



Victoria Hospital

Microbiology and Infection Control

Mr. Colin Wylie
President, Vista Laboratories Ltd
8432 - 45 Street, Edmonton, Canada
T6B 2N6

April 7, 1993

Dear Mr. Wylie,

I would like to take this opportunity to express to you my impressions of the Isoplator 80 after our first full year of use. After our initial set up period, and adapting the machine to operate with computer generated labels rather than the standard mark to indicate inoculum site, we have experienced no down time at all. We have processed approximately 200,000 plates, and have performed a detailed cost analysis, comparing manual spreading of the inoculated plates with those spread by the Isoplator 80.

The cost analysis took into consideration such factors as time and labour saved during initial spreading of plates, reduced time required for reading and subculturing of plates after incubation due to improved and more consistent isolation of potential pathogens, reduced requirement of loops and other disposables, as well as considerations of improved technologists satisfaction. These factors led us to the conclusion that we were experiencing a \$0.045 saving per plate. Estimating approximately 200,000 plates a year, that would give us a payback period of approximately 4 years.

Of perhaps more interest to our laboratory than the estimated payback of the Isoplator 80 is the improvement in work flow. The instrument is easy to operate and maintain, and significantly reduces the amount of time required to spread the inoculum on the culture media, as well as the time required to read and interpret the culture. The Isoplator 80 enhanced laboratory productivity, safety, and results, which has led to improved staff morale.

Thankyou for all your assistance, and continued good luck with the Isoplator 80.

Sincerely,

Berend C. Schieven
Director of Technical Operations