

Unexpected synergies realized with bottle manufacturing partnership

Thermo Scientific Nalgene PET Media Bottles

Company

Mid-size manufacturer of media and sera

Background

A leading global supplier of media and serum urgently required a new partner for bottles for their product. The serum and media they produce is used in the production of biopharmaceuticals and vaccines for areas of life science research, including cell biology, genomics, virology, immunology, and innovative drug research and toxicology. Having a reliable and durable bottle to properly protect the solutions during transportation and storage was a necessity for the client's business to run successfully. After experiencing significant quality issues with leaking bottles and unsatisfactory resolution from their incumbent supplier, the client decided to reevaluate its source of their bottles. Knowing the long-standing reputation of high quality bottles manufactured by Thermo Fisher Scientific, the client asked to partner with us as their primary bottle supplier.

Challenges

The sudden switch of suppliers created unforeseen challenges for the leading serum manufacturer. Although Thermo Fisher Scientific provided leakproof and reliable bottles, the dimensions of the bottle tray package did not meet the footprint of their automated filling line because it was originally designed to meet the specifications of the previous bottles. Additionally, the bottle closures were not flat enough due to the printed logo, making them similarly incompatible. Therefore, a customized solution to meet the unique packaging and closure requirements had to be devised.



Capabilities

- Flexibility to provide customized solutions for packaging configurations, tray material, and closure design
- Dedicated white glove service with representatives from all functions, including R&D, product management, engineering, operations and commercial, to work closely with client from initial design to launch
- Over 70 years of expertise in manufacturing high-quality bottles with leakproof guarantee
- Global supply footprint and robust manufacturing capabilities, allowing for an extensive distribution network

Partnership

An open, two-way dialogue enables Thermo Fisher Scientific to fully understand the unique technical and business requirements. This allowed the cross-functional OEM team to navigate and quickly solve for the technical and compatibility challenges that arose early on.

Results

- As a well-known and reputable bottle, Thermo Scientific™ Nalgene™ PET Media Bottles were chosen to replace leaking bottles from an unreliable supplier. Made with the high-quality virgin resins, Nalgene PET Bottles comply with the latest biological testing standards and are guaranteed to have a leakproof design.
- Collaboration between the leading serum manufacturer and the Thermo Fisher Scientific cross-functional OEM team enabled the development of a customized bottle tray format that fit the existing automation equipment. The new packaging format was an overall improvement. The material was more suitable and the design permitted the use of the tray for downstream operations, improving sustainability and reducing the potential contamination due to particulates. In addition, the improvements were made within the desired cost constraints, optimizing overall profitability of the client.
- The Thermo Fisher Scientific team not only provided a customized packaging solution, but also worked with the leading serum manufacturer to provide another customized solution to address a closure issue. Thermo Fisher Scientific offers a flexible manufacturing solution, which in this case allowed for a customized anonymous closure that provided a flat closure surface compatible with their capping system, while still upholding the leakproof guarantee.

Summary

By understanding the technical constraints and end user challenges, the OEM team at Thermo Fisher Scientific delivered a high-quality bottle with a customized tray and closure format to help meet the unique needs of the leading serum manufacturer. This allowed them to avoid potential pitfalls, reduce their quality issues, optimize profitability and continue to grow their business, while staying within budget. A strong commitment to the client



led to an integrative partnership and continued support for other business endeavors that came down the road.

About Thermo Fisher Scientific OEM and Commercial Supply

The breadth of our product portfolio affords our partners a range of options in selecting tailored technologies to help shorten their development timelines and maximize return on investment. And our dedicated commercial-supply cross-functional team understands the unique nature of OEM requirements to make the partnership process a smooth one.

Our best-in-class manufacturing processes, certified cleanroom facilities, integrated quality management system, and extensive R&D experience enable us to produce high-quality products, and develop innovative workflow solutions for partners in life science research, diagnostic manufacturing and industrial markets. A solid worldwide infrastructure helps ensure on-time delivery, long-term sustainability, and superior service and support. Our team works with you every step of the way.

Find out more at thermofisher.com/mediabottles

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