



Rowe Scientific PTY LTD

SCIENTIFIC SUPPLIERS

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February/March 2009

NEWSLETTER

Client of the Month

VINPAC INTERNATIONAL PTY LTD

Vinpac International is Australia's largest 3rd party wine bottling service provider. It is part of the Cellarmasters Group of companies and has two sites in South Australia— one in the Barossa Valley (Angaston) and the other in McLaren Vale.

Vinpac has been packaging wines for over 20 years and is capable of filling a wide variety of bottles ranging from glass to P.E.T as well as being able to apply many different closures including cork, synthetic and screwcap.

As well as offering wine bottling Vinpac offers several other services such as:

- Winemaking services
- Logistics
- Purchasing of wine packaging material
- Quality Assurance and Technical Support
- Product Development

Vinpac also offers wine analytical services at both the Angaston (NATA accredited) and McLaren Vale sites. The laboratories act as support to the bottling facility as well as offering a wide range of customer wine analysis and Export certificates for producers exporting wine around the world.

Vinpac has a constant focus on quality and customer service as the company moves forward to the future.

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 are diatoms, microscopic single-celled plants, used in water purification?

Did you Know?

(Answer to last edition's clever person quiz)

Acid rain is one of the most damaging forms of pollution. It contains sulfuric acid, formed from sulfur dioxide and hydrogen in the air. These gases can come naturally from volcanoes or as a byproduct of the burning of fossil fuels such as coal and oil.

Source: http://www.usgs.gov/sci_challenge.html

Saying of the Month

Where the senses fail us, reason must step in.

--- Galileo Galilei ---

Save time and money with E Commerce

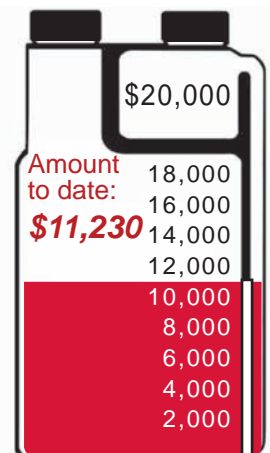
- ◇ Log into our web store and find scientific items at any hour of the day or night, or on the week end (if you are a hard working scientist).
- ◇ See the national and state availability for each item.
- ◇ See a picture of the item.
- ◇ See your organization's special prices. (obtain a password by following the path; www.rowe.com.au, Online Store, ...HERE, ...Request a User Name and Password...,*. (only fill in mandatory fields) OR SIMPLY CONTACT OUR OFFICE AND WE WILL DO IT FOR YOU).
- ◇ Import our product information into your own computer system. (email us and we will arrange for our computer people to arrange this link with your computer people).



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



We can supply you with all your fine chemical needs



Leading brands of chemicals and reagents for

MINING, PETROCHEMICAL, FOOD, RESEARCH, BIOTECHNOLOGY

To find out more, or for a quote, call your local Rowe Scientific consultant.

Rowe Customised Formulations

The purity and accuracy of standard calibration solutions are imperative to achieving not only the correct answers, but also to getting the job done efficiently, allowing you to get on with other important tasks.

Some Solutions we manufacture:

AAS Standards 10.00ppm Ni, Fe, Cr, Mg, Co, Cu, Zn, Mn

Gold 2.00ppm solution in 0.1% NaOH/0.01% NaCN

KCl conductivity standards

Corrosion inhibitors

pH buffers directly verified against NIST standards

Titration standard solutions: 0.500M HCl, 0.500 NaOH, 0.500M H₂SO₄,

0.1N AgNO₃

Soil analysis buffers, mixed mineral acids

Industrial Reagents up to 5000 Litres to suit your specific needs.

Talk to our Chartered Chemist to discuss your requirements.



LIQUID DISPENSER STAND

**DL5145**

Normal Price = \$199.20

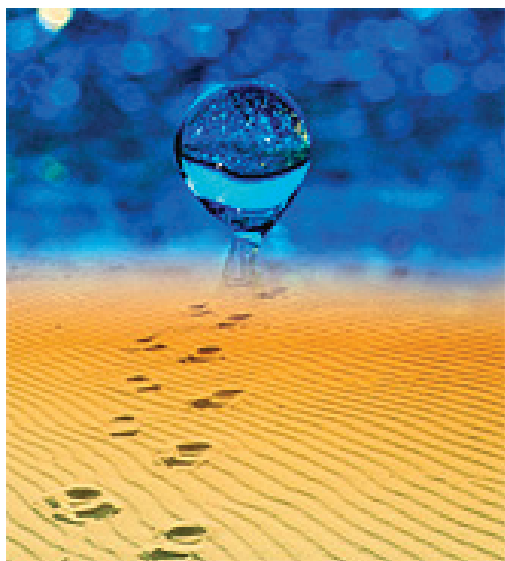
Special Price = \$189.60

This stand is for use in those applications where the bulk chemical is stored outside the laboratory, or in a container on the floor, for safety reasons. A long Teflon uptake tube leads from the chemical to the dispenser, which is locked into the stand with one of the adapters which come with most dispensers. Ideally, the dispenser would be fitted with a long delivery tube, to enable the filling of tubes or beakers in a rack.

The dispenser has a heavy steel base for stability and safety.

Prices do not include GST. Offer available until March 31 2009.
We reserve the right to change specifications, details and descriptions without notice.
Pictures for illustrative purposes only.

apura
On the Trail of Water



**Water determination according to
Karl Fischer**

**Call Rowe Scientific to request a brochure
or applications CD**

MERCK

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

Dear Clients,

As we settle in to the new year we look forward to a busy 2009 and wish all of you the same.

Don't forget that we at Rowe offer a Custom Chemical Formulation service, please contact us for all of your requirements.

To all of our food analysis laboratories - our Troy Boland looks forward to helping you with any of your nitrogen and protein analysis needs with the comprehensive range of Velp Scientifica equipment available.

Kind regards,
Louise & Troy.

QLD



Yvonne Dive

Dear Clients,

During the difficult months ahead we would like to remind you that our team is here to support you.

We will continue to monitor your trading with us to ensure that our locally held stocking levels continue to meet your needs.

Reminders: We can save you time by

manufacturing custom made solutions up to 5000L for you. E.g. AAS Calibration Standards with Certificate of Analysis.

C.of A's also available on request for other solutions. Please phone our Brisbane team for a quotation.

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

SA



Steve Gill

Dear Clients,

Greetings from the South Australian office.

We thank you for your support over the last 12 months and wish you all the best for 2009.

Congratulations to a number of our clients who rode in "The Tour Down Under". 7100 riders rode around the approximately

135km leg before Lance Armstrong and the rest of the riders. Well done and a speedy recovery from saddle soreness.

All the best to our Winery clients as we head into the 2009 vintage. Please call for our current Winery Specials List.

All the best from

Steve, Doug, Kate, Mark, Shane and Michael.

VIC



Garry Wrede

Dear Clients

Welcome to 2009! Let's ALL strive to make it a FANTASTIC year – we hear, and take note of the "doom and gloom" BUT with extra effort we will not be part of it!

In Victoria we have just appointed an additional staff member. A big welcome to Rachel Lowe who has joined Joe in internal sales and is assisting with admin and stores.

Hach (water analysis kits and instruments) informed

us that we were their top distributor in Australia for 2008 – we intend to capitalize on this by maintaining our competitive pricing and ensuring we have the correct stock for you.

Our range of Certified Standards and Standardised Solutions is huge and growing – we also do CUSTOMISED SOLUTIONS – please give us the details of your special solutions, we will save you time and money.

Your Team in Victoria

Garry, Joe, David, Farhad and Rachel

WA



Reg Rowe

WA News (Reg's Column)

Dear Clients,

It has been a sobering start to 2009, what with the effects of the depreciation in the Australian dollar, and the recent tragic Victorian bush fires. This is certainly shaping up to be a year for hard work and focus. Still, Australians are known for their resiliency.

Yvonne Dive (Queensland manager) and I will be meeting with some of Rowe Scientific's international suppliers in

Chicago next month, at Pittcon 2009. Since this is in part, a laboratory manufacturer's exhibition, if there are any unique products you are interested in, please advise your local account manager, and we will add them to our list.

Thank you for your business and support in the past.

Kind regards,

Reg Rowe and Staff.

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