NEW - Gram Positive MIC Plates Cleared for D-Test and Cefoxitin Screen!

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TREK DIAGNOSTIC SYSTEMS

TREK Times

NEWS AND INSIGHT FOR THE CLINICAL MICROBIOLOGY LABORATORY

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Customer•Profile

TREK Diagnostic Systems Welcomes Barnes-Jewish Hospital into the VersaTREK® Family

By DeAna Paustian, Global VersaTREK Product Manager
TREK Diagnostic Systems

Barnes-Jewish Hospital (member of BJC Healthcare System) at Washington University Medical Center is the largest hospital in Missouri and the largest private employer in the St. Louis region. BJC is a 1200 bed teaching hospital. The Department of Laboratories has an annual test volume of approximately 5,843,000 tests; Microbiology performs approximately 300,000 tests per year.

With an overall ranking of #8 in the nation, Barnes-Jewish Hospital and their physician partners at Washington University School of Medicine are the only St. Louis area hospital and medical institution listed among America's elite medical centers in the U.S. News & World Report "America's Best Hospitals" issue. Barnes-Jewish has earned this prestigious honor for the 14th consecutive year. In fact, Barnes-Jewish is the only hospital ranked in the top 10 within a 500-mile radius of St. Louis to be recognized. Not only did Barnes-Jewish rank among the top 10 in 7 of 16 rated medical specialties, Barnes-Jewish is the only adult St. Louis hospital to rank in any category.

TREK Diagnostic Systems is proud to welcome Barnes-Jewish Hospital into the TREK family. In June of 2007, the microbiology laboratory headed by Microbiology Manager, Joan Hoppe-Bauer converted from their BD 9240 blood culture system to the VersaTREK. This was not a small feat as 10 Bactec 9240 units were removed and four VersaTREK's made their way into the microbiology laboratory. The laboratory runs approximately 4000 blood cultures per month (8000 bottles), not including platelet cultures, transfusion reactions, etc. These numbers clearly reflect the need for four VersaTREK 528-22 units.

Recently Joan Hoppe-Bauer and Carol Weber, Technical Supervisor, graciously accepted an invitation to spend some time answering a few of our questions. Anyone who has changed blood culture instruments in the laboratory understands this is a monumental decision, and planning is needed to ensure everything runs seamlessly. TREK wanted to know what made BJC decide to switch to VersaTREK from BD, their impressions regarding the conversion process, impressions of on-site training, and what they like about the system. *(continued on p. 2)*

Barnes-Jewish Hospital was Ranked 8th among America's Best Hospitals in U.S. News & World Report

Customer•Profile (continued from page 1)

What Made You Decide to Move Forward with VersaTREK®?

"Our goal was to find a system that had fast and increased recovery of significant pathogens due to instrument capabilities as well as high quality media.

Our first priority was quality and then we looked at ease of use, responsiveness of company and technical support, and of course – price. When we came to our final decision – the systems were very similar when comparing quality and ease of use – however, TREK was outstanding in regards to technical support, responsiveness and the desire to gain our business. We really felt that they believed in their product. From the first steps we took to find a new blood culture system, we have been extremely pleased with the commitment and responsiveness of everyone at TREK.

Based on quality, ease of use and responsiveness, the VersaTREK was the right choice for Barnes-Jewish Hospital.

We knew that TREK wanted to gain our business, and we did not find the actions or responses of other companies anywhere near those of the people we worked with at TREK. In saying this, I never felt that anyone was too pushy or that we were constantly being harassed. Their timing always seemed to be perfect. They were also very patient as we went through this process. While I knew that there were many times that they would have liked the process to go quicker, it was just not possible with the number of employees we have and the projects already on our list of things to do."

What was your impression of the conversion process from BD to VersaTREK?

"Teamwork was the only way the conversion was going to run smoothly. Because our hospital is so large this was a major task – also, because of budget concerns, we wanted to use as many of the current blood culture bottles as possible.

The conversion took extensive planning that definitely included TREK. We needed TREK to be flexible and willing to do our install in 3 phases. TREK was with us the whole way – they understood our needs and changed schedules to accommodate us. TREK also used a valuable instrument installation check list to ensure delivery and installations were flawless.

Another problem that required a major request from TREK was the packaging of our bottles. The BD bottles were shrink-wrapped and we felt that in our hospital (where we had been stocking shrink-wrapped blood bottle sets for over 10 years) we needed to keep this system – the packaging system ensures the correct bottles are collected and makes it easy for delivery and stocking nursing areas. TREK made it happen – I can only imagine all the work that went into this!"

What were your impressions regarding the on-site training?

"Excellent! TREK trained approximately 45 employees over 3 days. The trainer maintained her enthusiasm throughout. One important point is that the trainer was very open to our suggestions – she understood that we knew the important points that would need to be stressed with our employees. Each employee had hands on time and had time to have all their questions answered by the trainer."

What do you like about the system (instrument, software, etc.)?

"The system is very easy to use for all personnel. The software program provides a tremendous amount of data/information and keeps this data for a long period. The test history and graphs are excellent tools for problem solving."

VersaTREK's easy-to-use software allows users, including Barnes-Jewish Hospital, to store data for long periods of time, as well as create graphs that are useful in problem solving.

Have you recovered any unusual organisms since the VersaTREK was brought into your lab?

"We did find a Helicobacter organism from the VersaTREK system."

Have you noticed any increase in recovery of certain organisms since the VersaTREK was brought into your lab?

"When we switched to the VersaTREK system, we also changed to a set that included both a REDOX 1® and REDOX 2® bottle (we previously had used two aerobic bottles). With this change, we have definitely seen an increase in anaerobes. We were also happy to see that with this bottle change, we did not see a decrease in yeast isolates."

TREK is thrilled to have BJC as one of our customers. It is plain to see that the site has been happy with the choice they made to switch to VersaTREK from BD. If you would like additional information about the truly innovative VersaTREK Blood Culture System please contact DeAna Paustian at dpaustian@trekds.com or 800-871-8909, x104.

NewProduct•Announcements

TREK Introduces *First* MIC Plate with D-Test and Cefoxitin Screen

By Joan Lamprecht, Associate Product Manager, TREK Diagnostic Systems

TREK is pleased to announce that Sensititre® Gram positive MIC plates are now FDA-cleared for D-Test and Cefoxitin screening, making Sensititre the only AST/ID system offering these comprehensive capabilities. Along with a number of different antimicrobics on the plate, these new additions enable laboratories to eliminate additional offline tests procedures required to detect resistant organisms, saving valuable time and money.

The D-Test is commonly used to detect inducible Clindamycin resistance. Clindamycin is routinely used to treat community-acquired Methicillin Resistant *Staphylococcus aureus* (MRSA), particularly in pediatric populations. The Cefoxitin Screen test is the most sensitive test available to detect low level Methicillin and Oxacillin (MRSA) resistance. In addition to the new tests, the Gram positive plate (Part No. GPALL1F) will contain extended Vancomycin and Daptomycin dilution ranges.

The inclusion of D-Test and Cefoxitin Screen on TREK's Gram positive MIC plates will allow laboratories to better detect resistance organisms for better patient care.

"MRSA is a growing concern in healthcare. The inclusion of D-Test and Cefoxitin Screen on our Gram positive plates will allow laboratories to better detect resistant organisms for overall better patient care," commented TREK Diagnostic Systems' Global Marketing Director, Jenny Lorbach. "The new MIC plate offers clinical laboratories the ability to streamline their test methods and reduce costs by eliminating offline testing and providing faster turnaround. Combined with SWIN® Software, it will improve testing, reporting and epidemiology of resistance mechanisms."

For more information on the new Gram positive MIC plate, contact your Area Account Manager in the U.S. at 800-871-8909, or internationally at +44 (0) 1342 318777.

Coming Soon...the REDOX® Transporter

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

The REDOX® Transporter offers a fast and easy delivery option for your VersaTREK REDOX blood culture bottles via pneumatic tube systems.

The REDOX Transporter protects 40 ml and 80 ml blood culture bottles transported through pneumatic tube systems

The REDOX Transporter is made from a sturdy translucent polypropylene plastic to withstand the rigors of pneumatic tube travel. This protective and versatile product accommodates either the 40 ml or 80 ml REDOX blood culture bottles and fits into most* pneumatic tube carriers. The translucent plastic allows the end user to see the bottles, so users don't have to worry about blood culture bottles being left behind. Unlike other carriers, the REDOX Transporter allows bottle sets to travel together in the same unit so there is no concern over sets being separated. In addition, the precut spaces allow fast and uncomplicated placement of the bottles into the carrier, and the easy-close clasps permit a quick closure. There is no need to screw caps on and off like other carriers.

The REDOX Transporter is sold in quantities of 10 per box. To order the REDOX Transporter, please reference Part No. 6428-30.

If you have any questions in regards to this product, please contact DeAna Paustian, Global VersaTREK Product Manager at dpaustian@trekds.com, or 800-871-8909, ext. 104.

> "The REDOX Transporter... a Fast and Easy Delivery Option for Blood Culture Samples via Pneumatic Tube Systems."

*The REDOX Transporter fits into MOST commonly used pneumatic tube carriers.

NewProduct•Announcements

YeastOne® Continues to Expand Antifungal Test Options

By Joan Lamprecht, Associate Product Manager, TREK Diagnostic Systems

Sensititre YeastOne, the only colorimetric microbroth dilution method providing 24-hour results for antifungal susceptibilities, is increasing its capabilities. The newest YeastOne format (Part No. YO9*) includes Micafungin* (Micamine™, Astellas) and Anidulafungin* (Eraxis™, Pfizer), in addition to Caspofungin* and Posaconazole*.

Pharmaceutical companies have responded to the needs of clinicians, who continue to see more immunocompromised patients with increasing resistance to traditional antifungal treatments. Sensititre offers the ability to test these new antifungals in your laboratory.

The new YeastOne plate includes Micafungin, Anidulafungin and 7 other antifungals.

Furthermore, new references for filamentous fungi testing using the current YeastOne methodology have been included in the most recent YO9 package inserts. If you do not have this insert, contact TREK Technical Support at 800-642-7029.

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

Current YeastOne customers should make plans to move to our newest format (Part No. YO9*) in the near future. The YeastOne IVD format (Part No. YO2) also remains available. Contact your Area Account Manager in the U.S. at 800-871-8909, or internationally at +44 (0) 1342 318777.

Antifungal	Dilution Range (µg/ml)
Amphotericin B*	0.12 - 8
5-Flucytosine	0.06 - 64
Anidulafungin*	0.015 - 8
Caspofungin*	0.008 - 8
Micafungin*	0.008 - 8
Fluconazole	0.12 - 256
Itraconazole	0.015 - 16
Posaconazole*	0.008 - 8
Voriconazole*	0.008 - 8

TREK•News

Brucella Proves No Challenge for the VersaTREK® System

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

Brucellosis, a worldwide infectious disease, is caused by a small non-motile, non-spore-forming, Gram negative coccobacilli. The causative agent of this disease is *Brucella*, and it can create a multitude of symptoms in humans including back pains, headaches, fever, sweats and physical weakness in its acute phase. Chronic symptoms can also ensue and involve recurrent fevers, joint pain, and fatigue. More severe infections involve the lining of the heart or central nervous system. Although antibiotics can treat Brucellosis in humans, this is often difficult to do and usually involves a combination of rifampin and doxycycline therapy. The disease is a nationally notifiable disease and should be reported to local health authorities when cultured in the microbiology laboratory.

Brucella spp. are known to produce very little CO_2. If you are familiar with other blood culture systems, you know that bacterial detection relies exclusively on the presence of CO_2. Other technical inserts state that false negative readings can occur with low CO_2 producing organisms. How does VersaTREK perform against low CO_2 producing organisms? Superbly! It is important to remember that with VersaTREK, organisms are detected through gas pressure changes, including the consumption or production of any gas. Due to comprehensive detection technology, the VersaTREK System does not have limitations for low CO_2 producing organisms. In fact, very recently one hospital in Illinois notified TREK about two separate *Brucella* species that were recovered in the VersaTREK System. The one organism was identified as *B. abortus* and was discovered within 60 hours on VersaTREK. The second organism, *B. melitensis*, was discovered within 70 hours.

As this is a reportable and serious human pathogen, it is imperative that the organism be identified as quickly and reliably as possible. VersaTREK is up to the challenge with its superb detection technology.

The VersaTREK's unique comprehensive detection technology enabled the recovery of two separate Brucella species recently.

Let TREK know if you have isolated a *Brucella* spp. or any other fastidious organism by contacting DeAna Paustian at dpaustian@trekds.com or 800-871-8909, ext. 104. Your name could be chosen to win a gift card!

TREK•News

Electronic Technical Information Saves Time *and* Trees

TREK is *'going green'*, and making it easier for Sensititre® customers to retrieve technical information for susceptibility and identification panels. Beginning in May 2008, Sensititre customers will be able to access all technical information electronically through the TREK website! The electronic technical information will replace the paper copies currently included in the plate boxes.

Customers will be able to visit www.trekds.com\techinfo to access:

- **Technical Inserts**
- **Performance Data**
- **Quality Control Ranges**
- **Interpretation Documents**
- **SWIN® Barcode Sheets**
- **Quality Control Certificates**
- **Panel Layouts, including specific QC ranges**

The new TechInfo Search Tool will give Sensititre customers easy access to all the documents they need in easy-to-read PDF format, with the added benefit of up-to-the-minute updates. Updated documents will be posted directly to the site in real time, so customers will not have to keep track of the most recent hard copies.

In addition to the convenience of the new process, discontinuing paper copies of technical inserts and other documents routinely included in the shipment significantly reduces waste for our customers. Reducing waste and cutting down on paper consumption is a small change that can have a big impact on our environment!

Finally, another big advantage of this global project is the label changes. Labels will contain IVD and CE markings, when appropriate, which will allow TREK to streamline manufacturing processes and increase susceptibility plate options globally.

In order to access the site, users will need to register and create a user account and password. Once created, they will enter the plate type and lot number into the website, and the system will automatically retrieve all relevant documents related to the specific combination. Users can then review PDFs, download them to their computer, or print them out as hard copies.

A formal announcement of this change will be sent to all Sensititre customers and distributors in the coming weeks, as well as information related to the the new process to access technical information. For any questions relating to this change, please contact TREK in the U.S. at 800-871-8909, or internationally at +44 (0) 1342 318777.

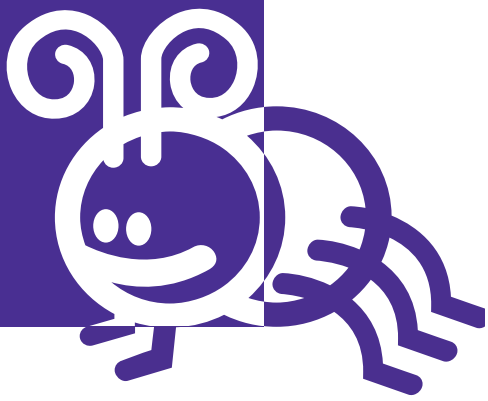
Coming soon, Sensititre customers will be able to access all technical information related to their panels through the TREK website.

After logging in, users enter their panel type and lot number to retrieve relevant information related to their panels.

With the unique combination of panel type and lot number, the new TechInfo Search Tool is able to retrieve all of the relevant technical documents related to a user's panels.

TREK DIAGNOSTIC SYSTEMS
MAGELLAN BIOSCIENCES

TREK Diagnostic Systems Supports National Medical Laboratory Professionals Week April 20-26, 2008

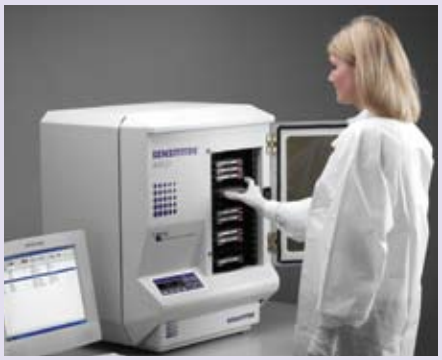


Here at TREK, we recognize the vital role you play in every aspect of health care. "Delivering Today's Results for a Healthier Tomorrow" takes a commitment to getting the *'Tough Bugs'*, and looking for new and better solutions to improve patient care each and every day. TREK would like to take this opportunity to thank you for all that you do- you truly are the heart of the medical investigation team!

TREK•News

Discover TREK Products at Discovery Workshops

You're invited to *discover* more about what TREK products are all about at one of the upcoming Discovery Workshops! TREK Discovery Workshops give attendees the opportunity to learn the scientific principles behind the products straight from the experts, as well as hear testimonials and experiences from actual users. Hands-on product demonstrations of the VersaTREK® Automated Microbial Detection System, Sensititre® ARIS® 2X Microbiology System and Vizion™ System are also included. Attendees even receive 4 P.A.C.E. credits for their participation!



Join TREK at a Discovery Workshop to lesrn more about their products, and earn 4 P.A.C.E. credits!

To sign up for a workshop, contact Tracy Jarden at 800-871-8909 x205, or tjarden@trekds.com. For more information on Discovery Workshops, email info@trekds.com.

Discovery Workshops are coming to a city near you! Workshops coming up in 2008 include:

- **San Francisco, California: May 20, 2008 at the Doubletree San Francisco Airport Hotel**
- **Dallas, Texas: Summer 2008**
- **New Jersey: September/ October, 2008**

TREK Takes on Boston for ASM 2008!

TREK will be showcasing their wide range of innovative products for the clinical microbiology laboratory, including the new Vizion™ System*, at this year's 108th American Society for Microbiology General Meeting in Boston, Massachusetts June 2-4, 2008.

Visit TREK at Booth #743 to learn more about the VersaTREK Automated Microbial Detection System and Sensititre® ARIS® 2X Automated AST/ID System, as well as demonstrations of the Vizion System*. The Vizion System*, TREK's latest addition to the Sensititre product line, features cost-effective, true MICs with LIS connectivity, as well as the ability to consolidate all offline susceptibility testing on a single, user-friendly instrument.

TREK will showcase their new Vizion System at ASM 2008, as well as the VersaTREK and Sensititre ARIS 2X Microbiology System.*

For more information on all TREK products, stop by Booth #743. See you in Boston!

*Not available in the U.S.

TREK 2008 Trade Show Schedule

ASM	6/2 - 6/4	Boston, MA
AACC	7/29 - 7/31	Washington, DC
SWACM	9/10 - 9/13	St. Louis, MO
NW Medical Laboratory Conference	10/15 - 10/18	Portland, OR
ICAAC	10/25 - 10/28	Washington, DC
Eastern PA Branch, ASM Symposium	11/14	TBD
SEACM	11/13 - 11/15	Myrtle Beach, SC
SCASM	11/14 - 11/15	La Jolla, California

Visit TREK at one of our 2008 Trade Shows!

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