



“Connecting Business Needs with Marketing Excellence”

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REPRESENTATIVE PRODUCT SUCCESSES

<u>Company</u>	<u>Products</u>	<u>Markets</u>
Trinity Biotech Established and New Product Emphasis	<input type="checkbox"/> Captia, MarDx, Bartels, Clark Labs – Immunodiagnostics <input type="checkbox"/> Sigma, Biopool, Amelung – Hemostasis <input type="checkbox"/> Uni-Gold Recombigen HIV – Point-of -Care <input type="checkbox"/> Sigma – Clinical Chemistry	<input type="checkbox"/> Diagnostics <input type="checkbox"/> Capital Equipment
QIAGEN Inc. New Product Emphasis	<input type="checkbox"/> EZ1 instrument and chemistries for isolation and purification of DNA & RNA for Molecular Diagnostics procedures.	<input type="checkbox"/> Diagnostics <input type="checkbox"/> Capital Equipment
Bio-Rad Established and New Product Emphasis	<input type="checkbox"/> Genetic Systems HIV-1/2 + O EIA – Infectious Disease <input type="checkbox"/> GS HBsAg EIA <input type="checkbox"/> Blood Screening and Diagnostic Products <input type="checkbox"/> Microtiterplate equipment	<input type="checkbox"/> Blood Screening <input type="checkbox"/> Diagnostic <input type="checkbox"/> Capital Equipment <input type="checkbox"/> Medical Disposables
Trek Diagnostic Systems, Inc. Established and New Product Emphasis	<input type="checkbox"/> ESP Culture System – automated blood culturing system for the detection of septicemia – Infectious Disease <input type="checkbox"/> Sensititre – automated susceptibility testing and identification of microorganisms. <input type="checkbox"/> Combact Cellenium 160S – new technology automating urine screening.	<input type="checkbox"/> Diagnostics <input type="checkbox"/> Pharmaceuticals <input type="checkbox"/> Veterinary <input type="checkbox"/> Capital Equipment <input type="checkbox"/> Medical Disposables
Neoprobe New Product Emphasis	<input type="checkbox"/> RIGScan CR49 - radiolabeled monoclonal antibody used therapeutically during surgery for the treatment of cancer - Oncology <input type="checkbox"/> Neoprobe-1000, 1500 & 2000 - instrument used for the detection of RIGScan CR49 and Lymphoscintigraphy.	<input type="checkbox"/> Pharmaceutical <input type="checkbox"/> Capital Equipment <input type="checkbox"/> Medical Disposables
Mallinckrodt Established Product Emphasis	<input type="checkbox"/> Thallium-201 - radiopharmaceutical used for the assessment of coronary artery disease – Coronary Disease <input type="checkbox"/> Iodine-131 & Iodine-123 - diagnosis and treatment of Thyroid Disease <input type="checkbox"/> UltraTag RBC - used to label RBCs with radioactive technetium for whole blood volume analysis	<input type="checkbox"/> Diagnostics <input type="checkbox"/> Pharmaceuticals
Sherwood Established Product Emphasis	<input type="checkbox"/> Oxford Pipettor and pipette tips - liquid transfer and disposable commodity tips <input type="checkbox"/> Glycoslated Hemoglobin Control - reagent used to calibrate equipment for detection of diabetic levels of hemoglobin <input type="checkbox"/> Fibrometer - Coagulation determination equipment	<input type="checkbox"/> Diagnostics <input type="checkbox"/> Capital Equipment <input type="checkbox"/> Medical Disposables
Martek New Product Emphasis	<input type="checkbox"/> CELTONE - bacterial growth media labeled with stable isotopes for production of stable isotopically labeled proteins (drug discovery) <input type="checkbox"/> Phycobiliproteins - fluorescent dyes for tagging used in flow cytometers <input type="checkbox"/> C ¹³ Hioline - diagnostic for detection of <i>H. pylori</i> responsible for ulcers	<input type="checkbox"/> Biotechnology <input type="checkbox"/> Diagnostics
Du Pont New Product Emphasis	<input type="checkbox"/> Isolator - disposable for the isolation of bacteria from septicemia patients <input type="checkbox"/> Estrogen and Progesterone RIA receptor assays - breast cancer detection <input type="checkbox"/> HIV, HTLV-I, Hepatitis surface and core ELISA test kits - blood screening assays <input type="checkbox"/> Sorvall Centrifuges <input type="checkbox"/> Western Star Patient Tracking System - computerization for tracking of donated blood <input type="checkbox"/> Summit Automated Liquid Handling System - capital equipment for automated liquid transfer <input type="checkbox"/> SteriCell Processing System - blood component culturing and processing equipment uses for immunomodulation therapy for cancer patients <input type="checkbox"/> SCD “Sterile Connection Device” - sterile tubing welder used outside sterile hood <input type="checkbox"/> rIL-2 - Recombinant Interleukin 2 used to stimulate the immune system	<input type="checkbox"/> Diagnostics <input type="checkbox"/> Biotechnology <input type="checkbox"/> Pharmaceuticals <input type="checkbox"/> Capital Equipment



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