



Rowe Scientific PTY LTD

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August / September 2008

NEWSLETTER

Client of the Month

ANGAS PARK FRUIT COMPANY

The Angas Park Fruit Company Pty Ltd is Australian owned. Since its establishment in 1911, it has grown into one of the most successful dried fruit companies in Australia, pre-eminent in product quality, variety and presentation. Angas Park is the focal point for the country's finest produce from over 500 growers in four major regions of Australia.

With an uncompromising commitment to quality, Angas Park markets more than 4000 tonnes of dried fruit each year from the South Australia's Barossa Valley and Riverland, Victoria's Sunraysia and New South Wales' Riverina.

The distinctive Angas Park retail packs capture more than 30% of dried tree fruit sales in Australia. Angas Park dried apricots, prunes, peaches, pears and combinations of fruit medley and fruit salad are market leaders. Retail packs of quality vine fruit: sultanas, and mixed fruit complement the Angas Park retail tree fruit range.

In addition to supplying Australia's retail chains and health food outlets, Angas Park is a major ingredient supplier to the baking, confectionary and breakfast cereal industry. Our world wide contracts allow us to supplement the Australian crop with the best world supply ensuring consistent quality and supply.

The market place has found Angas Park fruit particularly appealing because of the pollution free environment in which the fruit is grown and dried. The natural and traditional art of drying fruit is one of the few preserving processes in which the natural flavour and nutritional value of the fruit is not destroyed by modern processing and refining methods. The drying process concentrates the nutrients of dried fruit, and allows us to enjoy the benefit of fruit all year round.

The company is committed to improving quality with the use of laser and colour optical sorters. Angas Park has full ISO 9001:2000, HACCP, BRC, AQIS and WQA accreditations and was the first dried fruit company in Australia to receive AQA certification.

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

How much Petrol or Diesel will one barrel of crude oil yield?

Did you Know?

(Answer to last edition's clever person quiz)

Why is beer froth white? Beer foam consists of tiny bubbles of carbon dioxide the walls of which are made up of various proteins and carbohydrates produced during the brewing process. A colour is created because light of a certain wavelength is reflected. Absorbent blond beer takes in all the light except light with the frequencies that give the blond colour. Beer froth is white because the walls of the tiny bubbles reflect all the light. Source: www.beerandhealth.com

Or as Michael Wright of Proserpine QLD puts it ... "So old beer drinkers can hide the froth in their white whiskers and enjoy the taste later on of course".

Saying of the Month

The difficulty lies, not in the new ideas, but in escaping the old ones, which ramify, for those brought up as most of us have been, into every corner of our minds.

John Maynard Keynes (1883-1946)

Revolutionised economics with his classic book, *The General Theory of Employment, Interest and Money* (1936).

Did you see us?

Rowe Scientific Pty Ltd exhibited on two fronts in July. FoodPro 2008 in Sydney 21 to 24 July and at the Queensland Mining Expo (QME) in Mackay 22 to 24 July. It was a great opportunity to showcase our products and services, meet with clients and make some new friends as well. Both shows were well attended and successful.

You can also see a list of exhibitions we're attending on our website main page, alternatively if you know of an exhibition/conference you would like to see us at please let us know and we will look into it. email: rowewa@rowe.com.au



Yvonne Dive (Rowe QLD) at QME 2008 Also attending was Martin Bullock (QLD)



Paola Ornaghi & Giovanni Passoni from VELP (Italy) together with Louise Statton (Rowe NSW) and Rudi Kapiteyn (Rowe WA) at Food Pro 2008.

THANK YOU

We have ALL done it again! Rowe Scientific Pty Ltd together with the support of our clients (YOU) has donated \$16,504 to the Royal Flying Doctor Service. This is based on sales during the financial year ending 30 June 2008 and is up 10% on the previous year.

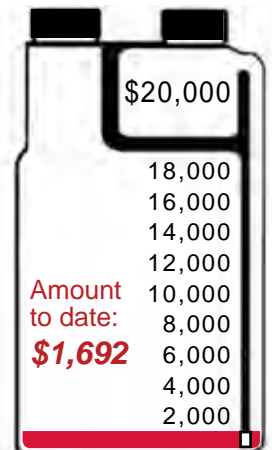
A great result for a great and valued cause. Thank you for your continued purchases of our Quantum Clean laboratory detergents and pH buffers. As the new meter below indicates, we're off again, with the target of \$20,000 in our sights.



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:
Quantum Clean, CQ1050,
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pH Buffers: CB3515, CB3115
and CB2660





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IS5100	SCRUBBER VELP SMS
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Rowe Code NP5298



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.

Colleague of the month ...



Bruce Cherrie

Bruce works in our manufacturing division and has been with Rowe Scientific Pty Ltd for over six years. Originally from New Zealand. Bruce's main leisure activity is being an avid student of New Zealand sport (when they are winning).

NSW



Louise Statton

Dear Clients,

It is with great pleasure that I welcome Troy Boland to our Sydney office. Troy has been with Rowe for nearly ten years, having been based in our Perth office. Troy brings with him a wealth of industry knowledge and will be of great help to everyone, myself included.

Thanks to everyone who visited our stand at the recent FoodPro exhibition in Darling Harbour - it was a busy

week for all, especially our visitors from Velp's Italian headquarters. Our thanks also go to Carl Casella from our Perth office for all of his efforts in organising our stand.

Don't forget that we still have "Show Specials" on the Complete Stomacher Package and Complete Kjeldahl System Package, please contact us for more information.

Keep warm,

All the best from Louise & Troy

QLD



Yvonne Dive

Dear Clients,

It's been another hectic couple of months. Business is brisk and we thank you for your continued support.

Martin and I manned the Rowe Scientific stand at the MacKay Qld Mining Expo. Despite the deluge of rain the exhibition was very well attended and we made contact with existing as well as new clients.

There were over 500 exhibitors and we were the only Scientific Supply Company. In two years time at the next

exhibition, we hope that more scientific suppliers are represented and that laboratory staff will visit the exhibition.

Remember: FISHER USA products available through Rowe Scientific Pty Ltd.

Cheers from the QLD Team: Yvonne, Brian (BC), Martin, Peter, John, Leon & Brian (Bishop).

SA



Steve Gill

Greetings from the South Australian office.

Welcome back to Mark who has just returned from a four week trip with his son to visit family in Ireland.

Our range of glassware continues to grow. We now stock an extended range of quality German Volumetric Glassware from Witeg. We also stock their range of Pipettors and Bottle Top dispensers.

It was good to catch up to many people from the Winery sector during the recent IWAG meeting. Doug

would normally have made the trip but was busy training on the Velp range of equipment in Sydney.

Velp offer instruments for Food Analysis, Environmental Analysis and a range of Mixers, Stirrers and Hotplates.

Please don't forget to check out our new web site. There has been a lot of positive feedback on the improvements made.

All the best from

Steve, Doug, Kate, Mark and Shane.

VIC



Garry Wrede

Dear Clients

July was cold – but business was hot, we had a record month THANK YOU for your valued support.

We have had a run on Contherm Incubators, Ovens and Environmental Chambers meaning the pricing must be good. Phone us, you will be pleasantly surprised.

We have plenty Merck, Ajax, Millipore, Hach and

Kartell catalogues in stock if you need a copy please let us know.

We now have stock of the Velp UDK distillation system with the related digesters as well as the SER6 Solvent extraction system – please phone to book your demo.

How can we assist you today?

Your Team in Victoria

Garry, Joe, David and Farhad

WA



Reg Rowe

(Reg's Column)

Dear Clients,

July was a busy month, with the following high lights. Rowe Scientific sent a donation of \$16,504 to the Royal Flying Doctor Service (RFDS). It was good to see the RFDS office in Meekatharra, whilst visiting clients in the Meekatharra, Wiluna and Kalgoorlie areas last month, knowing that their "mantle of safety" (ref John Flynn) was in place.

I was the recipient of the RACIWA Wilf Ewers award, which was undeserved, but gladly accepted, at the National Chemistry Week dinner in Perth.

Attendance at the Foodpro Exhibition in Sydney, where Rowe Scientific exhibited the VELP Food Analysis equipment.

Kind regards,

Reg Rowe and Staff.

(MD, C Chem, FRACI, B App Sci, MBA)

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