

Volume 3, Issue 3

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CLSA/ACFL NEWSLETTER



CANADIAN LABORATORY SUPPLIERS ASSOCIATION

CLSA TRADESHOW AT DALHOUSIE UNIVERSITY

The CLSA held our spring 2006 tradeshow in the Tupper Link at Dalhousie University on May 3 and 4. There were 16 Members who participated in the show and seminars were presented by 5 of them.



We were very pleased to find that approximately 85 attendees registered for the show and many more who did not register visited the show on their way to the Tim Horton's which was conveniently located in the Link! Exhibitors were provided with the contact list of all registrants and in addition, they were provided with contact lists of the faculty from the various departments of Dalhousie and Mount Saint Vincent University. Shuttle transportation was provided to and from the show from 4 key research centres in efforts to boost attendance. We will continue to make every effort to promote the trade shows and boost attendance. Feedback from the participating Members has been favorable and we appreciate all of your comments.

Special points of interest:

Review of Dalhousie Trade Show

Upcoming Trade Show at MaRs Centre

Upcoming Events!

Salary Survey!

AGM 2006

Golf Tournament 2006

Check Out Our New CLSA Website!



Upcoming CLSA Trade Show at MaRs Centre Thursday November 16 and Friday November 17

The Toronto Laboratory Show Sponsored by the CLSA is being held on Thursday, November 16 and Friday, November 17 at the MaRs Centre, 101 College Street, in Toronto. This two day show will be held in Auditorium A and B, and seminars will run in Auditorium C. The seminars will run on both days of the show and will have a time limit of 30 minutes per exhibitor. Space for seminars will be available on a first come basis.

Registration is limited to 22 exhibitors. Due to higher costs of the venue, the registration fee for this show will be \$800.00. As always, the registration fee includes one 10 foot booth, with one 6 foot table and one standard electrical outlet. Table top equipment only will be permitted at the show. If you are interested in purchasing an additional booth space, please let Judy know. Once all CLSA Members have had the opportunity to register, any additional booth spaces will be made available for purchase on a first come basis to those who indicate interest. Please contact Judy Howes at the CLSA office to reserve your booth space at the show. As always, admission to the show is free to attendees, and all exhibitors will receive a copy of the registration list with the attendees contact information.

Judy can be reached as follows:

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Inside this issue:

Spouse's Night at the Races! 2

AGM Sponsored by Lab Product News 3

Golf Tournament Sponsored by Lab Business 3

News From the Field "Visit the New CLSA Website" 4

CLSA Board of Directors Welcomes 2 New Members 4

Cool Website! 4



Trackside viewing at Woodbine!



UPCOMING EVENTS!

CLSA SPOUSE'S NIGHT AT THE RACES WOODBINE RACETRACK POST PARADE ROOM Wednesday, October 25, 2006

We hope you will mark your calendar and plan to join us for a night at the races! Spouses and co-workers are welcome! The CLSA will be hosting a racing dinner at the beautiful Woodbine Racetrack on Wednesday, October 25.

Join us in the Post Parade Room for a traditional all-inclusive dinner and trackside viewing of the races! A Customer Service Representative from Woodbine will be on hand to explain "How to Bet". The CLSA is sponsoring a race and our name will be listed in the racing program. The winning horse of our sponsored race will receive a customized thoroughbred racing blanket featuring the CLSA Logo.

This is sure to be a fun night for everyone! The dress code is business casual and parking is complimentary. Valet parking is available at a nominal charge. The dining room will open at 5:50 and post-time will be at 6:50.

You can also enjoy the Casino! The slot floor is located on the first floor, north side of the Woodbine.

Watch for more information on registration! Hope to see you there!

CLSA ANNUAL SALARY AND BENEFIT SURVEY

We are very pleased to once again provide our Annual Salary and Benefit Survey to participating members. Many thanks to all of you who are participating in the survey and special thanks to David Clarke of Pensar Research Consultants for conducting and compiling the survey for us. We remind those Members who are participating that the surveys are due back by Monday, August 28 and want to thank you all for the terrific participation this year!

CLSA Annual General Meeting Sponsored by Lab Product News

The Annual General Meeting was held on Thursday, May 25 at the very beautiful and historic Glenerin Inn in Mississauga. We had a terrific turnout for the AGM, with 52 attendees! The weather was perfect for visiting and enjoying the outdoor patio at the Inn.

We enjoyed our guest speaker, Dave Howlett who gave a presentation on networking, "Knocking Down Silos". Dave was a very engaging and dynamic speaker and provided us with insight into "networking"! Sales of "Thank You" cards have no doubt increased as a result of Dave's presentations! If you would like information on Dave Howlett, you can visit his website <http://davehowlett.com>. Dave's presentation was followed by a delicious dinner, comments and introduction of the Board of Directors by Gilles Groulx, and draws for door prizes!

Very special thanks to Lab Products News, our Sponsor, for providing the wonderful wine on the tables with dinner.

We hope you enjoyed the event and look forward to seeing you next year!

CLSA Annual Golf Tournament Sponsored by Jesmar Communications

The annual golf tournament was held on Tuesday, June 20 at the very beautiful Nobleton Lakes Golf Course! Once again, we enjoyed perfect golfing weather and had a terrific day on the links! There were nearly 10 full foursomes this year and we all enjoyed the golf, prizes and lunch. We were treated to a continental breakfast courtesy of Lab Business (Jesmar Communications) and this fueled us up for our game! Throughout the course, there were a few special prize holes to test our trivia knowledge, and skill with a putter and croquet mallet! Very special thanks to our Sponsor, Jesmar Communications for all of there terrific support of the day! We are very pleased that this year, \$560.00 was raised for Sick Kids Hospital! Be sure to visit our website to check out all of the photos from the day!

As always, we had the presentation of the trophy to the winning team! This year the trophy went to the Brinkmann Instruments Ltd. foursome of Bharat Shetty, Gordon McDonald, Colette Bailey and Robert Parsons. Well done!

We look forward to next year's tournament and hope to see you there!



Enjoying the Evening!



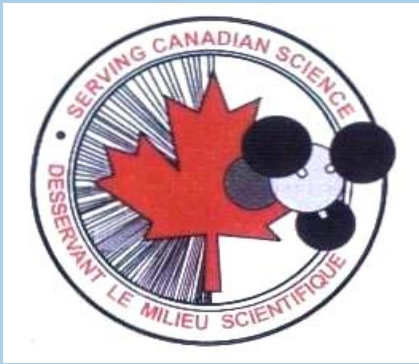
Guest Speaker Dave Howlett Presenting "Knocking Down Silos"



The CLSA golfers take the course!



Chris Forbes presents the trophies to the winning Brinkmann team!



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*We welcome 2 new
members to the Board!*

**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
Scott Kordyban, Mandel Scientific Co.
Patrick Zimanyi, Agilent Technologies Canada
Peter Seccareccia, ACP Chemicals
Wayne England, Nikon Canada Instruments Inc.
Frank Golden, Consultant**

**We are pleased to welcome two new Members to the Board
Avi Wener, Bio-Rad Laboratories Ltd.
and
Alan Koop, Thermo Electron**

Visit Our Website to See our New Look!

We are very pleased to announce that the website has now been re-vamped and has a new look! As always, we're at <http://www.clsassoc.com>. Some of the new features of the website are a News section which will keep you up to date on all of the upcoming events, a Meetings and Events page which will feature each of the events and link to on-line registration, a great Photo Gallery where you find pictures from all of the events, and a Useful Links page where you will find links to websites that provide great reference information. The Membership page will take you to the Member Directory where you will find the link to your contact information and website. Please be sure to make a point to visit this page and check your information. If you need any information changed or updated, or if your listing does not appear, please let Judy know immediately! You will notice that she has a new e-mail address which is jhowes@clsassoc.com and you can e-mail her to have any information updated or corrected. We also remind you that the Job Postings page is available for any Members use. To place a job posting, send the written posting in Word format to Judy and it will be added to the page. The posting will stay up until you need it taken down! **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.canada.gc.ca/azind/
azindex_e.html](http://www.canada.gc.ca/azind/azindex_e.html)

This web page provides a list of government programs and services listed in a convenient a-z index. You can do a search by alpha or by keyword. This site also provides links to the site for the Governor General, Prime Minister, Parliament, Supreme Court and Government News. In addition, it provides links to various Government publications, libraries and related resources, and links to websites for each Province and in general is a great website to easily find information on government programs and services!