TREK Diagnostic Systems

TREK TIMES

A TREK Newsletter for our International Readers

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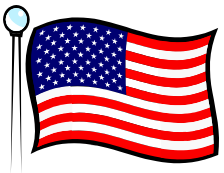


TREK Announces VersaTREK® Comparative Study in the ASM Journal of Clinical Microbiology

By DeAna Paustian, Global VersaTREK Product Manager
TREK Diagnostic Systems

TREK Diagnostic Systems is proud to announce the third party publication of a comparative paper involving the VersaTREK Automated Microbial Detection System and the BacT/ALERT® 3D in the February 2007 Journal of Clinical Microbiology.

The study was performed at Duke University Medical Center, and the clinical objective was to compare the performance of the VersaTREK REDOX two-bottle media system to the BacT/ALERT using standard media. Blood cultures were drawn from adult patients with suspected bacteremia/fungemia per physician request.

The outcome of the study demonstrated that VersaTREK has several advantages over the BacT/ALERT standard bottle:

Adequate fill volumes were found more often with VersaTREK.

Of the 7,762 blood cultures drawn, 69% were compliant meaning that all four bottles contained adequate blood fills (6-9 ml per each bottle). **BacT/ALERT bottles were more than two to three times more underfilled than the REDOX bottles depending on the bottle type** (BacT/ALERT Standard aerobic = 892, BacT/ALERT Standard anaerobic = 638; TREK REDOX 1 = 265, TREK REDOX 2 = 347).

All microbiologists know that volume is the single most important variable in a blood culture and the recommended volume from adults is 20-30 ml per blood culture set. The VersaTREK system demonstrated more consistent adequate fill volumes in this study. In addition, with VersaTREK, when maximum draws are not obtainable (otherwise known as "short draws") the system is cleared for a minimal draw of 0.1 ml without supplementation. The reason for this is the enriched formula of the REDOX media and the fact that both the aerobic and anaerobic bottles work synergistically to provide optimum environments for a broad range or microorganisms

VersaTREK significantly recovered more *Streptococci/Enterococci* sp.

Although both systems were able to recover 60 isolates in the *Streptococci/Enterococci sp.* group, sixteen isolates were recovered only from VersaTREK.

VersaTREK demonstrated trends in recovering more *Staphylococcus aureus* and anaerobic bacteria.

When examining the clinically important isolates recovered in this study, it is clear to see that a trend exists with VersaTREK in recovering more *Staphylococcus aureus* and anaerobic bacteria than the BacT/ALERT. Upon further examination of ALL bottle data, regardless of fill volume, the trend now becomes clinically significant and demonstrates better recovery of *S. aureus*, anaerobic bacteria and ALL organisms combined for VersaTREK[1].

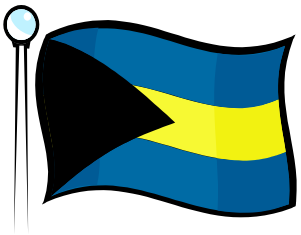
This data coincides with a previous study regarding VersaTREK's predecessor the ESP Culture System II against the BacT/ALERT[2].

Significantly more organisms were detected by VersaTREK for patients on antimicrobial therapy.

The higher dilution factor in the REDOX bottles compared to the 40 ml BacT/ALERT bottles, allows the VersaTREK system to dilute out inhibitory host factors as well as the dilution of antibiotics from those patients on therapy. **In addition, no episodes were missed by the VersaTREK regardless of antimicrobic therapy.**

In conclusion, VersaTREK performed well in the study and demonstrated several advantages over the BacT/ALERT standard bottle. For more information on the study please refer to the February 2007 Journal of Clinical Microbiology or email DeAna M. Paustian at dpaustian @trekds.com.

1 Data on file at TREK Diagnostic Systems.
2 Zwadyk, P, L. Pierson, and C. Young. 1994. Comparison of Difco ESP and Organon-Teknika BacT/ALERT 16 Continuous-Monitoring Blood Culture Systems. J.Clin.Microbiol. **32**:1273-1279).



TREK Welcomes Princess Margaret Hospital in Nassau, Bahamas into our VersaTREK Family!

By DeAna Paustian, Global VersaTREK Product Manager
Jeffrey Webber, Senior Technical Support Specialist
TREK Diagnostic Systems

TREK Diagnostic Systems is proud to announce the first VersaTREK installation at Princess Margaret Hospital on the beautiful island of Nassau, Bahamas. On January 31st two VersaTREK 240 units were installed at the site. Previous to the VersaTREK being installed, the site used the Bactec 9240 from Becton Dickenson for blood cultures and the BD 460 for mycobacteria detection and susceptibilities. With VersaTREK's four tests in one platform, only one instrument is needed to handle all their automated liquid culture needs; blood, sterile body fluids, mycobacteria and *M. tuberculosis* susceptibility testing.

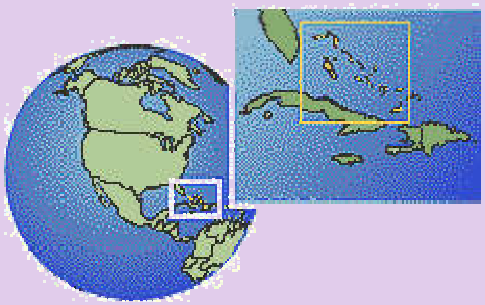
At TREK Diagnostic Systems we pride ourselves on providing excellent customer service and believe in "going the extra mile" for our customers. The installation at this site was no exception. Our installation team, comprised of field service engineers, sales and technical support, realized that the installation at Princess Margaret Hospital might be challenging, but was very successful.

Training the enthusiastic laboratory staff went well and the users were happy to have the new and unique comprehensive detection technology that VersaTREK has to offer. VersaTREK technology involves headspace pressure changes that occur with either the **production** or **consumption** of any gas and is not limited to CO_2 production like the competitors.

As with any new equipment brought into the lab, validation testing was performed and the VersaTREK system passed with flying colors!

Stay tuned for more information regarding the Bahamas installation in the Fall edition of the International/Clinical Newsletter

Fun Facts about the Bahamas



- The Bahamas consist of over 700 islands, of which only about 30 are inhabited
- Explorer Christopher Columbus made his first landfall in the New World in the city of San Salvador in 1492
- There are no rivers in the Bahamas
- The islands of the Bahamas are made entirely of calcium carbonate
- The Bahamas has the world's third longest barrier reef
- Main exports of the Bahamas are pharmaceuticals, cement, rum, crawfish and refined petroleum products
- The island of Bimini is the big game fishing capital of the world

CLSI: The Importance of TREK's Involvement

By Cindy Knapp, Director of Laboratory Services, TREK Diagnostic Systems

Most everyone involved in laboratory practice has knowledge of the Clinical and Laboratory Standards Institute (CLSI, formerly NCCLS). This organization promotes the best practices in laboratory testing. The process utilized to develop these guidelines is based on the use of a voluntary consensus-driven process utilizing viewpoints from industry (Pharmaceutical, Medical device, etc), government, and the healthcare professions. CLSI is a global organization with over 30% outside North America and continuing to increase. It is comprised of >2,000 member organizations and >2,000 volunteers. Presently CLSI produces over 160 voluntary consensus standards, in the clinical and veterinary laboratory areas, and distributes over 75,000 per year.

TREK's commitment to our quality management system involves:

1. maintaining consistent quality of our products,
2. customer service and satisfaction, and
3. continuous improvement to our product lines.

TREK recognizes the importance of being involved up front in the CLSI consensus process. Therefore, TREK employees volunteer to support each of the following subcommittees:

- M27, M38, and M44 Antifungal susceptibility testing, voting member, Cindy Knapp
- M24 Mycobacteria antimicrobial testing, voting member, Scott Killian
- M50 Quality Control for commercial ID systems, Observer, Anne Butler
- M31 Veterinary antimicrobial testing, advisor, Jenny Lorbach
- M100, M11, M7,&M2, Antimicrobial testing subcommittee, Observers, Cindy Knapp, Scott Killian, Jenny Lorbach and Maureen Mansfield

With this commitment to CLSI we work very closely with each of the subcommittee's by participating in studies to set new antimicrobials quality control ranges, develop new standard methodologies for microbroth testing for D-test , cefoxitin Staph aureus screen, Campylobacter, Mycobacterium, Yeast, Aspergillus, and Pasturella species.

With TREK's active involvement in CLSI we can offer our customers earlier new custom plate configurations, specialty broths for new testing methodologies and updated expert rules that will meet the new guidelines.

TREK INTRODUCES
A WHOLE NEW WAY TO
VISUALIZE YOUR
SUSCEPTIBILITY RESULTS

SEE HOW AT ASM 2007, BOOTH #113

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TREK Announces Newest Distributor: Somagen

TREK is pleased to announce the addition of our newest distributor: Somagen Diagnostics. Somagen is now the exclusive distributor of TREK products to the clinical market in Canada.

Located in Alberta, Somagen is Canada's largest and fastest growing Clinical Diagnostic Distributor. They have years of experience and success with instrumentation sales and support, as well as supplies.

Somagen is a privately held company that was founded as Immucor Canada Inc. in 1988. Immucor supported the Canadian Blood Bank market before moving into other clinical laboratory niche markets. The company eventually evolved into Somagen, a leader in several markets including Cellular Pathology, POC Diagnostics, Electrophoresis and Immunology. Some of their key partnerships include Sebia Electrophoresis (France), Biosite Diagnostics (U.S.), Tosoh Medics (Japan), Phadia (Sweden) and Roche (AVL) Diagnosics (Canada).

In regards to the market, the Canadian clinical market is different than other markets, such as the U.S., since the healthcare system is run by the government. In addition, the healthcare system is set up regionally.

Somagen's highly technical sales force covers the entire country, with representatives in all 10 of the provinces in Canada. In fact, most of their sales personnel have laboratory backgrounds. They distribute a wide range of products in a number of disciplines, including chemistry, hematology, reproductive medicine, endocrinology and micro/molecular biology.

According to their corporate philosophy, Somagen strives to act as the manufacturers' partner in Canada by providing the customer with levels of service and support equal or better than that seen from any multi-national diagnostic company.
Somagen supported the official launch of TREK at the CACMID show in March, where Sensititre and VersaTREK equipment were the feature product in the booth.

An Exciting New Enhancement for VersaTREK

By Jeffery Webber, Senior Technical Support Specialist

TREK has just completed work on an enhanced temperature regulation algorithm for the VersaTREK blood culture analyzer. The new firmware will provide better temperature regulation, stability and control.

Due to the nature of the upgrade, all current Alarm/Temperature boards will need to be upgraded at TREK. TREK technical services will be contacting each distributor to ship back all inventory AT boards first to perform the firmware reprogramming. After the inventory boards are returned back to you, they can be replaced into current customer systems.

The new firmware will allow for enhanced temperature stabilization to current VersaTREK instruments and allow maximum performance in extreme temperature conditions within current VersaTREK specifications.

For more information, contact techsupport@trekds.com

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Introducing the REDOX® Transporter: Designed for Easy and Quick Delivery of Blood Culture Bottles

By DeAna Paustian, Global VersaTREK Product Manager TREK Diagnostic Systems

Meet the newest VersaTREK® product line extension, designed for easy and quick delivery of blood culture bottles through pneumatic tube systems: the REDOX Transporter. Transport via pneumatic tube systems couldn't be any easier!

The REDOX Transporter is versatile in that is can accommodate either the 40 ml or 80 ml REDOX blood culture bottles. In addition, the bottles travel as a set unlike other carriers that can only accommodate one bottle at a time. The precut spaces allow fast and uncomplicated placement of the bottles into the carrier. The device is made of long-lasting foam material that can withstand common disinfection agents used in the laboratory and the durable cross-linked polyethylene foam protects bottles traveling through pneumatic tube systems.

The REDOX Transporter is sold in quantities of 10 to a box. If you would like to order this product, please call us at +1 216-351-8735.

Introducing the New Sensititre® Electronic Pipette

By Amy Miskov, Associate Product Manager TREK Diagnostic Systems

TREK is happy to announce the newest member of the Sensititre family, the Sensititre Electronic Multichannel Pipette (Part No. V4009). TREK has a continued commitment to provide quality, efficient, and ergonomically correct products to our customers. The addition of the Sensititre Electronic Multichannel Pipette is specifically designed for users who inoculate Sensititre plates manually.

The new multichannel pipette offers advanced ergonomics without losing any accuracy. One of the most common injuries in laboratories is due to the repetitive stress of pipetting. The Sensititre electronic pipette is the only pipette that keeps your hand in the neutral position recommended by ergonomics experts, increasing comfort, efficiency and accuracy. A spring action design allows for effortless tip ejection. The upright position of the pipette design allows for a comfortable easy grip.

The new pipette offers the most versatile manual plate inoculation system on the market. Features include:

- Can dose a plate in less than 10 seconds!
- Delivers 25 to 1250µl in 5µl increment settings
- Offers multiple programmable settings and easy single delivery set up with the ease of using a touch pad
- Accommodates multiple plate formats with single or multiple isolates and media options

Please call us at +44 1342-318777 with questions regarding the availability of the pipette.

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ASM 2007– TREK Booth #113

TREK Diagnostic Systems will present their range of innovative products, including the VersaTREK® Automated Microbial Detection System, and ARIS 2X completely automated AST/ID System at the 107th American Society for Microbiology General Meeting in Toronto, Canada May 22-24, 2007.

TREK's will be showcasing their products at booth #113. Don't forget—we will be introducing our newest visual read option to the Sensititre system! Stop by our booth for a product demonstration and receive a special gift!

TREK Discovery Workshops

TREK's Discovery Workshops give you the opportunity to learn the scientific principles behind our products from the experts, hear testimonials from actual users and participate in hands-on product demonstrations. Attendees receive 4 P.A.C.E. credits.

TREK has several Discovery Workshops planned for 2007, including:

- Miami, FL: April 24th
- Cincinnati, OH: June 26th
- Los Angeles, CA: August
- Boston, MA: September/October
- International dates and sites: to be determined

Keep watching for more dates and locations to be released!

To sign up for a workshop, contact Tracy Jarden at 1-800-871-8909 ext. 205, or tjarden@trekds.com. For more information, email info@trekds.com.

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