

**BROOKLYN
TOOL**



BROOKLYN TOOL

- Founded in 1960
- Nearly 60 years exclusive to cryogenic storage products
- 3rd generation family-owned business
- Woman-owned and operated business
- We are the manufacturer of our products and we fabricate all of our products in Fridley, MN
- Cryo industries served:
 - Human & Animal health
 - IVF
 - Animal artificial insemination
 - Long-term storage
 - Transportation/Logistics

**HIGH EFFICIENCY
CRYOGENIC FREEZER
STORAGE CONSIDERATIONS:**

WHAT IS BEING STORED?

1

Boxes or Vials

- May need standard or slimline racks

2

Bloodbags

- May need cassettes (canisters) & frames

3

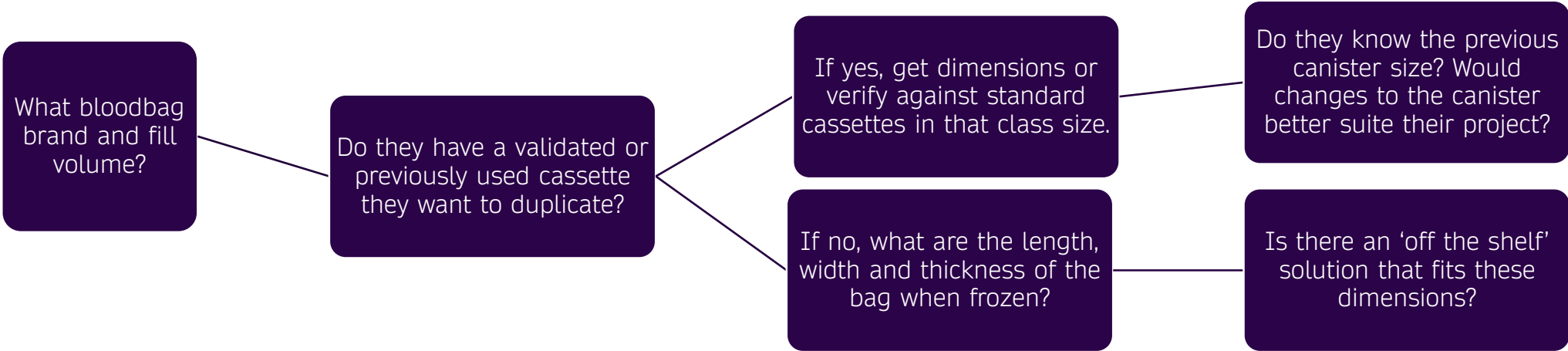
Cryocanes

- May need SUC-1 canisters

4

What else are you seeing?

BLOODBAG DECISION TREE EXAMPLE

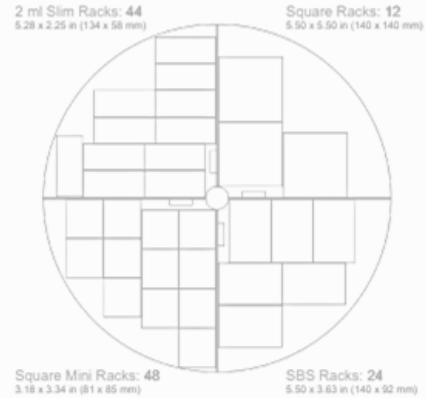


'BEST FIT' FRAMES & CASSETTES

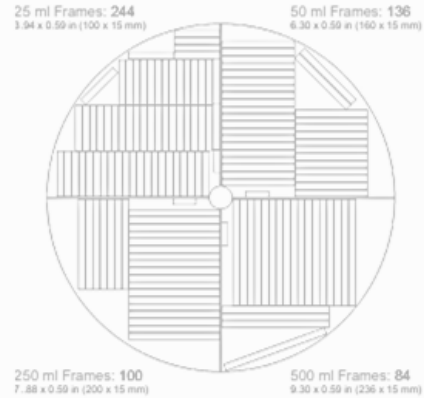
1. Cost-effective
2. Fit the bloodbag comfortably inside the cassette
3. Maximize the storage capacity of the freezer while meeting #1 & 2
4. Maximize the user experience. May include:
 1. Anodized ID tags on frames
 2. Cut-outs or ID labelling on canisters
 3. Spring clip or other security features
 4. Part # on rack, etc.

CONSIDER THE FREEZER SIZE & PORTION BEING FILLED

Vial Inventory:



Blood Bag Inventory:



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2 ml Vial Capacity

(Vials | Boxes | Racks)

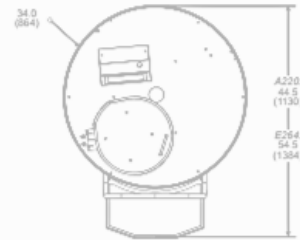
Slim Vertical Racks	22,000 220 44	26,400 264 44
Boxes / Rack	5	6
Square Racks	15,600 156 12	18,000 180 12
Boxes / Rack	13	15

Blood Bag Capacity

(Bags | Frames | Bags / Frame)

25 ml Cassettes	1,708 244 7	1,952 244 8
50 ml Cassettes	952 136 7	1,088 136 8
250 ml Cassettes	400 100 4	500 100 5
500 ml Cassettes	336 84 4	420 84 5

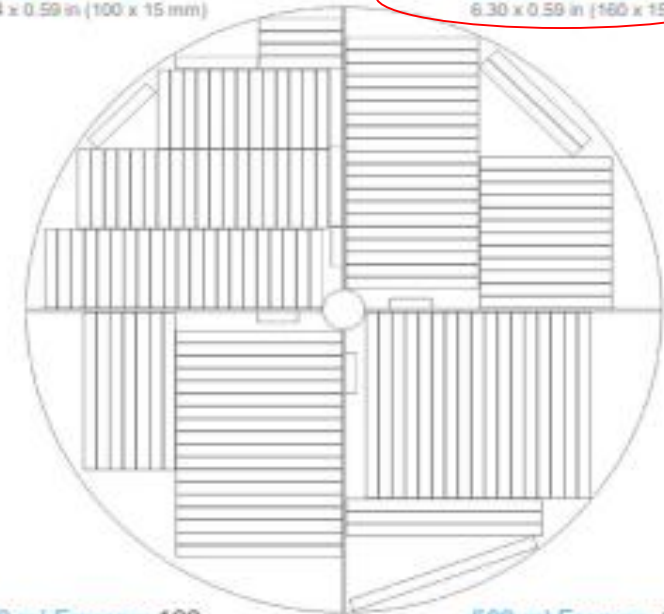
Outer Diameter - in (mm)	34.0 (864)	34.0 (864)
Overall Height - in (mm)	58.0 (1473)	62.0 (1575)
Usable Height - in (mm)	30.0 (762)	34.0 (864)
Step Height - in (mm)	9.5 (241)	9.5 (241) x 2



Blood Bag Inventory:

25 ml Frames: 244
3.94 x 0.59 in (100 x 15 mm)

50 ml Frames: 136
6.30 x 0.59 in (160 x 15 mm)



250 ml Frames: 100
7.88 x 0.59 in (200 x 15 mm)

500 ml Frames: 84
9.30 x 0.59 in (236 x 15 mm)

EXAMPLE RECOMMENDATION

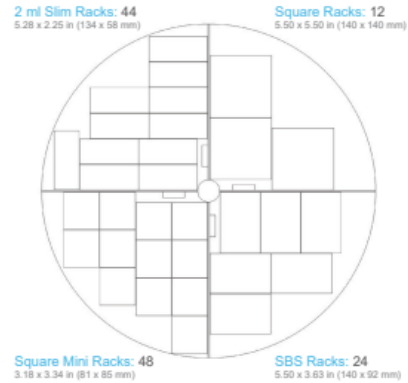
1. Use the customer's filled bag size → best cassette (and matching frame type)
2. Use the customer's freezer model's internal useable height
 1. Will determine max # of cassettes/height for frames
3. If 30" usable height freezer, 250-750ml cassette that is 6" tall → will allow for 4-cassette tall frame.
 1. MOST frames will leave excess room of .090-.125" for two reasons:
 1. Want cassette to stay inside but also be easily removed
 2. Allows you to more likely accommodate variability across different brands of canisters in the same class while still maximizing storage capacity

Final consideration for internal canister height:

Canister height + excess usable space per slot + thickness of material + handle height \leq internal usable height of tank

FREEZER BOX & VIAL STORAGE

Vial Inventory:



A220

E:

2 ml Vial Capacity

(Vials | Boxes | Racks)

Slim Vertical Racks	22,000 220 44	26,400
Boxes / Rack	5	
Square Racks	15,600 156 12	18,000
Boxes / Rack	13	

Blood Bag Capacity

(Bags | Frames | Bags / Frame)

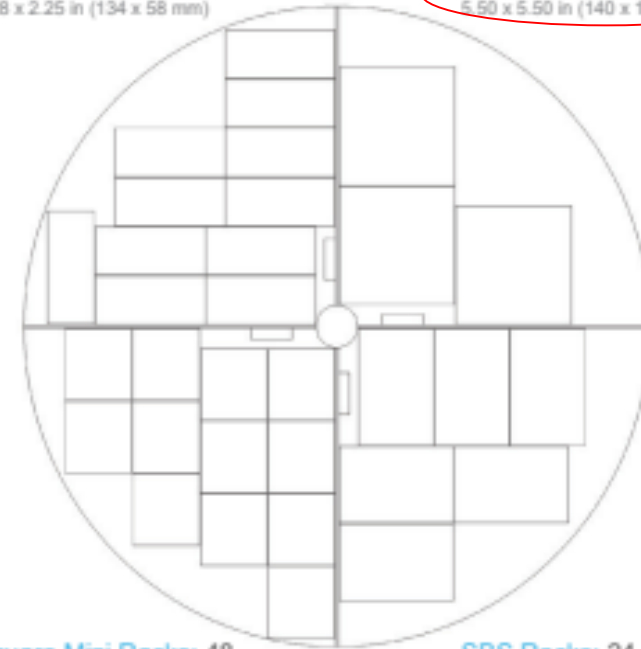
25 ml Cassettes	1,708 244 7	1,952
50 ml Cassettes	952 136 7	1,088
250 ml Cassettes	400 100 4	500
500 ml Cassettes	336 84 4	420

Outer Diameter - in (mm)	34.0 (864)	34.0
Overall Height - in (mm)	58.0 (1473)	62.0
Usable Height - in (mm)	30.0 (762)	34.0

Vial Inventory:

2 ml Slim Racks: 44
5.28 x 2.25 in (134 x 58 mm)

Square Racks: 12
5.50 x 5.50 in (140 x 140 mm)



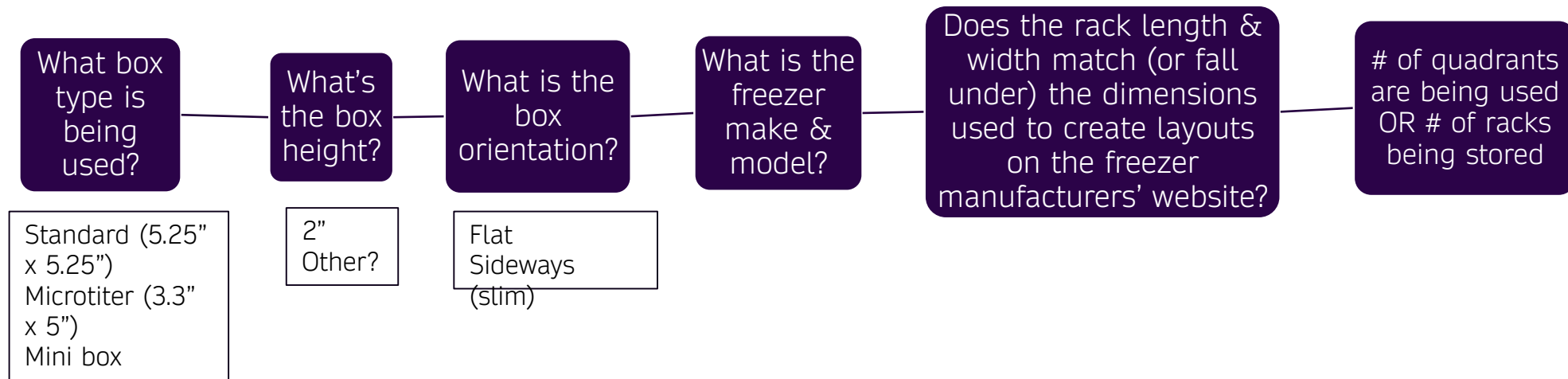
Square Mini Racks: 48
3.18 x 3.34 in (81 x 85 mm)

SBS Racks: 24
5.50 x 3.63 in (140 x 92 mm)

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BOX & VIAL DECISION TREE EXAMPLE

(SAME PROCESS, DIFFERENT PRODUCT)



EXAMPLE RECOMMENDATION

- Recommend standard rack
 1. Cross-check that rack height falls under tank usable height
 2. Cross-check that rack outside length & width matches assumptions used to create layouts in product manual
- Guide customer to make the decision that best fits their priorities
 - Is it maximizing storage?
 - Is it a custom solution and layout?
 - Are there value add features to enhance user experience or eliminate current pain points?



PRODUCT OFFERINGS/FEATURES



OUR PRODUCTS

A SOLUTION-BASED BUSINESS

- High-touch, responsive customer service, with customizable product, is the main draw for our consumers to our product
- Design is clean, reliable and easy to use
- On-site manufacturing allows for endless customization and helps in controlling and driving lead-times

PRODUCT LINES

- Cryo canes & ID Tabs
 - Primarily used by animal breeders, IVF clinics and vaccine manufacturers
- Inventory Management Systems
 - Products related to bulk storage tanks, upright freezers, cryo-shippers, etc.
 - Primarily used by hospitals, research labs and freezer manufacturers/distributors

GEOGRAPHIC SCOPE



Ship direct, world-wide.



Mostly US-based.

** Our target customer may be based anywhere in the world. They value quality products and exceptional customer service from a trusted partner.*

THANK YOU