



THE NASCOLA ASSOCIATE MEMBER NEWSLETTER

Volume 3, Issue 1

November 2013

Opening Remarks

President—Elizabeth Van Cott, MD

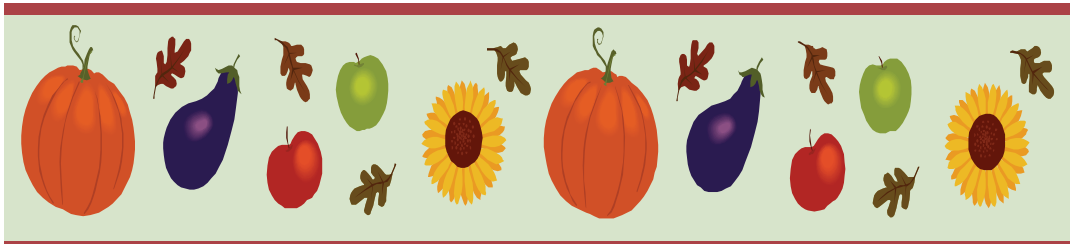
NASCOLA membership includes a number of vendors who specialize in coagulation, and who provide support and collaboration to the organization. The NASCOLA Executive Committee and Membership Committee believe that these members, designated Associate Members, have news that is of interest to the general NASCOLA membership. Therefore, by popular demand, we are providing the third annual Associate Member Newsletter. The content of the newsletter is provided by the Associate Members. The news is NOT intended to be advertising, rather, an opportunity for enhanced communication among our members and perhaps increased awareness of new products, services or educational programs in coagulation that may be of interest to the membership at-large. Also, NASCOLA members may keep this newsletter as a handy quick reference for contact numbers and Web sites listed at right.

Please also see within this newsletter an obituary for our friend and long-time Associate Member colleague Beth Gibson, who will be dearly missed.

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NASCOLA Associate Members 2013

- Affinity Biologicals, Inc**
 1395 Sandhill Drive
 Ancaster, ON L9G 4V5
 Phone: 905-304-9896
www.affinitybiologicals.com
- Aniara Diagnostica LLC**
 6560 Gove Court
 Mason, OH 45005
 Phone: 866-783-3797
www.aniara.com
- Bio/Data Corporation**
 155 Gibraltar Road
 Horsham, PA 19044
 Phone: 215-441-4000
www.biodatacorp.com
- Chrono-log Corporation**
 2 West Park Rd
 Havertown, PA 19083
 Phone: 800-247-6665
www.chronolog.com
- DiaPharma Group, Inc**
 8943 Beckett Rd
 West Chester, OH 45069
 Phone: 513-860-9324
www.diaapharma.com
- George King Bio-Medical, Inc.**
 11771 W 112th Street
 Overland Park, KS 66210
 Phone: 800-255-5108
www.kingbiomed.com
- Immucor**
 20925 Crossroads Circle, Suite 200
 Waukesha, WI 53186
 Phone: 800-233-1843
www.immucor.com
- Instrumentation Laboratory**
 180 Hartwell Road
 Bedford, MA 01730
 Phone: 781-861-4420
www.ilwww.com
- NovoNordisk**
 800 Scudders Mill Road
 Plainsboro, NJ 08536
www.novonordisk.com
- Precision BioLogic**
 140 Eileen Stubbs Avenue
 Dartmouth, Nova Scotia, Canada B3B 0A9
 Phone: 800-267-2796
www.precisionbiologic.com
- R2 Diagnostics, Inc**
 1801 Commerce Drive
 South Bend, IN 46628
 Phone: 574-288-4377
www.r2diagnostics.com
- Sekisui Diagnostics**
 500 West Avenue, PO Box 110215
 Stamford, CT 06911-0215
 Phone: 203-602-7777
www.sekisuidiagnostics.com
- Siemens Healthcare Diagnostics**
 1717 Deerfield Rd
 Deerfield, IL 60015
 Phone: 239-768-7321
www.siemens.com
- Stago**
 5 Century Drive
 Parsippany, NJ 07054
 Phone: 800-222-2624
www.stago-us.com
- Systemx America, Inc**
 577 Aptakisic Road
 Lincolnshire, IL 60069
 Phone: 847-996-4336
www.systemx.com



Affinity Biologicals, Inc

Affinity Biologicals offers a full line of frozen factor deficient plasmas, normal control plasmas, factor inhibitor plasmas and ELISA kits. Pricing and evaluation packages are available, contact us today for more information on the following products for your lab:

[VisuCon™-F Normal Control Plasmas](#)

[VisuCon™-F Abnormal Control Plasmas](#)

[VisuCal™-F Calibrator Plasma](#)

[VisuDep™-F Factor Deficient Plasmas](#)

[VisuCon™-F Low Fibrinogen Control Plasma](#)

[VisuCon™ Normal Donor Set](#)

[Factor Inhibitor Plasmas](#)

[VisuLize Antigen ELISA Kits](#) (Factors VIII, FIX and FXI)

For more information about these products or a custom plasma product you may be interested in, Please contact greg.fullerton@affinitybiologicals.com .



Affinity Biologicals™ INC.

Aniara Diagnostica LLC

HIT IgG Specific or IgG, A, M Assay Available

- Easy to Perform ELISA kit – Positive Feedback from Techs
- Good Correlation with platelet aggregation test and measurement of Anti H PF4 Antibodies
- Possible Measurement of circulating complexes “Heparin-protein-antibodies”
- Total Assay time 2h and 15 minutes
- Good correlation with Serotonin
- Automation capable using the Dynex DS2, DSX, and Grifols Triturus reducing tech time
- 510K since 2009
- Special pricing available for evaluation
- Lot Specific Kits, Large Lots Available & No Supply Issues

Aniara Diagnostica is also offering testing for:

Dabigatran

Rivaroxaban


Apixaban – Coming Very Soon





<http://www.aniara.com>

Bio/Data Corporation

Bio/Data Corporation is proud to announce the recent introduction of two new first in class products:

Tele-Check ™, and Collagen SRP™.

Tele-Check  is a calibration verification service performed jointly by Bio/Data and the laboratory using materials provided by Bio/Data, and a procedure run by the laboratory. A Bio/Data service technician guides the laboratory through the process by phone. Calibration stickers are issued after the data is reviewed and accepted.

Tele-Check  service is available for PAP 8E and PAP 4 series of platelet aggregometers.

Details are available on our web site: www.biodatacorp.com.

Collagen SRP (Synthetic Reactive Peptide) is a liquid polypeptide that self assembles into Collagen Type 1 fibrils. It does not contain any human, animal or bacterial source material, eliminating infectious disease risk. Collagen SRP can be useful in investigating platelet function and reactivity. It may also be used to assess the effects of Aspirin® and other antiplatelet drugs on platelet function and reactivity.

A poster about synthetic collagen as a novel platelet agonist will appear at the ASH meeting in December. Collagen SRP is for Research Use Only.

The Company has recently expanded its distribution network, welcoming three new international distributors. The markets served by the new distributors include South Korea, South Africa and the Russian Federation. Bio/Data has also introduced web based product training for new and existing distributors.



Chrono-log Corporation

New Aggregometer Available in 2 or 4 Channel Configuration

Chrono-log introduces The Model 700 Whole Blood/Optical Lumi-Aggregometer available in a two or four channel configuration. This new Aggregometer measures platelet function on patient samples using electrical impedance in whole blood or optical density in plasma with simultaneously measuring ATP release by the luminescence method. The Model 700 Aggregometer also has the capability of performing the Ristocetin Cofactor Assay for diagnosing patients with von Willebrands disease. The output can be connected to either a strip chart recorder or to a Computer. AGGRO/LINK(8) and Vw Cofactor Software packages are provided for the computer interface option.

To obtain a Lumi-Aggregation Interpretation Guide and Poster, please call 1-800-247-6665 or send a request via email to NASCOLA@chronolog.com. Be sure to include your shipping address and other contact information.



DiaPharma Group, Inc

Monitoring Warfarin is a Delicate Balance. The DiaPharma Factor X Kit Can Help.

What do you do if a warfarin patient has a falsely prolonged PT and an unreliable INR, whether it's from the presence of a direct thrombin inhibitor or lupus inhibitor? The DiaPharma Factor X Kit is a chromogenic assay to measure Factor X levels in these cases. It's an accurate predictor of therapeutic INR values when Argatroban is discontinued, and also eliminates the issues of varying sensitivities of different thromboplastins. Applications for coagulation analyzers are available.

Interested in a trial kit?

Visit www.diapharma.com to contact our experienced sales team, including our new Northeast Territory Manager, Tinu Adewole. Tinu Adewole joined DiaPharma in July 2013. She is an alumnus of the University of Delaware, where she earned her B.S in Biochemistry. She has spent her career within the pharmaceutical and diagnostic arena with experience in specialty sales, sales training and management. She grew up in Cambridge, MA and now resides in the Boston MA area with her daughter. She enjoys being active, the theater, and traveling internationally.

Please visit www.diapharma.com for detailed product information.



George King Bio-Medical, Inc.



Thank you for supporting George King Bio-Medical, Inc. for the past 40 years. We look forward to supplying specialty plasmas and controls for your coagulation laboratory for another 40 years and beyond!



www.kingbiomed.com
plasma@kingbiomed.com
800-255-5108

Immucor

Earlier this year, Immucor, a recognized worldwide leader in transfusion diagnostics, acquired the LIFECODES product line from Hologic | Gen-Probe which includes transplantation, transfusion and hemostasis diagnostics.

Immucor's line of hemostasis products provides useful information to help determine an individual's risk of excessive bleeding or thrombosis. We became a leader in the Hemostasis field with the release of our widely-used PF4 Enhanced® and PF4 IgG products, which detect antibodies associated with Heparin Induced Thrombocytopenia.

Additionally, we offer the following assays:

Factor VIII Antibody Screen

Detects non-inhibitory and inhibitory antibodies to human factor VIII. Fast and efficient way to screen out Bethesda negative samples.

ATS-13® ADAMTS-13 Activity Assay

Uses FRET Technology to measure ADAMTS-13 activity in less than 1 hour. *For Research Use Only. Not for use in diagnostic procedures.*

VWF & Propeptide Assay

Assay for the quantification of von Willebrand Factor and VWF Propeptide. *For Research Use Only. Not for use in diagnostic procedures.*

Our unique product designs coupled with superior technical support and customer service make Immucor the smart choice for laboratory professionals and coagulation specialists world-wide. For more information on Immucor and how we can best serve your needs, please visit

www.immucor.com or call 1.800.233.1843.



Instrumentation Laboratory

Instrumentation Laboratory (IL) is passionate about delivering the most innovative solutions to address a range of hemostasis testing needs. The advanced ACL™ family of systems brings complete automation to the hemostasis lab—from the ACL TOP® family of hemostasis testing systems, featuring the new ACL TOP 300 CTS, ACL TOP 500 CTS, ACL TOP 700 CTS and ACL TOP 700 LAS systems; to the ACL AcuStar®, the first fully automated, chemiluminescent analyzer for hemostasis specialty testing. Combined with the HemosIL® line of reagents, a comprehensive panel of fully automated assays, IL offers complete disease state management for the hemostasis laboratory.

Throughout 2013, IL delivered a number of successful product launches and educational programs in North America. The commercialization of the ACL AcuStar Hemostasis Testing System was met with great enthusiasm for its speed, accuracy and comprehensive line of high performance chemiluminescent assays, including HemosIL AcuStar ACA (IgG and IgM) and β 2GP1 (IgG and IgM) assays for antiphospholipid syndrome. Other HemosIL assays, including Protein S and Factor VIII, were launched, adding to the growing menu of fully automated assays on the ACL TOP family of analyzers. Finally, IL hosted several educational seminars on Innovations in Hemostasis Testing, including a featured workshop at the AACC annual meeting, and several localized events across North America. To register for an event in your area, visit www.ilus.com/registration2.

For more information on HemosIL assays, go to:

www.ilus.com



Novo Nordisk

Thank you to our newest Associate Member. Novo Nordisk sponsored our NASCOLA Annual Membership Meeting scientific lecture via an unrestricted educational grant.

Dr. Laszlo Muszbek, Department of Clinical Biochemistry and Molecular Pathology, University of Debrecen Medical and Health Science Center, Debrecen, Hungary, presented "Factor XIII Testing."

Thank you!

Please visit the Novo Nordisk Web site at:

www.novonordisk.com



Precision BioLogic

The Fritsma Factor: Your Interactive Hemostasis Resource

Since 2007, George A. Fritsma, medical laboratory professional, educator, author and host of The Fritsma Factor, has been providing professionals in the field of hemostasis an accessible forum that allows for ongoing knowledge discovery and dissemination. What began as a modest blog has grown to include an active Q&A forum with George and leading experts from around the globe, a monthly email summarizing the latest discussions, a calendar of conferences and events, a glossary of abbreviations and links to other relevant websites.

The Fritsma Factor also boasts thirty-five educational modules providing comprehensive reviews of various hemostasis and coagulation topics. The modules are available on demand at no charge. Once a lecture has been reviewed, participants can choose to take an online post-course CE exam administered by CACMLE.

Precision BioLogic is proud to support The Fritsma Factor and encourages you to join the conversation at

www.fritsmafactor.com.

Precision BioLogic

www.precisionbiologic.com

1.800.267.2796

Precision*BioLogic*

R2 Diagnostics, Inc

Among our reagents and controls we currently manufacture a low ISI, liquid thromboplastin (Phosphoplastin RL), a heparin and lupus sensitive APTT (Phospholin ES), a robust Protein S kit with 24 hour reconstituted stability (ThromboTek PSe), a kaolin activated KCT suitable for automated coagulometers (LupoTek KCT), venom based screen and confirm reagents for LA (LupoTek Detectin VL and LupoTek Correctin VL), and Thrombin Time (T-Tek) and Fibrinogen (Fibro Tek) kits built with Enzyme Research Laboratories' human thrombin.

For more information and samples for these and other products, please visit us at www.r2diagnostics.com or Call us at 888-727-2729.



R² Diagnostics
(South Bend, IN)

Sekisui Diagnostics

Sekisui Diagnostics is committed to improving patient's lives by providing innovative medical diagnostics to physicians and laboratories. We develop, manufacture, and supply over half-a-billion tests each year through our global commercial network. Our product lines include coagulation and clinical chemistry systems and reagents as well as infectious disease rapid tests, line immunoassay and ELISA kits. In addition we offer enzymes and specialist bio-chemicals to the global healthcare market. The Sekisui coagulation portfolio includes the Coapresta 2000 coagulation analyzer with dedicated reagents, as well as a range of products for specialty coagulation testing. Please note that not all products are available in all countries.

For more information, please visit: www.sekisuidiagnostics.com or call: 888-234-4435

SEKISUI
DIAGNOSTICS

Siemens Healthcare Diagnostics

By partnering with Siemens Healthcare Diagnostics, you can experience the assurance of an integrated hemostasis solution that can help improve both clinical and operational performance throughout your entire laboratory. Our INNOVANCE® line will help you gain efficiencies, increase operational workflow and throughput, and better manage your resources.

INNOVANCE D-Dimer

-Helps labs exclude deep vein thrombosis and pulmonary embolism in conjunction with a non-high clinical pretest probability assessment model.

INNOVANCE Antithrombin

-Provides better sensitivity for antithrombin type II defects.

INNOVANCE PFA P2Y

-Reliably detects the blockade of P2Y12 receptors, ie, Plavix® (Clopidogrel).

INNOVANCE ETP

-A new, innovative measure of global coagulability developed for routine clinical use.

INNOVANCE Free PS Ag*

-Provides a quantitative determination of protein S in human plasma based on state-of-the-art technology. The assay provides easy, highly specific and stable protein S antigen testing.

INNOVANCE VWF Ac*

-Provides reliable, precise and sensitive VWF determination. The significantly improved sensitivity ensures a convenient and economical VWF determination to optimize the labs VWF testing capability.

* Not available for sale in the US <http://usa.healthcare.siemens.com/laboratory-diagnostics>

SIEMENS

Siemens Medical Solutions Diagnostics
(Deerfield, IL)

Stago

Diagnostica Stago offers expertise through two free electronic resources to educate healthcare professionals on hemostasis and thrombosis. The [Stago-EdVantage](#) web site and [iHemOStasis](#) app for the Apple® iPad® both offer ways to increase hemostasis knowledge, understand clinical situations, therapies and detection methods, and apply practical skills to patient care.

Stago-EdVantage: The [Stago-EdVantage](#) web site offers free continuing education courses on a variety of hemostasis topics, including anticoagulation, hypercoagulability, current screening tests and treatments, and more. The courses are taught by independent key thought leaders as well as Stago experts, with clearly defined learning objectives to guide healthcare professionals when selecting courses of interest. Each course is archived as a webcast, so participants may view them at their own convenience, and ASCLS P.A.C.E.® Credits are available upon course completion.

iHemOStasis ; Stago's free [iHemOStasis](#) app, optimized for the iPad, serves as a hemostasis primer for anyone looking to increase knowledge in the area. The uncomplicated user interface offers four areas of interest:

- **Coagulation Cascade:** Major coagulation mechanisms are animated along with detailed explanations of each phase, including intracellular and extracellular components.
- **Quick Guide:** Detailed descriptions of the most current assays used to examine hemostasis in a global fashion along with various therapies, disease state classifications and decision trees.
- **Special Focus:** Product literature supporting Stago's anticoagulant, thrombin generation and flow cytometry products is housed, along with reference ranges for hemostasis tests in childhood and pregnancy.
- **Clinical Cases:** Three case studies are presented, along with quizzes to test the viewer's knowledge.



Sysmex America, Inc

Sysmex introduced its first automated blood coagulation analyzer in 1986. In 1995, Sysmex entered into a worldwide distribution alliance with one of the world's largest manufacturers of reagents for blood coagulation analysis, Dade Behring (now part of Siemens Healthcare Diagnostics). With Sysmex coagulation analyzers, labs can accurately and precisely measure the factors required to stop bleeding and identify possible abnormalities that could lead to excessive bleeding or thrombosis.

For more information on a Sysmex coagulation analyzer, visit the [Siemens Healthcare Diagnostics](#) website.



Beth Gibson

We are saddened to report that our friend and colleague, Beth Gibson, passed away this summer. She had dedicated her career to medical technology, having obtained her degree as a medical technologist in Detroit, where she was born and raised. She moved to Boston from Detroit to start her career, and then lived in Florida, then again in Massachusetts until she retired. She enjoyed a great deal of travel throughout her career. She was a national expert on the MDA coagulation analyzers for Organon Teknica, bioMerieux, Trinity, and Stago, helping so many NASCOLA members with their MDAs throughout the years. She was an essential resource for all MDA labs. Many NASCOLA members knew Beth, and everyone who knew her admired how knowledgeable and kind she was.

She was a NASCOLA Associate Member since NASCOLA was first founded.

She is survived by her brother and sister, 3 nephews and 1 niece. She will be missed.

