



TOSOH

Tosoh Ink

News and Information from Tosoh Bioscience, Inc.

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Sundown of AIA-600 II Analyzer

After 13 years of reliable service, on January 1, 2013, Tosoh Bioscience will begin phasing out the AIA-600 II immunoassay analyzer. This action becomes necessary because of anticipated critical service and consumable parts shortages. We believe that we have sufficient inventories to supply existing needs through the end of December 2018. Telephone support and on-site service will continue to be provided through December 31, 2018. Service Contract sales on this product will be discontinued on January 1, 2017 and your existing Service Contract will not be renewed for any period beyond December 2018.

Transitioning to the AIA-900

By transitioning to a new, state-of-the-art Tosoh AIA-900 analyzer, we will provide your laboratory with uninterrupted service, continued analyzer reliability and assay reproducibility. The AIA-900 is the latest addition to Tosoh's family of AIA immunoassay analyzers and is available in three configurations, allowing you to choose a system that is just right for your workload. Please contact your local Tosoh System Sales Specialist for more information on this newest Tosoh system.

AIA-900

AUTOMATED IMMUNOASSAY ANALYZER

Features:

- Three system configurations
- 90 test/hour max throughput
- First result in ~ 18 minutes
- Random access
- Continuous processing
- Simple touch screen operation
- Bar-coded primary tube sampling
- Clot detection
- Unit Dose Test Cup
- Automated pretreatment
- Automated dilution from 2 to 1000

To see the AIA-900 Demo Video and Sales Sheet please visit our website at tosohbioscience.us.



AIA-900
with 19 Tray Sorter



One Instrument - Three Configurations

The AIA-900 is available in three configurations, allowing you to choose a system that's **just right** for your laboratory workload.

Customer Webinars

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

Thyroid Markers

Monday January 28, 2013 9 AM (PST)
Monday February 11, 2013 1 PM (PST)

Troubleshooting Chromatograms

Monday January 21, 2013 9 AM (PST)
Monday February 4, 2013 1 PM (PST)

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

New Analyte Coming Soon Vitamin D

Pending FDA clearance.

On the back...

Tech Talk • Service Contract Increases • G7 Lot Change Reminder

TOSOH BIOSCIENCE

TBI Tech Talk

How do I know if an SA1c result is reportable?

It is highly recommended that the operator review chromatograms before reporting results. Chromatograms must contain six peaks and have sharp LA1c and SA1c peaks to be acceptable. Additionally, the retention time should be checked when interpreting results. The SA1c retention time should be between 0.57 and 0.61 minutes for the G8 and between 0.70 and 0.74 minutes for the G7.



Carolyn Steinberg
Technical Support Manager

HPLC methodology necessitates a review of a 'run' of samples that have been assayed sequentially, rather than analysis of just one sample to determine if there is a sample-specific or systemic issue.

Columns are warranted for 2,500 injections, however depending upon the workflow of a lab, the actual number of injections obtained may vary. If less than 2,500 injections are obtained, as evidenced by poor chromatography, call Technical Support. It is necessary to determine the root cause of the situation. The column may not be the issue as contamination, obstruction of the flow path, etc. can cause chromatographic aberrations.

If it is determined that the column is the root cause, a column credit or replacement will be issued upon resolution. (You may be asked to return the column to Tosoh, but it is not always necessary.) If chromatography does not pass review, patient results should not be reported. Tosoh provides a variety of tools to assist with chromatogram review which are found on the Docs on CD and can be ordered from Customer Service (1-866-527-3587):

G7 Docs on CD P/N 997011
G8 Docs on CD P/N 997024

For questions, please contact Tosoh Technical Support at 1-800-248-6764.

Ink on the Web

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



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G7 Lot Change Reminder

This is a reminder for the phasing in of the new lot of 'M' reagents. Our target date for availability of the new lot 'M' reagents is still Q3 (July-September) or Q4 (October-December) 2013.

Please use the remaining inventory of 'H' reagents first. When your supplies of 'H' reagents have been depleted, replace the column and elution buffers with lot 'M' as reagent lots are not interchangeable.

Please do not send Tosoh any unused buffers or columns. If you purchase your reagents and column on an "as needed" basis please manage your buffer inventory to maximize the number of injections on your column. If you have a standing order or purchase on a cost per reportable or cost per test basis, discard your column when the buffer supply is depleted.

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 new information. Your Tosoh System Sales Specialist is also available to assist in inventory management.

Service Contract Increases

Note: If you have a current service contract, your rate is valid until time for renewal.

We wish to inform our customers that the service contract price on the following analyzers will be increased with your next service contract renewal:

G7 HPLC Analyzer

\$7,500 annually (effective January 1, 2013)

AIA-600II Analyzer

\$8,500 annually (effective January 1, 2013)

We sincerely appreciate your business and apologize for any inconvenience this necessary increase may cause. If you have any questions, please contact your local Tosoh System Sales Specialist.