



## **MAKING THE RIGHT CHOICE: How to know which M-CRYO CABIN will serve YOUR needs**

### **STEP 1: There are a few characteristics that are common to ALL M-CRYO:**

- They are made in USA (Richardson, TX) and come with a limited 2-year warranty, installation and training of 2 operators;
- They are made not to stock, but on order, based on customized specifications to cater to needs of each particular client;
- They use liquid nitrogen as a cooling agent.

### **STEP 2: Knowing this, you have a few MAJOR DECISIONS to make:**

- Will you use the M-CRYO for commercial purposes (high volume) or at home (up to 5 cryo-acts per day)?
- Do you want a regular size M-CRYO (RL) or extra large (XL) (6" wider and taller)? We usually supply XL to sports teams, e.g. NBA, NFL or MLB, to make cryo-acts more comfortable for the athletic bodies of their players.
- Would you prefer nitrogen supply from lower volume dewars or high volume pressurized cylinders? See STEP 3 for more information on this.

### **STEP 3: Choosing the right nitrogen supply system for your M-CRYO:**

If you have chosen a M-CRYO for use at home, it can only be supplied with small, not pressurized liquid nitrogen vessels – dewars, while M-CRYO for commercial use can be supplied in one of the following modifications:

- Nitrogen supply from 35L dewars that are not pressurized; a dewar must be put inside the M-CRYO to provide a cryo-act and taken out when the M-CRYO is idle;
- Nitrogen supply from pressurized high volume liquid nitrogen cylinders that get connected directly to the M-CRYO and stay connected until empty and need to be replaced.

The decision on the nitrogen supply modification must be made upon placing the order, since the two are technologically significantly different and are not interchangeable.

The model with pipe to use dewars is recommended for smaller businesses with low to moderate client flow – up to 10-12 cryo-acts per day and/or considerable breaks between consecutive treatments. The model with solenoid valve to use pressurized cylinders will better serve high volume establishments providing many back-to-back cryo-acts.

The most widely used model, regular size M-CRYO-RL, can work equally well with dewars and with pressurized cylinders. Extra large M-CRYO-XL are usually made to work with pressurized cylinders, yet using dewars is possible. Home equipment can use dewars only.

#### **STEP 4: Building the desired functionality and design:**

In addition to the choice of nitrogen supply M-CRYO offers a number of functionality and design related choices, as demonstrated in the tables below. A set of choices made influences the final price of the M-CRYO. Use the following tables to calculate the price of your choice.

#### **<sup>1</sup> Basic model with pipe INCLUDES:**

- The system to use dewars (vacuum motor, pipe lifter, bellows);
- Pro-face electronics and HMI with a 3.5” high resolution energy efficient LED touch screen display;
- A set of pads to adjust client’s standing inside the M-CRYO;
- Silver metallic exterior.

Basic model DOES NOT include dewars and related accessories (a roller base to move dewars around or a nitrogen transfer hose to refill them) – dewars and accessories can be purchased as additional items or rented from a nitrogen supplier.

#### **<sup>11</sup> Basic model with solenoid valve INCLUDES:**

- The system to use pressurized cylinders (solenoid valve, adaptors);
- Pro-face electronics and HMI with a 3.5” high resolution energy efficient LED touch screen display;
- A set of pads to adjust client’s standing inside the M-CRYO;
- Silver metallic exterior.

Basic model DOES NOT include a nitrogen transfer hose to connect pressurized cylinder to the M-CRYO. The hose can be purchased as an additional item or rented from a nitrogen supplier. The cylinders remain at nitrogen supplier’s possession at all times and are not for sale.

**<sup>4</sup> You can add a “lift”** – an internal electric raising platform to adjust client’s standing inside the M-CRYO. It is more convenient to use than a set of pads, but the lift has a weight restriction of 250 lbs. For this reason, it’s only used in regular size M-CRYOs. See the tables below for additional costs associated with this feature

**You can replace the 3.5”** screen with a 5.7” screen or larger. The Pro-face touch screen displays we use to operate the M-CRYO come in various sizes – not only 3.5” and 5.7”, but also 7”, 7.5”, 10.4” and 12.1”. The larger the display, the higher its price, while the other features (3D image, high resolution, energy efficiency, more than 65K colors, LED) remain the same. See the tables below for pricing information and ask us for screens larger than 5.7” if you are interested.

<sup>5</sup> **You can add a digital t° display** visible to the client during the treatment. This display will let the client to monitor the temperature change inside the M-CRYO during the treatment (reaching -110 C and below), otherwise seen only by the operator. See the tables below for additional costs associated with this feature. Adding this display will make adding a computer screen (next) impossible.

<sup>6</sup> **You can add a computer screen** visible to the client during the treatment. This screen will not only show temperature inside the M-CRYO during the treatment, it will also make demonstration of informative or entertaining videos, or ads possible. Adding this feature will exclude a possibility and a need to add a digital temperature display.

<sup>7</sup> **You can change the color of exterior.** Replace the standard silver metallic finish with white, beige, dark blue or other color of your choice to match your interior. Ask us for the color of your preference and we will inquire for it.

<sup>8</sup> **Min** in the tables below indicates the minimum price of the M-CRYO of your choice, but this price does not include all necessary accessories. If you decide not to buy them from Majestic CRYO, additional costs to obtain them will occur elsewhere (see STEP 5).

<sup>9</sup> **Regular** in the tables below indicates the price of the most common modification of the M-CRYO of your choice – fully functional, but not including any extra gadgets.

#### **STEP 5: Understanding other costs involved:**

The following one-time costs will occur upon fulfilling your order:

- Assembly and installation fee of \$700 included in the price;
- Training fee of \$400 included in the price. This fee covers on-site training of two designated operators performed upon completion of installation and testing of the M-CRYO;
- Delivery fee at a rate of \$1 per mile from Richardson, TX, to the set-up location. This fee is NOT included in the price and will be charged separately, upon the actual delivery.

Recommended purchases:

- If you have chosen a model with pipe (for dewars), we recommend that you include two dewars, one roller base and a nitrogen transfer hose with your purchase. This will save you some time and ensure that you can start providing treatments right upon installation, as operation without dewars is impossible. Dewars and accessories can usually also be rented from the nitrogen supplier, but are not always available, prices differ, and additional arrangements have to be made.
- If you have chosen a model with solenoid valve (for pressurized cylinders), we recommend that you include a nitrogen transfer hose with your purchase, for the above reasons.

**CALCULATING YOUR PRICE: Apply the choices you made through STEPS 2 to 5 to come up with YOUR price**

**M-CRYO-RL, Single Unit**

<b>Basic model with pipe</b> <sup>1</sup>	2 dewars and a roller base <sup>2</sup>	Add more dewars	Add more roller bases	Add a nitrogen transfer hose <sup>3</sup>	Add a “lift” <sup>4</sup>	Replace 3.5” screen with 5.7”	Add a digital t <sup>o</sup> display <sup>5</sup>	Add a computer screen <sup>6</sup>	Change the color of exterior <sup>7</sup>	Assembly and installation	Training of 2 operators	Add more operators	<b>TOTAL cabin with pipe</b>
\$38,900	\$1,800	\$800/pc	\$200/pc	\$200	\$900	\$1,800	\$1,200	\$2,000	\$300	\$700	\$400	\$100/op	
Min <sup>8</sup>	-	-	-	-	-	-	-	-	-	+	+	-	\$40,000
Min to operate	+	-	-	+	-	-	-	-	-	+	+	-	<b>\$42,000</b>
Regular <sup>9</sup>	+	-	-	+	+	-	-	-	-	+	+	-	<b>\$42,900</b>
Luxury <sup>10</sup>	+	1	2	+	+	+	-	+	+	+	+	1	\$48,300
Your price: \$38,900+													
<b>Basic model with solenoid valve</b> <sup>11</sup>	2 dewars and a roller base <sup>2</sup>	Add more dewars	Add more roller bases	Add a nitrogen transfer hose <sup>3</sup>	Add a “lift” <sup>4</sup>	Replace 3.5” screen with 5.7”	Add a digital t <sup>o</sup> display <sup>5</sup>	Add a computer screen <sup>6</sup>	Change the color of exterior <sup>7</sup>	Assembly and installation	Training of 2 operators	Add more operators	<b>TOTAL cabin with solenoid valve</b>
\$38,500	n/a	n/a	n/a	\$200	\$900	\$1,800	\$1,200	\$2,000	\$300	\$700	\$400	\$100/op	
Min <sup>8</sup>	n/a	n/a	n/a	-	-	-	-	-	-	+	+	-	\$39,600
Min to operate	n/a	n/a	n/a	+	-	-	-	-	-	+	+	-	<b>\$39,800</b>
Regular <sup>9</sup>	n/a	n/a	n/a	+	+	-	-	-	-	+	+	-	<b>\$40,700</b>
Luxury <sup>10</sup>	n/a	n/a	n/a	+	+	+	-	+	+	+	+	1	\$44,900
Your price: \$38,500+													

**Volume discount:** -\$1,000 per Unit if buying 2; -\$2,000 per Unit if buying 3; -\$3,000 per Unit if buying 4; -\$4,000 per Unit if buying 5 or more.

**M-CRYO-XL Model, Single Unit**

<b>Basic model with pipe</b> <sup>1</sup>	2 dewars and a roller base <sup>2</sup>	Add more dewars	Add more roller bases	Add a nitrogen transfer hose <sup>3</sup>	Add a “lift” <sup>4</sup>	Replace 3.5” screen with 5.7”	Add a digital t° display <sup>5</sup>	Add a computer screen <sup>6</sup>	Change the color of exterior <sup>7</sup>	Assembly and installation	Training of 2 operators	Add more operators	<b>TOTAL cabin with pipe</b>
\$40,900	\$1,800	\$800/pc	\$200/pc	\$200	n/a	\$1,800	\$1,200	\$2,000	\$300	\$700	\$400	\$100/op	
Min <sup>8</sup>	-	-	-	-	n/a	-	-	-	-	+	+	-	\$42,000
Min to operate	+	-	-	+	n/a	-	-	-	-	+	+	-	\$44,000
Regular <sup>9</sup>	+	-	-	+	n/a	-	-	-	-	+	+	-	\$44,000
Luxury <sup>10</sup>	+	1	2	+	n/a	+	-	+	+	+	+	1	\$50,000
Your price: \$40,900+													
<b>Basic model with solenoid valve</b> <sup>11</sup>	2 dewars and a roller base <sup>2</sup>	Add more dewars	Add more roller bases	Add a nitrogen transfer hose <sup>3</sup>	Add a “lift” <sup>4</sup>	Replace 3.5” screen with 5.7”	Add a digital t° display <sup>5</sup>	Add a computer screen <sup>6</sup>	Change the color of exterior <sup>7</sup>	Assembly and installation	Training of 2 operators	Add more operators	<b>TOTAL cabin with solenoid valve</b>
\$40,500	n/a	n/a	n/a	\$200	n/a	\$1,800	\$1,200	\$2,000	\$300	\$700	\$400	\$100/op	
Min <sup>8</sup>	n/a	n/a	n/a	-	n/a	-	-	-	-	+	+	-	\$41,600
Min to operate	n/a	n/a	n/a	+	n/a	-	-	-	-	+	+	-	\$41,800
Regular <sup>9</sup>	n/a	n/a	n/a	+	n/a	-	-	-	-	+	+	-	\$41,800
Luxury <sup>10</sup>	n/a	n/a	n/a	+	n/a	+	-	+	+	+	+	1	\$47,200
Your price: \$40,500+													

**Volume discount:** -\$1,000 per Unit if buying 2; -\$2,000 per Unit if buying 3; -\$3,000 per Unit if buying 4; -\$4,000 per Unit if buying 5 or more.