

August 2010

CLSA *times*

Canadian Laboratory Suppliers Association Since 1979

Message from the President



Despite the hot weather in Ontario the CLSA has been incredibly busy over the past few months. The CLSA AGM in April featured an inspiring talk by CBC personality Bob McDonald while our recent legal workshop was also timely and informative. The rain-delayed CLSA golf tournament held in June was still a great success with the biggest member turn out in years. Our spring trade show was another sell out and was very well attended while the upcoming fall tradeshow in British Columbia are already nearing capacity. Finally, the CLSA Salary Survey has been released with results to follow later this fall. Very busy indeed and many thanks go to the CLSA board and Judy Howes for their hard work and dedication in supporting all of the CLSA activities.

Aside from our ongoing and recurring events the CLSA is also continuously looking to raise our presence with all stakeholders in the science supply industry. As we push to grow our numbers we receive greater insight from you, the membership, while further increasing industry information, providing additional networking and communication opportunities and amounting greater influence in addressing our various industry issues. In this regard, the CLSA has assessed several approaches to reaching key decision makers in government and institutional organizations that affect our abilities to conduct business and promote our products and services. Though this has turned out to be a challenging and complex process we are making ground in filtering out the best approaches in achieving this goal. Perhaps this will forever be an ongoing process but as opportunities present we will need to be ready to add our input and press for change where it is warranted. Though we can't proactively approach every aspect of your various individual businesses and markets we can make ourselves heard on important, pressing issues or general concerns strategically and effectively. On your part, please continue to contact the CLSA office directly or through any one of our board members with feedback on industry related issues; with improving channels of communications and a stronger voice we will do all we can to protect our interests as unified front.

Wayne England
Nikon Canada Inc.
Proud Member of the CLSA

Coming Soon!

West Coast
Laboratory Exposition
Sponsored by the
CLSA

Tuesday September 21st
BC Institute of Technology
TSQ A&B
Burnaby, BC

Thursday September 23rd
UBC
West Atrium
Life Sciences Building
Vancouver, BC

CLSA Annual Salary
Survey 2010

CLSA at PITTCAN 2011

CLSA Annual Golf Tournament

*Sponsored By
Jesmar Communications*



The CLSA held the 17th Annual Golf Tournament on Wednesday, June 2 at the beautiful Lionhead Golf & Country Club. We thank Chris Forbes and his team from Jesmar Communications for once again sponsoring this terrific event! The turnout was excellent, with a record 15 foursomes taking to the course. For the first time in years, we had rain, and even a rain delay due to a passing thunderstorm, but everyone persevered and we had a great time, especially when we finished golfing, dried off, and had an amazing dinner!

Of course everyone who played was a winner, but there were prizes at stake and they were duly awarded with much congratulations to the following players!

Winning Foursome and recipient of the coveted trophy:

Chris Forbes (Jesmar), Bharat Shetty (Eppendorf), Serge Preseault (Brinkmann), Doug Ward (VWR)

Winner Men's Longest Drive:

Wayne England, Nikon Canada Inc.

Winner Men's Closest to the Pin:

Frank Golden, Canadian Life Science

Winner Ladies Longest Drive:

Wendy de-Pencier, Agilent Technologies Canada

Winner Ladies Closest to the Pin:

Beth Kukkonen, Jesmar Communications

Winner of the 50/50 Draw

Brenda Kelly, Unilab Laboratory Furniture



A great day, lot's of fun!

Hope to see you next year!



Wayne England, winner of Men's Longest Drive with Chris Forbes



Wendy de-Pencier, winner of Ladies Longest Drive with Chris Forbes and Wayne England



Beth Kukkonen, winner of Ladies Closest to the Pin with Chris Forbes and Erica Empringham



The winning foursome! From left: Serge Preseault, Chris Forbes, Bharat Shetty and Doug Ward and CLSA President, Wayne England.



Frank Golden, winner of Men's Closest to the Pin with Chris Forbes and Wayne England



A great day for everyone! The buffet was excellent and was a perfect ending for another great tournament!

CLSA AGM

Science in the Third Millennium

The CLSA held the 2010 Annual General Meeting on Tuesday, April 20 at the beautiful Lionhead Golf & Country Club in the Prestwick Room. We thank Lab Product News for once again sponsoring this wonderful evening. Wayne England, Nikon Canada, and President of the CLSA, welcomed everyone and we enjoyed a delicious dinner.

Following dinner, we were extremely delighted to have Bob McDonald as our guest speaker. Wayne introduced Bob and turned the floor over to him for a very engaging, thoughtful and entertaining key note address.

Bob is one of Canada's best-known science journalists. He is host of *Quirks & Quarks*, the award-winning CBC radio science program, is science correspondent for CBC's *The National* and *Newsworld Morning* as well as host and writer of the Gemini winning children's series *Head's Up*.

Bob is the recipient of many awards, including the Canadian Science Writers, Columbus International Film Festival and has been honoured by the Ontario Association of Environmental Educators. Bob has received the "Triple Crown" of Canadian science medals; the Michael Smith Medal for Science Communication from the National Research Council, the Sir Sanford Fleming Medal for science promotion from the Royal Canadian Institute and the McNeil Medal from the Royal Society of Canada. He has received four honorary doctorates from the University of Guelph, Carleton University, Laurentian University and McMaster University. Bob was the recipient of a 2008 Gemini Award for Best Host in a Pre-School, Children's or Youth program or series.

He shared with us his thoughts for the future of the global environment and the key role that science will play in sustaining our environment for our future. It was a pleasure to spend the evening with Bob and we sincerely appreciated the opportunity to meet him.

Congratulations to the lucky door prize winners, Carol O'Brien from NICRAM/RD Service, Andrew Millar from Olympus Canada Inc. and John Ficele from Sigma-Aldrich.

Many thanks to everyone who attended. We hope that you enjoyed the AGM this year and look forward to next year's AGM!

CLSA AGM Science in the Third Millennium



Wayne England, Nikon Canada, CLSA President (right) and Bob McDonald, Guest Speaker (left)



David Loveland (left), Nancy Mosteko and Aaron Wolkoff (right), Waters Canada. Aaron is on the CLSA Executive and a Board Member



Malcolm Crozier (left) and Holger Garbe (right), Canadian Life Science



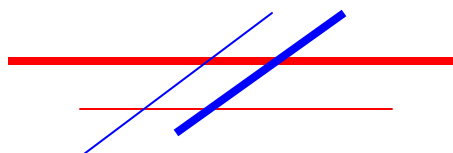
Leslie Burt, Lab Product News, Event Sponsor, and Ian Johnson, Thermo Scientific, former CLSA Executive and Board Member



Ian Heino, ATS Scientific (left), Michael Cauley, Mandel Scientific, CLSA former President and current Board Member (centre), and Michael Green, Mandel Scientific



Richard Cook, Mark James and Dante Cerullo from Varian Canada



CLSA Newfoundland and Labrador Exposition At Memorial University

The CLSA held the Newfoundland and Labrador Laboratory Exposition at Memorial University in the R. Gushue Hall on Tuesday, May 11. The show was very well received by CLSA Members, with 24 exhibitors participating. The show opened at 10:00am and Exhibitors were busy throughout the day. There were approximately 80 attendees at the show. The winners of the door prizes were James Renouf, Chief Technologist, Molecular Genetics Laboratory, Eastern Health and Craig Skinner, Research Analyst, Biochemistry Department, Memorial University. We thank the staff at Memorial University for their support, hospitality and welcome!

We thank all of the CLSA exhibitors who participated in the show for your support and hope that you had a successful show!

Our next show is being held on October 6 at Western University in London. Details will be coming!



CLSA Workshop

Topics in Competitive Bidding and Employment Law

The CLSA held the spring 2010 workshop on Wednesday, June 16. Our workshop leader was Robert C. Worthington, LLB. It was a very full day and Robert covered a great deal of material for us. He addressed specific issues that were relevant to attendees and also provided insight on the legal procedures of competitive bidding and employment law.

Bob wrote the only Canadian book on contract and purchasing law that is especially for professional purchasers, entitled the *Purchasing Law Handbook*. Now in its 2nd edition, published by Canada's leading legal publisher, LexisNexis Butterworths, Bob's *Purchasing Law Handbook* is used by professionals to assist them in their day-to-day purchasing and contracting affairs. His second LexisNexis book, *The Public Purchasing Law Handbook*, covers issues pertinent to Municipal, Provincial, and Federal Government purchasing and contract management.

Purchasers can also have up-to-date information on procurement, contracting, and competitive bidding law delivered right to their doorsteps, with a subscription to Bob's newsletter, *The Fine Print – Procurement Law Review*.

To view *The Purchasing Law Handbook* or *The Public Purchasing Law Handbook*, please contact the order desk at LexisNexis Butterworths at 1-800-668-6481. If you are interested in Bob's customized, in-house seminars in purchasing, contract and competitive bidding law, please call: (604) 488-0114. To subscribe to *The Fine Print*, please visit the newsletter link on Bob's website at www.purchasinglaw.com.



CLSA Annual Salary and Benefits Survey

The CLSA is pleased to announce that the annual salary and benefits survey for 2010 is now open. This is a **FREE** member benefit for CLSA members and is the **ONLY** salary and benefits survey that is specific to the industry. The survey is now open to all members to participate and will close on Friday September 17.

Members who wish to participate should have the person who will be completing the survey for their company contact Judy by e-mail at jhowes@clsassoc.com and she will provide them with the link to the survey.

The survey is completely confidential. The survey is completed and submitted online by the authorized participating member company representative. The results are sent directly to our consultant, Marianne Dawson, CGA. Marianne will compile all survey results and will prepare the final report which should be available by early October. The final survey is mailed and addressed "Private and Confidential" to the designated recipient.

The survey is available **ONLY** to participating members. It is not available for purchase or copy, so plan to participate and take advantage of this excellent member benefit!



CLSA at PITTCON 2011

This year PITTCON is being held at the Georgia World Congress Center in Atlanta from March 13 to March 18, 2011.

The CLSA is pleased to announce that we will once again be offering a private meeting room on the floor at PITTCON for CLSA Members to use for client meetings. The room will be furnished with a board table and chairs and will include refreshments for your meeting. The room will be available for booking from Monday March 14 to Wednesday March 16. CLSA Members will be able to book meeting times for the room on a first come basis.

We are also very pleased to announce that on Tuesday March 15 the CLSA will be holding a reception at the Omni Hotel at CNN Center for Members and their guests attending PITTCON.

More details about the CLSA at PITTCON will be coming!



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.

The CLSA has openings for Board Members. If you are interested in supporting the CLSA as a Board Member, please contact any of the current Board Members or Executive. The list of current Board Members is posted on the CLSA website at www.clsassoc.com

This is an opportunity to represent your Company on the Board and contribute ideas for CLSA events and participate the planning process of the events.

We encourage you to consider this terrific opportunity to represent your company and support the CLSA!



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.