

Fisherbrand washers

Feb 2023



Proven performance, reliability and space-saving design for laboratory washing. With its small carbon footprint and the shortest cycle times, the Blue Line washer is a superior washer for laboratory use.

The need for reduced process times has become more and more important, but process security cannot be compromised in any way.

Side-by-side installation and compact efficiency reduce the space needed and increase productivity in a smaller space.

The Blue Line series is unique in terms of:

- Lowest water consumption
- Lowest chemicals consumption
- Ergonomics
- Lowest energy consumption
- High productivity
- Remote service possibility

Target Customers

- Biotech
- Laboratory Manager

Key Features and Benefits

- Low Water consumption
- Low energy consumption
- Low chemical consumption
- Flexible rack system
- Small footprint
- Low noise
- Fast process times
- Open-source Browser interface
- Independent temperature monitoring system

Bundling Opportunities

List the products that can be bundled with this product here

- Chemistry
- Water treatment
- Glassware

Competing Products

List product name and supplier

- Miele
- Steelco
- Belimed
- Getinge
- MMM
- Smeg

Key Information

Category

**Fisher Labeled
Exclusive**

Specialist Support

Yes

Service Responsibility

Manufacturer appointed service agents

Contact Information

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Why You Should Sell

It's a Fisherbrand product, so sales will strengthen the brand name.

It's important to ensure that the glassware and other containers are clean, so they don't interfere with other processes. Eg. in the analysis work, where unclean equipment can result in incorrect readings or damaged samples.

The glassware washer is also interesting for business, as it requires chemistry to ensure the correct cleaning of utensils and glassware.

The Fisherbrand Blue Line washers can be a tool to assist our customers to reach their sustainability goals. This also gives us the possibility to talk about our own net-zero emission target for 2050.

Uncover the Need

What items do you need to wash? (take pictures for later assistance)

How many of each per day / week?

We recommend machines with internal drying. That way you will not need to move the items to the drying cabinet, but they will be ready right away.

What kind of water is available?

Is there a drain in the floor, that we can connect to?

Do you have exhaust for the steam in the room?

Do you need a condenser to minimize the steam from the machine?

Do you currently have a chemistry supplier?

Do you need a service contract?]

Possible Customer Questions and Answers

Do we need a special kind of chemistry?

No. Just a chemistry that is right for the purpose.

What kind of steel do you use?

Every steel surface in contact with the process water is AISI316 steel.

Can it wash at 90 °C?

Yes.

Can I change the programs?

There is space available for 40 programs. Each program can be configured individually.

Support Materials

2 page brochures

Manual

Technical Data Sheet

Samples

The manufacturer sometimes do a laboratory test in our lab.

Demos

Teams meeting