



Rowe Scientific PTY LTD

SCIENTIFIC SUPPLIERS

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SAI Global

June - July 2010

NEWSLETTER

Client of the Month **Ecolab**

With more than \$6 billion in global sales, Ecolab is the leader in cleaning, sanitizing, food safety, water treatment and infection control products and services. Ecolab serves customers in more than 160 countries across North America, Europe, Asia Pacific, Latin America, the Middle East and Africa and employs more than 26,000 people worldwide.

Ecolab is committed to assisting customers worldwide with their unique needs by providing them with comprehensive, value-added solutions and professional, personal service. With more than 14,000 sales and service experts, Ecolab employs the industry's largest and best-trained direct sales and service force. We are continually developing new products and systems to improve results and reduce costs.

Our products and services include:

Institutional: Cleaning and sanitizing for the foodservice, hospitality, healthcare, retail, and building services industries.

Pest Elimination: Service and technology for the detection, identification, elimination and prevention of pests in commercial facilities.

Food & Beverage: Cleaning and sanitizing for the agribusiness, beverage, brewery, pharmaceutical, dairy, meat, poultry and food processing industries.

Healthcare: Hand wash, surgical scrubs, cleaning and disinfection products used in processing surgical instruments, and hard surface disinfection.

Water Care: Water treatment, including antiscalants, biocides, corrosion inhibitors, flocculants, and coagulants to ensure maximum plant longevity and minimal operational risk.

Textile Care: Cleaning and sanitizing, including water recycling energy solutions, for commercial laundries serving the work wear, linen and healthcare markets.

Vehicle Care: Vehicle cleaning, protection and detailing for full-service tunnel, quick-service in-bay, self-service and detail car wash operations and corporate-owned transportation fleets.

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.

Clever Person Quiz

What material did Napoleon have his cutlery made out of to impress his visitors?

Did you Know?

(Answer to last edition's clever person quiz)

If all the gold ever mined were used to cover a rugby field it would reach about waist height.

Saying of the Month

"Life's a journey, not a destination"
Steven Tyler (Aerosmith)

Rowe Tasmania

Henk Wipprecht and John Millar from the Rowe Hobart office inspect the new Rowe Scientific sign. The recently opened office



and warehouse is now holding commonly ordered items for clients allowing for efficient lead times.

Come see us at ...

Melbourne.

Royal Australian Chemical Institute's National Convention, RACI 2010 conference will be held from 4 to 8 of July 2010 at the Melbourne Convention Centre, jointly with the 12th IUPAC International Congress of Pesticide Chemistry.

The 43rd Annual Convention of the Australian Institute of Food Science and Technology will be held from 25th - 27th July 2010 at the Sebel Albert Park, Melbourne.

Adelaide.

The Interwinery Analysis Group (IWAG) will hold its annual seminar on Friday 2nd July 2010 at the Barossa Arts and Convention Centre in Tanunda.



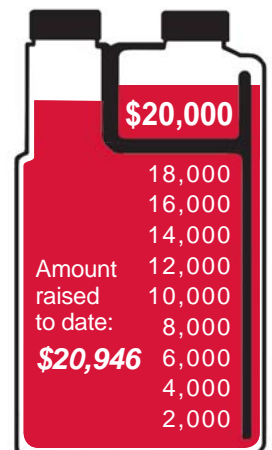
ROYAL FLYING DOCTOR SERVICE

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



GREAT END OF FINANCIAL YEAR DEALS

QUIT LIST - Got to go prices, only while stocks last

ROWE CODE	DESCRIPTION (To find out more, call your local Rowe Scientific Pty Ltd Office.)	UNIT OF MEASURE	UNITS IN STOCK	QUIT PRICE PER UNIT (Plus GST)
FILTER PAPER				
FF3604	PAPER FILTER 12.5cm WHATMAN 540	100	24	49.00
FF3265	PAPER FILTER 15.0cm SIMILAR Gr 54 (MN1670)	100	39	22.00
FF2910	PAPER FILTER 32.0cm WH42	100	3	206.00
FF3650	PAPER FILTER 15.0cm SIMILAR Gr541 (MN1640w)	100	14	41.00
SIEVES - ENDECOTTS				
RS2800	SCREEN BRASS 200mm 425 MICRON	EA	25	71.00
RS8021	SCREEN STAINLESS STEEL 300mm 150 MICRON	EA	3	160.00
RS6680	SCREEN WET WASHING 200Dx100Hx106 MICRON BRASS FRAME	EA	1	240.00
RS7636	SCREEN STAINLESS STEEL 300mm 16.0mm WWM	EA	1	198.00
RS6645	SCREEN WET WASHING BRASS 200Dx100Hx38 MICRON RE-INFORCED	EA	1	195.00
MERCK CHEMICALS				
CA1939	ACETONITRILE GRADIENT GRADE FOR LIQUID CHROMATOGRAPHY LICHRO SOLV	2.5L	32	74.00
CP1725	PERCHLORIC ACID 70-72% GR FOR ANALYSIS AR	2.5L	5	87.00
CD1013	DIBUTYL SULPHIDE	100mL	6	62.00
CF1121	FORMIC ACID 98-100% GR FOR ANALYSIS	1L	1.96	119.00
CB3296	BUFFER CAPSULES MIXED PACK	5x10	1	210.00
BALANCE - OHAUS				
IB7120	BALANCE OHAUS 110g X 0.0001g EXPLORED EP-114 WITHOUT INT. CAL	EA	3	671.00
IB7149	BALANCE OHAUS 64g X 0.1mg ADVENTURER	EA	2	572.00
IB7144	BALANCE OHAUS 210g X 0.001g ADVENTURER	EA	1	396.00
GLASSWARE				
GB8140	BOTTLE LABORATORY 5L SCREW CAP	EA	36	87.00
GF2817	FLASK ERLLENMEYER WIDE NECK RIMMED 250mL BOROSILICATE GLASS	EA	1200	2.30
GB3107	BEAKER LOW FORM SPOUTED GRADUATED 5L BOROSILICATE GLASS	EA	129	21.20
GD1049	DESICCATOR WITH STOPCOCK IN LID 250mm BOROSILICATE GLASS FLANGE O.D. 320mm	EA	10	234.50
GB3357	BEAKER TALL FORM SPOUTED GRADUATED 150mL BOROSILICATE GLASS	EA	1522	1.50



EFL2000 (RS7840)

Partical analysis equipment of outstanding quality.

For accurate dependable results you can't buy a better test sieve than Endecotts. The combination of its many features and the quality of manufacture make it the perfect measuring instrument.

Rowe Scientific Pty Ltd. is the home of Endecotts in Australia and have been consulting the industry with a comprehensive range for over twenty years.

To find out more, call Rowe Scientific Pty Ltd.

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.

Announcing a microscope ideal for education and biomedical laboratory applications.

Motic BA210

Rowe Code EM4105

Some key features:

- Multi coated lenses
- 6v30w Halogen lamp
- Wide field 10x/20mm non compensated eye pieces with diopter adjustment (factory fitted locking screws are optional)
- Reverse turret with EF-N plan objectives infinity objectives: 4x, 10x, 40x, 100x
- Substage rack & pinion adjustment with height adjustment stop.
- Safety stop to prevent slide & objective damage
- Field condenser - filter locking ring
- Components are made of metal construction
- Carry handle for safe storage
- 5 Year Warranty



One only at:
\$1,595.00
plus GST

REF 136

To make it easier for you to view our special offer details, you can download any flyer by clicking the Rowe web address where indicated below, which will load the Rowe Scientific website. From the left hand navigation panel click "Special Offers" to see our entire special offer flyers available for download. Alternately please feel free to call us to arrange a copy to be emailed.



GLASSWARE SPECIALS

We're overstocked with Beakers, Conical/Erlenmeyer Flasks and Desiccators.

Download special offer **REF 137** at www.rowe.com.au



SAVE 10% on Ratek 5 & 10 bottle roller units and the RM4 rotary mixer if you order before 30 June 2010

Download special offer **REF 142** at www.rowe.com.au

OR for more RATEK end of financial year deals on water baths and orbital incubators and more, also download **REF 143**

Let's stir things up with great deals on **cowie** Stirring bars

Buy 50 stirring bars and receive a free 350mm retriever (PM3020) valued at over \$20.00 (Valid while stocks last)

Download special offer **REF 141** at www.rowe.com.au

FREE
350mm
retriever



Rowe Scientific PTY LTD

Pledge to Chemists

If chemists in Australia are experiencing difficulty in obtaining supply, please send me an email on reg.rowe@rowe.com.au and I promise to help you. This is not a "subtle" attempt to obtain more business, but is a sincere pledge to help fellow scientists source the items they need to do their work, and thereby help Australia grow. This is the raison d'être for Rowe Scientific Pty. Ltd. R.J. Rowe (FRACI)



Looking for quality laboratory equipment at super prices? ...

VELP is at hand!

Expires 31 July 2010



NSW



Troy Boland

Dear clients,

Firstly I'd like to welcome our new store person here in NSW, Adam Parsons. Adam will be responsible for the smooth running of our warehouse here in Sydney as well as dispatching all your everyday critical consumables in a timely manner.

We still have a glassware clearance sale going on, so if you require Beakers, Erlenmeyer flasks, Desiccators or laboratory bottles contact us quickly before stock runs out. Also we have some great deals on Ratek rotary mixers until the 30th June, so if you require additional information (refer Rowe Flyer 142) please don't hesitate to contact us. Finally if you have any requirements for ovens or incubators we can provide you pricing and information on the fantastic range of Contherm equipment.

All the best from the NSW team, Troy, Kendall and Adam.

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QLD



Yvonne Dive

Dear clients,

It has been a very busy few months. We continue to grow thanks to your support. Our team is always keen to attend to your needs and we trust that you find our service both friendly and efficient. If not, please let us know so we can fix whatever concerns you may have as we care about our clients.

We have some very good specials to bring to your attention: glassware, laboratory bottles – ask for our flyer 135, glassware – beakers, desiccators etc. - ask for our flyer 137, ratek instruments – roller mixer – ask for flyer 142. Please contact any of our team for a copy to be emailed to you or download from our website under special offers.

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

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SA



Doug McPhee

Greetings from the South Australian office.

Well the Winter Season is well and truly upon us now with many cold nights and mornings. Hopefully we will see plenty of rain to replenish our reservoir stocks.

As we draw to a close of the financial year we would like to thank all of clients for their continued support. We encourage you to contact us if you have any capital items in next years budgets and would like to take the time to remind you that we are Distributors for Mettler Toledo, Ratek and Contherm.

Please take notice of the many "End of financial year deals" in our newsletter and the special Ratek promotion that you should have received an email about as this newsletter reaches you.

Stay warm and dry for the winter ahead.

All the best from, Doug, Steve, Kate, Mark, Shane and Michael.

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TAS



Henk Wiprecht

Greetings from the Tasmanian office.

Winter has arrived in Australia with cool frosty mornings and heartwarming food at night. The support of our clients in Tasmania has been most welcoming and with that support we will continue to grow. John and I will keep in contact with you on an regular basis offering you all the scientific products required for maintaining accurate laboratory results.

As mentioned in our previous Newsletter, our Hobart warehouse stock continually grows so please advise us of any items you would like us to stock to eliminate freight/ wait from the "Mainland"

Reminders: Apart from Merck, Ajax, Chem-Supply we offer our Rowe Chemical/Solution Consulting Service whereby we can make up "special chemicals" to your specification. Don't forget there are "End of financial year deals" on Ratek water baths, dry block heaters, thermo regulators, orbital mixers and much more at exceptionally low prices. Enjoy the cool Tasmanian weather for the coming months.

Regards from Henk and John

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

VIC



Garry Wrede

Dear clients

Another new recruit to your Melbourne Team! A big welcome to Nic Thomas a specialist on Peristaltic pump systems. Nic will be looking after your laboratory needs in "Central" Melbourne and North and North Eastern country areas. Victoria, THANK YOU for your support, it is through this support that we are able to grow our infrastructure to hopefully become a better and more useful supplier to you.

On the 4th to 8th July we will be exhibiting at the 12th IUPAC International Congress, run jointly with the Royal Australian Chemical Institute at the Melbourne Convention Centre. On the 25th to 28th July we will be exhibiting at the 43rd Annual Australian Institute of Food Science and Technology (AIFST) Convention being held at Melbourne's Sebel Albert Park. We hope to see you at, at least one of these conventions.

In the meantime please take advantage of our "End of financial year deals" on Ratek Bottle Rollers & Rotary Mixers, Cowie Stirring Bars and Motic Microscopes. Wishing you all a cosy and happy winter.

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

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WA



Reg Rowe

WA News (Reg's Column). Dear clients,

The Winter Equinox of 21/6/10 will be imminent by the time you read this, and we'll almost be back in Perth again after visiting clients around Australia for the past 9 months. It's good to have seen the "vision splendid, of the sunlit plains extended". of the Lake Eyre basin, and the red and green of the Kimberley Ranges.

Although it will be sad to head south into a cold winter after the beautiful weather of Mt Isa, Booraloola, and the NW of WA, it is always good to return home. On behalf of our excellent staff, thank you for your business,

Kind regards, Reg Rowe and Staff.

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