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## Consolidated Stills & Sterilizers

A sense of excitement fills the air as scientists are on the verge of making a discovery. The anticipation is palpable as the results of an immense amount of time, work and thought are about to be realized. But not a second thought has been spent worrying over whether the results have been contaminated, and rightly so. That's because all the glassware, media and waste have been sterilized by equipment from Consolidated Stills & Sterilizers (CSS).

Manufacturing sterilization equipment for research labs is just one example of the way CSS is helping society. CSS also provides equipment for medical facilities. As a manufacturer of steam sterilizers and water

distillation products, the company has been providing sterilization equipment worldwide for more than 50 years.

CSS' experience in the industry gives its clients the edge. CSS has seen the industry evolve and has remained at the forefront of the latest developments. Incorporating those advancements into its products will help CSS meet the ever-changing requirements in an industry that is becoming more regulated and less understood. "Continually educating the consumer/user should be a focus in this industry," says Arthur Trapotsis of CSS. "The industry is under severe financial pressure with greater technical requirements but tighter monetary resources. Some of these requirements include remote data collection with industry-standard software and stricter adherence to Bio-Safety Classifications.



"We provide the means for clients to use their own software applications to interface with our sterilizers and collect real-time data. We also offer technical information (application data sheets) on Bio-Safety Level Environments, reducing utility consumption and other topics."

Allowing clients to use their own software applications is a tricky process. CSS is making this process less complicated through a means designed to provide the end user with the greatest benefit. Says Trapotsis, "The sales process for a piece of CSS' equipment can involve many layers of feedback and customization among the customer, company representatives and CSS. Users can customize their sterilizers based upon numerous product

specifications. In most instances, CSS will work with the client to customize their products to meet specific needs. These needs may relate to the physical layout of the sterilizer facility, the type of facility in which the equipment will be operated and/or the customer's budgetary constraints.

"CSS will work closely with all parties to ensure that the equipment being installed represents the correct solution for the ultimate end user. This solution-based sale is a crucial differentiating factor for CSS and results in numerous repeat customers."

Clients keep coming back to CSS because it's a company that gets the job done right. Its experience creating state-of-the-art equipment and its proven track record of success make it one of the most notable in the industry. The reliability of CSS products is exactly why researchers and doctors never give their sterilized goods a second thought. And when they're performing such great research, do they really have time to worry?

— Corporate Profile



### An excerpt from a notable clientele list:

- Massachusetts Institute of Technology Environmental Research Lab
- Massachusetts Institute of Technology Brain & Cognitive Sciences Center
- New York State Department of Health
- Tufts University Medical School BSL-3 Lab

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