

July 2011

CLSA *times*

Canadian Laboratory Suppliers Association Since 1979

Message from the President

I am truly excited and feel very privileged to take on the role as new president and might I add- the first woman president of CLSA. The legacy from the previous incumbents will be a hard act to follow but I am up for the challenge! I am looking forward to working with the dedicated members of our Board of Directors over the next two years.



Our association has grown over the last couple of years and my goal is to see it continues to do so and to encourage all our members to attend events. By doing so this makes us a stronger organization and with strength, we have a greater voice in ensuring a stronger Canadian marketplace.

As a CLSA member, our company has found the tradeshow and workshops to be very beneficial. These events provide the opportunity to meet our clients, work with other CLSA members and gain valuable industry knowledge. As a result, we have gained marketing insight, discovered the latest industry challenges, business ideas and of course, there are great networking opportunities – a valuable tool for all businesses.

Speaking of valuable tools, I encourage all the members to participate in the upcoming Salary and Benefits Survey!

Coming Soon!

CLSA Salary Survey -
Now in Progress!

CLSA Fall Workshop

You cannot get this information elsewhere without a significant cost! This valuable report is a FREE member benefit that the CLSA offers, but remember that you need to be a participant to receive it!

Thank you all for the wonderful turnout at the AGM and golf tournament. Our next event is a workshop coming up in November so stay tuned for the details.

Brenda Kelly
Unilab Laboratory Furniture Inc.
Proud Member of the CLSA

A blue ink handwritten signature of Brenda Kelly, written in a cursive style.

CLSA Salary Survey Now In Progress!

The CLSA Salary and Benefits survey is now in progress.

The CLSA Salary Survey includes data on 16 different position descriptions and breaks the data down by categories of companies under \$5 million in sales and over \$5 million in sales. By participating in the CLSA Salary Survey, you can find this information, and much more.

We are pleased to advise that the Salary Survey is once again being conducted. The survey has now opened and the deadline for returns is Friday, September 23. The final report will be available by October 21.

The Salary Survey is completely confidential. It is completed on-line and all data files are sent directly to Marianne Dawson, CGA.

The objective of the CLSA sponsored Salary Survey is to provide results based on data collected from companies that primarily sell equipment, consumables and services to the Canadian laboratory market. The report provides participating members with information that is very relevant and directly related to the industry.

As a member of the CLSA, we invite you to support and participate in the Salary Survey. This is a value added service offered to you free of charge by the CLSA that is included with your membership fee.

The final report will be sent only to participating member companies. *The results of the survey are not available for purchase to non-participating member companies.*

We hope that you will plan to participate! Contact Judy at jhowes@clsassoc.com for information.

CLSA at Dalhousie!

A Review of Our Spring 2011 Show!

This year the CLSA held our spring trade show at Dalhousie University in Halifax. The staff at Dalhousie were excellent to work with and we were pleased to return to the recently renovated Tupper Link for a great show! The show was well advertised through the HRM network and was advertised at the Dalhousie, Saint Mary's and Mount Saint Vincent campuses. In addition to this, a mailing was sent out and e-advertising was done.

The results of the marketing efforts were good and we had over 80 attendees and steady traffic throughout the day.

We thank all of you who exhibited at the show and hope that you will plan to attend the next CLSA show which will be held in Spring 2012. Details will be coming!



CLSA at Pittcon 2011 Georgia World Congress Centre

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The CLSA was pleased to once again attend Pittcon in Atlanta at the Georgia World Conference Centre. We were pleased to once again offer a meeting room to all CLSA Members attending Pittcon. In addition, this year we held a complimentary Canada Night reception for all CLSA Members and their Canadian guests!

The meeting room was utilized and over 50% of the available meeting spaces were booked each day.

The Canada Night Reception was held at the CNN Omni Hotel and approximately 125 attendees enjoyed the evening.

We thank everyone who supported the CLSA and made use of the meeting room and attended the reception!



Attendees at the CLSA
Canada Night Reception





Attendees at the CLSA
Canada Night Reception



Pittcon 2011

Georgia World Congress Centre

Editorial from Gilles Groulx
 ATS Scientific Inc.
 Former CLSA President and Board Member

Pittcon 2011 – Georgia World Congress Centre (Atlanta, GA)

Another Pittcon has come and gone. This year, attendance was up slightly at 17,000, the first time this has occurred since 2007. While many trade shows are suffering due to the ease of communication through the World Wide Web, budget restrictions and a tough economy, Pittcon maintains itself as an excellent forum for the launch of new products, and as always, a key B2B meeting venue.



One noticeable difference this year was a campaign that could be seen and heard throughout the week. *Autism Awareness* was prominent throughout the show, with lanyards having these words prominently inscribed on them, at all tram stops (see pictures), and even with a booth on the floor (Marcus Autism Centre and Autism speaks). One exhibitor (Agilent) was also a corporate sponsor and donated \$5 towards this campaign with every show badge that was “swiped” in their booth. In Wednesday’s daily Pittcon Today magazine, a feature article shed light on how this came to be.

Penny Gardner, Pittcon 2011 president and her husband Chuck, have an 18 year old son with autism. The article quoted her saying “As Pittcon president, I have the unique chance to bring (Autism) awareness to 20,000 people. I would be remiss if I neglected to take advantage of this opportunity”. This certainly hit home for my wife Kim and I, who have a healthy 22 year old autistic daughter living with us as well. We feel that being advocates for not only our daughter but for all individuals with this disorder is an ongoing responsibility. Individuals with Autism will only be fully accepted in their schools and their communities as children and then valued adults when the public better understand their unique differences and talents.

What is Autism?

Continues on next page...

Autism or *Autism Spectrum Disorders* (ASD) is a group of developmental disabilities caused by complex differences within the developing brain (as highlighted in the article, many prefer the word “difference” to “disorder”!). Characteristics of ASD include a wide range of behaviors and cognitive abilities from the extremely intelligent to individuals with severe intellectual challenges thus the term “spectrum disorder”. Most of these individuals struggle with social relationships and communication, some physical limitations and many exhibit sensory processing differences. Autism prevalence figures are also growing at an alarming rate.

For more information please see www.autismspeaks.ca, or www.autism.net.

I would like to personally thank the current executive on the CLSA board of directors for allowing me to include this article in this issue of the association’s newsletter.

Gilles Groulx
ATS Scientific Inc.
CLSA – Past President 2005-2007



CLSA Annual General Meeting

Say What You Mean: Connect to Communicate

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The CLSA held the 2011 Annual General Meeting on Tuesday, April 12 at the beautiful Toronto Airport Marriott Hotel. We thank Lab Product News for once again sponsoring this wonderful evening. Brenda Kelly, Unilab Laboratory Furniture and incoming President of the CLSA, welcomed everyone to the AGM!

We were pleased to have Cheryl Cran as our guest speaker. Cheryl is an internationally renowned motivation speaker and a skilled expert in communication strategies. She strongly believes that harnessing generation intelligence in the workplace is the bright future of business. Cheryl's keynote speeches and customized "communication" seminars focus on helping corporations and associations to improve leadership, teamwork, customer care and change management. The author of four books including her latest, *101 Ways to Make Generations X, Y and Boomers Happy at Work*, Cheryl offered us practical and applicable change management and business strategy ideas.



CLSA President Brenda Kelly (left) and Cheryl Cran, our keynote speaker

For 12 years, Cheryl worked as a top-performing leader for GE Capital, Mortgage Insurance Company and Bank of Montreal. During her career in finance she thrived in difficult economic times and motivated her teams to business excellence through two recessions. In 1994, Cheryl joined the business strategy department of a nation-wide consulting firm. After great success with their clients she established her own consulting practice Synthesis at Work. For the past 16 years Cheryl has worked in such varied industries as finance, construction, oil and gas, forestry, resources, health care, government, film, hotel/hospitality, retail and entertainment. She was a terrific speaker and the AGM was once again a terrific event!

Congratulations to the lucky door prize winners, Ann Laughlin from Canadian Life Science, Bryan Beattie from Bio-Rad Laboratories and Ken Jespersen from Mandel Scientific.

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

See more about the AGM on next page...

CLSA Annual General Meeting

Say What You Mean: Connect to Communicate

We recognize and thank Wayne England, Nikon Canada, for his excellent service as President of the CLSA over the past two years. Wayne will continue to sit on the CLSA Executive as Past President. His service and commitment to the CLSA are very appreciated! Thanks Wayne!

CLSA President
Brenda Kelly
and
Past President
Wayne England



Brenda introduced the New CLSA Executive and Board of Directors for the new term. She also recognized Frank Golden who will be leaving the CLSA Board of Directors after many years on the Board. Many thanks to Frank for his terrific contributions over the years.



From left to right:
CLSA Vice President Alan Koop (Thermo Scientific)
Frank Golden
CLSA President Brenda Kelly (Unilab Laboratory Furniture) and
CLSA Board Member LeRoy Blake (Beckman Coulter)

CLSA 18th Annual Golf Tournament Sponsored by Jesmar Communications

The CLSA held the 18th Annual Golf Tournament on Wednesday June 1 at the beautiful Lionhead Golf & Country Club. We thank Jesmar Communications for their sponsorship and support of the day!

We had a great turnout of 9 foursomes, representing 14 Member Companies this year. Thanks to all of you for your support and participation! We hope that you had a fun day and enjoyed a great day of golf and had a chance to catch up and visit with colleagues.

A total of \$180.00 was raised for Sick Kids Hospital. Thank you to Jesmar Communications and thank you to everyone for your support of Sick Kids Hospital!

The coveted trophy for the winning team went to the team of Alan Koop (Thermo Scientific), Wayne England (Nikon Canada) and Martyn Calderbank (Alumni, formerly with Sartorius)

The winning team accepting their trophy from Chris Forbes!

Left to Right:

Martyn Calderbank, Wayne England, Alan Koop and Chris Forbes



We thank everyone for coming out and hope that you had a great day! We look forward to seeing you at next year's tournament!

Much more on the golf tournament next page!

The winner of the Men's Longest Drive Was John Smith, PerkinElmer, Congratulations John!

John Smith (right) and Wayne England



The winner of the Men's Closest to the Pin and the Golfer's Green Par 3 for Cancer Hole was Doug Ward, VWR, Congratulations Doug!

Doug Ward (left) and Wayne England



The winner of the Ladies Longest Drive was Brenda Kelly, Unilab Laboratory Furniture. Unfortunately Brenda was not able to stay to pick up her prize, but she still has the bragging rights! Way to go Brenda!

The winner of the Ladies Closest to the Pin was Erica Empringham, Jesmar Communications, Congratulations Erica!

Erica Empringham and Wayne England



The most honest foursome was Gord Howes, Brenda Kelly, Steve Goldenberg and Judy Howes. Better luck next year!

Left to right: Chris Forbes, Gord Howes, Judy Howes, Steve Goldenberg. Brenda Kelly missing!

The winner of the 50/50 draw in support of Sick Kids was Wendy de-Pencier, Agilent Technologies. Congratulations Wendy!

CLSA Fall Workshop Planning in Progress!

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Planning is in progress for our fall workshop to be held on
Thursday November 10!

We hope you will mark the date and plan to attend!

The details will be coming soon.



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 an opening for a Board Member. 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.