

Account Managers **Rachelle Mason** (New Jersey) and **Laura DeYoung** (Massachusetts) at a recent conference.

URGENT UPDATE:

The laboratory is now licensed to process samples from the state of California! We have begun shipping kit orders to those health care practitioners that have been so patiently waiting. For new orders, please contact us using the information provided on this form.

Beyond the CLIA license, the testing laboratory is still awaiting the approval of extended licensures in New York, Pennsylvania, and Maryland. Those openings will be announced on the website and newsletter as soon as they come through. Requests for testing kits on file for those states will be immediately filled, so Call or Fax in your order today and receive those kits as soon as the license is received. International certifications are coming as well in order to serve those in Canada, Europe, Asia, and other parts of the world that desperately need the diagnostic tools of the next generation!

The associates of *Spiro Stat Technologies, L.P.* initiated a concerted effort in the last few months with the goal of generating maximum exposure for our new testing panels within the medical community. At various conferences, Dr. David Snow was joined in different combinations by Dr. Shawn McCann, Dr. Stephen Dalton, and Dr. Steve Hines. New account managers Mrs. Laura DeYoung and Ms. Rachelle Mason also joined Dr. Snow in Philadelphia (LDA) and in Jersey City (ILADS). Mrs. DeYoung is now handling accounts for health-care practitioners in the state of Massachusetts, and Ms. Mason provides the same services to those in the New Jersey area.

Spiro Stat was represented at the 2010 national conference of the American Association of Integrative Medicine (AAIM) in late September. This association recognizes that overall health is more than the absence of disease, and that a multi-disciplinary approach to medicine provides the maximum therapeutic benefit. On October 2 and 3, Spiro Stat was represented at a conference titled "Lyme and Other Tick-Borne Diseases: The Science and clinical Implications". This conference was jointly sponsored by Columbia University, the College of Physicians and Surgeons, and the Lyme Disease Association,

Inc. (LDA). A few days later, *Spiro Stat* was represented at ILADS 2010, a Lyme disease conference organized by the International Lyme and Associated Diseases Society. Both LDA and ILADS share similar foci in their efforts to teach medical professionals the cutting edge techniques of diagnosing and treating Lyme and other tick borne diseases. Many of the lectures at these conferences focus on various aspects surrounding the mechanisms of chronic diseases and how these mechanisms may apply to Lyme and other tick borne diseases. These two conferences were premier opportunities for *Spiro Stat* to showcase our capability to directly detect and identify the majority of these pathogenic organisms transmitted by arthropod vectors in a single test panel. To finish out the month of October, Dr. Hines and Dr. Snow joined the American Academy of Environmental Medicine (AAEM) in San Diego, CA. This organization focused this conference on the practical, effective and advanced (*continued on reverse*)

Here is an example list of just a **FEW** of the organisms that can be detected and identified:

***New Fungi Panel**

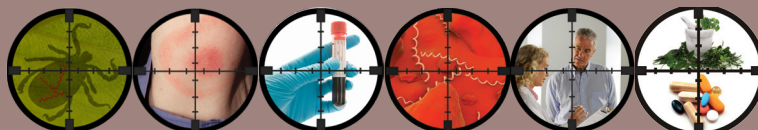
Genus	Species
Aspergillus	niger
Aspergillus	terreus
Candida	albicans
Candida	dubliniensis
Candida	glabrata
Candida	oregonensis
Candida	orthopsilosis
Candida	parapsilosis
Candida	tropicalis
Candida	viswanathii
Cladosporium	herbarum
Curvularia	lunata
Exserohilum	rostratum
Fusarium	equiseti
Fusarium	moniliforme
Fusarium	sporotrichioides
Kodamaea	ohmeri
Malassezia	restricta
Phoma	betae
Phoma	rabiei
Physcia	adscendens
Rhizopus	oryzae
Trichophyton	mentagrophytes

*This list is INCOMPLETE

(continued from front) treatments for the environmental factors that contribute to chronic illnesses, such as Lyme's disease. The conference concluded on Sunday with a workshop devoted to environmental illness due to tick-borne infections. The new fungal panel Spiro Stat has now officially begun to offer was of particular interest to health care practitioners after talks such as those entitled "Chronic Fatigue Syndrome, Candidiasis Syndrome, and Biofilm". The modern molecular assays employed that directly detect and identify the genetic material of the pathogenic organisms are poised to establish *Spiro Stat Technologies, L.P.* as the primer diagnostic laboratory for fastidious organisms commonly transmitted by arthropod vectors.

HELP: Humbly Educate and Lead People
-Bob Whalend

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“Whatever you do, work at it with all your heart, as working for the Lord, not for men.” Colossians 3:23



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