

Austria Tour

From Monday, March 18th to Thursday, March 22nd, Elvir and Alex visited several potential and existing customers in Austria.

It started with a visit to the **IAEA's Procurement-Department at the United Nations** in Vienna, where we presented Tracer-QC for the first time as an easy-to-use and comprehensive solution for beginners in the production of PET radiopharmaceuticals. Especially in developing countries, where the focus is on the provision of ^{18}F -FDG, an all-in-one solution can be a quick entry into the GMP-compliant production of ^{18}F -FDG.



At IAEA in Vienna

The following Tuesday we visited Lukas Nics at **Vienna General Hospital (AKH)**, the largest university hospital in Vienna. Lukas Nics is the successor of Wolfgang Wadsak, who left the institute last year. We have placed great emphasis on building a new relationship, even though we have not been awarded the tender for a new fully automated quality control system for PET radiopharmaceuticals. Lukas explained to us that he had no influence on the selection of bidders. The entire tender was designed and carried out by VAMED, a general medical technology company, without putting the interests of the end user in the foreground. Nevertheless, we continue to have a positive attitude towards the AKH, because the last word does not seem to have been spoken yet.

On the same day, we visited Wolfgang Bentka at the research centre in **Seibersdorf**, south of Vienna. Unfortunately, we did not have the opportunity to visit the QC laboratory here as well as at the AKH in Vienna. That's why we demonstrated our Scan-RAM 2 MCA in a meeting room with a weak Cs test source. At present, radiopharmaceuticals are produced and shipped to order in Seibersdorf. The laboratory is equipped with instruments from Elysia-Raytest and Berthold.

Equipment purchases are closely linked to the quality regulations of pharmaceutical companies. Nevertheless, LabLogic will be taken into account in new acquisitions in the future.

On Wednesday morning we visited the **Kepler University Hospital in Linz** and talked to Martin Kraihammer. Martin mainly manufactures Ga-18 tracers and Lu-177 therapeutics and is therefore very interested in our Scan-RAM 2. He already gained experience with the Scan-RAM 1 in Innsbruck during his studies and is very satisfied with the device. Two older Comecer (Veenstra) TLC scanners will soon be replaced by a new Scan-RAM 2 MCA. The administration is currently processing the procurement application.



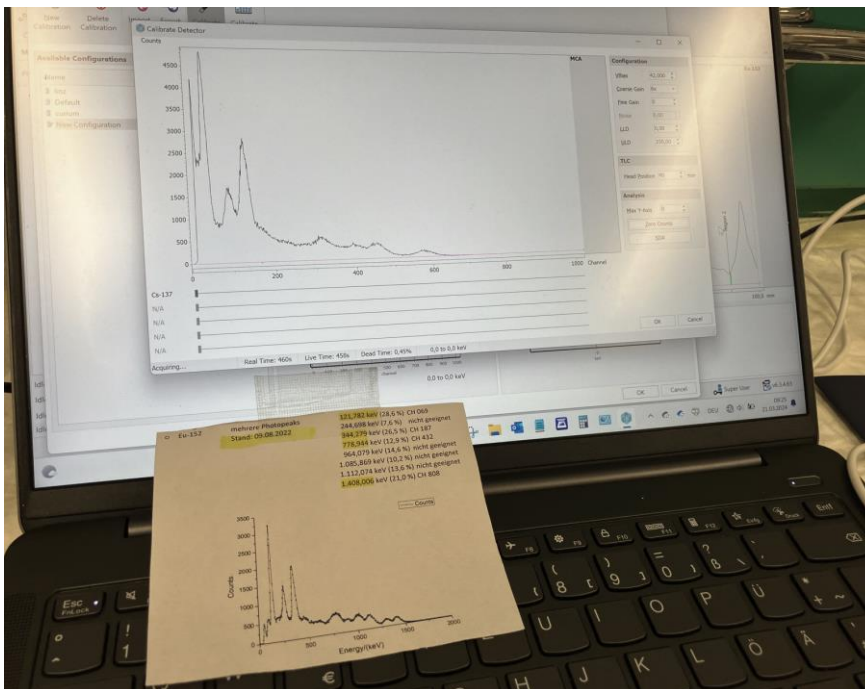
Comecer TLC scanners in Linz

Afterwards, we visited **CURIUM Austria** at the Linz site and presented the Scan-RAM 2 MCA to Stefano Rosario Tiano, the site leader from Klagenfurt. Even though the Scan-RAM 2 suffered a bit due to the rough transport in the tool trolley, Stefano was also very impressed. CURIUM Austria is in negotiations with LabLogic for two spec RAM MCAs, which may soon be supplemented by an additional Scan-RAM 2.



Elvir at CURIAM Austria, Linz

On Thursday, our customer visits continued in Salzburg, where we met with Anton Hörmann. Anton is very new at the **University Hospital Salzburg** (SALK) and has also studied in Innsbruck and there has worked with a Scan-RAM. He has just applied for the maintenance of his existing device and is waiting for approval. If possible, he would like to upgrade from Laura 4 to Laura 6 soon. Anton also invited his physicist to our demonstration, who in turn wanted to test the calibration of the MCA with a Europium source (Eu-152). We were very positive about the spectrum, even though the MCA had not yet been calibrated. In the future, Europium could be an alternative to our existing calibration sources.



Spectrum of Eu-152 on Scan-RAM MCA (top) and expected (bottom)

In addition to the Scan-RAM 2 MCA, there is also a need to replace an old radio-HPLC system. This could be a good opportunity for a Logi-CHROM ONE.

In the further course we drove to Clemens Decristoforo and his team at the University Hospital in Innsbruck. There's a scan RAM in use there, and the team was interested in learning more about nuclide identification, gamma spectrum, half-life, and the latest features of Laura 6.

In retrospect, all the customers we visited were impressed by the compactness of the Scan-RAM 2 MCA. The many small design features generated strong positive feedback compared to the devices of other manufacturers. The handling of the new SiPM detectors was also well received. Many customers immediately appreciated the QuickStart in Laura, the greatest value of which lies in the daily routine operation.