

NEWSLETTER

JANUARY - FEBRUARY 2016



QUOTE OF THE MONTH:

“Pleasures flit by - they are only for yourself; work leaves a mark of long-lasting joy, work is for others.”

Dmitri Mendeleev

8 February 1834 – 2 February 1907

Russian Chemist/inventor of the Periodic Table of the Elements

OUR CLIENT OF THE MONTH :

Northern Star Resources

Northern Star Resources Limited is a global-scale ASX 200 gold producer with world-class projects located in highly prospective and low sovereign risk regions of Western Australia and the Northern Territory.

Since the acquisition of the high-grade, low-cost Paulsens mine in July 2010, Northern Star has continued to assemble a portfolio of high-quality, high-margin mining operations, with the aim of delivering maximum total returns to Shareholders.

We rapidly transformed from a 100,000oz per year, single mine producer in 2010, to now operating five gold mines and a development project in the Northern Territory with total annual production of 535,000oz-570,000oz in FY16 rising to a 700,000oz annualised production rate by FY18.

Northern Star's five mining operations are all world-class, low-cost, high-grade gold mines, which together have produced over 20 million ounces to date from the; Jundee, the East Kundana Joint Venture (interest: 51%), Kanowna Belle, Plutonic and Paulsens mine sites.

Since acquiring these operations, Northern Star has been able to significantly extend the mine life and grow the resource base of all of our mines by investing heavily in near-mine and in-mine exploration.

TAKE THE
CLEVER
PERSON'S
QUIZ ON
PAGE 2

SUPPORTING THE RFDS

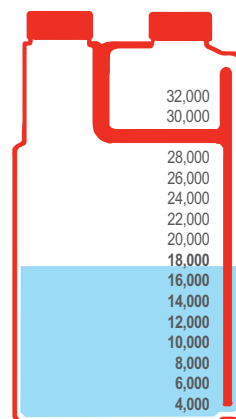


Royal Flying Doctor Service

Every purchase of Rowe Quantumclean (CQ1050, CQ1000, CQ1100) and pH buffers (CB3515, CB3115, CB2660) in the unique twin neck bottles, results in a **\$2.00** per item donation to the Royal Flying Doctor Service of Australia.



\$17,896



IN FUNDS RAISED THIS FINANCIAL YEAR

Waterproof pH and conductivity meter with a FREE hardcase



IM0174

ON SALE FOR

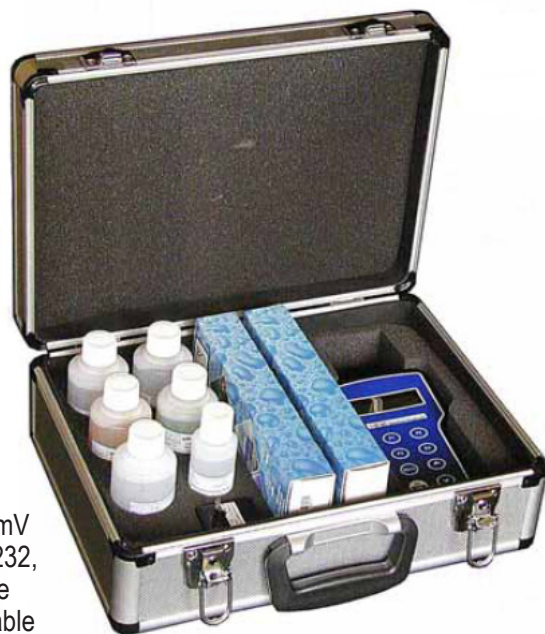
\$899.99

includes probes as shown and a free carry case.



IM0174

Conductivity meter TDS pH mV temperature, waterproof, RS232, with K=1 /ATC/Temperature sensor and pH sensor, 1m cable (WP-81) (121132/1/K1) plus free case.



CASE VALUED AT \$103.00. Accessories pictured inside case not included.

CLEVER PERSON'S QUIZ:

Q: What is the only country with more than one element named after it?

DID YOU KNOW? (Answer to last quiz)

Q: Which class of chemicals contain the largest variety of elements in a single compound?

A: Organometallics. Possibly the record is tied between three different organometallic compounds having 11 different elements, $C_{30}H_{34}AuBClF_3NO_2PtW$, $C_{30}H_{34}BClCuF_3NO_2PtW$ and $C_{35}H_{34}AuBF_3MnNO_2PtW$.

P.K. Byers, F.G.A. Stone, J. Chem Soc. Dalton Trans. 1991, 93-100

We've gone STIR CRAZY



GET A DEAL ON EUROPEAN QUALITY STIRRERS

Download our brochure! Scan the code now.



Ask the fine chemical professionals

If you have a special solution requirement. Talk to our Industrial Chemist about how we may be able to help.

STOCKISTS OF:



It's Rainin™ Pipettor Deals!

Pipet-Lite XLS+



Total Hand
Comfort



Smooth
Operation



Easy
Volume
Adjustment



LTS Range				
ROWE CODE	DESCRIPTION	NORMAL PRICE	SALE PRICE (ea)	
IP0013	Pipettor Rainin 0.1-2μL Pipet-Lite L-2XLS+ LTS	\$472.42	\$361.00	
IP0008	Pipettor Rainin 0.5-10μL Pipet-Lite L-10XLS+ LTS	\$462.15	\$354.00	
IP0012	Pipettor Rainin 2-20μL LTS L-20XLS+	\$410.80	\$314.00	
DP4954	Pipettor Rainin 10-100μL Pipet-Lite L-100XLS+ with RFID and LTS Shaft	\$410.80	\$314.00	
IP0011	Pipettor Rainin 20-200μL Pipet-Lite L-200XLS+ with RFID and LTS Shaft	\$410.80	\$314.00	
IP0014	Pipettor Rainin 20-300μL Pipet-Lite L-300XLS+ with RFID and LTS Shaft	\$410.80	\$314.00	
IP0007	Pipettor Rainin 100-1000μL Pipet-Lite L-1000XLS+ LTS	\$410.80	\$314.00	
IP0009	Pipettor Rainin 200-2000μL Pipet-Lite L-2000XLS+ with RFID and LTS Shaft	\$410.80	\$314.00	

Universal Fit Range				
ROWE CODE	DESCRIPTION	NORMAL PRICE	SALE PRICE (ea)	
IP0025	Pipettor Rainin 0.1-2.0uL Pipet-Lite XLS SL-2XLS+	\$472.42	\$361.00	
IP0021	Pipettor Rainin 0.5-10uL Pipet-Lite XLS SL-10XLS+	\$462.15	\$354.00	
IP0024	Pipettor Rainin 2-20uL Pipet-Lite XLS SL-20XLS+	\$410.80	\$314.00	
IP0019	Pipettor Rainin 10-100uL Pipet-Lite XLS SL-100XLS+	\$410.80	\$314.00	
IP0023	Pipettor Rainin 20-200uL Pipet-Lite XLS SL-200XLS+	\$410.80	\$314.00	
IP0026	Pipettor Rainin 20-300uL Pipet-Lite XLS SL-300XLS+	\$410.80	\$314.00	
IP0018	Pipettor Rainin 100-1000uL Pipet-Lite XLS SL-1000XLS+	\$410.80	\$314.00	
IP0022	Pipettor Rainin 200-2000uL Pipet-Lite XLS SL-2000XLS+	\$410.80	\$314.00	

*Prices do not include GST and only while stock lasts. We reserve the right to change specifications, details and descriptions without notice. Pictures for illustrative purposes only. Discounts do not apply to service, freight and or repair charges.

STATE NEWS



Catch up on the latest news from your local Rowe Scientific Pty Ltd office:

WESTERN AUSTRALIA

Greetings from Perth,

Holidays and Christmas seems just a memory as business and workload has exploded in the New Year. We love it!

In our Manufacturing department, Dylan Barry has just returned after paternity leave, and we welcome the arrival of Ruby to the family.

We are close to appointing our new Life Science Account Manager, more detail in the next newsletter.

Please keep those orders coming, we'll keep looking after you.

**All the best from,
Your Perth Team.**

QUEENSLAND

Greetings and a Happy New Year from the Brisbane team,

You can find a number of special promotions on our new improved web site.

Please contact us if you would like some more information or to place an order. We have also been able to source a range of premium quality pipette tips from Tarson, these are compatible with most of the common pipettor brands.

With significant savings to be made, please contact us and we will arrange samples for you to trial.

We would like to thank all our clients for their support in 2015 and we look forward to catching up with you all in 2016.

All the best from,

**Martin Bullock, Yvonne, Brian Bishop,
Sean Wyatt, Josephine, Leon Dive, Sean
Afflick, John DeRuyter, Steve Taylor,
Adam Bergman and Colin Silk.**

NEW SOUTH WALES

Greetings from Sydney,

It is difficult to believe we are rapidly heading towards Easter.

In NSW it was reassuring so many of the new customers added to our base last year were quickly back on deck

forwarding orders and requesting quotes. It was a frenetic end to 2015 and we take the opportunity to thank all the customers whose support ensured we finished the year on a very high note.

Business activity has steadily increased in recent weeks following the annual holiday season and all the signs March will be a very busy month.

Ken Valix has moved into his external sales role and looks forward to meeting many of our valued customers in the weeks and months ahead.

Ken and I have just completed a weeklong trip to the major mine sites in Central and Far West NSW. It was both educational and enjoyable. During the trip we met with a number of potential new customers. Ken is now busy following up requests and preparing quotations for both new and existing customers alike. We look forward to adding the new customers visited to our growing customer base.

**All the best from,
Allan Young, Adam Parsons,
John Dwyer, Kendall Parsons,
Ken Valix, Rodney Kennedy.**

SOUTH AUSTRALIA & NT

Greetings from Adelaide,

We wish all of our clients a safe and happy 2016.

Goldy and Victoria are progressing well with their training and knowledge of the company and our systems.

Some of you will see/meet them at Morning Teas with Steve and Daniel this year!

As I write this we are experiencing our wettest January and start to February in quite some time, so for all our Winery clients we hope this hasn't affected you too badly.

As a reminder to all of our clients that we are an official distributor for TPS who have an enormous range of meter and electrode options that will suit any monitoring test you may have. If you require more information on their range or wish to discuss it further please give your Account Manager a call.

All the best from,

**Daniel Spano, Doug Mcphee,
Goldy Yong, Mark Hunter, Michael
Fitzpatrick, Paula Wilson, Steve Gill
Victoria Treacy.**

VICTORIA & TASMANIA

Greetings from Melbourne,

The cheerful voice answering the phone when you ring us is Amanda, our new internal sales person who along with Nic, Mango, Daniel and Garry make up our Victoria sales team. Our mission is to supply the Scientist of Victoria with "whatever they need to do their work".

This is a task we take very seriously. Please give us a ring with those difficult to find items – hopefully we can help tick off some items on that too-hard-to-find list of yours. In the last week you should have received specials from our marketing department on glassware – be quick on this one as it is only valid for stock on hand.

Hope to hear from you soon.

All the best from,

**Adam O'Brien, Amanda Mulvaney
Brian Bateup, Daniel Wan, Garry
Wrede, Mango Fees, Nic Thomas.**

