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From the President

Advanced Instruments, Inc., is pleased to announce the appointment of Peter P. Costas to the position of vice president of sales and marketing. Peter assumes primary responsibility for all sales and marketing of our clinical/medical products worldwide. Those responsibilities include marketing communications, sales management, product management, customer service, and technical service.

Based at the corporate office in Norwood, MA, Peter's mission is to ensure that Advanced Instruments continues to provide the "best in industry" products, service, and support.

Prior to his present position, Peter served as director of sales for Astra Tech, and vice president of sales and marketing for Navix Diagnostics. Peter brings 20 years of experience in sales, marketing, and product development to Advanced Instruments. His background in the healthcare market includes laboratory consumables, diagnostic imaging, dental implants, and consulting. Peter holds a B.S. in Chemical Engineering from Northeastern University.

**Huge Success for the 2003
Distributor Meeting**

Advanced Instruments, Inc. held its international distributor sales meeting in conjunction with the Medica Exhibition in Dusseldorf, Germany on 16 November 2003. The meeting was a great success. Distributors from Europe, Japan, South Korea, Middle East, and Thailand participated in this one-day event.

The meeting covered several topics but the overall focus of the meeting was to foster useful communications and continue to strengthen the relationships between Advanced Instruments and our valued distributors.

The meeting began with a discussion about our sales growth that was achieved in 2003 and expectations of a continued growth trend in 2004. This growth allows us to continually innovate and add value to our laboratory products and services, which serve to further solidify our brands and leadership position.

One of highlights of the meeting that displayed our commitment to continuous improvement was the introduction of two new osmometers. The attendees were very excited about the new features and benefits that are built into the Advanced® Model 3250 and Model 2020 osmometers. We offered the opportunity for all to run the instruments and received favorable comments that led to securing pre-production orders.

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**Advanced Instruments
Introduces Model 2020
Osmometer**

Multi-sample lab instrument features date and time stamp, improved information retrieval, and multi-language capability



Advanced Instruments is pleased to introduce the Advanced® Model 2020 Multi-Sample Osmometer, the industry's only osmometer that uses a 20µL sample size and features date/time stamp for improved sample documentation and electronic storage of more than 200 test results. Osmometry, a measurement of osmolality by the freezing-point method, is an important diagnostic method used in hospital, pharmaceutical, and environmental industries.

"The Model 2020 osmometer provides sophisticated, convenient data analysis for clinical laboratory technicians running high sample volumes," said Ken Micciche, director of marketing, Advanced Instruments. "Its statistical analysis package performs mean, standard deviation, and coefficient of variation functions. A powerful microprocessor and shortened calibration routine make this system ideal for large hospital and contract laboratories, and pharmaceutical companies," he said.

The instrument's bar code reader permits entry of sample and operator identification to minimize data transcription errors. In addition, data export capability links the instrument to an external computer or the laboratory information management system. Downloadable software upgrades keep the instrument current and multiple language capability displays messages in local languages.

The multi-sample osmometer features a 90-second test that produces rapid results. Its easy loading turntable mount automates the testing of up to 20 samples for enhanced laboratory productivity and additional technician walk-away time. The instrument also maintains calibration and configuration settings when the software is updated. A small footprint maximizes available bench space and it features an on-board thermal printer with a highly visible vertical printout.

Advanced Instruments Introduces Model 3250 Osmometer

Powerful new clinical lab instrument features statistical analysis, memory recall, and HIPAA compliance

Advanced Instruments is pleased to introduce the Advanced® Model 3250 Single-Sample Osmometer, the industry's first osmometer featuring on-board statistical analysis, test results storage and retrieval, and HIPAA compliance to protect patient privacy. Osmometers are used by clinical, industrial, and quality control laboratories to provide the fastest results in monitoring drug intoxication, renal function, head trauma, and other applications.

The Model 3250 is the perfect instrument for labs running multiple samples per day and requiring statistical analysis. With its powerful Intel microprocessor and statistical analysis package, the osmometer stores up to 30 test results and can perform mean, standard deviation, and coefficient of variation analyses. This gives laboratory technicians the freedom to perform other responsibilities.

The Model 3250's sample identification protocol supports HIPAA regulations by protecting patient privacy. Integrated bar code reading minimizes data recording and transcription errors. Multi-language capability provides messages in local languages, and its calibration routine maximizes operator productivity. In addition, data export capability means the instrument can be linked to an external computer, and downloadable upgrades allow lab technicians to keep the software current.

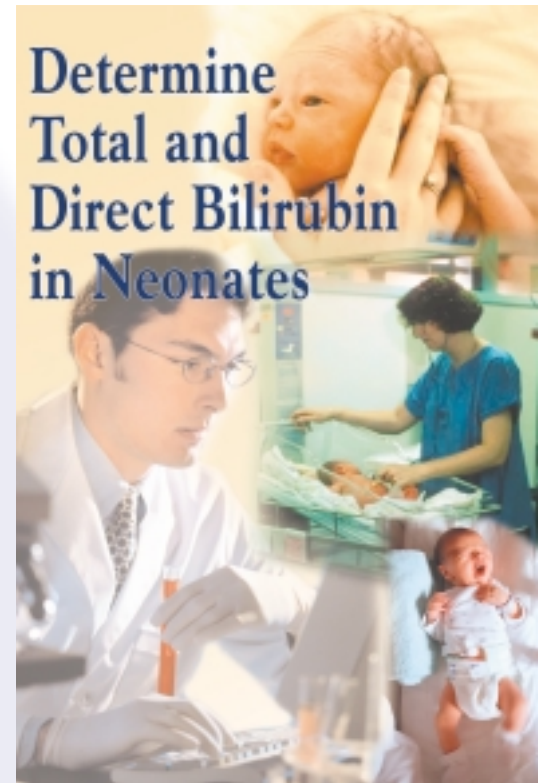
The osmometer's wide-range capability provides the versatility to test different product types. A small footprint maximizes available bench space and it features an on-board reliable thermal printer with a highly visible vertical printout. The instrument also maintains calibration and configuration settings when the software is changed. This allows for seamless operation following upgrades.



Missionary Zeal

Sometimes you get a phone call from a customer that gives you a warm feeling and helps you keep your battery charged. Ed Bos and his wife Carol run a missionary-support organization called Worldwide Lab Improvement. Ed was on his way to Haiti when one of the labs he was planning to visit called him to see if he could bring a new bilirubinometer with him. Ed knows the Advanced Bilirubin Stat-Analyzer® well. It is a reliable and robust instrument used to determine total and direct bilirubin in neonates. Many of his clients also use the Bilirubin Stat-Analyzer (BR2), some of them deep in the jungle. When Ed could not find a distributor with a BR2 in stock, he decided to call Advanced Instruments directly. We were able to overnight him the instrument and a mother sleeps better tonight knowing that her baby's jaundice has been successfully treated.

In 2003, Worldwide Lab Improvement answered 321 requests for assistance from 139 missionary hospitals. Worldwide Lab Improvement provides more than just equipment and supplies to client hospitals. Worldwide Lab Improvement also consults in the planning, installation, and most importantly, provides training to make sure the vital equipment is properly used and maintained. For the past seven years, requests to Worldwide Lab Improvement have increased by more than 20% a year. They provide services in 59 countries. Ed will tell you that, busy as he is, he can't begin to fill the unmet need. We're pleased to have been able to help him in a small way, and hope to hear more about his many projects.



Cultivation of Anaerobic, Microaerophilic, and Capnophilic Bacteria with the New Anoxomat™ MARK II System

The Anoxomat anaerobic system, distributed through Spiral Biotech, has been updated with the introduction of the Anoxomat Mark II system. Mart Microbiology BV, the manufacturer of the Anoxomat, has incorporated many valuable features into the new system.

The new system retains all the well-established features of the old model, which make this a walk away instrument. One-button control allows the technician to achieve total anaerobicity in a jar quicker than any method available. 100% reproducibility of the incubation atmosphere can be achieved through quality assurance checks before the jar is placed in the incubator. The Mark II ensures accurate gas input through high-quality pressure sensors and "pressure equilibrium" technology.

The Mark II also provides programming software to enable the technician to program a custom mixture of gases in the jar. This makes the Anoxomat Mark II ideal for the cultivation of all types of bacteria, such as strict anaerobes, microaerophiles, and capnophiles. A user traceability function can be added to the system for complete sample tracking. Results can also be sent to a printer for record keeping.

The new features of the Mark II provide an affordable, low-cost alternative to gas packs, anaerobic chambers, and CO₂ incubators.



Spiral Biotech Introduces Color QCount™ Colony Counter

System offers quick color colony screening without the high cost of color-differentiated counting

Spiral Biotech announces the introduction of the Color QCount colony counter. The new system provides rapid color bacterial colony screening without the additional cost of purchasing color-differentiated counting systems. The Color QCount unit incorporates a high-resolution digital CCD camera and advanced software to identify and colorize even the most difficult bacterial strains to count, such as *Streptococcus pneumoniae* and *Listeria* species.

This high-performance, high-throughput instrument is ideally suited for food testing laboratories counting *E.coli* and *Listeria* and for pharmaceutical labs detecting *Strep pneumo* on blood agar. With total plate analysis time, including overlapping colony clusters, of less than one second, a laboratory can easily process and count up to 400 plates per hour.

Other instrument features include:

- Innovative lighting configuration that assures uniform illumination and enhanced colony contrast
- Patented advanced image analysis software that detects colonies by examining subtle shifts in colony or cluster tone
- Autothresholding software that automatically determines the threshold of agar background color
- Flexible data management that compiles GLP-compliant data and saves it to a spreadsheet or CD-ROM to satisfy regulatory and auditing requirements
- Editing capability that saves each plate image in a database for printing or re-analysis

The Color QCount colony counter exemplifies our commitment to aggressive product development and represents the first step in a new platform of analytical instruments. This introduction strongly positions Spiral Biotech for future product line expansion and growth.

The system will be offered with several new financing options, including a leasing program and a reagent rental plan. Extended warranty programs and preventative maintenance agreements will be available.





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Upcoming EVENTS

ASM (American Society for Microbiology)

May 24 – May 26
New Orleans, LA
Booth #1845

IFT (Institute of Food Technologists)

July 12 – July 15
Las Vegas, Nevada
Booth #2321
Look for SBI's New Products &
Technologies Presentation:
"Enumerating 3M Petrifilm® Aerobic
Count Plates Using the PetriScan®
Automated Colony Counter"
at the 9:00 AM session on
Thursday, July 15, 2004

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Anoxomat™ User Tips:

After several uses, the catalyst used with the Anoxomat anaerobic system will be inactivated by moisture or hydrogen sulfide build up. To increase the effectiveness of your catalyst and prolong its life span, reactivate the sachets by placing them in a drying oven at 160 degrees C for 1 1/2-2 hours.

Distributor Meeting...continued from page 1

The most informative portion of the meeting was the round-table discussion on competition and end-user expectations in the various countries represented. We incorporated this information and the presentations from the meeting into a CD, which is available upon request to all authorized distributors.

The culmination of the day came when a plan for the next generation of laboratory osmometers was unveiled. A product development team that is responsible for the development of short and long-term laboratory solutions is currently evaluating the concept designs.

These new products will expand our leadership position and continue to make Advanced Freezing-Point Osmometers the brand of choice for osmolality testing.

Technical Support

24-Hour Support, 7 Days a Week

Technical Support is available around the clock for all Advanced Instruments, Delta Instruments, Fiske® Associates and Spiral Biotech products. Contact us toll free at 1-800-225-4034 or at +1-781-320-9000. FAX us at +781-320-8181 or by email at techsupport@aicompanies.com.