

November 2008

CLSA *times*

Canadian Laboratory Suppliers Association Since 1979

Message from the President



I have been in this business in one form or another for 25 years now and after all these years, I heard a brand new one this week. As the Canadian dollar fell 8% in one week, a Canadian government employee called me to complain that they didn't like the fact that prices were going up due to the exchange rate. I bit my lip thinking how ironic. For a few members this change in the dollar has been a real win. But the majority of the CLSA members are importers and the issue has never been where the dollar ends up, but rather the speed at which the change in the exchange rate happens. For many who previously offered their best price, this pricing strategy could now be catastrophic.

Interestingly, even the major multi-national members have been fighting their own battles on this front. A downward trend in the stock market has resulted with most losing between 20 and 30 percent of their value in the last month.

Sadly, if we erase the last 6 weeks or so, I think most of us could say it's been a tough year, but not actually all that bad. Now the whole game has changed and all I know for sure is, big or small, these just may be the most trying economic times in our lives to date

Coming Soon!

CLSA and Public Works
Government Services Canada
Forum

Wednesday, November 12
Hilton Toronto Airport

CLSA and Pittcon 2009!
Details Coming soon!

CLSA



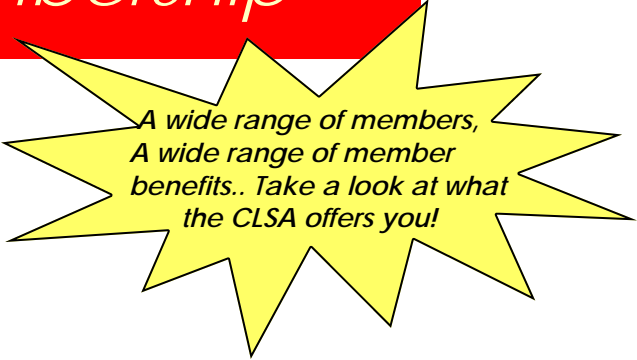
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All the best, Gord



CLSA *Value for Your Membership*

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*A wide range of members,
A wide range of member
benefits.. Take a look at what
the CLSA offers you!*

REPORTS

Quarterly Sales Report

- ◆ **FREE** to all participating CLSA Members!
- ◆ Tracks market information on sales by product category, geographic region and industry
- ◆ Comparative analysis of sales by quarter and previous year to current year

Annual Salary and Benefits Report

- ◆ **FREE** to all participating CLSA Members!
- ◆ The *ONLY* salary and benefit survey specific to the industry
- ◆ Provides salary and benefit statistics on 16 different job positions
- ◆ Completely confidential and prepared by an outside consultant

Trade Shows

- ◆ Hold at least 2 trade shows per year at major research institutes across Canada
- ◆ Shows are run **at cost** and *ONLY* CLSA Members are permitted to exhibit at the shows
- ◆ Registration Fees include 1 x 10 foot booth, 1 x 6 foot draped table and access to 1 standard electrical outlet
- ◆ Registration Fees include all marketing materials
- ◆ Advertising and promotion is provided by the CLSA
- ◆ All exhibitors receive a copy of the attendee listing following the show. The listing includes the names and contact information of show attendees who have pre-registered or are walk-ins to the show

Resources

Education Sessions

- ◆ Annual workshops run **at cost**, held on topics of interest and benefit to CLSA Members
- ◆ Workshop leaders are experts on the subject matter
- ◆ Workshops are either half-day or full day, as required
- ◆ Objective is to provide CLSA Members with access to information and speakers they may not otherwise have the resources to access.

Job Postings

- ◆ The CLSA supports the industry and offers **FREE** job postings on our website to all members
- ◆ The posting will stay up as long as you require
- ◆ Reaches people looking for employment opportunities in the industry

Contact jhowes@clsassoc.com

Social Networking

Annual General Meeting

- ◆ Annual General Meeting gives members an opportunity to enjoy meeting with colleagues over dinner in a relaxed social setting
- ◆ CLSA President provides an update on the Association and introduces the Board of Directors
- ◆ Top ranked key note speakers on topics of interest and relevance to the industry
- ◆ The AGM is run **at cost** and is sponsored by Lab Product News.

CLSA Annual Golf Tournament

- ◆ Annual golf tournament is held at Ontario's finest courses and gives members and opportunity to enjoy a great day of golf and dinner with co-workers and colleagues
- ◆ This event is run **at cost** and registration fees include golf, carts, scoring and dinner
- ◆ This is a fun tournament, playing "best ball" and golfers of all levels will have fun!
- ◆ The tournament is sponsored by Jesmar Communications



Industry Advocate

The CLSA is your industry advocate and if there are industry issues that are affecting your business, let us know. We will review the issue and if it is an issue that has a widespread impact on the industry and other CLSA member companies, we will advocate on the issue. Some recent examples of this are:

NRC Restricted Components Regulations

- ◆ The CLSA provided input to the NRC during their preliminary review of the revisions to the Explosives Act.
- ◆ The CLSA expressed industry concerns on proposed reporting requirements regarding quantities of restricted components for suppliers versus large laboratories
- ◆ The CLSA addressed industry concerns on administrative requirements of storage and photo i.d.

CLSA and Public Works Government Services Canada

- ◆ The CLSA has been invited by PWGSC to hold a forum and provide our input into their proposed new system of quoting/ordering for Federal Government Labs. The CLSA is currently arranging the forum on Wednesday, November 12, and hope you will plan to attend and share your questions, concerns and comments.

Contact jhowes@clsassoc.com

CLSA West Coast Laboratory Exposition At BCIT

The CLSA held the West Coast Laboratory Exposition at BCIT in Townsquare A & B on Tuesday October 7.

15 member companies exhibited at the show. Approximately 45 attendees pre-registered for the show and approximately 50 people attended the show. There was a good mix of people attending the show, coming from various industries.

Exhibitors were pleased with the show. Most of the attendees visited in the morning, and the afternoon was more quiet. Exhibitors at the show received a copy of the attendee list which included the contact information for about 50 attendees.

We thank the BCIT for their hospitality and the efforts in making the show a success.



CLSA West Coast Laboratory Exposition At UBC

The CLSA held the West Coast Laboratory Exposition at UBC, in the West Atrium of the Life Sciences Building on Thursday October 9.

21 member companies exhibited at the show. Approximately 65 attendees pre-registered for the show and approximately 75 to 100 people attended the show. The attendees were predominately UBC staff.

Exhibitors were pleased with the show. As with the BCIT show, most of the attendees visited in the morning, and the afternoon was more quiet. Exhibitors at the show received a copy of the attendee list which included the contact information for about 65 attendees.

We thank the UBC for their hospitality and the efforts in making the show a success.



CLSA 15th Annual 2008 Golf Tournament Sponsored by *Jesmar Communications*

On June 11 the CLSA held our 15th Annual Golf Tournament at Royal Ontario Golf Club in Milton. We thank *Jesmar Communications* for once again sponsoring the tournament! It was a perfect day for golf and we had a very good turnout from CLSA Members. We are very pleased to say that there were 14 foursomes who attended!

Each year, through the sale of "mulligan's", we raise money for Sick Kids Hospital. This year, we raised \$245 for Sick Kids and we thank *Jesmar Communications* for once again coordinating this.

Jesmar Communications also ran the annual 50/50 draw. This year's lucky winner of \$145.00 was Ed Arsenault from Varian Canada.

The CLSA presented prizes to the winners of the Men's and Ladies Longest Drives and Closest to the Pin.

The prize winners were:

Ladies Longest Drive -
Brenda Chapman, Varian Canada

Ladies Closest to the Pin -
Julie Clucas, Varian Canada

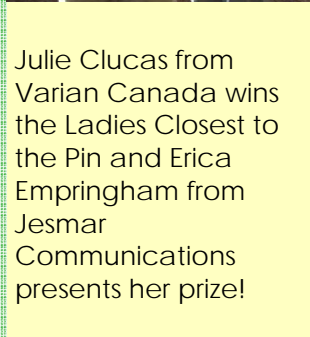
Men's Longest Drive -
Steve Harsh, Carmichael Engineering

Men's Closest to the Pin -
Glen Graham, Anachemia

Congratulations to all of you! Those prize holes were not easy!



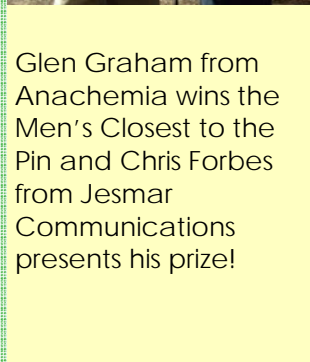
Brenda Chapman from Varian wins the Ladies Longest Drive and Chris Forbes from Jesmar Communications presents her prize!



Julie Clucas from Varian Canada wins the Ladies Closest to the Pin and Erica Empringham from Jesmar Communications presents her prize!



Steve Harsh from Carmichael Engineering wins the Men's Longest Drive and Chris Forbes from Jesmar Communications presents his prize!



Glen Graham from Anachemia wins the Men's Closest to the Pin and Chris Forbes from Jesmar Communications presents his prize!



Jesmar Communications presented the Tournament Trophy to the winning foursome, and individual trophies to each of the foursome players.

The winning foursome for 2008 was the CLSA Alumni Team of:

*Tom Coclough
Bob Wilson
Martyn Calderbank
Frank Golden*

Congratulations to the winning team!

We thank everyone for coming out and enjoying the day. It's a great chance to spend a day with co-workers and visit colleagues - and have a game of golf! We hope to see all of you again next year and really encourage those of you who have never attended to come out and join us. We welcome singles or foursomes. If you can't put a foursome together, no worries, we'll partner you up!

We're looking forward to next year's 16th Annual CLSA Tournament and hope to see you there!



Chris Forbes and the winning team! Congratulations!



CLSA and Public Works Government Services Canada Forum

The Federal Government is making changes to their procurement process and they are meeting with the CLSA to present these changes and answer your questions and concerns about these changes. These changes will affect many of the CLSA Members and we strongly encourage you to attend this important forum. Mr. Paul Dorion from PWGSC will give his presentation and this will be followed by an open question and answer session.

The forum is being held on Wednesday, November 12 at the Hilton Toronto Airport in the Vista Salon from 2:00pm until 5:00pm. A reception and dinner will follow. You must RSVP by Friday, November 7 to Judy. Please contact her at jhowes@clsassoc.com for registration information.

CLSA at Pittcon 2009

The CLSA is pleased to announce that we are providing a Seminar Room on the floor at Pittcon 2009 which will be available to all CLSA Members attending Pittcon to use as a meeting room. The room will be available for 50 minute intervals and will include refreshments for your meeting. There will be no charge for the use of the room and refreshments will be complimentary.

Scheduling information will be coming prior to Pittcon and if you are interested in booking this meeting room, you will have the opportunity to do so at that time.

We hope that you will make good use of the room and look forward to seeing you at Pittcon!

Update Our Contact List

If you are not receiving our reports, newsletter, notices and announcements, and you **SHOULD BE**, please let us know!

If things have **CHANGED** and you are no longer the contact person and someone else should now be receiving information being sent to you, let us know!

If you have a colleague who would **LIKE TO START** receiving our newsletter and announcements, let us know!

Contact Judy at jhowes@clsassoc.com or phone her at 519-579-7598.

2008 Salary Survey Has Concluded

The CLSA 2008 Salary and Benefits final report has concluded and been sent to those of you who participated this year. We appreciate the support and cooperation of all of you who participated.

We launched the new on-line survey and the majority of you found it to be quick, easy and efficient. However, it was not without some glitches.

Some of you were not able to send your survey via the on-line program and had to fax it to our consultant. We sincerely apologize for this inconvenience and we are working on the program to correct this for next year.

For those of you who did not participate this year, please consider doing so next year. This is a **FREE** member benefit and we encourage all of you to take advantage of it!



Contact Us

www.clsassoc.com

We want to hear from you! Your questions, comments and suggestions matter to us! Contact Judy Howes by phone at 519-579-7598 or e-mail jhowes@clsassoc.com. To contact any member of the CLSA Executive or Board, visit our website at www.clsassoc.com.

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