

# Trends and Technology: Fall 2002

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Trends and Technology welcomes releases and information about new products, services, Web sites, trends, and upcoming events. If your company has a Web site that you would like for us to review, please send us news for our Online section, or tell us about sites that would interest clinical laboratory scientists. These sites, as well as the new product information, are offered for reader information only. We cannot vouch for them and their presence here does not constitute an endorsement by CLS or ASCLS.

## FDA NEWS

Quantimetrix has received FDA clearance for its Lipoprint® System platform. This system is intended for use with the previously approved Lipoprint LDL gels to determine low-density lipoproteins in patient specimens. The Lipoprint LDL is the only FDA-approved test system for LDL subfraction testing. Contact Monica Jacobs at (310) 536-0006, x 154.

## NEW PRODUCTS

An upgraded and versatile video-camera-based image analysis system has been introduced by Optomax of Hollis, NH. The Optomax Sorcerer Image Analysis system

*The Trends and Technology section seeks to publish product and technology information (including black-and-white glossy photographs), news items (such as FDA approvals), and information about laboratory resources of all kinds. The intent of this section is to provide a cutting-edge, one-stop shop tailored to the current practical needs and concerns of clinical laboratory practitioners. Let us hear from you with suggestions on how to improve this section. Direct inquiries and information to Mary Jane Gore, CLS Trends and Technology Editor, c/o ASCLS, 6701 Democracy Blvd., Suite 300, Bethesda, MD 20814, clstt@aol.com. Please send all materials clearly marked NEW PRODUCTS.*

features a high-resolution 1300 x 1030 pixels CCD camera that is totally compatible with a compact Petri viewer or an optical microscope, and can analyze objects as small as 1 mm. Compliant with FDA rules for R&D quality and quality assurance testing, the system is suitable for colony counting and sizing, unscheduled DNA synthesis, Ames testing, Elispot assay, MIC assays, and other life sciences applications. Contact Michael J Huns at (603) 465-3385.

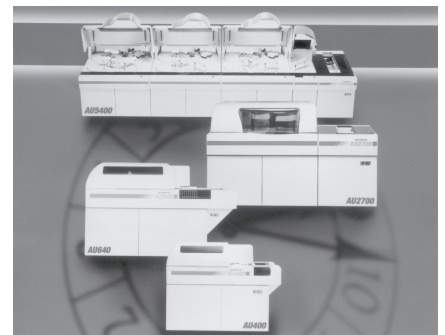


## Optomax Sorcerer image analysis system

To continue responding to laboratories' increasing need for productivity and precision, Dade Behring has introduced the StreamLAB™ Analytical Workcell, designed for high-volume laboratories. The StreamLAB system efficiently integrates fully-automated instruments within a single laboratory, to optimize their combined capabilities. This is achieved within an open system that can be configured and reconfigured to meet individual laboratories' requirements. Operating like a single workstation from a touch screen, the StreamLAB workcell is compatible with Dade Behring Dimension® RxL systems. Contact Melissa Ziriakus at (847) 236-7038.

Olympus America's Diagnostic Systems Group has a new operating model that uses standardization to increase productivity and decrease operating costs. The standardiza-

tion covers chemistry immuno testing from 400 to 6600 tests per hour, whether they use the Olympus AU400, AU640, AU2700, or AU5400 as their primary analyzer or dedicated specialty unit. The standardization model encompasses similar-user interfaces; standardized results and reference ranges; the same calibrations and controls; as well as the same reagents, consumables, and parts. This standardization also reduces training time and expedites cross training. In addition, Olympus has a new solutions-based service to aid laboratory administrators in identifying the most appropriate configuration of instrumentation for greater productivity and faster return on investment for their departments. For more on the standardization model or the workflow simulation Olympus LabModel™, contact Timothy Votapka at (631) 756-7160.



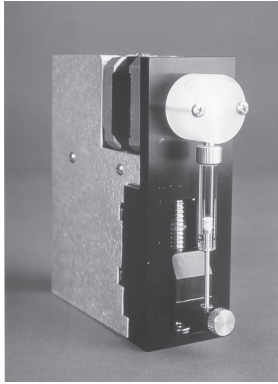
## Olympus Diagnostic Systems Group

Watson-Marlow Bredel, which manufactures peristaltic pumps, has introduced its new 400FD/A pump for sample preparation and high throughput screening equipment. These pumps offer the advantages of continuous flow capability and simple plumbing and eliminate the need for valves. Contact Diane Reid at (617) 367-0100, EXT. 105.

Tecan Systems has launched a next-generation compact, high-performance pump. This new pump is designed for automat-

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ing precision liquid handling applications in the 5  $\mu$ L to 5 mL range and is ideal for the clinical setting. Contact Johan Christiaanse at (408) 953-3100.



Tecan Systems pump

### SAFETY NEWS

Confusion in identifying patients, miscommunication among caregivers, wrong-site surgery, infusion pumps, medication mix-ups, and clinical alarm systems will be the focus of the National Patient Safety Goals for 2003 set by the Joint Commission on Accreditation of Healthcare Organizations (JCAHO). For each of the National Patient Safety Goals, there are clear, evidence-based recommendations to help healthcare organizations reduce specific types of healthcare errors. Beginning January 1, 2003, the more than 17,000 JCAHO-accredited healthcare organizations that provide care relevant to the goals will be evaluated for compliance with the recommendations or implementation of acceptable alternatives. The Joint Commission expects to issue National Patient Safety Goals and Recommendations each year. For further information contact Charlene Hill at (630) 792-5175.

Abbott Laboratories today announced the launch of a new needle stick prevention Web site, <http://www.abbottnps.com>. This site provides healthcare providers with information about current needle stick prevention legislation, both on a federal and state level, as well as educational information about preventing needle stick injuries. According to the Centers for Disease Control and Pre-

vention (CDC), approximately 600,000 to 800,000 injuries from needle sticks occur every year. Visit the web site to answer your questions about preventing needle sticks.

### ONLINE

The CDC continues to update and enhance its Web site offering bioterrorism information and resources for health professionals and the public. Found at <http://www.bt.cdc.gov/>, the site's laboratory information page has Power Point slide show overviews on bioterrorism, such as specific roles of different types of laboratories in the event of an attack and how laboratories should respond; a second overview is on "Agents of Bioterrorism," which describes specific tests Level A microbiology laboratories should perform to rule out a suspected organism or refer to another laboratory (this is both a slide show and a PDF file online). Other features on the laboratory page include articles by type of agent (*Bacillus anthracis*, Brucella, and spot tests of selected organisms; biosafety; packaging protocols for specimens; transfer regulation; training videos, such as "Smallpox: What Every Clinician Should Know"; and a PDF on the Laboratory Response Network for Bioterrorism.

One medical library noted the value of the training Webcasts with this recommendation: "One particularly useful link available from the CDC Bioterrorism web site is the Training link. It is accessible from the Web site's front page, and provides access via your computer's media player to archived Webcasts." The CDC considers this the official federal site for up-to-date and accurate information about managing potential health threats.

Marketlabinc.com, based in Grand Rapids, Michigan, specializes in finding useful products for industrial and clinical laboratories. The company has a team that researches a variety of resources for products that meet the special needs of the laboratory. They also listen to customer opinions to get new ideas about which products to offer on this online distribution site. The company prizes its high service levels for clients and has operators available to

assist clients. They offer a free, 30-day trial on most every item they carry and offer hassle-free returns. Contact Marketlab at (800) 237-3604 or fax to (616) 656-2475 (Michigan) or visit the site online at [marketlabinc.com](http://marketlabinc.com).

A new virtual classroom is now available to laboratorians with the launch of KnowIT™ (Knowledge-building Interactive Technology), for use by Dade Behring customers with MicroScan® LabPro Information Manager. KnowIT is on-line courseware that provides an interactive learning on-site, directly within the laboratory, by logging on to [www.dadebehring.com](http://www.dadebehring.com). Please visit the site for more information.

### ARRANGEMENTS

Cholestech Corporation has signed an agreement with Abbott Laboratories for the global distribution of the Cholestech GDX™ System for the determination of glycated hemoglobin. Under terms of the agreement, Abbott will offer the Cholestech GDX system to physician offices and hospital-based customers both domestically and internationally. The company also offers the Cholestech LDX® System to these customers. When combined with the Cholestech GDX System, the LDX system helps offer a full complement of products for immediate risk assessment and therapeutic monitoring of heart disease and diabetes. For more information, visit [www.cholestech.com](http://www.cholestech.com).

Broadlane Inc, which delivers supply cost management services to the healthcare industry, has awarded a five-year agreement to bioMérieux to provide blood culture equipment and instrumentation to Broadlane's customers. Contact Bob Bokerman at (314) 506-8090.

HealthTrust Purchasing Group has awarded Roche Diagnostics Corp. a multi-source contract to supply blood gas and electrolyte products to HPG member facilities and affiliates. The three-year-contract covers the full line of Roche blood gas and electrolyte systems. Contact Michael Boner at (317) 521-2318.