



Rowe Scientific PTY LTD

SCIENTIFIC SUPPLIERS

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June/July/August 2009

NEWSLETTER

Rowe Scientific Expands into Tasmania

Rowe Scientific Pty Ltd are pleased to announce the expansion of our services into Hobart, Tasmania.

Rowe Scientific has grown since its humble beginnings in 1986 to now cover the whole nation. Our latest expansion into Hobart is testimony to our company's vision of becoming the supply company of choice in the scientific community.

Along the way we have built a comprehensive client focussed service structure with the support of our clients and the team at Rowe, and our latest member, Henk Wipprecht, will manage our Hobart operations.

Henk has many years of industry experience and is available to discuss and service your scientific laboratory chemicals, consumables and equipment needs.

Tasmanian clients can contact Henk on 0408 394 719 or rowetas@rowe.com.au to discuss their scientific needs.

Clever Person Quiz

Only one element will melt if you hold it in your hand – what is it?

Did you Know?

(Answer to last edition's clever person quiz)

Colours in fireworks come from using different finely divided metals and metal oxides. Each metal has characteristic (allowed) electronic transitions of different wavelengths that produce characteristically different colours when burned. Sodium for example is yellow, so if you sprinkle salt into the candle flame next time you're at a restaurant, you'll see little yellow flashes (but don't blame me if you get kicked out). This principle was utilized by Alan Walsh from the CSIRO in the 1950s to invent the Atomic Absorption Spectrometer (the idea apparently came to him while he was gardening).

Saying of the Month

If we knew what we were doing, it wouldn't be called research, would it?

--- Albert Einstein ---

Client of the Month

Incitec Pivot Phosphate Hill Operations

Incitec Pivot's Phosphate Hill Operations manufactures ammonium phosphate fertilisers (MAP and DAP) in north-west Queensland. The plant is located 150km south east of Mount Isa in Queensland.

The unique operation consists of an integrated open cut mine and chemical processing facility, producing high quality ammonium phosphate fertiliser for domestic and export markets. The production facility includes ammonia, phosphoric acid, granulation and beneficiation plants and a sulphuric acid plant in Mt. Isa. Incitec Pivot's plant at Mt Isa, the largest of its kind in the world, uses sulphur dioxide emissions from local smelting facilities to manufacture sulphuric acid. The acid is then railed to Phosphate Hill and used in the fertiliser production process.

DAP and MAP fertiliser produced at Incitec Pivot's Phosphate Hill Operations is a high quality, granular product used as a source of Nitrogen and Phosphorous for a range of farming activities.

Phosphate Hill has an annual production capacity of 975,000 tonnes with approximately half of this annual output distributed to Australian farmers. The remaining product is exported primarily to South East Asia. Fertiliser produced at Phosphate Hill is railed to Incitec Pivot's storage and distribution facilities located at the port of Townsville.

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.



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

\$20,000	
Amount to date:	18,000
	16,000
\$18,306	14,000
	12,000
	10,000
	8,000
	6,000
	4,000
	2,000



50% OFF

THE RETAIL PRICE

SELECTED MODELS - LIMITED STOCKS

ROWE CODE	MODEL	CAPACITY/ ACCURACY	RETAIL PRICE	YOUR PRICE	Stock level
IB7120	EP114	110g x 0.0001g	\$3050	\$1525	3 Only
IB7144	AR-2130	210g x 0.001g	\$1800	\$900	4 Only
IB7110	AR-1530	150g x 0.001g	\$1700	\$850	2 Only
IB7149	AR-0640	64g x 0.0001g	\$2600	\$1300	2 Only
IB7040	EP413	410g x 0.001g	\$2900	\$1450	1 Only
IB7136	AV412C (In Cal)	410g x 0.01g	\$1900	\$950	2 Only
IB7112	EP213C (In Cal)	210g x 0.001g	\$2900	\$1450	1 Only

This offer is only while stocks last! So be quick and save \$\$\$ before they're all sold.

To find out more, call your local Rowe Scientific Pty Ltd Office

CLEMENTS **STOCK CLEARANCE**

Rowe Code IC3622

CENTRIFUGE ORBITAL 420 WITH CEN93004 ROTOR FOR MULTI BUCKETS. Normally ~~\$6043.50~~ 1 ONLY

Rowe Code IC3820

CENTRIFUGE CARRIER 1 x 100mL + 8 x 15mL COMPLETE WITH AEROSOL LID (2 pair required for use with IC3622). Normally ~~\$795.60pr~~ 2 PAIR ONLY

Now
\$4950
Plus GST

Now
\$650pr
Plus GST



MACHEREY-NAGEL

Rowe Scientific Pty Ltd are pleased to 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.



NEW 2009 CATALOGUE available now

To receive your new catalogue please call your local Rowe Scientific consultant



N-100IS-W Rotary Evaporator

Rowe Code: IE1150



- * Quality design with broad versatility
- * Economic & durable
- * Three glassware configurations
- * Two water bath options
- * Unique counterbalanced sliding jack
- * Can elevate up to 260mm
- * Quiet motor - operates between 20 and 180rpm
- * Chemical resistant teflon seals

One ONLY available at a price of \$4500.00 (Normally pay \$4914.00)

We reserve the right to change specifications, details and descriptions without notice. Pictures are for illustrative purposes only. Prices do not include GST.

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



Louise Statton

Hello Everyone,

Winter is well and truly upon us, but with every day that passes is a day closer to warmer summer days.

We have some super specials on the go in this edition. For those clients who are interested to find out more about the featured products please call Troy or myself at the office.

We have a Filter paper promotion on the German made Macherey Nagel filter paper range and the new 2009 catalogue is now available. To secure your copy please call the office.

All the best from Troy and Louise

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QLD



Yvonne Dive

Dear Clients,

Despite the "gloom & doom" professed in local newspaper articles, we continue to be very busy. Business is brisk but tight and we continue to look for ways to save your budget. We will be participating in an Exhibition in July related to the food industry and we encourage all of our clients in this field of work to come and see the latest equipment we will have on display.

Reminders: Please come and visit us at Booth No. 11 at the A.I.F.S.T. (Australian Institute for Food Science & Technology) at the Brisbane Convention & Exhibition Centre from Monday 13th July to Wednesday 15th July 2009 .

Cheers from the Queensland team: Yvonne Dive, Brian Connolly, Martin Bullock, Peter Bostock, John DeRuyter, Brian Bishop, Leon Dive

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SA



Steve Gill

Dear Clients,

We wish our clients all the best for the new Financial year ahead. Mettler Toledo are releasing a new range of Balances in July. All of our Staff have had training on these new models and look forward to talking to you about the new features and benefits.

We have had a lot of requests from clients for their login codes to our Web Store. If you too would also like one please contact our office to get them. The Web Store has many great features like "Quick Order" and "Your Trolley" To find out how to use these exciting features please feel free to contact us for a demonstration Stay warm and all the best for the Winter ahead.

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

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VIC



Garry Wrede

Dear Clients

It's winter, the mornings are crisp and the evenings around the fireplace are cosy – isn't life great in Victoria. There are some amazing specials on at the moment – have you seen the prices on the Ohaus balances? Keep your eyes peeled for the upcoming MN filter special – if you need samples please let us know.

Are you still using the "old" methods for COD and BOD analysis? You can save yourself a lot of time, effort and MONEY by using the HACH systems – please ring us for details.

We have good stocks of Acetonitrile Gradient HPLC Grade and plenty Autosampler vials – all at really good prices. Keep warm

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

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WA



Reg Rowe

WA News (Reg's Column)

Dear Clients,

The winter solstice (21/6/09) will have passed by the time you receive this newsletter, which will mean our days are growing longer and warmer. We welcome Lorna Porter to our Perth Reception, and Henk Wipprecht, as our new Tasmanian State Manager.

Our E commerce continues to progress, where clients can extract data from our web store into their own computers. Client part numbers, Agreement items and special prices automatically appear. Thanks for your business, and keep warm.

Kind regards, Reg Rowe and Staff.

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