

**December  
2006**

# CLSA/ACFL NEWSLETTER



*We welcome our newest  
Member to the CLSA!  
Check out their website  
in our Membership  
Directory!*

***Bruker  
Daltronics  
Limited  
www.bruker.ca***

## CANADIAN LABORATORY SUPPLIERS ASSOCIATION

### Toronto Laboratory Show Sponsored by the CLSA at the MaRs Centre

The CLSA held our fall 2006 show at the MaRs Centre on November 16 & 17. The venue was excellent and in spite of two days of unrelenting rainy weather, the turnout was good. About 250 people



attended the show, and the attendance was quite steady throughout both days, and particularly on the first day of the show.

It was truly an honour to be involved with such a prestigious and high profile facility. The staff of the MaRs Centre and Freeman Decorating provided us with exceptional service and made sure that the show went off without any difficulties. They were a pleasure to work with.

We sincerely thank all the members who exhibited at the show and appreciate their cooperation and support. We hope that it was a successful show for all!

#### Special points of interest:

Toronto Laboratory Show

Proposed Restricted  
Components Regulations

Winter 2007 Education  
Workshop

Salary Survey

CLSA Night at the Races

Cool Website!



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### Proposed Restricted Components Regulations by the Department of Natural Resources

The Canada Gazette dated August 12, 2006 contained an article regarding proposed legislation on Restricted Components Regulations. The CLSA reviewed the proposed regulations and determined that some CLSA Members could be affected by them. The NRC invited all interested parties to send in their comments and concerns on the proposed legislation and the CLSA took this opportunity to send a letter to Natural Resources Canada. We received a reply back thanking us for our constructive comments and we were advised that all comments and concerns would be reviewed and that an update will be posted on their website in early December. Their website is: <http://www.nrcan.gc.ca/mms/explosif/index.htm>

The proposed legislation can also be found on the CLSA website by following the links on the News section of our home page. A copy of our letter to the NRC is also posted for your reference.

## UPCOMING EVENTS!

**CLSA Winter 2007 Education Workshop  
at the Glenerin Inn  
Wednesday, January 24, 2007**

**“NEGOTIATING”**



*The Evans Room at the  
Glenerin Inn*



*The Grand Hall at the  
Glenerin Inn*

*“Seventy percent of  
success in life is  
showing up.”*

**Woody Allen**

*“If A equals  
success, then the  
formula is  $A=x+y+z$ ,  
X is work. Y is play.  
Z is keep your  
mouth shut”*

**Albert Einstein**

We hope you will mark your calendar and plan to join us for the upcoming 1-day workshop lead by Emma Pavlov, VP Human Resources & Organizational Development, University Health Network.

Emma is responsible for human resources, organizational development, labour relations, occupational health and safety, and volunteer resources for Canada’s largest academic health sciences centre. Her leadership has advanced UHN to Canada’s Top 100 Employer List.

The workshop will provide valuable information for you and your staff. Get information on improving negotiations skills which will lead to better business outcomes such as increased profit margins, increased sales and development of sustainable business relationships.

The registration forms have been sent out. We hope to see you there!



## CLSA Annual Salary Survey 2006

We are very pleased to once again provide our Annual Salary and Benefit Survey to participating members. Many thanks to all of you who participated in the survey! A total of 26 Members participated this year, which was an exceptional response! Many thanks to Dave Clarke of Pensar Research Inc. for once again conducting the survey for us. We truly appreciate his support! We look forward to conducting the survey again next year and look forward to your continued support and participation!

## CLSA Night at the Races at Woodbine!

Great food! Fun people! Fast horses! What a winning triactor!

Thoroughbred racing is an event unto itself! Did you know that there are even guidelines on what to say at the window when you are placing your bet? Who knew that there are seven different ways to make “combination bets”! Did you know that “favourites finish 1st 32% of the time, favourites finish 2nd 21% of the time, and favourites finish 3rd 13% of the time”!

Well, don't worry! For those of us who were actually there, we didn't necessarily get all of that either! It didn't matter though. We still had a terrific time, and we could make our bets the good old faithful way... pick our favourite colour or the coolest name of the horse! If neither of these criteria worked, then we could always fall back on the “Probable Favourites” as listed in the program, or just pick whichever horse looked the best as they paraded past before the start of the race! No worries! Just a lot of fun!

Our CLSA sponsored race was race number 6 and we were so proud of our winner, **Cat Dan**, who looked fantastic in the CLSA racing blanket! The happy gang stood proudly in the winner's circle and celebrated the victory! It was a terrific night of fun and a chance for spouse's and friends to get together! Many thanks to everyone who came out!

*Way to go “CAT DAN”!*



The Jesmar Communications Group!

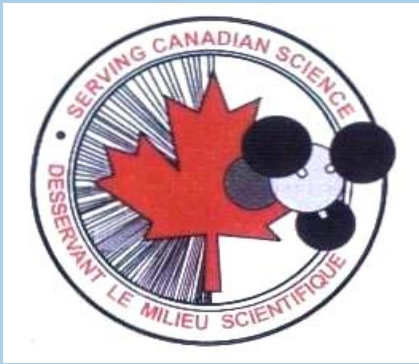
Chris Forbes, Susan Browne, Beth and Dave Kukkonen, Roberta & Flint Dick



Wayne England and Tina McGrath from Nikon Canada



Radha Dhand, Brian Thom, Carol and Craig O'Brien from Nicram and John Harris from Varian



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Serving Canadian Science**

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***Interested in joining the  
Board? Contact us!***

**We are pleased to announce the Executive and Board of Directors for  
2006—2007**

**The Executive Members are:**

**President... Gilles Groulx, ATS Scientific Inc.  
Vice-President... Gordon Howes, Folio Instruments Inc.  
Past-President... Steve Goldenberg, Betatek  
Treasurer... Aaron Wolkoff, Waters Canada**

**The Board of Directors are:**

**Gilles Groulx, ATS Scientific Inc.  
Gordon Howes, Folio Instruments Inc.  
Steve Goldenberg, Betatek  
Aaron Wolkoff, Waters Canada  
Scott Kordyban, Mandel Scientific Co.  
Patrick Zimanyi, Agilent Technologies Canada  
Peter Seccareccia, ACP Chemicals  
Wayne England, Nikon Canada Instruments Inc.  
Avi Wener, Bio-Rad Laboratories Ltd.  
Alan Koop, Thermo Electron  
Frank Golden, Consultant**

**We are actively recruiting for one new Board  
Member! If you are interested, please let us know!**

**Statistics Canada - Latest Release from the Labour Force Survey**

The following article appeared in the latest release from the Labour Force Survey taken from The Daily released by Statistics Canada on Friday, December 1, 2006. For many other articles and much more information, visit [www.statcan.ca](http://www.statcan.ca)

**Fastest Growth in Natural Resources**

While there was little change across industries in November, several have shown strong growth over the course of the year. The natural resource sector has seen the fastest rate of employment growth, up 11.8% (+36,000). Most of this increase came from Alberta (+19,000) and British Columbia (+16,000) and was largely in mining, oil and gas extraction as well as activities that support this industry.

Other industries showing strong gains this year include business, building and other support services, up 6.9% (+46,000), mainly due to increases in business and employment services. Finance, insurance, real estate and leasing saw gains of 6.1% (+61,000), the result of hiring in monetary authorities, rental and leasing services and real estate. There was also growth in one of Canada's largest industries, health care and social assistance, up 5.0% (+86,000) so far this year.

Despite little change in construction in November, employment in the industry has increased by 34,000 (+3.3%) so far this year. Strength in Alberta has driven much of the growth (+19,000).

**Statistics  
Canada**

**Cool Website!**

<http://www.statcan.ca>

***Need key information to  
make the right decisions?  
Know where you stand  
against your industry?  
Want to locate your  
Canadian markets?***

***Make informed decisions  
with Canadian business  
and industry data.***

***Check out this cool  
website and find what you  
need!***