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SCIENTIFIC SUPPLIERS

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FEBRUARY - MARCH 2011

NEWSLETTER



Client of the Month **Bureau Veritas Minerals Group**

A M D E L

Australasia's leading provider of innovative laboratory & technical services to the mining sector.

Amdel & Ultra Trace are part of the Bureau Veritas Group, a global leader in conformity assessment and testing services for Quality, Health, Safety and Environment.

As the industry leaders in laboratory testing and mineral processing, Amdel & Ultra Trace provide superior one-stop-shop solutions for resources and commodities including, iron ore, bauxite, nickel, copper, uranium, gold, silver and other base metals & earth minerals. Additionally, our network of laboratories can undertake analytical testing in the following fields; Petroleum, Used Oil, Materials, Food and Agriculture. The Bureau Veritas Group is a quality assured service provider with extensive operations throughout Australia and overseas.

With the experience and expertise of both Amdel, Ultra Trace and recently, the Inspectorate Group of Companies (including Kal Assay), Bureau Veritas provides exceptional service and support to our 5000 clients across Australia & New Zealand and is supported by our global network of over 1000 offices in over 140 countries.

www.bureauveritas.com.au

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

Q: What do trees and croissants have in common?

Did you Know?

(Answer to last edition's clever person quiz)

Q: Why do we associate foaming with cleanliness for dishwashing detergents?

A: Foaming is associated with cleaning as a result of the chemistry of traditional soap formulations. Formed from the reaction of fatty acids with caustic soda they had the ability to bind to calcium or magnesium ions found in hard water. This tied up the soap molecules and made them ineffective for cleaning. This also meant they didn't foam, so unless your water foamed there was not enough soap in the water to use up all the calcium and magnesium with extra left over for cleaning. Modern detergents do not bind to calcium and magnesium, however, so foaming now serves no purpose other than to make the dishes harder to rinse. But it hasn't stopped people sudsing up their sinks when they wash!

Saying of the Month

If a job is worth doing, it is worth doing well! - Proverb

Rapid Protein Determination using the Dumas Method

The Dumas method is a method used to determine the molecular weights of volatile liquids. It was developed by Jean-Baptiste-André Dumas, (b. July 14, 1800, France d. April 10, 1884, Cannes), a French chemist who pioneered in organic chemistry, particularly organic analysis.

Steve Gill (Product Specialist) and Leon Dive (Specialist Instrument Engineer) have recently returned from the Velp factory in Milan Italy, where they received comprehensive product and service training on the Velp Nitrogen (Protein) Analyser, prior to receiving our first unit in Australia.

Foods are substances that supply energy and the components essential for growth and preservation of the vital functions when ingested. Their compositions must be defined in terms of proteins, carbohydrates and fats for their nutritional content, in conformity with international standards.

The Equipment used to assist in the determination of proteins etc. is important to food and feed specialists involved in production and research. It must be accurate, reliable and reproducible.

VELP have developed the NDA 701 Nitrogen Analyser, a system which represents an innovative step forward for nitrogen determination based on the Dumas Method. Now there is a choice for nitrogen determination, from the standard Kjeldahl method to the fully automated Dumas system, ideal for high throughput, requiring just 3-4 minutes per analysis.



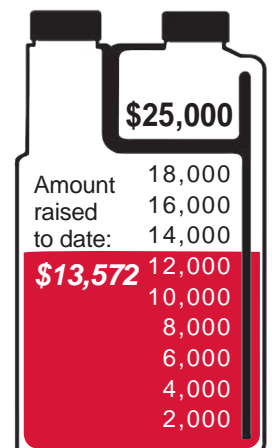
Please call **Mr Steve Gill** our product specialist on **08 8186 0523** for more information or to discuss a possible demonstration.



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



Know your Water Content in One Click™

METTLER TOLEDO **Karl Fischer Titrators**

Contact your
Rowe Scientific
Office
to arrange a FREE
Demonstration.



One Click™ Burette Rinse

press shortcut to rinse the burette

One Click™ Method Start

press shortcut to run the corresponding method

Safe handling of chemicals

Contact with Karl Fischer reagents should always be avoided. The solvent Manager takes care of the filling, draining and exchange of the reagents. It is fully controlled by the titrator which offers One Click™ access to all tasks; full security against overflows is guaranteed by the level sensor in the waste bottle. "All titrators come standard with solvent manager set"

Fast, Selective for water, and No decomposition of sample

The new Mettler Toledo volumetric Karl Fischer compact titrators V20 (IT4107) and V30 (IT4104) have been designed for a wide range of water content applications – determinations from 100ppm to 100% water, quickly & precisely. The compact coulometric titrators C20 (IT4101) and C30 (IT4105) are ideal for water contents in the range 1ppm to 5%.



Evaporation Traps Accurate Pipette Testing

Convert your balance to test your pipettes



You need accurate pipettes
Don't risk the accuracy of your gravimetric tests being affected by water evaporation!



Convert your balance
Simply mount the Evaporation Trap on your balance to get the perfect setup within seconds.



Test your pipettes
The ergonomic design facilitates effortless pipette dispensing.



Rely on traceable data
Calibry Software manages all your calibration data for full traceability.



OHAUS®

Ohaus can offer an Analytical balance that weighs up to 260g x 0.1mg and a semi-micro balance that weighs 0.01mg x 81g

There is an Ohaus balance to suit many applications and budgets.



LIMITED SPECIAL OFFERS

Strictly while stocks last. Offer valid to February 28



A SAVING OF
\$995 !

Featured Offer 1

Purchase an OM15 Orbital Incubator valued at \$7,590 for **\$6,990** and receive a **FREE RR15 universal rack**
ROWE CODE TBA

Offer also applies to OM15C - \$7,095
ROWE CODE IT1025

All Ratek equipment manufactured from 01/01/2011 is covered by a 3 year parts and 12 month labour warranty.

A SAVING OF
\$1,125 !

Featured Offer 2

Purchase an OM25 Orbital Incubator valued at \$8,690 for **\$7,990** and receive a **FREE RR25 universal rack**
ROWE CODE TBA

Limited Stock Offers

ROWE CODE	ITEM	AVAILABLE QTY	PRICE EX GST	SAVING
IO1012	OM11 Digital Orbital Incubator	2	\$4,465	\$385
IO1005	OM6 Digital Orbital mixer	5	\$1,595	\$165
IT2462	TH6C Thermoregulator 0 - 99.9 °C with Circulator	6	\$795	\$100
IV1046	MTV1 Multi-tube Vortex Platform Mixer	2	\$1,995	\$230
ID1522	DBH30 Analogue 3-Place Dry Block Heater	5	\$645	\$125
IR1080	RC4 Recirculating Cooler with Tank	2	\$4,400	\$385
IS1200	MPS1 Microtitre Plate Shaker	5	\$975	\$85
TBA	ET32 28 Litre Stainless Steel Tank & Lid	3	\$540	\$50
IW1160	WB7 7 Litre Analogue Waterbath	3	\$955	\$114

ULTRASONIC CLEANER MODEL FXP14M-316

Rowe Code **IU1441**

This **HEAVY DUTY** ultrasonic chamber is pressed from 316 stainless steel and is 1.6mm in thickness (suitable for Citric Acid use).



\$3,350 plus GST
Call us for special pricing on multiple purchases

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.

Dear Clients, Greetings from the South Australian office.



Doug McPhee
Adelaide

Happy New Year! To all of our SA/NT clients. We wish you all the best for the year ahead and hope it will be a good one for you. We are all now back on deck refreshed and recharged for the year ahead. Daniel Spano has taken over some client accounts and will be out and about introducing himself during the coming months.

If you're a laboratory seeking solutions to your titration needs, or if you're tired of titrating the old fashioned way and want to automate, Mettler Toledo offer an extensive range of Titrators with many accessories including sample changers. Please contact our office for further information.

It looks as though Summer is finally here and is likely to be an extended one (If you have any faith in the weather man). So keep cool and stay out of the heat.

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

ADELAIDE

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Yvonne Dive
Brisbane

Dear Clients,

Another year begins and what a beginning it has been. Our thoughts go out to those of you who may have been affected by the recent flooding and cyclone Yasi. Let us hope that mother nature is kinder to us in the months ahead.

This year we look forward to your continued support and rest assured that we will do our best to keep you supplied with the products you need to carry out your work.

Remember: Mettler "one click" Titrators for time saving operation. Please contact us for the latest information and assistance.

Glassware – don't forget we stock a good range of quality glassware.

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

BRISBANE

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roweqld@rowe.com.au



Henk Wipprecht
Hobart

Dear Clients,

Greetings from the Tasmanian office.

John and I thank you for your support over the last 12 months and wish you all the best for 2011.

For the month of February we are promoting the Mettler Toledo and Ohaus balances, offering a wide range of capacities and resolutions

All the best to all our Winery clients as the 2011 vintage is on our door steps.

We have produced a super "Vintage" catalogue full of laboratory products at great prices. Please call us for a copy.

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

HOBART

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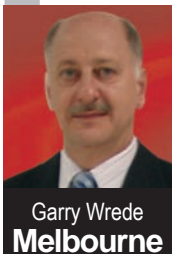
Dear Clients

Autumn greetings to all our customers from the Victorian team. Just what will the next few months bring us in the way of weather. Whilst the cyclonic activity in Northern Queensland is forefront in the media, we must endeavour to also remember those affected by the continued flooding in Northern and North Western Victoria.

During the months of February and March, we are promoting Mettler weighing systems and Titrators; Ohaus weighing systems; Laboratory glassware; Ratek benchtop equipment and Millipore filtration and Bioscience equipment and consumables.

If we can offer any assistance in regards to your wants or needs for consumables or equipment please do not hesitate to contact us either directly by phone, fax, email or via our on-line store at www.rowe.com.au.

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



Garry Wrede
Melbourne

MELBOURNE

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WA News (Reg's Column)

Dear Clients,

The summer equinox (21/1/11) has just passed and it is now the time of beautiful mornings and caroling magpies. Perth could do with some of Queensland's recent water.

The company is off to a busy start, and a busy year ahead. Rudi Kapiteyn, Carl Casella and myself will be visiting the Pittcon scientific exhibition in Atlanta, Georgia, in March, so please advise your local scientific account manager if there is anything you would like information on.

Please have a good year ahead, and thanks for your past business.

Reg Rowe and Staff.



Reg Rowe
Perth

PERTH

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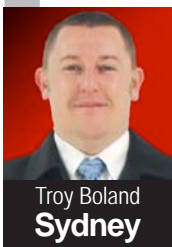
Dear Clients,

The new year is well under way and the Sydney office and warehouse continues to grow each month with the support of our valued NSW customers.

From the 9th to 11th of March Kendall and myself will be attending the 2011 EcoForum Expo at the Australian Technology Park Exhibition Centre in Sydney. Please come down and see us at Booth 12. We will be displaying instruments and equipment for use in the Water, Waste Water and Environmental industries.

We are now stocking the Contherm range of Drying Ovens and Incubators in NSW, so if you are in the market to replace an old unit or planning to purchase a new model, don't hesitate to give us a call.

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



Troy Boland
Sydney

SYDNEY

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