



Tosoh Ink

News and Information from Tosoh Bioscience, Inc.

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Tosoh Bioscience to Showcase New Products at the 2013 AACC Clinical Lab Expo July 28-August 1

The AACC 2013 Annual Meeting in Houston, TX, will be an exciting event for Tosoh Bioscience (Booth #4642), as the company plans to unveil new products and provide live demonstrations of its advanced systems for immunoassay and HPLC testing during the Clinical Lab Expo. Schedule a demo with your Sales Representative to see the G8, AIA-360, AIA-900 and AIA-2000 analyzers.

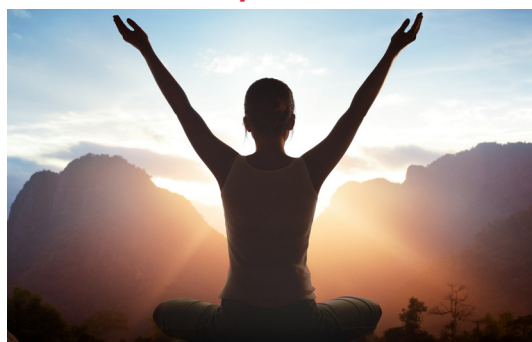
This year Tosoh will be at the following AACC events:

- At the AACC press conference Tosoh will present on the topic, "Don't Underestimate Vitamin D". The AACC press conference will be held on Wednesday July 31 at 10 AM in Room 322B (next to the AACC Press Room).
- The New Product Review will showcase Vitamin D as well as the AIA-900 analyzer.
- Poster Exhibit Hall, conveniently located near the Tosoh booth will have posters featuring Tosoh products.

We are looking forward to seeing you at Booth #4642!

Featured New Product at AACC:
ST AIA-PACK 25-OH Vitamin D

A New Day for Vitamin D



Product Focus: Don't Underestimate Vitamin D

25-OH Vitamin D is a challenging analyte to accurately measure in human blood due to presence of 25-OH Vitamin D₂, Vitamin D binding proteins and Vitamin D metabolites. Variability between different methods due to lack of standardization has added to the challenges.

The Endocrine Society recommends 30 - 100 ng/mL as optimal levels of total 25-OH Vitamin D. Therefore it is essential that immunoassays have equimolar affinity for 25-OH Vitamin D₃ and D₃ to align with this reference range.

External quality assurance programs, such as DEQAS and various publications have demonstrated that many immunoassays underestimate 25-OH Vitamin D because they do not measure 25-OH Vitamin D₂ and D₃ in an equimolar fashion.

The Tosoh ST AIA-PACK 25-OH Vitamin D assay correlates well with gold standard methods and measures equimolar concentrations of 25-OH Vitamin D₂ and D₃. The assay aligns well with the clinical state and the recommendations of the Endocrine Society and National Kidney Foundation.

No. of samples	No. of samples with Vitamin D levels < 30 ng/mL (insufficient Vitamin D)
n=44	13 (29%) on Tosoh AIA 36 (82%) on a common immunoassay method
n=55	5 (9%) on LC-MS/MS 20 (36%) on a common immunoassay method
n=49	10 (23%) on Tosoh AIA 10 (23%) on LC-MS/MS

For more detailed information please contact Market Development Manager, Shanti Narayanan at shanti.narayanan@tosoh.com

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TOSOH BIOSCIENCE

Customer Webinars

Tosoh Bioscience, Inc. is pleased to announce the following Customer Webinars on topics that are most useful for our customers:

AIA - iPTH

Monday August 5, 2013 at 9 AM (Pacific)

Monday August 19, 2013 at 1 PM (Pacific)

HPLC - HbA1c Column Technology

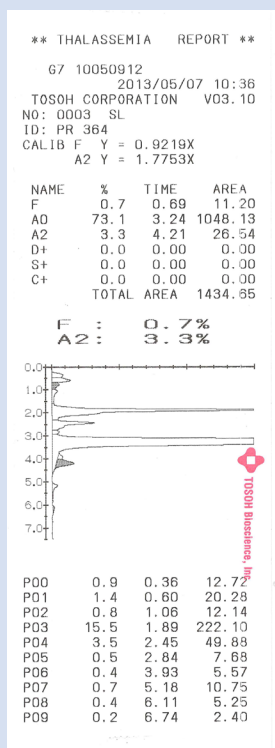
Monday August 12, 2013 at 9 AM (Pacific)

Monday August 26, 2013 at 1 PM (Pacific)

We are able to offer continuing education credits through P.A.C.E. for this program at no charge to our customers at the conclusion of the webinar.

If you are an existing subscriber to the Tosoh Ink newsletter you will automatically receive an invitation to the webinars listed above. If you would like to add yourself to our invitation list please send an email to:
info.diag.am@tosohbioscience.com

Chromatogram Case Study



We are introducing this new feature to challenge chromatogram interpretation skills!

A patient sample was run on an alternate ion-exchange HPLC method and gave a result of 13.0% (even when repeated). The sample was sent to a reference lab where it was run on a Tosoh G7 Variant/HbA1c mode which gave a result of 3.8% (even when repeated). Sample was then tested on G7 Beta-thal mode (chromatogram shown to the left).

Patient sample history:

The patient is an adult, 60 year old female who had a FBS of 101 mg/dL 9-12 weeks prior. Patient is asymptomatic. One year ago the patient had a FBS of 94 mg/dL and a HbA1c on an alternate ion-exchange HPLC method of 13.0%.

Question:

Which HbA1c result would you report?

The answer will be given in the October issue of the Tosoh Ink Newsletter.

TBI at ADA's Tour de Cure

Tosoh Bioscience, Inc. is happy to announce the 2013 Tour de Cure as the most successful yet! To show its commitment to the diabetic community, Tosoh sponsors this yearly event in Napa which is organized by the American Diabetes Association.

At Tour de Cure 2013, Tosoh collected almost \$4,600 in donations and Field Service Engineer Joe Troche was Tosoh's top fund-raiser, with almost \$1,100 in donations. Tosoh also assembled its largest riding team ever, including new members, Director of Sales and Marketing Len Mulhall and National Distribution Manager, Patrick Curran.

Team Captain, Senior HPLC Product Manager, Ranka Milojkovic would like to thank everyone for the success of this event and looks forward to next year's event being even more successful. Please go to our website to see this year's video:

<http://www.diagnostics.us.tosohbioscience.com/media/videos/ada-tour-de-cure>

Glycohemoglobin G8 and G7 Lot Changes

Lot Change for G8 (NEW)

Tosoh will be phasing in the new lot of 'F' buffers and columns in Q4 (October-December) 2013. Based on current demand we expect to have lot 'D' buffers available through Q1 (January-March) 2014. Please use the remaining inventory of 'D' reagents first. When your supplies of 'D' reagents have been depleted, replace the column and elution buffers with lot 'F' as reagent lots are not interchangeable.

Lot Change for G7 (Update)

Tosoh's target date for availability of the new lot 'M' reagents has been postponed until 2014 although no specific date has yet been announced. We will provide you with more information as it becomes available.

Tosoh's Technical Support Hotline at 1-800-248-6764 is available to assist you with any questions or concerns you may have regarding this information. Your Tosoh System Sales Specialist is also available to assist in inventory management.

Please go to our website to get a printable version of this newsletter:
<http://www.diagnostics.us.tosohbioscience.com/media/newsletter>



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