

K-SYSTEMS™ NEWS

MAY - JUNE 2008

NEWSLETTER

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- L323 Installation in IVI Sevilla
- A word from Biogenics, USA. K-Systems new Distributor.
- More than 2 years without change...here it comes the New Price list.
- A view on Service

February 2008: The Installation of the G185 Vitro-cube Incubator with DR. Nadir Çiray at the German Hospital part of the Universals Hospital Group in Istanbul Turkey.



Editorial What is in the Flow?

By K-Systems™ Team

Dear Partners,

We proudly present you a reviewed version of our newsletter.

Our strong desire is to have you contribute to it by sending us articles or making your customer talk about their clinic and K-Systems™. Finally, whether you are in Buenos Aires, Montreal or Moscow, we want to update you with internal news and market news. We hope with your help to achieve at making your newsletter attractive and useful.

As you will discover in this edition, Dr. Nadir Çiray, from the German Hospital

“We are culturing the spare embryos and three pronuclei oocytes to observe whether they will progress cleaving to blastocysts.”

Dr. Nadir Çiray - MD. PhD.

in Turkey, have been grateful to write an article on the G185 incubator. As you have been informed one unit is under clinical trials in his laboratory.

In addition, we are pleased to announce the new changes made in the US market with the recent appointment of

"The combination of technologies in the K-Systems workstations are clearly more advanced, and tremendous improvements over other offerings in the market."

Mr. Lou Jones, President and Founder of Biogenics

Biogenics as our new distributors. Mr. Lou Jones, President of Biogenics will share with you his impressions and how K-Systems™ products can interact with his company.

As to the latest within regard to the L323IVF workstation, we are proud to extend our collaboration with the IVI Group and to have just recently installed an L323IVF for test within the IVI clinic, in Seville.

Prices have been unchanged for more than 2 years! The changes includes new benefits too. (e.g. 1 year of V.O.C pre-filters included with the price of a 100 or 400 series workstation.)

New Price list, New pre-Order form and many new benefits! Check it out.

We kindly send you attached to your newsletter the new price list and new pre-order form. Remember the prices are for your privacy only!

Enjoy your reading!

Your K-Systems™ Team.

Latest News on the G185

An anchor test in Istanbul

By Dr. Nadir Çiray - MD. PhD.

A year ago, I met Vincent during one of his visits to Istanbul. I had the K-Systems catalogue with me during our conversation and asked him about the G-185.

The reason for wondering about this new incubator was my thought that the idea of such a design was so correct that it should be successful. He said that it was still under development and construction; however he kindly noted my intention to be one of the labs to test it, if possible. He called me few months ago saying that we can be the test center for the second incubator which was on the production line. He brought the G-185 to Istanbul a couple of weeks later.

I always liked the idea of having a desktop incubator with controllable chambers. To me it appears more feasible than culturing gametes and embryos in a huge space and trying to control the environment while in fact they require a little volume. Although, it is not clear how much of embryo viability is compromised with the problem of temperature insulation under the dishes with conventional incubators. This certainly is not an issue with G-185 since the dishes are placed on the blocks that fit perfectly underneath.

What was so unique about the G-185 that attracted me from the beginning was the idea that the temperature of each chamber was controlled individually by a microprocessor. This was closer to the concept of minimizing and precisely controlling the environment surrounding embryos. Hence each chamber is considered as a separate incubator and any potential interference to the microenvironment in one chamber is minimized when the conditions in the neighboring chamber is altered (e.g. opening and closing the chamber lid). I am hoping that in the future generations

“While you are paying for one incubator, you are actually buying ten incubators!”

Dr. Nadir Çiray - MD. PhD.

of G-185, it will not only be possible to control the temperature but also the gas environment of each chamber separately by a microprocessor. Then it will definitely be possible to say to customers that ‘while you are paying for one incubator, you are actually buying ten incubators!’.

For a couple of weeks now, since the G-185 has been delivered to our lab, we have been running the initial tests for the temperature and gas composition in the chambers. We are culturing the spare embryos and three pronuclei oocytes to observe whether they will progress cleaving to blastocysts. These tests will soon be completed and the system will be validated. We are working on a prospectively randomized study on sibling oocytes in which blastocyst development in conventional incubators will be compared to that of G-185. We are checking the possibility of running this study concomitantly in two centers. For sure, this would enhance the impact of the results obtained.

I would like to take a moment and conclude by thanking all K-Systems family but mostly to Vincent by giving our lab the opportunity to be one of the first centers around the world to test this sophisticated and future-promising incubator.

Dr. Nadir Çiray - MD. PhD.
Associated Professor
Embryology Supervisor

A New Partner

Biogenics, USA

Biogenics, Inc., is pleased to announce collaboration with K-Systems of Denmark as their exclusive distributor and service provider in the United States.

"Offering the excellence in technology and innovation that K-Systems is known for worldwide in their workstations, and ancillary products, is a key strategic alignment that will allow Biogenics to better serve the needs of our customers in the IVF sector and beyond", says Lou Jones, President and founder of Biogenics.

With offices on both East and West coasts of the United States and an 18-year history in serving the needs of the IVF and assisted reproductive community, Biogenics is poised to leverage their market technical service expertise into the offering of full-range solutions in laboratory setup.

"We are excited about our alliance with K-Systems and we are dedicated to the success of the range in the US over the long term", relates Jones. "The combination of technologies in the K-Systems workstations are clearly more advanced, and tremendous improvements over other offerings in the market."



BIOGENICS

Mr. Lou Jones,
 President of Biogenics
 has his hands on the
 installation of a K-
 Systems Workstation.
 at the Red Rock
 Fertility in Las Vegas.

L323 IVF workstation goes south IVI Clinic Seville, Spain

By Thure K. Andersen, Area Sales Manager at K-Systems™.

The first L323IVF in Europe was installed in April 2008 with Dr. Nicolas Prados at the IVI clinic in Seville, Spain.

Dr. Nicolas Prados was early to see the potential with the K-Systems™ idea for a closed system and overall the IVI Group has shown interest in this system at an early stage.

Ideas and experiences are exchanged which are beneficial for both IVI and K-Systems™.

K-Systems™ are proud to collaborate with the IVI at this level and expect that this collaboration will benefit all our business partners and distributors for joined success.

According to Dr. Nicolas Prados, a slow revolution has begun. A One similar to 10 years ago when the workstation was introduced into IVF. Dr. Prados believes that the workstation has evolved into the L323IVF and we will await the world to acknowledge this step.

Information is collected from our experiences with our partners and is incorporated in our products. This is why your collaboration with K-Systems™ is highly valued by us.

Additional news will follow up in the future newsletter.

“A Slow revolution has begun. A one similar to 10 years ago when the IVF workstation was introduced.”

IVI Clinic Seville, Spain



From the right Dr. Nicolas Prados & Jordan Garcia

IVF Installation:
Mc GILL
UNIVERSITY
Montreal, Canada.
(By our distributor
Meditech)



IVF centre at
KEMANG
HOSPITAL, South
Jakarta, Indonesia
(by our distribuor,
PT DIPA Pharmalab
Intersains.)



IVF Instalation
UROMEDIKA,
Belgrade, Serbia .
(By our distributor
Superlab)



Market news Latest installation

Thanks to you. Our brand continue to expand. We decided to update you with what you near or far neighbor has been installing.

- RED ROC FERTILITY, Las Vegas - USA
- KEMANG HOSPITAL, Jakarta - Indonesia
- SPECIAL HOSPITAL IVF Leskovac, Serbia
- UROMEDIKA, Belgrade, Serbia
- SPECIALNA BOLNICA GINICOLOGSKA, Belgrade, Serbia
- ERBIL IVF Clinic, Iraq.
- Mc GILL UNIVERSITY, Montreal, Canada

Nordic Changes Distribution

We are proud to introduce the company MORTEK A/S as our new distributor handling the territory of Norway. Mr. Morten Teilstad, the Managing Director and owner of the company has been for long time on the market of the IVF in Scandinavia. He represents several of the brands needed in IVF. We wish him a great success with us and a lot of interaction with all of you in the future.

New prices - New Pre-order Form What Changed?

Vincent Attallah, Sales Director

We have not changed our prices for quite a while. Over the last 2 years at least. Though, all our surrounding has increased. The fuel prices have soared to records high. Sub-suppliers are also applying on us these increases. In order not to harm your markets and business, all the company have made tremendous efforts to cuts on production and indirect costs without compromising the quality.

This resulted with an average increase is of 1.5% in the prices. In addition if we take the L100 Series and the L400 Series, we have included a full year of V.O.C pre-filters directly included in the price therefore the price increase is in reality much less.

Some of the changes that you need to keep your attention on are:

- The K-Systems™ Light Sources that comes directly with an additional bulb included in the price.
- The G85 bench top incubator will come inclusive with 4 warming blocks. It can no longer be sold separately. Please select the 4 blocks you need with your order.
- A great focus is brought to the service of all K-Systems products as well as the Cryologic equipment. All equipments have to be calibrated once a year. Only authorized distributors that has been trained at K-Systems premises and that has received a certificate of training are authorized to perform these calibrations. As for Cryologic, we are the only authorized center together with both our distributors, Hunter Scientific and Biogenics, authorized to perform the calibration.

EXHIBITIONS we are participating in:

- ALPHA Meeting Istanbul (2-4 May)
- ESHRE, Barcelona (6-9 July)

We look forward to meet you there!

In order not to penalize your customer, we have several units to lend while the calibration is undergoing. You are kindly invited to organize it with our Service Technician, Dalibor Frolicik.

TELEGRAM ...STOP.

- ISO AUDIT is reported to June 2008... STOP.
- With great pleasure, we are extending last year ESHRE's dinner again this year to all of you, in the superb Catalan city of Barcelona... STOP. A proper invitation will be sent shortly.. STOP . Don't miss it...STOP

That is it.

K-SYSTEMS TEAM

CHECK THE CHANGES IN THE PRICES AND THE PRE-ORDER FORM


PRE-ORDER FORM

Distributor: _____ Your Order Number: _____ Select Type: IVF Workstations Laminar Flow Hood

Select Voltage: 110 V 115 V 230/240 V

Select Frequency: 50 Hz 60 Hz [Select the type of Plug \(www.kropla.com/electr2.htm\)](http://www.kropla.com/electr2.htm)

Select Type of Workstation	L100 HP	L100 STD	L200 HP	L200 STD	L300 HP	L300 STD	L400 HP	L400 STD	L400 HP	L400 STD
Microscopes Preparation Position										
Stereomicroscope Right Side Position										
Stereomicroscope Left Side Position										
Stereomicroscope in a Middle Position										
Preparation for 2 Stereomicroscopes										
Inner Wall Features										
No Humidification System										
Preparation for L124 IC54										
Integration of 1 Humidification System										
Integration of 2 Humidification Systems										
Integrated Monitor										
Integrated Incubator										
Integrated Tunnel										
Integrated Monitor + Tunnel										
Integrated Incubator + Tunnel										
Integrated Incubator + Monitor										
Extra Large Heated Area										
Integrated X/Y Light										
Adjustable Height										
Integration of Electrical Sockets										
Integration of a Light Source LS11										
Integration of a Light Source LS12										
Integration of a Light Source LS14										
External Gassing QR01										
Integration of Heated Glass Light Opening										
Camera Socket										
Integration of an Anti-Vibration Table										





INTERNATIONAL PRICE LIST FOR 2008
Valid from May 1st, 2008 - revised October 2008

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TERMS OF SALE


 The following prices are ex works, excluding insurance, packing (see page 10) & customs duty.
Effective prices are those valid on date of confirmation of order.
Questions in connection with tenders will be requested.
Questions given prior to the new pricelist is valid for 60 days - please forward information.



 For shipment of orders below EUR 200.00 K-SYSTEMS will charge a packing and handling fee of minimum EUR 40.00, which will be added to the invoice.

All options are placed according to pre-positioned placement in the inner-wall of the cabinet.
Continuous research and improvements may result in specification changes.

REMEMBER

 All your small products have to be calibrated once a year (check our service offers)

 VOC Pre-filters have to be changed every 3 months. 1 year set is included in our prices
Cryologic equipment have to be calibrated once a year (check our service offers)

 Watch after this sign  This indicates changes, new products or services or important notice