

Consider using the Differential Pipettor because its ABSENCE OF OUTLIERS will <u>Reduce Mental</u> <u>Stress</u> in your techs and <u>Save Big</u> <u>Money</u> -- even if you don't need its better accuracy and precision!



by Donald Schwartz, M.D., President and Scientific Director March 29, 2015

The recent analysis of all 12 of our SCIENCE sections (see SCIENCE 13 Overview on our website) startlingly concluded that *"the absence of outliers (or missed aspirations) may actually be the most obvious testament to the superior core technology and overall performance"* and that this alone reduces mental stress and should eliminate the need for routine duplicate and triplicate measurements. This is a compelling reason to use the Differential Pipettor even if better precision and accuracy do not appear to be needed for your applications.

As it was well put by the reviewer,

"The absence of outliers is most important. That is where you get a result indicating that someone is pregnant when she isn't, or a false negative PSA or tumor marker and the physician doesn't do the follow on direct clinical exam he should have".

"Once the tech recognizes that outliers are virtually non-existent the whole pipetting task becomes easier and one is <u>freed from the</u> <u>mental stress</u> of keeping focussed and checking all the views and tips for missed or grossly short aspirations".

When one adds the duplicate and triplicate practices that often follow with conventional pipetting, one recognizes a tasteless and terribly trying trilogy of *stressful*, *time-consuming* and *very expensive* things that simply go away with the Differential Pipettor!

For these rock-solid, patented core technology reasons why this is impossible with regular pipetting

