varied work to hard-working and trustworthy individuals. Only in this way can we ensure that we will continue to provide you with the usual standard of "Berlinger Service". In this spirit we warmly welcome Melanie and Nadja!

Your contact person

Please do not hesitate to contact our team of experts if you have any questions. Monika Egli, Roger Sabat and Andrea Berlinger would be happy to assist you.

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