

## Teel Customer Testimonial: Biological Sample Collection Kit Manufacturer Gentueri Inc.

Teel is thrilled to partner with Gentueri on their important work serving and innovating within the biological sample market. Teel extrudes and injection molds swab stick handles for Gentueri's sample collection kits and is currently collaborating with the company on some exciting diagnostics device R&D work.

### About Gentueri Inc.

Gentueri is an innovative manufacturer and supplier of biological sample collection devices and kits, focusing on non-invasive remote sample collection kits that preserve samples by solid support desiccation. This allows samples to be shipped and stored at room temperature without the need for preservative liquids. In 2021, Inc 5000 named Gentueri the 112th fastest growing company in the US and the fastest growing in Wisconsin.



### Finding a Partner

In evaluating plastics manufactures to work with, Gentueri was focused on finding an ISO 13485-certified company with an established name. "As we started evaluating suppliers, we really wanted to have a name we could trust," said Carl Byington, Gentueri's director of operations. When the company found Teel, they decided they had found a partner who had the capability "to support our ventures and grow with us," said Carl. Teel's reputation for quality and the ISO 13485 certification to back it up were deciding factors in their choice of Teel.

### What It's Like Working with Teel

Gentueri has appreciated Teel's customer service emphasis and willingness to dig into projects with the engineering resources and plastics expertise that sets Teel apart. "You guys provided great customer service. You have a great collaborative process that's fluid, responsive, and you help us identify appropriate materials that are needed to support these devices," said Carl. "You think ahead in terms of our forecasting when procuring material for us," he added. "We don't have to worry about having just enough to manufacture this one lot."

When it came to providing plastics expertise to support Gentueri's entry into automated manufacturing, Carl claims Teel was "absolutely awesome." He explained that "Teel was more than willing to accompany us to the robotics company to evaluate the machines – really help us troubleshoot and critically evaluate how the plastic would perform under these stress conditions, what alterations [we could] do to the extrusion to optimize the performance of the automation. That's really what turned us on about Teel."

### Would Gentueri Recommend Teel?

"Absolutely," Carl said. "Teel is going to get right in there and collaborate with you and try to offer not just a plastic but a process." He added, "I would absolutely recommend Teel to others if they're looking for a company that is really going to be invested in your success just as much as [their] business."

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*- Carl Byington,  
Gentueri Director of  
Operations*