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February 2006

# CLSA/ACFL NEWSLETTER



CANADIAN LABORATORY SUPPLIERS ASSOCIATION

## PRESIDENT'S MESSAGE



I hope that everyone is off to a good start in 2006! Please take a minute to review this newsletter, it should be apparent to all that the CLSA has “turned it up a notch” and is offering more to the membership. Educational workshops, ongoing surveys, social activities and more!

I urge individuals and companies to become more involved, as I am confident that there are many benefits available to all.

One of the exciting aspects of our industry is that things change continuously. Mergers/ Acquisitions, new products, new clients, etc. can often present new opportunities. As stated so eloquently in the bestseller “Who Moved The Cheese” (G.P. Putnam’s Sons, New York), “*Change Happens*” and we all need to be adapting continuously. I highly recommend this quick read to everyone, as I found that it also extends well outside of business interests.

Speaking of change, it can happen quickly. After Orlando this spring, and now Chicago next year, PittCon will be returning to New Orleans in 2008 where there have been tremendous changes recently. The background setting for this picture is Patong Beach, in Phuket, Thailand where I attended a sales meeting less than a year prior to the devastating Tsunami. It is a beautiful place and the people there are wonderful. In a heartbeat, everything changed for them as well as the people in New Orleans and they had to adapt instantly. Their resilience has been inspirational and I look forward to returning to both of these locations.

If you have any questions or comments, please contact me at [ggroulx@ats-scientific.com](mailto:ggroulx@ats-scientific.com).

### Special points of interest:

- President’s Message
- Spring 2006 Tradeshow
- Website Makeover
- Upcoming Events!
- Education Workshop
- News From the Field “Reshaping Science Spending”
- Cool Website!

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[www.2ontario.com](http://www.2ontario.com)

## Upcoming CLSA Trade Show at Dalhousie University May 3 and 4, 2006!

The CLSA Spring 2006 Trade Show is being held on Wednesday May 3 and Thursday May 4, 2006 at Dalhousie University in Halifax! This two day show will be held in the Tupper Link. On May 4, we will have a room available for participating members to host seminars if they choose to do so. The seminars will run every 30 minutes and you can indicate if you will host a seminar on the registration form. In addition, we will be providing free shuttle service for attendees to and from the show from the following research centers:

- Bedford Institute of Oceanography
- Technical University of Nova Scotia
- Mount Saint Vincent University
- DND dockyard labs

Please contact Judy Howes at the CLSA office to reserve your booth space at the show! Spaces are filling up quickly so be sure to reserve yours soon! The show fee is \$500.00 for a 10 foot booth with table and electricity. As always, admission is free to show attendees!

Judy can be reached as follows:

Phone: (519) 579-7598 Fax: (519) 579-8134 Email: [howes1553@rogers.com](mailto:howes1553@rogers.com)

## Our Website is Getting a Makeover!



As part of the CLSA commitment to continuous improvement, we are very pleased to announce that we are in the process of giving our website a makeover! Some of the features of the website will be a more comprehensive menu, including more information and on-line registration for events, links to useful sites and our Newsletter.

As part of our website makeover, we want to ensure that we have your current member information and most importantly, your current web link information. Please take a few minutes to log onto the website and review your member information.

If you need any updates, please e-mail Judy at [howes1553@rogers.com](mailto:howes1553@rogers.com).



## Upcoming Events!

Please mark your calendars and plan to attend the upcoming CLSA events!

### CLSA ANNUAL GENERAL MEETING SPONSORED BY LAB PRODUCT NEWS

The CLSA AGM, Sponsored by Lab Product News, will be held on Thursday, May 25, 2006, at the beautiful Glen Erin Inn in Mississauga. This is your opportunity to come out and meet other CLSA Members, meet the CLSA Board of Directors, hear our guest speaker, Dave Howlett, on the topic of networking and presentations, "Knocking Down Silos", and enjoy a wonderful dinner! More details will follow and we hope that you will mark your calendars and plan to attend!

### CLSA ANNUAL GOLF TOURNAMENT SPONSORED BY JESMAR COMMUNICATIONS

The always popular CLSA Annual Golf Tournament, Sponsored by Jesmar Communications, will be held on Thursday, June 15, 2006 at Nobelton Lakes Golf Club! Plan to come out for a wonderful day of golf, prizes, fun, and a delicious lunch! More details will follow and whether you are an "eagle" or a "snowman", we hope that you will plan to get your foursome together and join us!

**Upcoming Events!**

## The CLSA Hosts Education Workshop— “Human Resources—What Executives Need to Know”

The CLSA hosted a winter education workshop on Thursday, January 19 at the beautiful Glenerin Inn in Mississauga. This was a full day workshop on the topic of “Human Resources—What Executives Need to Know”. The workshop was led by Sonya Lockhart of Lockhart and Associates. Sonya covered a number of Human Resource issues ranging from screening resumes and selecting the best candidates, handling employee performance issues, and what employer’s legal and legislative requirements are in situations where an employee is terminated. The workshop was attended by 13 people from 8 Member Companies. Feedback from everyone was extremely positive and everyone agreed that it was a day very well spent! We offer an education workshop each year and we hope to see more of you out at them. We would welcome your suggestions on topics of interest to you and sincerely hope that you will plan to attend our next one! Please send your comments and suggestions to Judy at howes1553@rogers.com.



*Steve Goldenberg, at left, and Peter Seccareccia, at right, the CLSA Resources Committee, with Sonya Lockhart, centre, of Lockhart & Associates, our Workshop Leader*



*Gilles Groulx, President of the CLSA, welcomes the attendees to the workshop.*



*Participants in action!  
Lots of discussion and information!*



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*We're on the Web!*

*[www.CLSASSOC.com](http://www.CLSASSOC.com)*

We are pleased to announce the new 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  
Michael Cauley, Man-Tech Associates Inc.  
Scott Kordyban, Mandel Scientific Co.  
Patrick Zimanyi, Agilent Technologies Canada  
Peter Seccareccia, ACP Chemicals  
Wayne England, Nikon Canada Instruments Inc.  
Frank Golden, Consultant

Please note that there are currently two openings on the Board and we are seeking nominations.

## News From the Field!

Here is a interesting piece of news from a CLSA member. The article titled "Reshaping Science Spending" appeared in the Toronto Star in December 2005. The article stated that a new study by Statistics Canada states that the amount of money the federal government expects to spend on science and technology won't change much this fiscal year, but how the government divides it will shift significantly. Of the total \$9.1 billion the government intends to spend, fifty-two percent of this will be spent on activities performed by the federal government but activities performed outside the government are where the biggest changes are expected. Funding to higher education will likely rise by 16 percent, to \$2.8 billion, up from \$2.4 billion in the previous fiscal year. In 2002, the federal government stated it wanted Canada to rank among the top five countries in the world by 2010, in terms of expenditures on research and development as a percentage of gross domestic product. Funding research at universities and colleges is a positive thing, but more money is needed if the government wants to meet its own targets for research levels by 2010. This reshaping of science spending is a start!

If you have an interesting piece of news that you would like to share with us, please e-mail your piece to Judy Howes at the CLSA. Your story should be between 125 to 200 words. It will be reviewed by the Executive and you will be notified if your story is published.



**Cool Website!**

[www.2ontario.com](http://www.2ontario.com)

*This web page is the Ontario Economic Development Home Page. Particularly interesting is the section on Ontario's Industries. This section highlights industries such as Life Sciences, Chemicals, Food, Plastics, Automotive, Forestry and Mining. Click on any of the headings to find interesting facts and information!*