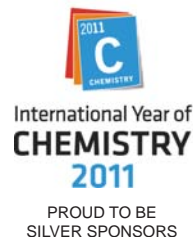




Rowe Scientific PTY LTD

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SEPTEMBER - OCTOBER 2011

NEWSLETTER

Client of the Month **Bremerton Wines**

The family owned winery established in 1988, is now run by sisters Rebecca & Lucy Willson who have taken Bremerton to become one of the best known brands from South Australia's Langhorne Creek wine region. They are passionate about working with Langhorne Creek fruit, which has an excellent reputation for consistently producing high quality red wines. They are committed to promoting the Langhorne Creek wine region, hoping to elevate its global recognition.

From an environmental stand-point, and as a family business, Bremerton's ethos is to pass on our property in an improved environmental position for the next generation of winemakers and vigneronns.

There has been a concerted drive to make wines of the highest standard possible and the pedigree of each wine is growing with each wine show result and review by some of the world's most renowned critics.

The Willson sisters love what they do and it shows in the wines they produces - Wine rich in character to be enjoyed with good food, conversation and fun with friends.

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: Quaternary Ammonium Compounds (QACs) are common chemicals in many domestic and industrial formulations. What convenient combination of properties do they possess?

Did you Know?

(Answer to last edition's clever person quiz)

Q: Why don't we ever come across arsenic mines?

A: There are no Arsenic mines as there is not sufficient demand for it to be mined in its own right. The demand for arsenic, mostly for semi-conductors these days, is easily met by the arsenic that is produced as a by-product of other metals that occur mostly as their sulphides, notably copper, tin and nickel. It often has nuisance value due to its toxicity, and waste treatment plants at smelters are often devoted mostly to the removal of arsenic from their process liquors.

Saying of the Month

Practice what you know, and it will help to make clear what now you do not know.

(Rembrandt van Rijn - Leiden, Netherlands 15/7/1606- 4/10/1669)



CBSM MEETING 2011



The Combined Biological Sciences Meeting (CBSM) 2011 was held at The University of Western Australia in Crawley on Friday 26 August.

Dominic Dempster and Paul Murphy from our Perth office attended. They spent some time showcasing the new Ohaus Explorer Balance with its array of features. The Rainin Multichannel Pipettor with adjustable spacing was also available for clients to trial. It was great to catch up with those of you that visited our stand, we look forward to servicing your ongoing laboratory needs.

COME AND VISIT ROWE SCIENTIFIC AT...



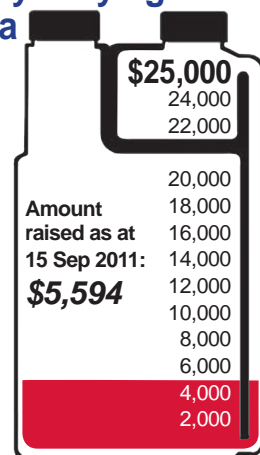
14th Australian Food Microbiology Conference 2nd IAFP Asia Pacific Symposium on Food Safety on: **26-28th September 2011** at the The Sebel Albert Park, **MELBOURNE, VIC, Australia**. Presented by: AIFST, ICMSF & IAFP. Hope to see you there.

Proudly supporting the Royal Flying Doctor Service of Australia



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





EXPLORER BALANCES



Introductory Offer ...

FREE

Ohaus Navigator
balance with the
purchase of any
NEW Explorer balance



**FREE
NAVIGATOR**

Offer Expires 30 September 2011.

One free Navigator balance for each
NEW Explorer balance purchased.

Contact Rowe Scientific Pty Ltd to
find out more or to place your order.

Quote REF199 when ordering.

NEW Explorer ANALYTICAL Series

EX124	120g x 0.1mg with Autocal
EX224	220g x 0.1mg with Autocal
EX324	320g x 0.1mg with Autocal

NEW Explorer PRECISION Series

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EX4202	4200g x 0.01g with Autocal
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EX10202	10200g x 0.01g with Autocal
EX6201	6200g x 0.1g with Autocal
EX10201	10200g x 0.1g with Autocal

Intelligent PERFORMANCE

Explorer delivers accurate results within seconds, improving operator efficiency, productivity and throughput, with a stabilization time up to 50% faster

Intuitive SOFTWARE

SmarText™ 2.0 is OHAUS' easy-to-use graphical software featuring 14 applications, QWERTY and numeric keypads, and below-minimum weight indication.

Ingenious DRAFTSHIELD

Explorer's draftshield provides ample access and visibility to the weighing chamber and features antistatic coated glass.

Practical TOUCHLESS SENSORS

Explorer features four touchless sensors for hands-free operation of print, calibration, tare, and other selectable functions.

Intelligent CALIBRATION

AutoCal™ ensures performance and assists with routine maintenance by automatically calibrating the balance daily.

Glassware Specials for your laboratory

ROWE CODE	ITEM	UNIT	PRICE	SPECIAL
GW1800	WATCH GLASS 130mm DIAMETER, SODA GLASS	ea	\$11.29	\$1.05
GT2151	TUBE CULTURE 13x100mm DISPOSABLE, BOROSILICATE GLASS	1000	\$103.67	\$51.45
GT2475	TUBE CULTURE 18x150mm DISPOSABLE GEOCHEMICAL GLASS	500	\$130.22	\$74.75
GT1750	TUBE CULTURE 20x150mm TEFLON SEAL, GLASS	48	\$365.16	\$246.03

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Prices do
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INTRODUCTORY OFFER

NEW RAININ PIPETTES



The New and Improved Rainin Pipet-Lite XLS from Mettler Toledo.

Available in Single Channel, Multichannel and Adjustable Spacer Pipettes



- Total Hand comfort. Improved shape and balance for a lighter feel.
- Lighter springs and RAININ's patented Magnetic Assist Technology. Gives you a plunger that is smooth and precise, yet requires less force than ever.
- They are the world's first pipette family to be equipped with Radio Frequency Identification Device (RFID) tags for advanced calibration tracking.
- Choose the Lite-Touch pipetting system (LTS) to dramatically reduce the repetitive stress of tip ejection.
- Dry seal system - No greasing required

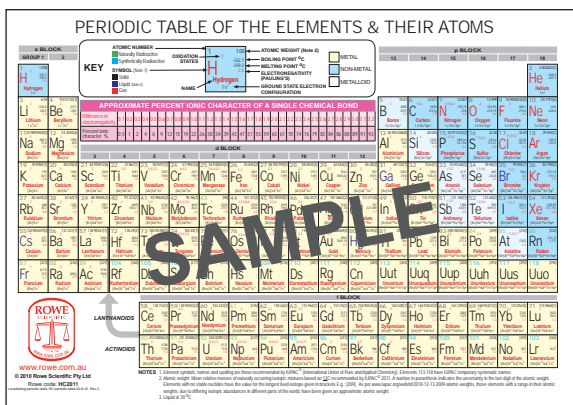
ROWE CODE	LTS VOLUME RANGE	LIST PRICE	SPECIAL PRICE
DP4926	0.1µl - 2µl	\$372.00	\$316.20
DP4923	0.5µl - 10µl	\$372.00	\$316.20
DP4975	2µl - 20µl	\$324.00	\$275.40
DP4925	10µl - 100µl	\$324.00	\$275.40
DP4931	20µl - 200µl	\$324.00	\$275.40
DP4932	20µl - 300µl	\$324.00	\$275.40
DP4927	100µl - 1000µl	\$324.00	\$275.40
DP4933	200µl - 2000µl	\$324.00	\$275.40
DP4978	500µl - 5000µl	\$372.00	\$316.20
DP4979	1ml - 10ml	\$372.00	\$316.20
DP4901	2ml - 20ml	\$392.00	\$333.20

ROWE CODE	XLS VOLUME RANGE	LIST PRICE	SPECIAL PRICE
DP4938	0.1µl - 2µl	\$372.00	\$316.20
DP4939	0.5µl - 10µl	\$372.00	\$316.20
DP4942	2µl - 20µl	\$324.00	\$275.40
DP4943	10µl - 100µl	\$324.00	\$275.40
DP4944	20µl - 200µl	\$324.00	\$275.40
DP4946	20µl - 300µl	\$324.00	\$275.40
DP4947	100µl - 1000µl	\$324.00	\$275.40
DP4948	200µl - 2000µl	\$324.00	\$275.40
DP4906	500µl - 5000µl	\$372.00	\$316.20
DP4928	1ml - 10ml	\$372.00	\$316.20

Tips not included in price. Rainin Pipet-Lite LTS requires Rainin Pipette tips.
Call your local Rowe Scientific Pty Ltd office for prices and advice.

* 15% Discount is off the Mettler Toledo list Price. We reserve the right to change specifications, details and descriptions without notice. Pictures are for illustrative purposes only. Prices do not include GST.

Quote REF 197 when ordering



ROWE SCIENTIFIC PTY LTD PERIODIC TABLE

The Rowe Scientific Pty Ltd Periodic Table of the Elements is now available for sale. These are especially useful to tertiary and secondary education institutions or anyone with a general interest or passion in chemistry.

They are available in A4 size pads of 25 sheets, punched at the head.

Information used in the table has been compiled from existing data and IUPAC[®] (International Union of Pure and Applied Chemistry) published updates, together with the valued input from some chemistry educators.

NOTE: "We apologise for the error in Note 2. at the bottom of the Table, where 12C should read 12C."

ROWE CODE: HC2011

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.



Doug McPhee
Adelaide

Greetings from the South Australian office.

Well with the winter season behind us we look forward to some warmer weather in spring.

The new Rainin LTS Pipettors offered by Mettler Toledo are generating a lot of interest. If you would like to see the range or have a demonstration please contact your account manager. Mettler Toledo also have an extensive range of Titrators which can accommodate many methods or titrations. The range includes simple single place end point Titrators through to multi place carousel and burette systems to perform multiple tasks. Feel free to contact our office to discuss your titration applications and needs.

We are the Australian distributor for Endecott's screens and Glen Creston mills. If you have any applications which require crushing or milling of samples for particle sizing then we are the people to help you.

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

ADELAIDE

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Fax: +61 (08) 8186 0524
rowesa@rowe.com.au



Yvonne Dive
Brisbane

Dear Clients,

It is good to be back in the saddle following my 3 months long service leave. Thank you all for the continued support you have afforded our company. The next few months will be very busy as we have good cost saving promotions for you:

OHAUS New Explorer Balance Series – For the next 2 weeks, you can get your choice of a Free Ohaus Navigator Balance with your purchase of any New Explorer Balance. Call us today in case you did not get the email promotion.

RAININ PIPETTORS: The range of Pipettors will suit most applications, and the current promotion offers you a 15% saving. Call us today for additional information.

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

BRISBANE

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Fax: +61 (07) 3376 9455
roweqld@rowe.com.au



Henk Wipprecht
Hobart

Dear Clients,

Winter is nearly over with spring on our doorsteps.

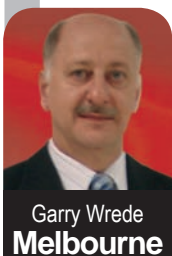
For the month of September Rowe Scientific has an introductory offer on New Ohaus Explorer Laboratory Balances, Buy one and receive an Ohaus Navigator balance of your choice for Free - But be quick, this offer expires at the end of September. For the month of October we have an introductory offer on Rainin Pipettes from Mettler Toledo at 15% discount off List Price.

Please contact us to discuss these quality Ohaus and Rainin products if you have not received the "Ohaus and Rainin" flyer by Email.

Thanks for your business and we look forward to your enquiries.
Best regards from John and Henk

HOBART

Unit 6/10 Lampton Ave
Derwent Park, Hobart,
Tasmania, 7009
Tel: 03 6272 0661
Fax: 03 6272 0663
rowetas@rowe.com.au



Garry Wrede
Melbourne

Dear Clients

How has your football team gone this year? Have you been watching the Tennis? Cricket, it looks like the boys are back on their way to the top ... have you mowed the lawn and trimmed the roses? Isn't September a wonderful month?

We're exhibiting at the "14th Australian Food Microbiology Conference & 2nd IAFP Asia Pacific Symposium on Food Safety" on 26th to 28th September at "The Sebel Albert Park", and would be delighted to see you there.

Do your Bottle top dispensers need replacing? We have the "Optifix" range from Graf, in stock as well as Witeg's new "airless" Labmax range, both of reputable German quality.

Have you checked what your disposable plasticware is costing you lately? Gives us a call, our sample containers and petri-dishes from Techno Plas are very competitively priced.

Looking forward to hearing from you. Your Team in Victoria Garry, Joe, Farhad, Mango, Nic and Adam.

MELBOURNE

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Fax: +61 (03) 8795 7780
rowevic@rowe.com.au



Reg Rowe
Perth

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

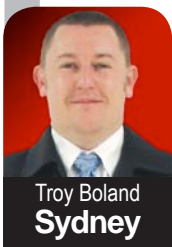
This newsletter finds us in the mobile office in Derby. Clients in this area include the WA Main Roads Department (WAMRD). Since I was a boy 50 years ago, I have heard it said that "WA has the best roads in Australia." Having travelled Australia, even though all the roads are good, the ones in WA, on average, seem to be better (allowing for my bias). If the size and professionalism of their laboratories is any guide, the WAMRD put plenty of science into their road engineering.

The Prison Boab Tree outside of Derby has an old fence around it, while the Curtin Air Base has a modern fence around it. There is an RFDS base at Derby, providing the "mantle of safety" over the Kimberly region of WA. What a vision Flynn had, over 100 years ago.

Thank you for your business. Reg Rowe and Staff.

PERTH

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Fax: +61 (08) 9302 1905
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Troy Boland
Sydney

Dear Clients,

Well, spring is in the air and the mornings are starting to warm up.

This month Kendall Parsons is travelling around the Hunter Valley and Griffith visiting our winery clients before the start of this season's vintage. Kendall will be distributing our Edition 6 Vintage Laboratory Products Catalogue and price list so you can stock up on critical laboratory consumables. If you miss out, don't hesitate to contact the Sydney office for a copy.

Thanks to all our clients for keeping us busy in the Sydney office. We would like to welcome Ken Valix to our sales team. Ken is looking forward to helping keep you supplied with all your scientific items.

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

SYDNEY

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