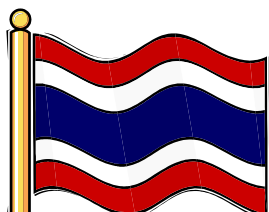


TREK TIMES

A TREK Newsletter for our International Readers



VISIT TO THAILAND

By Paul Daga, Vice President International Markets,
TREK Diagnostic Systems

Both Maureen Mansfield, International Sales Manager for TREK, and myself visited our distributor PCN Healthcare in Thailand late last year.

PCN Healthcare was the first company to place VersaTREK sys-

tems outside the U.S., and they were also the first company to place a large 528 VersaTREK System.

We took the opportunity to visit our customer at Srinakarin Hospital, part of Khonkaen University, to dis-

cuss the reasons they purchased the VersaTREK System, as well as to learn about their experiences of using the system.

They shared with us the comparison data they had obtained by comparing BD, BioMeriueux, and our

system prior to making a decision. *See data on page 2 for details!*

They were also extremely impressed with the ease of use and recovery of VersaTREK system. PCN was very pleased with the reliability of the analyser!

Some Fun Facts on Thailand!

The Kingdom of Thailand draws more visitors than any other country in Southeast Asia with its irresistible combination of breathtaking natural beauty, inspiring temples, renowned hospitality, robust cuisine and ruins of fabulous ancient kingdoms.

Geography

Thailand shares borders with Malaysia, Myanmar (Burma), Laos and Cambodia. The country's east coast borders the Gulf of Thailand and the west coast abuts the Andaman Sea. The country is divided into four main zones: the fertile, central plains of the Chao Phraya River; the poorer region of the 300m (985ft) high northeast plateau; the fertile valley and mountains of Northern Thailand; and the rainforested southern peninsula. The highest peak is the 2596m (8512ft) Doi Inthanon in Chiang Mai province.

Full Name

Kingdom of Thailand

Capital City

Bangkok

Area

517,000 sq km
199,614 sq miles

Population

65,000,000

Languages

Thai (official). Thai is a complicated language with its own unique alphabet, but it's fun to try at least a few words. The main complication with Thai is that it is tonal: the same word could be pronounced with a rising, falling, high, low or level tone and could theoretically have five meanings!



COMPARISON DATA FROM SEEDED STUDY AT KHONKAEN UNIVERISTY (CONTINUED FROM COVER)



Mr. Prajuab Chaimanee,
Head, Unit of Clinical
Microbiology, and
Assistant Professor Saovaluk
Sukprasert, Microbiology
Department Head,
Khonkaen University.

In January of 2005, Khonkaen University conducted a comparison seeded study between all three currently available blood culture instruments: VersaTREK® Automated Microbial Detection System, Bactec 9120, and the BacT/ALERT. Their objective was to compare the time to detection (TTD) of the three systems in three separate conditions; immediate bottle entry, delayed bottle entry overnight at room temperature, and delayed bottle entry overnight at 37° C.

Testing was performed on five CLSI organism strains and 36 clinical isolates from previous blood cultures. Please refer to Tables 1, 2 and 3 which represents the average of all organism groups tested and the TTD in hours compared to when the bottles were loaded

immediately, delayed overnight at room temperature and at 37° C.

Table 1 demonstrates that the VersaTREK System outperformed the competitive systems when the bottles were immediately loaded after being prepared. Time to detection ranged approximately one to five hours faster for the VersaTREK System compared to the other systems. The largest differences were seen with the *Staphylococcus* and *Candida* groups.

When the bottles were delayed at room temperature (Table 2), faster TTD with VersaTREK was shown with the *Staphylococcus* and the non-fermenter groups.

It is apparent in Table 3 that with the exception of the

Staphylococcus groups, the VersaTREK System had faster TTD with all other organism groups when delayed vial entry occurred at 37 ° C. One to twelve hours variances are seen between VersaTREK and the other two systems.

In summary the VersaTREK System performed extremely well in this seeded study outperforming both BacT/ALERT and Bactec when bottles were tested at various scenarios. Time to detection ranged from one to twelve hours faster in this study for the VersaTREK System. With its novel VorTrexing™ agitation methodology, comprehensive detection technology and enhanced media system, the VersaTREK System has the ability to recover a wide range of organism in record time and at various bottle conditions!

Table 1
Immediate Bottle Entry

Organism Groups	VersaTREK	9120	BacT/ALERT
<i>Staphylococcus</i>	14.50	19.79	20.49
<i>Streptococcus and Enterococcus</i>	11.77	13.81	13.40
Enterobacteriaceae	9.27	10.56	13.67
Non-fermenters	13.73	15.95	18.91
Fastidious	17.26	18.67	20.18
<i>Candida spp.</i>	24.60	26.97	29.49

Table 2
Delayed at Room Temperature

Organism Groups	VersaTREK	9120	BacT/ALERT
<i>Staphylococcus</i>	9.33	10.00	11.93
<i>Streptococcus and Enterococcus</i>	4.70	3.09	6.51
Enterobacteriaceae	2.69	1.76	5.50
Non-fermenters	8.20	9.13	8.99
Fastidious	11.12	10.37	14.94
<i>Candida spp.</i>	6.05	5.96	6.97

Table 3
Delayed at 37°C

Organism Groups	VersaTREK	9120	BacT/ALERT
<i>Staphylococcus</i>	11.45	7.17	10.02
<i>Streptococcus and Enterococcus</i>	2.70	8.38	10.58
Enterobacteriaceae	2.01	9.65	3.79
Non-fermenters	5.78	9.86	8.71
Fastidious	7.74	8.49	9.19
<i>Candida spp.</i>	4.98	11.00	16.75

NEW SWIN® EPIDEMIOLOGY MODULE ... AS EASY AS 1, 2, 3!

By Jenny Lorbach, Director of Global Marketing,
TREK Diagnostic Systems

We are proud to announce the availability of the Sensititre® SWIN Epidemiology module (Part No. SW120) used in conjunction with SWIN Software (Part No. SW4000).

The Epidemiology module was designed with busy clinical diagnostic laboratories in mind. During the design phase of our epidemiology package, we concentrated on the following areas based on technologist's feedback:

- Easy and intuitive drop down lists
- Ability to generate a Percent Susceptible Report (JCAHO Requirement)
- Customized data selection fields, including organisms, source, antimicrobics, ward, physician and other customized variables
- Ability to "Save Reports" for future date range modifications
- Generating comprehensive annual reports fast; no longer than 15 minutes
- Review individual results and "deselect" prior to final report
- Automatically include "off-line" test information for each isolate
- Preview reports prior to final print selection
- Define and customize "Duplicate Patient Criteria" based on number of days between specimens; exclude duplicate isolates in final report
- Ability to define and implement phenotypic match options
- And most importantly, set up and run reports without special training classes

Five report types are available on the platform:

Percent Susceptible

Cumulative MIC

Workload Report, including QC information

Occurrence Report

Interpretation Report

Recent customers shared the following comments with us after testing the SWIN Epidemiology program:

"Easy and intuitive! I just loaded the CD onto my existing SWIN System and was able to generate reports within 15 minutes! I didn't even need to schedule a training session with your Technical Support staff!"

"The shortcut sheets you provided are great. Onsite training is not needed the program is so easy to use!"

"I was able to generate my annual antibiogram in only 15 minutes! I typically have to let this information run overnight on my other automated susceptibility computer system."

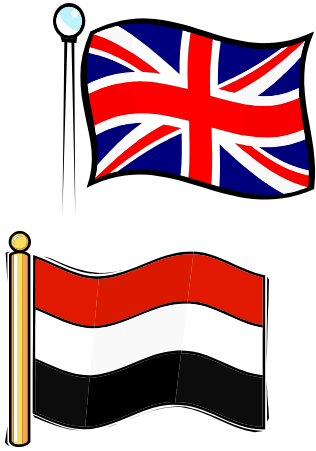
"Great overall Epidemiology package."

If your laboratory currently utilizes SWIN Software, simply order the SWIN Epidemiology Software Module (Part No. SW120) to begin using your program today!



DISTRIBUTOR TRAINING IN WEST SUSSEX, U.K.

By Jeff Webber, Senior Technical Support Specialist, TREK Diagnostic Systems



TREK would like to congratulate BIO-STAT and RISE for Trading on their successful participation in the VersaTREK® System Distributor Training program, held last September in TREK's U.K. office. Over the course of four days, both engineers and technical staff endured the demanding training schedule and are now fully capable of supporting the VersaTREK System in their prospective market segments.

The BIO-STAT team consisted of Marc Amphlett (Marketing),

Dave Leonard (Field Technical Support Manager), and Mike Woods (Field Service Manager). BIO-STAT is an independent British company dedicated to supplying laboratories with the very best diagnostic products, along with exceptional customer service.

RISE for Trading sent Dr. Anis Rageh Al-Maleki to participate. RISE for Trading, located in Sana'a, Yemen, was founded in 1994 as a medical supplier. They will be installing a VersaTREK System at Sana'a Military Hospital and hope

to take full advantage of its many uses including mycobacterial susceptibility testing.

Both teams were involved in complete hands-on training that involved both the technical and service aspects of the VersaTREK System. Steve Dreifuerst, Field Service Manager for TREK Diagnostics, was responsible for the service aspect and I trained both teams on application/troubleshooting.



From left to right: Allin Winter (TREK), Mike Woods (BIO-STAT), Dave Leonard (BIO-STAT), Steve Dreifuerst (TREK), and Guy Bolton (TREK). Not pictured: Marc Amphlett



Dr. Anis Rageh Al-Maleki (RISE for Trading)

DISTRIBUTOR TRAINING IN CLEVELAND, OHIO

By DeAna Dziak, Global VersaTREK Product Manager, TREK Diagnostic Systems

TREK Cleveland hosted two of our newest distributors in February.

Marliza Matthews from Separation Scientific SA (Pty) Ltd. in South Africa, and Nabeela Aldaoudi from Al-Sadaqa Company in Jordan, attended a weeklong training program, focusing on the VersaTREK® System.

Congratulations to both Marliza and Nabeela for completing the VersaTREK System Distributor Training Program. Both Marliza and Nabeela are now fully capable of supporting the VersaTREK System.

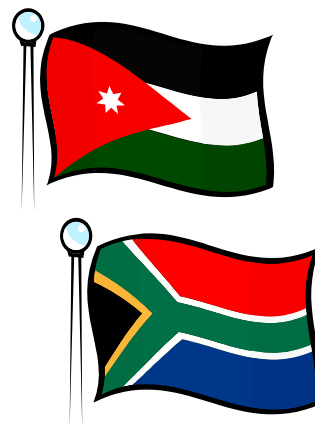
Jeff Webber, Senior Technical Support Specialist at TREK Diagnostic Systems, trained both of them on the system.

Separation Scientific SA (Pty) Ltd., is a South African based import and distributor company of scientific equipment and reagents. They cater to the needs of three main fields of interest: industry, clinical/ diagnostics, and academic research.

Al-Sadaqa Company is a division of Millipore Corporation, a leading bioprocess and bioscience products and ser-

vices company, and offers reliable and innovative tools, technologies, and services.

While at TREK headquarters, Nabeela also received a brief overview from Joan Lamprecht, Technical Support Specialist at TREK Diagnostic Systems, on the Sensititre® ID/AST System.



YeastOne® Plates Now Contain Posaconazole*!

The newest addition to our standard YeastOne product line is Part No. YO-6: YeastOne MIC Plate with Caspofungin and Posaconazole. The plates are sold in boxes of 10 and maintain a 24 month shelf life from date of manufacture.

<u>Antifungal Agent</u>	<u>Dilution Range</u>
Amphotericin B	0.008—16 µg/ml
Caspofungin	0.008—16 µg/ml
Fluconazole	0.125—256 µg/ml
Itraconazole	0.008—16 µg/ml
Ketoconazole	0.008—16 µg/ml
Posaconazole	0.008—8 µg/ml
Voriconazole	0.008—16 µg/ml
5-Flucytosine	0.03—64 µg/ml

*For research use only. Not for use in diagnostic procedures.



FIVE MORE REASONS TO CHOOSE THE VERSATREK® SYSTEM

By Caryl Parks, MT (ASCP), Microbiology Manager,
Meridian Laboratory

Meridian Laboratory is an independent laboratory that specializes in End Stage Renal Disease patients. We provide testing for independent dialysis clinics and our testing volume was approximately 50,000 per month last year.

Before using the VersaTREK® Automated Microbial Detection System, we sent microbiology samples to a national reference lab. We supplied Bactec bottles to those clients who requested supplies from us. Until recently (January 2006) most of the clinics did not send us their blood cultures because of turn around time. Since we starting using the VersaTREK System in January 2006, we have about seven clinics that are sending their blood cultures to us and we are averaging approximately 20 sets a week from those seven clinics.

We had five primary reasons for choosing the VersaTREK System for our automated culturing needs:

1) We liked the fact that as our business grows we can double our volume of bottles incubating in the VersaTREK System without having to buy a new instrument. We have four drawers operating now and can add another four to this same instrument!

2) The VersaTREK System is FDA approved for a small (0.1 ml) minimum volume of sample required to inoculate the bottles. Our patients tend to be chronically anemic due to the 3x weekly dialysis, and the disease itself. Meridian Laboratory Corporation takes pride in requiring less blood per test than our competitors, so we liked being able to offer this with blood cultures as well. We ask the clinics to draw at least 0.5 ml per bottle so we can recover *Haemophilus*.

3) Resin bottles are not required for patients on antibiotics.

4) The EZ® Draw Direct Draw Bottles are helpful to the nurses in that they do not have to deal with syringe draws and they can draw blood cultures while they are drawing pre-dialysis samples.

5) We can culture peritoneal body fluids in the same bottles that are used for blood cultures, thus reducing container storage and confusion at the clinics with container types.

The training program from TREK went very smoothly. Robin Sikut, our trainer, was very thorough and systematic about the training which made the information flow nicely. She was very competent, knew her mi-

crobiology (drugs and bugs), and could readily answer any questions we had. It was approximately one month after training that we began to place samples on the VersaTREK instrument. Robin left a simplified flow chart that came in very handy.

We feel confident in our recovery of organisms thus far which include; *Staphylococcus aureus*, coagulase negative Staph, *Peptostreptococcus*, and *Corynebacterium*, since Staph is the primary isolate in blood cultures of End Stage Renal Disease patients.

We are pleased with our decision to move forward with the VersaTREK System. TREK as a company has been very pleasant and easy to work with. The instrument is simple and efficient. In addition, the cost per vial is lower than TREK's competitors and since our patients are on Medicare, that also helps our bottom line as Medicare reimbursement for blood cultures normally barely covers the cost of the supplies.