



MEDIA MATTERS

NEWS FROM E&O LABORATORIES AUTUMN 1997

New Laboratory Extension



After six months of builders and mess! it is great to see the new unit operational. The cleanroom complex will allow increased plate production within a class J BS 5295: 1989 spec. controlled environment. The extended plant room houses a new oil fired boiler and a 27 cubic foot autoclave which has been installed to

increase the capacity for sterilisation of bottled media. New coldroom storage and an extended despatch area again, will allow the space for growth. A new racking system has been installed in the warehouse area which will facilitate the storage of the new dehydrated culture media product range.

Update

Company growth and product diversification has been the focus for E & O over the past twelve months. Although the current exchange rate is not helping our competitiveness in the export market, UK sales have increased dramatically as more hospital laboratories move towards the purchase of ready prepared media. A combination of quality products and excellent customer service has enabled our sales

team to meet their targets. The completion of the building of our new cleanroom production area, media preparation laboratory, coldroom storage, despatch area, plant room and extra warehouse space will allow the company to grow and develop in new markets. The implementation of the ISO9002 combined with ongoing training and development of both new and existing staff will also help the company grow and prosper for many years to come.



ISO9002
Accreditation

We can proudly announce that on the 27th January 1997 E & O became a BSI registered firm (Certificate No. FM 36328) operating a quality management system which complies with the requirements of BS EN ISO9002: 1994.

Marie Blaney was promoted to Quality Manager and should any customers require further information regarding quality issues please do not hesitate to contact Marie.

HEALTHY DONORS = QUALITY BLOOD

HORSE MANAGEMENT

Harvesting consistently high quality blood during all four seasons of the year can only be achieved by a combination of excellent grassland management with superior winter feed rations, specialised winter housing and expert stockmanship. Animal management is constantly changing as new methods are developed in the agricultural field. Whether it be new species of grass or systems of preserving fodder crops. The one area of stockmanship that never changes and will never be computerised is the skill and ability to detect an animals state of mind which leads to its future state of health. E & O's stockmanship is of the highest calibre and the farm team take great pride in delivering consistently high quality blood to the laboratory for processing.



GUARANTEED STERILITY

Commercial pressures have played a major role in the choice of blood harvesting systems being used in the UK today. E & O have been harvesting blood since 1978 and have made several changes and improvements over the years to the collection system. This autumn we have completely changed the whole operation to a disposable irradiated "closed collection" in-line bag configuration. The risk of contamination by human error is minimised and, by using a smaller bore needle with a vacuum assisted draw the donor animals benefit from a totally stress free harvest. All transferring of sterile blood prior to aliquating into customer volume requirements is implemented by sterile luer locks connection. The combination of a completely



disposable "closed-collection system" followed by stringent Q/C protocols will help us to guarantee our customers sterility every time!

FLEXIBILITY IN ORDERING

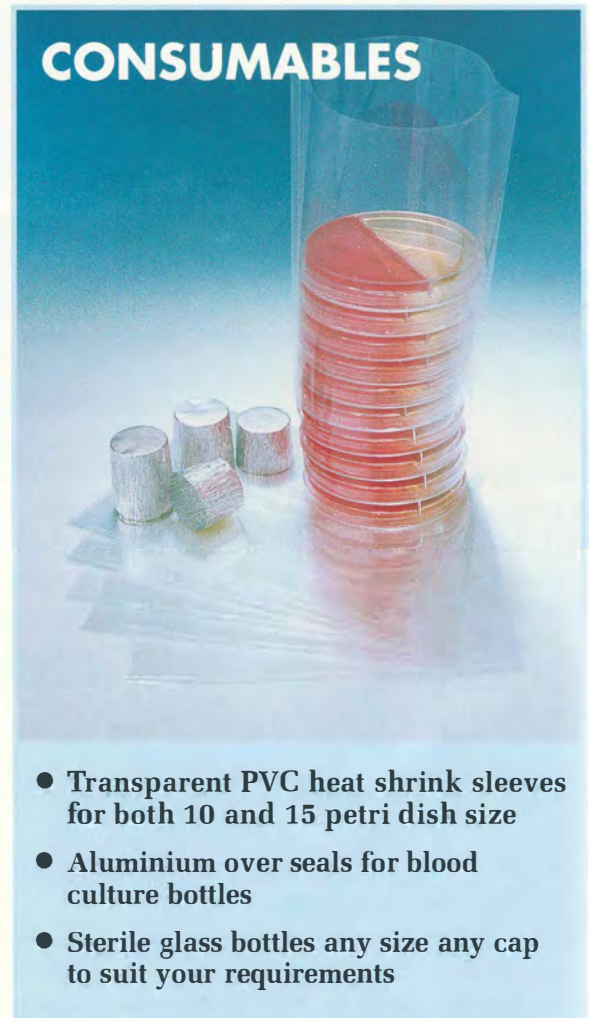
- Plastic Universals 10 - 25 ml
- Syrup bottles 50 - 450 ml
- Graduated Media Bottles 500 ml
- Injection capped Plasma Bottles 400 - 1000 ml
- Irradiated Bags 1 Litre - 10 Litre **NEW**



NEW PRODUCTS

BACTERIOLOGICAL TEST SERA & TEST ANTIGENS

E & O can now offer microbiologists a full range of Bacteriological test sera and test antigens for slide agglutination testing. The product range is manufactured in Germany and has been developed to meet the stringent European required standards. The product can be supplied in various vials in both Lyophilised and Liquid forms. Quality Control certificates are issued with every batch. For further information please contact the customer service department.



DEHYDRATED CULTURE MEDIA

As international trade barriers fall and world transport and communication links improve E & O continually source and evaluate media within our Research and Development Department. Being a totally independent limited company, E & O has tested numerous international brands of dehydrated culture media over the last twelve months, with a view of marketing only the very best under our own label. This high quality and comprehensive range of dehydrated culture media will complement our existing range of animal blood and sera. The products utilise the finest raw materials available, and are manufactured according to published procedures and adjusted to meet rigid quality control criteria. For further information please contact our customer service department.

- **Transparent PVC heat shrink sleeves for both 10 and 15 petri dish size**
- **Aluminium over seals for blood culture bottles**
- **Sterile glass bottles any size any cap to suit your requirements**

E.Coli 0157 BROTH

Due to the increased public awareness of the E.Coli 0157 organism and its severity in foodborne infection, it has become necessary to produce an effective enrichment broth for isolation purposes. Tryptone Soya Broth (Modified) has become the

medium of preference for the enrichment of the organism in red meats. The addition of Novobiocin and bile salts makes the broth highly selective for E.Coli 0157 and has been shown in tests to be more productive when compared to other selective broth media. E & O now offer a range of volumes in standard glass universals to suit customer individual requirements.

QUALITY CONTROL AND DOCUMENTATION



With the evacuation of all poured plate production to the new cleanroom, the old facility has been refurbished to accommodate a second quality control room. The new room provides space and flexibility to carry out not only the sterility and growth tests on all poured plate and bottled media products, but also allows for the processing of all settle plate and contact plate analysis requirements for monitoring both surface and air quality within the new cleanroom production facility. On going R & D for the new media products are utilising the extra incubation space for shelf life assays.



Documentation

Product documentation is becoming a major issue with several customers. E & O will supply the maximum or the minimum

E&O LABORATORIES LIMITED BURNHOUSE, BONNYBRIDGE SCOTLAND FK4 2HH TEL: 01324 840404 FAX: 01324 841314		PRODUCT NOTE	
PRODUCT CODE	0411	PRODUCT NAME	Axi-Egg medium
BATCH NO	0411	DATE OF MANUFACTURE	12/03/97
EXPIRY DATE	End of April 1998	DATE OF ANALYSIS	12/03/97
STERILITY CHECK	AT 37°C	PERFORMANCE	Microbiological methods
AT 25°C	AT 37°C	Microbiological tests	Microbiological methods
AT 15°C	AT 15°C	Microbiological methods	Microbiological methods
QUALITY CONTROL PASS	16 September 1997	APPROVED	[Signature]

paperwork to suit your accreditation requirements. All delivery notes are issued with the individual batch numbers of products packed. Quality Control certification is issued on request. A major part of customer service has to be a reliable and fast delivery of products. As part of the investment in customer service E & O purchased its first delivery van to service an ever increasing Central Scotland customer base as well as the deliveries to airport destinations for all existing and new export business.



National Training Award



Congratulations ! During the Investors in People audit in May of last year, our assessor recommended that we enter the National Training Awards competition. The awards are given annually to organisations from all sectors who can demonstrate a new and successful method of delivering training. The entries are reviewed by a distinguished panel of judges made up of senior business figures. We were delighted to discover we were winners at the awards ceremony held at the Sheraton Grand Hotel in Edinburgh. All regional award winners are automatically entered for the national competition, where we were once again successful.

**IBMS BIOMEDICAL
SCIENCE CONGRESS**
BIRMINGHAM
23 - 25 SEPTEMBER 1997

BIOTECHNICA '97
HANNOVER,
GERMANY
21 - 23 OCTOBER 1997

MEDICA '97
DUSSELDORF, GERMANY
18 - 21 NOVEMBER 1997