



# Rowe Scientific PTY LTD

SCIENTIFIC SUPPLIERS

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February - March 2010

## NEWSLETTER

### Client of the Month HOSPIRA AUSTRALIA PTY LTD

Hospira Inc., headquartered in Lake Forest, USA, is a global specialty pharmaceutical and medication delivery company dedicated to Advancing Wellness™.

As the world leader in specialty generic injectable pharmaceuticals, Hospira offers one of the broadest portfolios of generic acute-care and oncology injectables, such as its Paclitaxel Injection (Anzatax®) for the treatment of advanced lung, breast or ovary cancer (amongst others) as well as integrated infusion therapy and medication management solutions. Hospira is also a leading provider of contract manufacturing services to proprietary pharmaceutical and biotechnology companies for formulation development, filling and finishing of injectable pharmaceuticals. Its broad portfolio of products is used by hospitals and alternate site providers, such as clinics, home healthcare providers and long-term care facilities.

The name 'Hospira' is derived from the words hospital, spirit, inspire and the Latin word spero, which means hope. It reflects the company's primary market focus and expresses the hope and optimism that are critical in the healthcare industry.

Hospira's vision - Advancing Wellness™ through the right people and the right products - guides all the company's efforts and is its very purpose. Created from the core hospital products business of Abbott Laboratories, the company takes a proactive approach to improving patient and healthcare worker safety.

Through its offering of high-quality, lower-cost alternatives to proprietary medications, Hospira continues to help reduce the overall costs of healthcare - to improve both the affordability of care for patients and the financial strength of the global healthcare system. The company also is a pioneer in providing innovative solutions to improve patient and healthcare worker safety.

By confirming the accuracy of the drug, dose, patient, time, and route, medication errors at the bedside can be prevented before an ADE (Adverse drug event) occurs. Medication Management Solutions, with bar code capabilities, are devised to help caregivers confirm these five rights and reduce medication errors. Hospira is committed to helping hospitals reduce medication errors and improve patient safety by applying bar codes to all injectable drugs and I.V. solutions.

Hospira Australia is an integral part of the Hospira Inc., global operations in the Asia Pacific region. It is the home of one of Hospira's key manufacturing

plants, located at Mulgrave, and the company offers a diverse range of products and services to its hospital customers including an extensive range of generic injectable products, specialist hospital products, general infusion and pain management pumps, waste disposal systems, and needleless administration equipment. Recent product introductions include the sedation agent Precedex® (dexmedetomidine hydrochloride) Injection, advanced sensory catheters and hemodynamic monitoring devices.

Hospira Australia is located in Melbourne, which doubles as the Asia Pacific regional headquarters and has a devices service centre and office in Sydney. Hospira Specialist Product Representatives, Key Account Managers and Clinical Educators support every state and territory.

By working with its customers to integrate technologies at the point of care, Hospira is the partner of choice for improving patient and workplace safety, clinical outcomes and cost management, and caregiver efficiency and effectiveness.

New releases and further information about Hospira's products and services, contribution to the community as well as product and corporate awards can be found by visiting [www.hospira.com](http://www.hospira.com)

Winners are chosen by our computer on a random basis. The prize is the client's choice of \$100 worth of laboratory items from a supplied list.

### SYDNEY'S NEW WAREHOUSE IS UP AND RUNNING

After viewing many warehouses in Sydney, we have chosen one in Minto (South Sydney), which will provide plenty of space for future growth in NSW. Our new contact details are phone: (02) 9603 1205 and fax: (02) 9603 1084. Sydney, as the oldest city in Australia, has an air of excitement about it (a little like New York). The weather, dissimilar to Perth where summer is dry over 3 months, seems to alternate in 3 day periods between hot, and then rainy. Four seasons in a week, akin to Melbourne's four in a day.

### ROWE SCIENTIFIC STRIVES TO KEEP YOU INFORMED

Steve Gill from our Adelaide Office and Martin Bullock from our Brisbane Office will be attending Pittcon, a large scientific products exhibition in Florida, in late February. The aim of this visit is to keep the Australian scientific community abreast of what is available. Look out for their report in our next Newsletter.

#### Clever Person Quiz

What is the most corrosion resistant elemental metal in existence?

#### Did you Know?

(Answer to last edition's clever person quiz)

Nickel is named after "old nick," a popular name for the Devil in years past. When Nickel was first discovered it was as a nickel arsenide (niccolite). Because it resembled a copper ore, when attempts to isolate the copper were unsuccessful, it was deemed to be bedeviled by "old nick," hence the German name "kupfernickel."

#### Saying of the Month

"A man has always to be busy with his thoughts if anything is to be accomplished"

Antonie van Leeuwenhoek (Dutch Biologist 1632-1723)



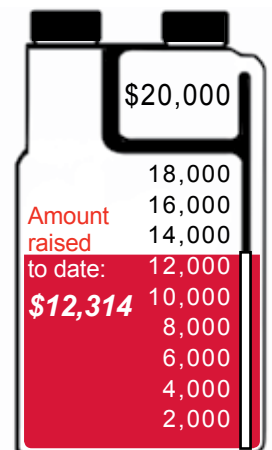
### ROYAL FLYING DOCTOR SERVICE

Your purchases of Quantumclean, and pH buffers in the unique Rowe twin head bottles, will automatically result in \$2 per item being sent to the RFDS to support this great Australian institution.

Rowe Codes:

Quantumclean, CQ1050, CQ1000, CQ1100.

pH Buffers: CB3515, CB3115 and CB2660



# GLEN CRESTON U.K.

## Cross Beater Mill

# NEW

A versatile mill for universal use in laboratory and production areas

### Features include:

- Stand or bench mounted
- Simple Screen replacement
- Choice of liners/screens
- Adjustable beater tips
- Receptacle – 5 litres
- Brake motor
- Door lock safety feature

### Particularly suitable for:

- Chemicals
- Soil
- Coal
- Plant materials
- Grain
- Glass
- Fruit
- Ceramics
- Cement
- Spices

Maximum Feed Size: 20/25mm  
Final Sample Size: (depending on material) down to 50 microns

Throughput: 200g batches up to 50Kg/h

Dimensions: W600mm x  
D700mm x H1150mm

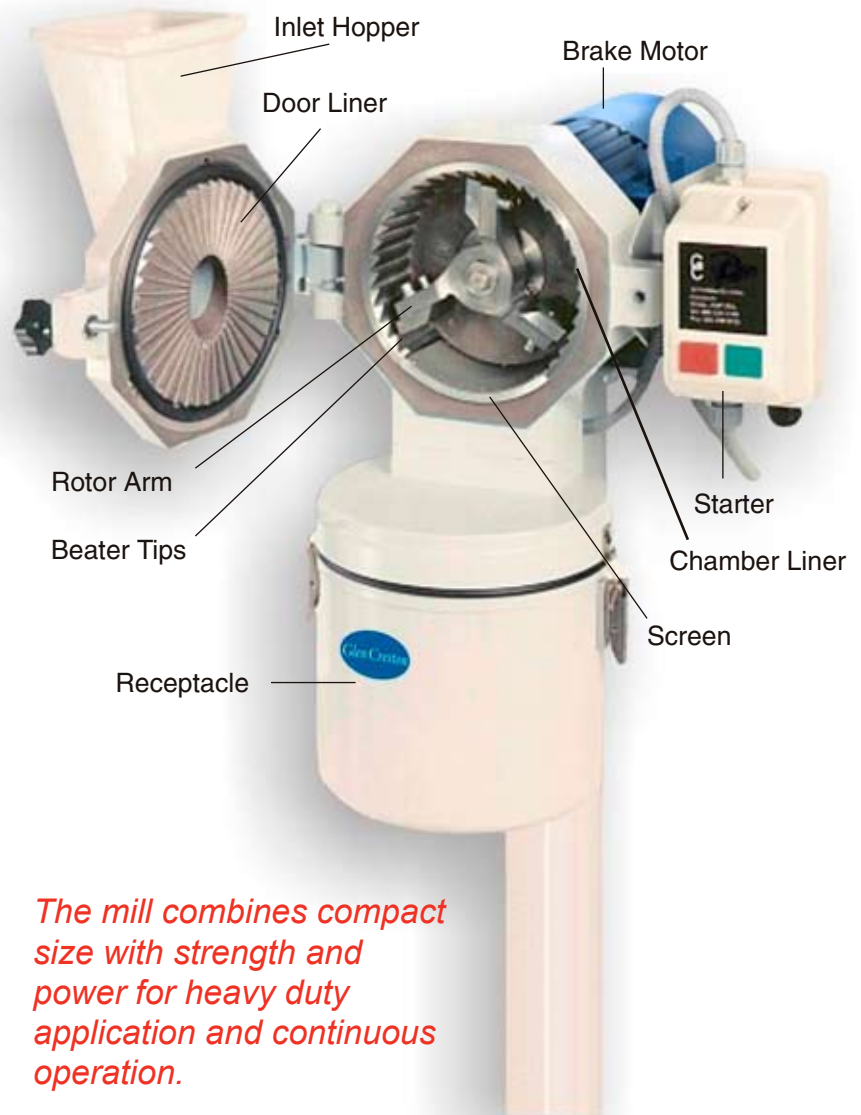
Gross Weight (with stand) 80kg



All figures given are approximate

This compact yet powerful mill is designed for crushing and grinding all types of materials up to the medium-hard range within a variety of industries, including construction, environmental, mineral, chemical, agricultural and ceramic.

The mill is available with a variety of options including chamber and door liners in cast iron, chrome steel or stainless steel. Beater arms in cast iron or stainless steel and beater tips in chrome steel, stainless steel and low chrome.



*The mill combines compact size with strength and power for heavy duty application and continuous operation.*

To find out more, contact your local Rowe Scientific Pty Ltd office.



Rowe Scientific Pty Ltd offer the quality range of German made filter paper from Macherey Nagel. Qualitative - Quantitative - Glass and special application filter papers.



We can match a Macherey Nagel product to the type and grade you're currently using.



We're inviting you to trial a sample of Macherey Nagel grade 1 equivalent papers and test the quality for yourself.

To receive your FREE sample call your local Rowe Scientific office.



## Rotational Viscometer V2

The V2 rotational digital viscometer with standard spindle set, PT100, spindle rack and 21 speeds, is totally compatible with the Brookfield method and also provides interface RS232 bidirectional and SR (shear rate) and SS (shear stress) values.

**IV1151 Viscosoft Plus software, Now \$695 list \$1007**

*All prices do not include GST*



## CLEMENTS Orbital 260 Micro Centrifuge

(Rowe Code IC4040)

Features:  
Brushless DC motor

Electronic lid interlock

Microhaematocrit, swing and fixed angle rotors available

Simultaneous RCF and rpm display



Optional 24 Place Angle Rotor for 1.5/2.2mL  
List **\$1,369.00**

**Special: \$1,120**  
(Rowe Code IC4042)



**More Information Required?** If you would like further information on any of the products featured in this edition, please contact your nearest Rowe Scientific Pty Ltd office.

## NSW



Troy Boland

Dear Clients,

I hope you all had a great Christmas and fantastic start to the New Year. I'd like to firstly welcome Mrs. Kendall Parsons to the NSW team. Kendall brings with her many years of experience in the scientific sales industry and will be able to help with any of your future product needs. At the start of February we moved to our new warehouse and office in Minto, so if there are any products that you want Rowe Scientific to stock locally, please don't hesitate to contact us.

On the 23rd & 24th of February we will be exhibiting at the 2010 EcoForum Conference in Sydney and we encourage all of our clients in this field of work to come and see the latest equipment we will have on display.

Kind regards, Troy and Kendall.

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## QLD



Yvonne Dive

Dear Clients,

Another busy year begins and we look forward to being of help to you throughout the year ahead. Our office continues to grow thanks to your support and we have plenty of new stock to fulfil your regular orders. Remember: Use your web site login to make a list of the regular products you purchase. Contact our team to set up your Log-In Password.

Do you need any product catalogues for your reference library? Please contact us if you do.  
Do you need any special formulations manufactured? Please contact us if you do.

Cheers from the Queensland team: Yvonne Dive, Brian Connolly, Martin Bullock, John DeRuyter, Brian Bishop, Leon Dive, Josephine Cabagui.

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## SA



Doug McPhee

Dear Clients, Greetings from the South Australian office.

We would like to wish everyone well for the New Year and trust you enjoyed the Festive Season. Hopefully everyone will be able to rid themselves of extra Christmas Cheer they may have gained.

By the time this is published Vintage will be well under way and we look forward to the fruits of your labor soon. As a reminder we are Distributors for Merck chemicals, Hach water analysis products and Contherm ovens and incubators. If you would like further information on these products please contact our office.

We have had an extremely warm start to the Year and hope all of our clients air conditioners work well for them over the coming months.

Stay cool and all the best from Doug, Steve, Kate, Mark, Shane and Michael.

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## TAS



Henk Wipprecht

Dear Clients, Greetings from the Tasmanian office.

We hope that you all had a lovely Christmas and a great start to 2010 and that all your New Year's resolutions happen. We also hope that the tremendous support you have given us in Tasmania (it must be the water) will continue.

John and I will keep in contact on a regular basis, offering you the scientific products required, for maintaining accurate laboratory results. Our Hobart warehouse stocks are regularly replenished and if you want us to stock an item which you use regularly, please let us know.

Did you know that Rowe Scientific offer a chemical/solution consulting service whereby we can make up "special chemical solutions" to your specification? We also offer chemicals from Merck, Ajax, and Chem-Supply or any other Manufacturer you specify.

Enjoy the beautiful Tasmanian weather for the coming months, from Henk and John.

**HOBART**  
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Fax: 03 6272 0663  
rowetas@rowe.com.au

## VIC



Garry Wrede

Dear Clients

We hope 2010 has been good to you so far. By the time you read this we should have an additional person on board in the Victoria office to tend for your scientific needs. The Rowe Mission is to keep you, our clients supplied with items you need to do your work – that means even the difficult ones – let us know what they are – it's our job to find them.

Did you know we are the only laboratory supplier in Australia that can offer you chemicals and reagents from Merck, Ajax, and ChemSupply or any other manufacturer you specify. You choose the make and the grade, we provide the goods and ... YES ... the pricing is competitive. The same principle applies to your glassware and plasticware needs as well as any other commodity we stock and supply.

Do not allow suppliers to DICTATE what YOU should use in YOUR laboratory. Rowe Scientific is here to ensure you ALWAYS have a choice.

Your Team in Victoria, Garry, Joe, David and Farhad

Dear Clients, All the best for 2010.

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## WA



Reg Rowe

With the children back to school, the Australia Day BBQ over and done with and the holiday season coming to a close, we hope you have all returned refreshed and revitalised.

The relatively quiet month of January has given us a chance to do some stocktakes and we've discovered we are overstocked on some lab bottles - give us a call if you're running low and we'll do you a great deal! Ask the sales team about our free Macherey Nagel filter paper sample and discover the difference. And, if you are in the market for a sieve shaker, look no further. We have just received our shipment from Endecott's and can help you get fast, accurate and reproducible results every time.

We've already had the longest day of the year, and with the March Equinox (20/3/2010) rapidly approaching, time really does fly when you're having fun.

Kind regards, and thanks for your business, Reg Rowe and Staff.

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