



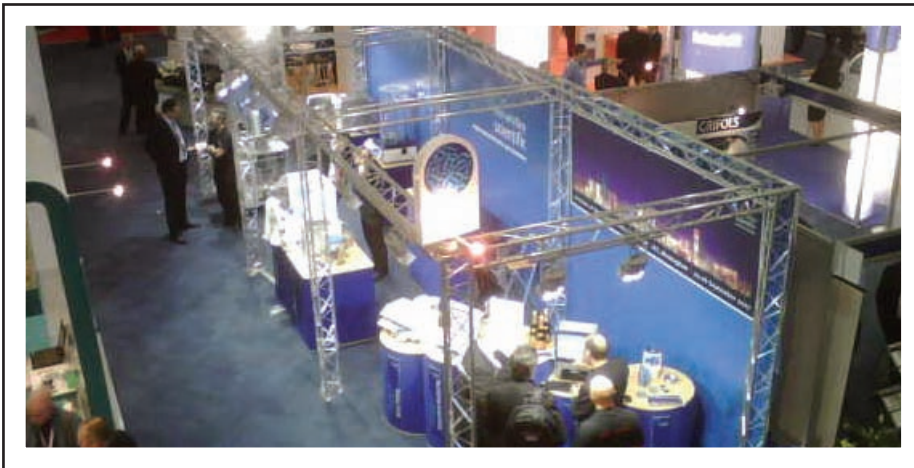
Autumn 2007 Microfocus



don whitley
scientific
excellence in microbiology

IBMS News

A total of 3,524 attended the event this year with over 2,700 delegates at the Congress. Thank you to everyone for coming along to visit us at our most successful UK exhibition so far.



New Systec Autoclaves

The Systec range of autoclaves has been thoroughly updated, so whether you use vertical or benchtop systems, there are now 48 different models, providing the ideal solution to your autoclaving needs.

The Basic Range is perfect for those who want to load the machine, turn it on and walk away. The Everyday Range provides laboratories with a robust, reliable autoclave for regular use.

The Xpert Range comes complete with an integrated steam generator, radically speeding up the whole autoclaving process. This range allows you to create an autoclave tailored to your particular needs and includes enhanced options such as the 'Superdry' function.



IN THIS ISSUE

IBMS News

New Systec Autoclaves

New product specialist joins DWS

Sarah has tea at Windsor

Controlling hypoxic conditions in cancer research

AccuPAS / BIOMIC® V3

Early warning system installed at Great Ormond Street Hospital



Ten DWS Factoids

Our flying salesman

2008 Exhibition Dates

Staff News

New Product Specialist joins Don Whitley Scientific

Bill Spencer, formerly of Biotrace Fred Baker, has joined Don Whitley Scientific as a product specialist to pave the way for the introduction of a new product for the cell research/hypoxia market.

“I am delighted that Bill has joined us,” commented Steve Robertson, Sales Director. “Building on our 30 year reputation for providing quality automated and semi-automated equipment for microbiology laboratories across the world, we have entered an exciting period in new product development. Bill’s particular expertise will help put the finishing touches to a new product, due to be launched in the Spring of 2008.”

Bill embarked on his 15-year scientific career at Liverpool University in the mid-1970s where he studied medical laboratory sciences. He then worked on a five year research programme within the Veterinary Clinical Sciences department of the university. Following a move back to life sciences in the mid-1980s, Bill then embarked on a career in sales from 1990 onwards with a number of microbiology/life sciences organisations.

Bill lives in Saughall Massie on the Wirral with partner Susannah and in his spare time enjoys ornithology, golf, fishing, motorcycling and going to the gym.



Bill Spencer

Sarah has tea at Windsor

DWS Laboratory Technician, Sarah Wild and her boyfriend, John, were both awarded the Duke of Edinburgh’s Gold Award at Windsor Castle recently.

We are very proud of Sarah and her achievements, it is no mean feat to gain such a prestigious award. She had to participate in five different activities, some for at least a year. These included:

- Physical: Sarah learned to play badminton
- Skill: The challenge was learning to drive!
- Service: Sarah joined her local Cub Scout group in 2000 and is now a Group Leader
- Residential: She went to Peru to help needy children
- Expedition: Sarah was part of an expedition to Sweden – raising money and hiking for over 75 km.



Sarah Wild



Controlling hypoxic conditions in cancer research

Don Whitley Scientific's VA500 is being used by Dr Roger Phillips at the University of Bradford's Institute of Cancer Therapeutics to identify and evaluate potential therapeutic compounds for treatment of hypoxic cells in tumours.

The hypoxic (low oxygen tension) tumour environment contains cells with particular characteristics whose main function is survival rather than reproduction. Dr Phillips' research employs cellular assays to investigate changes over a closely controlled range of oxygen tensions in response to treatment with pharmaceutical compounds designed to act selectively on hypoxic cells. Results from his laboratory have already led to two drugs entering clinical trials.

The VA500 workstation allows precise gas mixture control which is essential to this type of research. Maintaining low oxygen tension and accurately controlling carbon dioxide levels helps to create ideal hypoxic culture conditions over extended periods of time. Cell retention under hypoxic conditions during and after drug exposure is particularly important to enable longer-term effects to be observed under representative conditions.

Targeting these types of cells using conventional therapies has proved problematic, as they are very resistant to anti-cancer drugs and radiotherapy. The specialised hypoxic environment created inside our workstations allows accurate replication of the unique biochemical pathways involved: critically important for developing biological and therapeutic understanding in the identification of new drug targets.



www.dwscientific.co.uk

WHAT'S IN AN AUTOCLAVE?

Believe it or not, this is a photograph of one of our service engineers carrying out maintenance on a customer's autoclave. Not the most salubrious of places to have your photograph taken, yet it shows the dedication of our engineers and the depths we go to in pursuit of customer service!

The best three printable captions to arrive by Monday 17th December, will receive a bottle of Champagne in time for Christmas. Email your suggestion to:

sales@dwscientific.co.uk



3

Two new products from DWS launched at IBMS 2007

AccuPAS

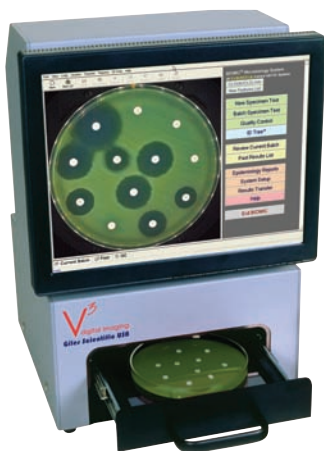
AccuPAS is the world's first system created to fully automate the pre-analytical inoculating/streaking and bar coding process for swab specimens. A breakthrough in laboratory automation, this device allows swab samples to be processed automatically from receipt in the laboratory to the plates being ready for the incubator. It is a complete hands-free, walk away operation. The streak pattern on the media is identical every time and the automated bar coding eliminates the possibility of errors.



The flexible workflow cycle enables customisation to suit individual laboratory standards and preferences. AccuPAS will revolutionise clinical laboratories, the number of samples handled and the efficient way samples are prepared. With every plate perfectly streaked and fully reproducible, lab staff will be free to perform more specialised tasks.

BIOMIC

BIOMIC V3 automates the reading and interpretation of antibiotic disc plates and includes an expert system with rules based on BSAC (British Society for Antimicrobial Chemotherapy) and NCCLS (National Committee on Clinical Laboratory Standards). It can also be used for commercial identification test panels for bacteria and yeast.



BIOMIC V3 has been designed to complement other automated systems and can serve as a primary AST-ID system. It standardises test results by eliminating reading variability and transcription errors and can read up to 360 sensitivity plates per hour.

This product features a bi-directional laboratory information system, touch screen, bar code labelling, rapid-batch entry, multi-system networking and work list download capabilities. With on-screen training for identification procedures, final identification

of isolates can be carried out in minutes and at a fraction of the cost of other systems. BIOMIC V3 enables automated reading, interpreting, and recording of many commercial ID Panels.

e-Swab



AccuPAS uses the e-Swab for aerobic and anaerobic specimen collection.

Manufactured by Copan Diagnostics Inc and distributed in the UK by Sterilin, e-Swab is a new, patented, flocked nylon fibre pile swab.

Early warning system installed at Great Ormond Street Hospital



The Department of Microbiology at Great Ormond Street Hospital for Children has installed one of our Labguard automatic monitoring systems. The department provides a high-quality investigation and advice service to accurately diagnose and care for ill children, together with micro-organism investigation. Every year their laboratory examines

over 600,000 tests associated with approximately 95,000 samples.

Head MLSO Peter Watson explained: “ Labguard has proved essential in the early detection of failing equipment, particularly freezers. Electronic monitoring of temperatures removes the need for an MLA to monitor temperatures using manual methods, and we have been able to eliminate the large volume of associated paperwork. ”

Manual monitoring of laboratory equipment can be a tedious and time-consuming process often neglected due to resource constraints or lack of time. If measurements are only taken at the start and end of the day, it can be several hours before a problem is discovered. This is a particularly serious problem for refrigerated units, which in the microbiology laboratory often contain items at high risk of irreversible damage in the event of a cooling malfunction.

As well as eliminating the need for manual checks, Labguard is providing more accurate and reliable data to improve both productivity and performance. The data is permanently recorded to support quality reviews and audits. By measuring at hourly rather than daily intervals, trends are analysed and potential problems identified earlier. Labguard provides continuous real-time equipment monitoring and allows laboratory staff to program the acceptable limits for each temperature-controlled unit so that an immediate alarm is issued if a reading falls outside the specified range. Operators can choose to be warned visually, audibly and via a telephone call for ‘out of hours’ peace of mind. The modular and upgradeable system – 50 probes in this installation – can simultaneously monitor multiple pieces of equipment transmitting data to a stand-alone computer or existing network. With full CPA accreditation, the secure storage of all data readings complies with the laboratory’s audit trail requirements.



“ We chose Labguard as it had the best specification at the right price. The support and service we receive from Don Whitley Scientific continues to be friendly, responsive and reliable. ”

TEN DWS FACTOIDS

1. We have three guitarists and a mandolin player among our staff.
2. We employ ten people in our fully-equipped microbiology laboratory.
3. Our Managing Director was Classic Formula Ford British Champion in 2004.
4. We have sold over 250 miniMACS in total into more than 25 countries.
5. We introduce at least one new product every year.
6. Six members of the same family - spanning three generations - work at DWS.
7. Our laboratory joined the UK GLP-compliance programme in 1994.
8. The first DWS anaerobic workstation was introduced more than 26 years ago.
9. DWS achieved Millennium Product Status for MACS and WASP.
10. We are one of a surprisingly small number of UK companies who design, manufacture and sell their own products.

Our flying salesman



Product Specialist, Gareth Purvis, has an unusual hobby. As you may guess from these photographs – he’s a qualified pilot.

Gareth started taking lessons when he was 24 years old and had to put in 45 hours of training flights with a minimum of 10 hours flying solo. There were also six written examinations and a flying test, which involved taking to the skies with an examiner as his passenger. He has now been qualified for two years and his private pilot’s licence enables him to fly single-engined aircraft.

He usually flies on a weekend from Liverpool John Lennon Airport. As well as taking up family and friends, he likes to fly solo and take in the fantastic views over the Lake District, around Snowdonia and South Wales. The furthest he has flown is down to Shoreham on the south coast of England. However, he has also travelled abroad and flown in Southern California, Florida, Toronto and New York State.

“The best thing about this hobby”, Gareth says, “is the feeling of freedom that flying gives me and the views that make me truly appreciate the beauty of the British Isles. On a good day I can see for 50 or 60 miles.”

In the future, Gareth would like to obtain an instrument rating qualification, which will allow him to fly in poor weather. This will mean that he can fly a little further afield as at the moment he is restricted to flying in good weather. But don’t worry, you don’t need to be based near an airfield to receive a visit – Gareth will arrive in a car just like our other product specialists.



www.dwscientific.co.uk

2008 EXHIBITION / CONFERENCE DATES

Don Whitley Scientific has already confirmed attendance at the following exhibitions/conferences. If you are visiting any of these events, come to our stand for the latest news on our product range. Log on to: www.dwscientific.co.uk for continuously updated exhibition information.

- **SfAM Winter Meeting**
16th January
London
- **SGM Meeting**
31st March - 3rd April
Edinburgh
- **Analytica**
1st - 4th April
Munich

For more information on any of the products featured in this newsletter, please contact us:

01274 595728
sales@dwscientific.co.uk