Kacey® Diagnostics

In-House Culture & Sensitivity System

MultiChrome™ Microbiology Culture Plates

“MultiChrome™ chromogenic plates produces in house color specific detection and identification of common pathogenic bacteria without waiting for a lab...in Just 24 hours!”

Test for 8 areas of infection:
- Outer Ear Infections
- Urinary Tract Infections
- Skin/Wound Infections
- Upper Respiratory Infections
- Genital Infections
- Conjunctival Infections
- Mastitis Infections
- Septicemia

(In conjunction with the “Skin & Wound” SensiRing™ even MRSP can be detected & an effective antibiotic recommended.)

Sensi-Ring™ Antibiotic Sensitivity Disks

“Sensi-Ring™ is a convenient to use multiple tipped device which permits 8 single antibiotic discs to be applied to an inoculated plate in one rapid, easy movement! Sensitivity in just 24 hours!”

8 Antibiotic Disks Per Wheel Cover:
- Gram Positive SensiRing
- Gram Negative SensiRing
- Ear SensiRing
- Urinary Tract Infection SensiRing
- Skin/Wound Infection SensiRing

Culture & Sensitivity Made Easy!

1. Inoculate Culture Bi-Plate
   Inoculate the MultiChrome™ plate in both chambers and incubate for 24 hours. Compare growth to reference images to determine type of bacteria.

2. Dilute The Cultured Bacteria
   Dilute cultured bacteria to proper concentration using dilution tube supplied for 3-5 seconds. The sample is now ready to inoculate the Mueller Hinton plate.

3. Test for Sensitivity
   Inoculate the Mueller Hinton plate & drop in the Sensi-Ring™.
   Incubate for 24 hours. Measure inhibition, identify which antibiotic disk and treat!
Benefits Of Using
The Kacey Microbiology System Vs. The Reference

Let’s Compare Performance Benefits:

<table>
<thead>
<tr>
<th>Benefits</th>
<th>Reference Lab</th>
<th>Kacey C&amp;S System</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accuracy</td>
<td>Within 5-10%</td>
<td>Within 5-10%</td>
</tr>
<tr>
<td>Turnaround Time</td>
<td>2-3 Days (standard)</td>
<td>48 Hours*</td>
</tr>
<tr>
<td>Flexibility</td>
<td>CANNOT Separate C&amp;S Culture or Sensitivity or Both</td>
<td>Culture or Sensitivity or Both</td>
</tr>
</tbody>
</table>

*It is also possible to run the Kacey C&S concurrently (24 hours) in the same incubator at NO additional cost. A reference lab will charge you a premium for rush services.

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**Economic Benefit To The Veterinarian:**

<table>
<thead>
<tr>
<th>Reference Laboratory</th>
<th>Kacey C&amp;S System</th>
</tr>
</thead>
<tbody>
<tr>
<td>$85.00 (avg) cost to Hospital</td>
<td>$32.00 MSRP per C&amp;S test</td>
</tr>
<tr>
<td>$125.00 (avg) Client fee</td>
<td>$125.00 (avg) Client fee</td>
</tr>
<tr>
<td>$40.00 Gross Profit to Hospital</td>
<td>$93.00 Gross Profit to Hospital</td>
</tr>
</tbody>
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Note: This does not account for samples rejected by Reference Labs which must be re-run at a loss to you and an inconvenience to the client.

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**Example of Yearly Potential On Just Ear Swabs and Urinary Tract Infections:**

<table>
<thead>
<tr>
<th>Test Type</th>
<th>Avg Tests/ Month</th>
<th>Income from Ref Lab/ Yr.</th>
<th>Income from Kacey C&amp;S / Yr.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ear Swabs</td>
<td>10/month</td>
<td>$4,800.00</td>
<td>$11,160.00</td>
</tr>
<tr>
<td>Urinary Tract Infection</td>
<td>20/month</td>
<td>$9,600.00</td>
<td>$22,320.00</td>
</tr>
<tr>
<td>Total GP/Year</td>
<td></td>
<td>$14,400.00</td>
<td>$33,480.00</td>
</tr>
</tbody>
</table>

That leaves 6 other areas of possible use in bacterial identification and antibiotic recommendation. A wonderful diagnostic tool and a fantastic revenue stream.