

TREK TIMES

INSIDE THIS ISSUE:

<i>Five more reasons to choose the VersaTREK® System</i>	3
<i>Earn P.A.C.E.® credits while you learn</i>	4
<i>Discovery Workshops</i>	5
<i>FDA clearance for Gemifloxacin</i>	5
<i>New SWIN® Epidemiology Module</i>	6
<i>YeastOne® plates with Posaconazole</i>	7
<i>A study in ABCs ...</i>	8
<i>FDA clearance on PZA</i>	9
<i>National Medical Laboratory Professionals Week</i>	10
<i>FDA cleared antimicrobial ranges</i>	11
<i>News updates and tidbits</i>	12

TREK Update

By Mike Burke, CEO, TREK Diagnostic Systems

TREK had a milestone year in 2005! In addition to growing our market share, the following are some of our recent key accomplishments:

Customer Relationship Management (CRM) System

In 2005, we launched a new internal platform to house all of our customer information in one place, called Pivotal® CRM. This program allows us to better manage our customer data and information, consolidating it from all departments within TREK. Seeing the power behind the system has already been impressive. We have the ability to manage customer information on all levels of the organization, allowing for a communication history, up-to-date customer product information and improved sales productivity.

This change has impacted many different departments on so many different levels, and as we use the system we are identifying new ways to operate and function each day. As a whole, I am very proud of the way we have taken this major adjustment on and made it our own. There are

many larger companies out there who have tried time and time again to complete a task of this magnitude and have failed. It is a real testament of how dedicated and persistent TREK's people can be to accomplish a difficult goal in a timely manner.

If you would like to provide us with your most updated contact information, please take a moment to complete the enclosed Business Reply Card, or visit www.trekds.com/myinfo to complete the online form.

Customer Surveys

In 2005, we began surveying our customers via an online survey method. Each sales territory was surveyed in 2005. The purpose of the customer surveys is to increase our customer satisfaction levels, position ourselves to better serve our customers, and be the preferred partner of the microbiology professional.

We will continue to survey you, our customers, on an annual basis. If you are interested in participating in our survey, please contact us at info@trekds.com and

mark Customer Survey in the subject line.

Beginning in 2006, we will also begin to survey non-customers in an effort to gain a better understanding of how prospects view us with regards to our products, quality, reliability, cost-effectiveness, and corporate image.

National Purchasing Contracts

On March 1, 2006, we signed a three year agreement with Novation for TREK to provide the VersaTREK® Automated Microbial Detection System for blood culture, sterile body fluid and mycobacteria testing.

Under the terms of the contract, the 2,500 members of VHA Inc. and University HealthSystem Consortium (UHC) can choose from several different options to acquire VersaTREK instrumentation and related media products. Potential savings for Novation members can exceed 40 percent, and will depend on instrument requirements and method of acquisition.

(continued on page 2)

(continued from cover)

The agreement with Novation, in addition to the agreement with Premier Purchasing Partners, LP, offers a three-year multi-source agreement for the VersaTREK® Automated Microbial Detection System for blood culture and mycobacteria testing instrumentation and consumables.

Under the terms of the agreement, which commenced on October 1, 2004, the 1,500 member institutions of Premier can choose from several different TREK acquisition options to acquire VersaTREK instrumentation and related media products. Potential savings for the Premier members will depend on instrument requirements and method of acquisition.

Metrics

Throughout 2005, we measured a variety of key departmental metrics to determine what areas were in need of improvement, in order to position ourselves to best serve you, our customers.

Some examples of the areas where we measured ourselves include:

- **Technical Service phone calls answered on time.** We had a target of answering 85% of calls with a live T.S. representative, eliminating voice mails and call backs. Our YTD average was 89%, and we have since moved up to a 91.5% answer rate.

- **Customer Service Phone Calls Answered on Time.** Our target was an 88% rate of answering your calls into Customer Service, eliminating voice-mails and call backs. We closed the year with a 82% response rate, which shows we still have room for improvement in this area. Some plans are already in place, and we expect to see these numbers go up!
- **Consumable Shipments Meeting Customer Requested Date.** Our target was 98% and our YTD was 99% for VersaTREK products and 96% for Sensititre Products.

Consistent quality, continuous improvements, and customer service and satisfaction are our mantras when it comes to our metrics program!

Investment in Studies

We invested in several key comparison studies that were presented in 2005. Poster 1703, "Controlled Clinical Comparison of VersaTREK® Versus BacT/Alert® Blood Culture Systems" was presented by Duke University Medical Center at ECCMID 2005 in Copenhagen, Denmark and poster C-214 "Comparison of the VersaTREK® and the BacT/Alert® Blood Culture Systems for the Growth of Fastidious Microorganisms" was presented at the ASM 2005 in Atlanta, Georgia.

For ASM 2006, we expect to have a poster on the comparison between the Sensititre® and the Phoenix Systems.

These posters showed the superiority of the VersaTREK System over Biomerieux's standard and aerobic media bottles.

Awards

TREK has won seven prestigious awards since 2004, including the Medical Design Excellence Award (MDEA), Frost and Sullivan's Product Leadership of the Year Award, NorTech Innovation Award, the Ernst and Young Entrepreneur of the Year® Award, the Distinguished Marketing and Sales Award, and a NEO Success Award in 2004 and 2005.

Throughout 2006, we will continue to dedicate ourselves to being the preferred partner of the microbiology professional by providing the most innovative, automated microbiology products, designed to provide cost effective improvements in workflow efficiencies, ergonomics, and test result performance.

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 microbiology (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.



“We are certified to provide 4 hours of P.A.C.E. credits for our training programs!”

Earn P.A.C.E.® Credits While You Learn!

**By Steve Shemo, Technical Support Supervisor,
TREK Diagnostic Systems**

We are pleased to announce our certification to provide quality continuing education credits for clinical laboratory professionals!

By participating in the P.A.C.E. (Professional Acknowledgement for Continuing Education) Program, as offered through ASCLS (Association Society for Clinical Laboratory Science), we are certified to provide four contact hours of credit for attending our Ver-saTREK® or SWIN® training programs.

The P.A.C.E. Program was developed to provide a mechanism for

recording credits that clinical laboratory professionals earned through attending continuing education programs, in order to maintain and enhance their competence beyond career entry.

Participants in P.A.C.E. approved educational sessions can have confidence in the quality of the program. P.A.C.E. continuing education contact hours satisfy continuing education requirements for federal regulations, state licensure, certification agencies and employers.

Each person attending a TREK training session, who completes a customer satisfaction survey (required for credit), will receive a certificate of attendance documenting four hours of continuing education credits.

For more information on our training programs, please contact me at 800-871-8909 ext. 171 or via e-mail at sshemo@trekds.com.

TREK's Spring and Summer Trade Show Schedule

NYCASM	April 28	New York City
ASCLS — Ohio	May 3-5	Toledo, Ohio
ORV-CLMA	May 9-11	Indianapolis
Alegent/Premier Annual Meeting	May 17-18	Lincoln, Nebraska
ASM	May 22-24	Orlando, Florida
NACMID	June 12-14	Boxborough, MA
Premier Supplier Conference	June 19-23	Orlando, Florida
CACMLE	July 5-7	Colorado
SWACM	September 6-9	Dallas, Texas
WV Hospital Fall Symposium	September 24-25	Roanoke, WV

TREK Discovery Workshops

The Houston Discovery Workshop was held in Houston, Texas on Tuesday, January 31st.

Over 40 prospects from 20 institutions attended!

Discovery Workshops are a unique opportunity for 20-30 accounts to have an entire day learning about TREK products, with no outside interruptions.

Attendees to the workshops arrive at 8:30 am for a continental breakfast before the workshop begins at 9:00 am. During the morning session, the attendees learn the scientific principles behind our products from

the experts and hear testimonials from actual VersaTREK and Sensititre product users. Dr. Kirk Doing from Affiliated Laboratory, Inc. in Bangor, Maine and Verna Morton from Cox Medical Center in Springfield, Missouri were our testimonial speakers at the Houston Discovery Workshop.

Right before lunch, there is a raffle for a couple of "door prizes" and then the group breaks for an hour lunch with TREK employees.

In the afternoon session, the attendees are broken into two groups to participate in hands-

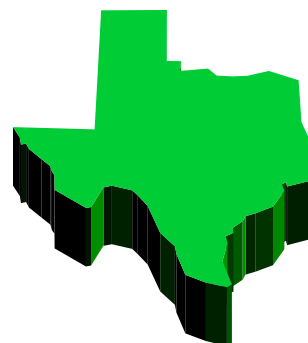
on VersaTREK and Sensititre product demonstrations.

Attendees to the workshop also receive 4 P.A.C.E. credits.

The feedback from the attendees was all very positive!

We look forward to hosting more Discovery Workshops in 2006. We currently have plans to sponsor a Discovery Workshop in Philadelphia, Cleveland, and Chicago.

For more information on these workshops, or an upcoming workshop in your area, please contact us at info@trekds.com.



New FDA Clearance for Gemifloxacin

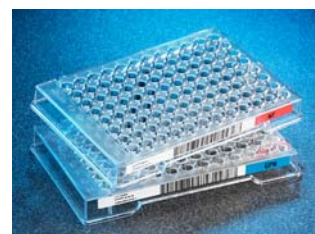
By Jenny Lorbach, Director of Global Marketing, TREK Diagnostics

TREK Diagnostic Systems is the first susceptibility test manufacturer of dry micro-broth dilution plates to offer an *in vitro diagnostic* use label to test Gemifloxacin in diagnostic laboratories.

TREK received clearance to test and report Gemifloxacin against the following bacterial groups using Sensititre MIC susceptibility methods: *Enterobacte-*

riaceae species, Acinetobacter Iwoffii, Streptococcus species and Staphylococcus aureus (MSSA).

Gemifloxacin is currently available for inclusion on custom MIC plates. Gram-negative and Gram-positive MIC plates will be updated to contain Gemifloxacin soon.



New SWIN® Epidemiology Module ... As Easy as 1, 2, 3!

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

**NEW
Product
Announcement!**

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 data 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 5 minutes! I typically have to let this information run overnight on my other automated susceptibility computer system."

"Great overall Epidemiology package."

Please stop by our booth at ASM or an upcoming Regional Microbiology meeting for a demonstration of our software package this year! If you are unable to attend a meeting, please contact us to schedule an onsite presentation of our Sensititre product line and Epidemiology capabilities. If your laboratory currently utilizes SWIN Software, simply order the SWIN Epidemiology Software Module (Part No. SW120) to begin using your program today!

Sensititre® 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.

The plate contains the following antimicrobics/dilutions:

<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

Place your order today!

* For Research Use Only. Not for use in diagnostic procedures.

A Study in ABCs ...

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

A- *Are you currently using frozen Pasco plates?*

B- *BD recently announced they are discontinuing them...*

C- *Call TREK and we can help you out with your MIC plate decision!*

Many diagnostic laboratories have contacted us recently due to the announcement that BD Pasco Frozen plates will be discontinued effective May 31st, 2006. Sensititre MIC plates, standard and custom options, will allow you to easily make the transition from your current frozen microbroth dilution method to a dry microbroth dilution method.

TREK Product Name	TREK Part Number	BD PASCO Product Name	BD PASCO Part Number
Streptococcus MIC Plate	STP3F	Supplemental III MIC Panel	212887
Gram-Negative MIC Plate	GN1F or GN2F	Gram-Negative MIC Panel	212955
Gram-Negative MIC Plate and Gram-Negative ID Plate	GN1F or GN2F and GNID*	Gram-Negative MIC/ID Panel	212965
Gram-Negative MIC Plate and Gram-Negative ID Plate	GN1F or GN2F and GNID*	Gram-Negative MIC/ID II Panel	212966
Gram-Positive MIC Plate	GPN, GPN2F, or GPN3F	Gram-Positive MIC Panel	212968
Gram-Positive MIC Plate and Gram-Positive ID Plate	GPN, GPN2F, GPN3F, and GPID*	Gram-Positive MIC/ID Panel	212985

**Sensititre ID Plates require the use of the Sensititre® AutoReader or Sensititre ARIS® 2X System. All MIC plates listed can be read manually or with Sensititre equipment/software options.*

TREK Receives FDA Clearance on Pyrazinamide (PZA)

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

TREK Diagnostic Systems received FDA clearance on Pyrazinamide (PZA), an anti-tubercular susceptibility agent that aids in the fight against tuberculosis.

PZA, a component of a multi-regimen treatment used for tuberculosis, is available in addition to TREK's other antimicrobial agents, including Rifampin, Isoniazid, and Ethambutol. The VersaTREK® Automated Microbial Detection System now offers a full line of primary *Mycobacterium tuberculosis*

losius drugs with rapid, reliable, qualitative, easy-to-interpret results.

The VersaTREK® Automated Microbial Detection System is the only automated blood culture microbial detection system to offer detection of microorganisms from blood, sterile body fluids, *Mycobacteria* and *Mycobacterium tuberculosis* susceptibility testing on a single instrument platform.

Rapid detection of *M. tuberculosis* and its antibiotic susceptibility

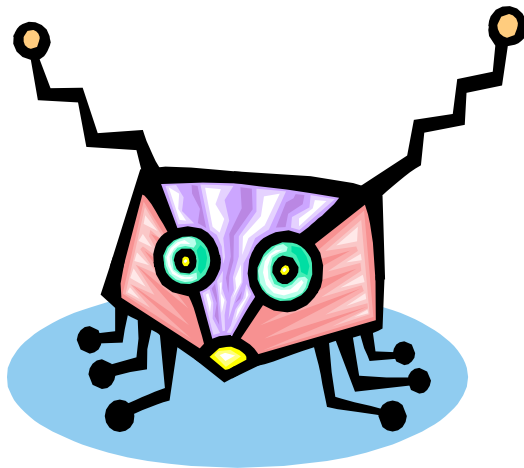
is critical for effective patient management. The inclusion of PZA to the VersaTREK System's anti-tubercular susceptibility products will allow technologists to test a comprehensive line of primary *Mycobacterium tuberculosis* antimicrobials.

The versatility of the VersaTREK System allows laboratories to detect *Mycobacterium*, and perform antibiotic susceptibility, on the same instrument!

For more information, please contact me at dpaustian@trekds.com

*“The inclusion of PZA slows technologists to test a comprehensive line of primary *Mycobacterium tuberculosis* antimicrobials.”*





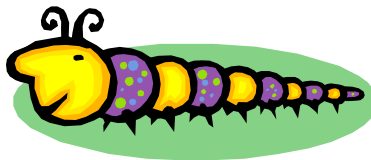
**TREK Diagnostics
Supports
National Medical
Laboratory
Professionals
Week
*April 23-29, 2006***

*We enjoy working with you to
catch the Tough Bugs!*



Thank you for all that you do!

*You truly are the heart of the medical
investigation team and we wanted to take
this opportunity to let you know that at TREK,
we recognize the vital role you play in every
aspect of health care!*



Sensititre® FDA Cleared Antimicrobics
***Our list is unmatched by any other automated
 susceptibility system!***

AMIKACIN	GATIFLOXACIN
AMOXICILLIN/ CLAVULANIC ACID	GEMIFLOXACIN
AMPICILLIN	GENTAMICIN
AMPICILLIN/SULBACTAM	GREPAFLOXACIN
AZITHROMYCIN	IMIPENEM
AZLOCILLIN	KANAMYCIN
AZTREONAM	LEVOFLOXACIN
CARBENICILLIN	LINEZOLID
CEFACLOR	LOMEFLOXACIN
CEFAMANDOLE	MEROPENEM
CEFAZOLIN	METHICILLIN + 2% NaCl
CEFDINIR	MEZLOCILLIN
CEFEPIME	MOXIFLOXACIN
CEFIXIME	NALIDIXIC ACID
CEFONICID	NETILMICIN
CEFOPERAZONE	NITROFURANTOIN
CEFOTAXIME	NORFLOXACIN
CEFOTAXIME/CLAVULANIC ACID	OFLOXACIN
CEFOTETAN	OXACILLIN +2% SALT
CEFOXITIN	PENICILLIN G
CEFPODOXIME	PIPERACILLIN
CEFTAZIDIME	PIPERACILLIN/ TAZOBACTAM
CEFTAZIDIME/ CLAVULANIC ACID	RIFAMPIN
CEFTIZOXIME	SPARFLOXACIN
CEFTRIAZONE	STREPTOMYCIN
CEFUROXIME	SULFISOXAZOLE
CEPHALOTHIN	SYNERCID
CHLORAMPHENICOL	TELITHROMYCIN
CIPROFLOXACIN	TETRACYCLINE
CLARITHROMYCIN	TICARCILLIN
CLINDAMYCIN	TICARCILLIN/ CLAVULANIC ACID
DAPTOMYCIN	TIGECYCLINE
ERTAPENEM	TOBRAMYCIN
ERYTHROMYCIN	TRIMETHOPRIM/ SULFAMETHOXAZOLE
	TROVAFLOXACIN
	VANCOMYCIN

*“For a complete
 list of the
 organisms and
 ranges, please visit
 our website at
www.trekds.com!”*

TREK Awarded Novation Agreement for Microbiology Blood Culture Instruments and Media

TREK Diagnostic Systems signed an agreement with Novation for TREK to provide the VersaTREK® Automated Microbial Detection System for blood culture, sterile body fluid and mycobacteria testing. The three-year agreement was effective March 1, 2006.

Under the terms of the contract, the 2,500 members of VHA Inc. and University Health-System Consortium (UHC) can choose from several different options to acquire VersaTREK instrumentation and related media products. Potential savings for Novation

members can exceed 40 percent, and will depend on instrument requirements and method of acquisition.

“The VersaTREK instrument has established itself as a product that is unsurpassed in ease of use, performance and reliability, while also providing flexible configurations to accommodate volume growth, all of which are key laboratory issues today,” commented Tim Seekely, V.P. of Strategic Business Initiatives for TREK. “Customers find that we deliver a better quantifiable product value, from

organism recovery, acquisition, and improved supply chain costs.”

Based in Irving, Texas, Novation was established in January 1998 through a combination of the supply programs of VHA and UHC, two national health care alliances. Novation serves the purchasing needs of more than 2,500 members and affiliates of VHA and UHC. These organizations used Novation contracts to purchase more than \$23 billion in supplies in 2004. For more information, visit www.novationco.com.

American Society for Microbiology 106th General Meeting

TREK Diagnostic Systems will present its innovative products, the VersaTREK® Automated Microbial Detection System and SWIN® (Sensititre® for Windows) Software, at

the 106th American Society for Microbiology General Meeting in Orlando, Florida May 22-24, 2006.

TREK has been assigned booth #118.

Attendees who stop by the booth for a product demonstration will receive a special gift.

Update Your Contact Information!

Due to a recent merging of our internal contact databases, we wanted to take this opportunity to ensure that we captured your contact information cor-

rectly! If you would like to provide us with your most updated contact information, so that we may better serve you, please take a moment to complete the en-

closed Business Reply Card, or visit www.trekds.com/myinfo to complete the online form.

982 Keynote Circle, Suite 6
Cleveland, Ohio 44131

Toll Free: 800. 871.8909
Fax: 216.351.5456

www.trekds.com

