

January 2011

CLSA *times*

Canadian Laboratory Suppliers Association Since 1979

Message from the President



I worked with a professor in the past who always used graphs when analyzing data. Assessing a large cluster of numbers can be challenging while data in picture form can readily show the “big picture” and easily highlight major differences in values or trends. Our CLSA Macro report (and Micro report for the microscopy sub-group) is a unique source for our industry data with sector and regional breakdowns that you will not find anywhere else. During times of economic uncertainty this is valuable information indeed. But what does the data really tell us from quarter to quarter or year to year and how does it reflect on each of our individual businesses?

Though I won't disclose the numbers in this public forum, as an industry we have seen reasonable growth overall through the past 5 years with the quarterly sales trend being very consistent throughout. Great general information to know but individually, in our various sectors, we see varying results with sales increasing as much as 28% or decreasing by up to 12% for the same 5 year period. One of the regions of the country reports a 12% increase in total sales while on a product level two of the categories have increased by over 17% each with the remaining two sectors showing a negative change. Some of the two year trends (better indicators of possible future activity) show different results.

It could be that the survey findings are not relevant at all or they could explain a great deal to you. More importantly they may help determine your director for the future and greatly improve your competitive position in the market. Our industry data is only one piece of the business puzzle but an important piece; one that is current, local, industry specific and available exclusively to participating CLSA members. I hope you see the overall value in the survey reports and can easily position yourself in the findings. If not, try graphing the data and see what jumps off the page!

Wayne England
Nikon Canada Inc.
Proud Member of the CLSA

Coming Soon!

CLSA at PITTCON 2011

- ◆ Meeting Room SR23 on the floor at Pittcon
Monday March 14 to
Wednesday March 16
- ◆ Canadian Reception
Night at OMNI Hotels
at CNN Center
Tuesday March 15, 2011
5:00pm to 7:00pm

CLSA Annual General Meeting

Sponsored by Lab Product News

Toronto Airport Marriott
Hotel
Tuesday April 12, 2011
6:00pm to 9:00pm
Keynote Speaker:
Cheryl Cran

CLSA Spring 2011 Trade Show

Tuesday May 17
Dalhousie University
Tupper Link
Halifax, NS

CLSA Welcomes 3 New Members

We are pleased to welcome the following
New Members to the CLSA!

Pulse Instrumentation (1992) Ltd.

Contact: Klaas de Rooy

www.autoanalyzer.com

Questron Technologies Corporation

Contact: Manjinder Phull

www.qtechcorp.com

Environmental Systems Corporation

Contact: Vernon Solomon

www.e-s-c.ca

*Want to get involved and represent your Company on the CLSA Board of
Directors?*

Contact any of our Executive or Board Members

Go to www.clsassoc.com for contact information.

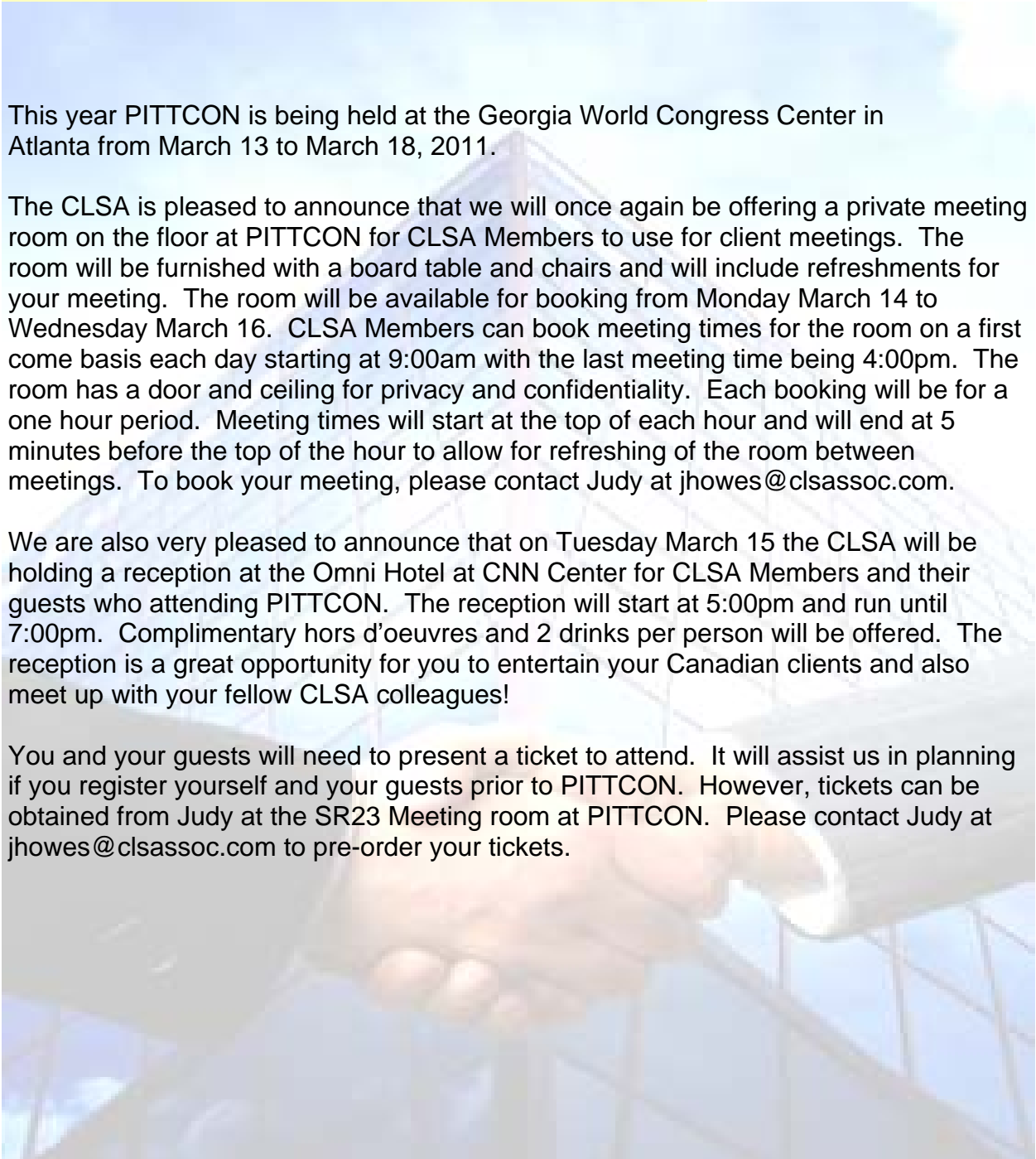
CLSA at PITTCON 2011

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 can book meeting times for the room on a first come basis each day starting at 9:00am with the last meeting time being 4:00pm. The room has a door and ceiling for privacy and confidentiality. Each booking will be for a one hour period. Meeting times will start at the top of each hour and will end at 5 minutes before the top of the hour to allow for refreshing of the room between meetings. To book your meeting, please contact Judy at jhowes@clsassoc.com.

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 CLSA Members and their guests who attending PITTCON. The reception will start at 5:00pm and run until 7:00pm. Complimentary hors d'oeuvres and 2 drinks per person will be offered. The reception is a great opportunity for you to entertain your Canadian clients and also meet up with your fellow CLSA colleagues!

You and your guests will need to present a ticket to attend. It will assist us in planning if you register yourself and your guests prior to PITTCON. However, tickets can be obtained from Judy at the SR23 Meeting room at PITTCON. Please contact Judy at jhowes@clsassoc.com to pre-order your tickets.



CLSA AGM

Sponsored by Lab Product News

Mark your calendar and plan to attend the CLSA Annual General Meeting on Tuesday April 12, 2011! We thank **Lab Product News** for sponsoring this terrific evening!

This year the AGM is being held at the Toronto Airport Marriott Hotel. A reception will commence at 6:00pm followed by dinner and our keynote speaker. As we start a new two year term with our new CLSA President, Executive and Board Members, this is a great chance for you to come out and meet them.

The new CLSA President for 2011 - 2013 is Brenda Kelly from Unilab Laboratory Furniture Inc. Brenda has been a member of the CLSA Board of Directors for four years and brings leadership and understanding of the CLSA to her new position as CLSA President. She has served as Vice President of the CLSA for the past year. We wish her much success for her term!

We also sincerely thank and congratulate outgoing CLSA President Wayne England from Nikon Canada for his excellent term at the helm over these past two years. We are very appreciative of Wayne's leadership and support of the many CLSA events and functions held over these past two years. Wayne has been a long time member on the CLSA Board of Directors and we are extremely pleased and fortunate that he will continue to bring his experience and support to the CLSA in his new role on the CLSA Executive as Past President.



Cheryl Cran
AGM 2011 Keynote Speaker

We are very pleased to let you know that **Cheryl Cran** will be our keynote speaker at this year's AGM! Cheryl Cran is an internationally renowned motivational speaker and a skilled expert in communication strategies. She strongly believes that harnessing generation intelligence in the workplace is the bright future of business. We look forward to a fun and informative evening with Cheryl!

Don't miss this terrific event! Watch for more information on registration!

*CLSA Spring 2011 Laboratory
Exposition at
Dalhousie University
Tuesday May 17, 2011*

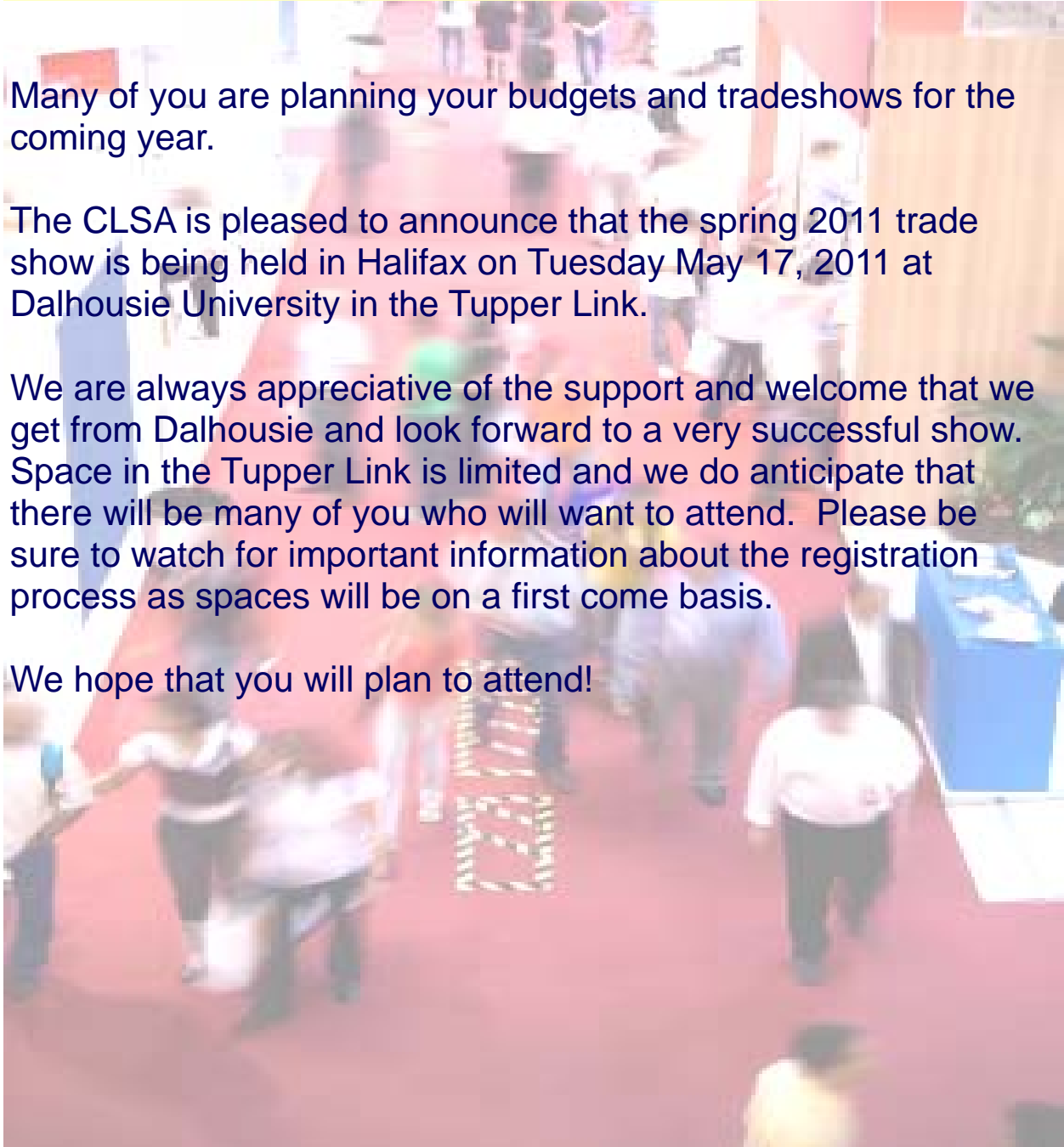
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Many of you are planning your budgets and tradeshow for the coming year.

The CLSA is pleased to announce that the spring 2011 trade show is being held in Halifax on Tuesday May 17, 2011 at Dalhousie University in the Tupper Link.

We are always appreciative of the support and welcome that we get from Dalhousie and look forward to a very successful show. Space in the Tupper Link is limited and we do anticipate that there will be many of you who will want to attend. Please be sure to watch for important information about the registration process as spaces will be on a first come basis.

We hope that you will plan to attend!



CLSA Annual Salary and Benefits Survey

- ◆ Sales commission in the last 3 years are down a average of 39%
- ◆ Fixed car allowances are up 8% in the last 3 years
- ◆ Service Engineer compensation is up 4% in the last 3 years

These are just some of the statistics that are available to all CLSA Member Companies - for free - but only to those who participate in the CLSA Salary Survey! If you have never participated in the survey before, we hope you will plan to do so this year. The report is an excellent source of information and is the only report that is specific to the industry.

The CLSA is pleased to announce that the annual salary and benefits survey for 2010 has now been conducted and we had 20 CLSA Member Companies who participated in the survey this year. Many thanks to all participants!

The survey is completely confidential and is conducted each year from June until the end of September, which gives participants lots of time to complete it. It is an on-line survey and all data is submitted directly to our external accountant, Marianne Dawson, CGA. No data is received or viewed by the CLSA.

We hope you will plan to participate in the survey for 2011 - watch for details to come!



CLSA at BCIT and UBC!

A Review of Our Fall 2010 Shows!

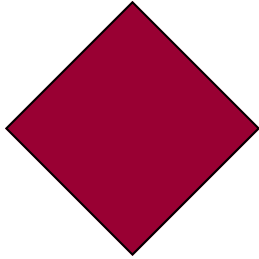
This year the CLSA held our fall trade shows at BCIT in Burnaby and UBC in Vancouver. The staff at BCIT and UBC were excellent to work with and supported our shows by advertising them through their internal communication systems. In addition to this, a mailing was sent out and e-advertising was done.

The results of the marketing efforts were good. The BCIT turnout with 32 attendees, was not as strong as we would have liked but this was no reflection of their efforts or ours, but perhaps a reflection that the location is not ideal for our target audience. The UBC turnout with over 60 attendees, was very good and reinforced the fact that this location is on point for reaching our target audience.

We thank all of you who exhibited at the shows and hope that you will plan to attend the next show in May at Dalhousie University.



*More photos from
the fall shows...*



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 a terrific opportunity to represent your Company on the Board and contribute ideas for CLSA events and participate the planning process of the events.



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.