

June 2008

# CLSA *times*

Canadian Laboratory Suppliers Association Since 1979

## Coming Soon!

### CLSA Annual Golf Tournament

Sponsored by Jesmar Communications  
Wednesday June 11

### CLSA Annual Salary Survey

**NEW** this year! Now on-line!  
June 2008

### Vancouver Laboratory Exposition at BCIT

Tuesday October 7

### Vancouver Laboratory Exposition at UBC

Thursday October 9

Visit us at [www.clsassoc.com](http://www.clsassoc.com) for details!

## Message from the President



Is the sky falling? That is the question. So far this year we have seen at the very least some disconcerting economic symptoms. Through our own CLSA macro survey we know in our first quarter of 2008 we saw strong growth in the University and Government sectors but industry was flat. This week the economic numbers showed negative growth for the first quarter. Now this is the first negative quarter in Canada in five years and seems to be lead by the downward spiral in Ontario's automotive sector.

Currently 11,000 companies in Canada took advantage of 3 billion dollars in tax savings through the Scientific Research and Experimental Development Program (SR&ED). Sadly in a recent survey, up to 30% of businesses did not even know this program exists. The SR&ED was designed to encourage businesses of any size, in any sector to conduct R&D that will either develop a new product or improve a current product or process. Capital expenditures including equipment can be claimed within the year spent, or carried forward indefinitely.

In a recent article, "Plant Magazine" declared this may be the best time ever to go on an R&D spending spree.

*We just need to get the word out.*

All the best, Gord

CLSA



ACFL

# Canada Night at Pittcon 2008

The CLSA was very pleased to host Canada Night at Pittcon 2008! We celebrated at the spectacular World Trade Centre New Orleans on the 30th floor, in the Galvez Room. The Canadians turned out in force, with 85 CLSA Members representing 23 CLSA Member Companies.

Total attendance, members and guests, was close to 300! Many thanks to all of you for supporting the Canadian industry!



# AGM 2008



**Ryan Walter**  
Stanley Cup Winner  
Montreal Canadiens  
Over 1,000 games  
played in the NHL

*Passion*

*Goals*

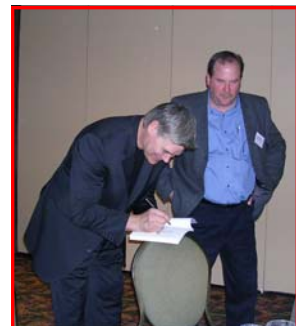
*Framing*

*Connection*

*Deflection*

*... And more!*

The CLSA held the Annual General Meeting on Tuesday, April 15 at the beautiful Lionhead Golf & Country Club. The turnout was great! 40 members attended, representing 18 Member Companies! Our keynote speaker, Ryan Walter scored with his presentation! He was excellent and we all came away with fresh insights, motivation and inspiration - not to mention that he was just plain fun! He generously provided complimentary copies of his book "Off the Bench and Into the Game" and as an extra treat, he took the time to personally sign each of our copies. The highlight of the evening was when he passed his Stanley Cup Ring around to us! It was a real thrill to have the chance to hold the ring, and even try it on! Many thanks to Lab Product News for sponsoring the AGM. Many thanks to all of you who attended! We look forward to seeing you next year!



**Many thanks to Ryan for an awesome AGM!**

# **INTERNET MARKETING FOR LABORATORY SUPPLIERS**

*Leveraging New Interactive Web Technologies  
(Web2.0) in Your Branding Strategy*

On May 6 we held our spring workshop at the historic Glenerin Inn in Mississauga. Our workshop was led by **Howard Oliver, CEO of "What If What Next"™** who gave us up to the minute information on the new interactive technologies being used in business today for maximizing our current websites as vital marketing tools for business. We discussed current web marketing communication trends and needs. We discussed current technology and the ways it can be utilized to make our websites more effective marketing tools. We discussed technology that is currently being developed to make the process of developing an effective website more user friendly. ....*And much more!* This was a very informative, and full, half-day workshop. *20 CLSA Members, representing 12 Member Companies attended!*

We thank everyone who attended for coming out and look forward to seeing more of you at our next workshop!

If you have a suggested topic that you think would be of interest for our next workshop, we welcome your suggestions! Please contact Judy at [jhowes@clsassoc.com](mailto:jhowes@clsassoc.com)



# *CLSA Annual Salary & Benefit Survey 2008 - New On-Line Format!*

We are very excited and pleased to announce that the CLSA Annual Salary & Benefit Survey will be offered in e-format on our website! The survey will be available in a secure section of the CLSA website, [www.clsassoc.com](http://www.clsassoc.com), and will only be accessible to CLSA Members. Secure access to the survey will be granted only to authorized participants. The survey will be in a user-friendly format that will make the process very efficient to complete. Participants will be able to review their answers and print the pages of the survey for their records before the final "submit". Participants will receive a confirming e-mail thanking them for participating and verifying them that their file has been submitted.

Once the survey is "submitted", it will be sent *directly* to Dave Clarke, at Pensar Research Inc. *He is the only person who will receive the file. All information is completely confidential.* Once all responses have been received, *by the stated deadline*, the final report will be prepared by Pensar Research Inc. and it will be sent to Judy Howes at the CLSA for printing and distribution to the participants.

This is the *only* Salary & Benefits Survey in the industry, and it is offered **FREE** to all CLSA Member Companies who participate. The report is not available for purchase, and it cannot be copied.

We encourage you to try the new format and participate in this year's survey! Your comments and feedback will be welcome!

Watch for more information to follow.



# Golf 2008

We look forward to seeing you at the CLSA 15th Annual Golf Tournament being held on Wednesday, June 11 at the Royal Ontario Golf Club!

Many thanks to **Jesmar Communications** for their generous support and sponsorship of the tournament!

Good luck to all of you and we hope you have a great time!

## *Trade Shows*

### **May 2008**

Halifax - May 27 & 28 Dalhousie University Tupper Display Link

We were very pleased to hold the Halifax Laboratory Exposition at Dalhousie University. We thank all participating CLSA Members for their support.

### **October 2008**

Burnaby - October 7 BC Institute of Technology Townsquare A & B

Vancouver - October 9 UBC West Atrium

Details for these shows will be coming soon! Watch for more information!



## *Contact Us*

[www.clsassoc.com](http://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](mailto:jhowes@clsassoc.com). To contact any member of the CLSA Executive or Board, visit our website at [www.clsassoc.com](http://www.clsassoc.com).