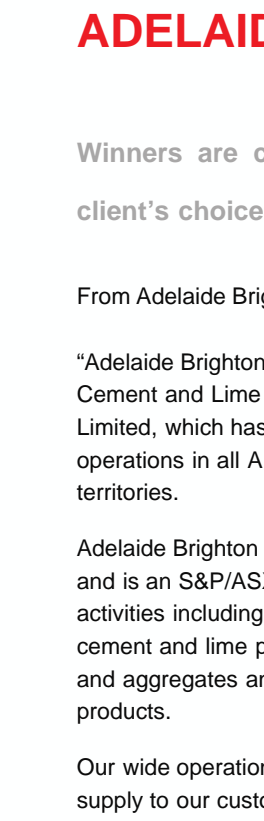
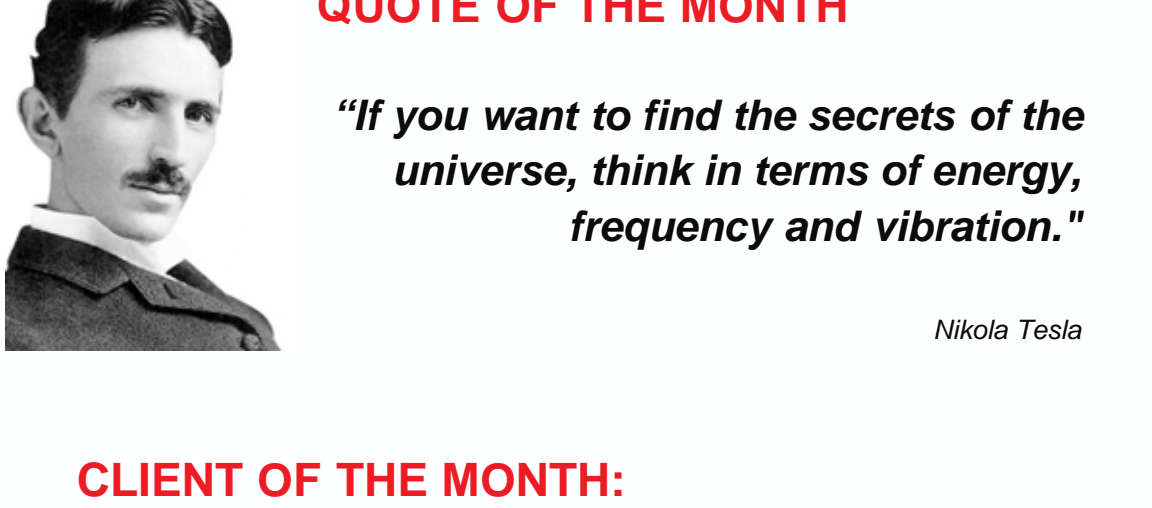


NEWSLETTER

JULY - AUGUST '17



QUOTE OF THE MONTH

"If you want to find the secrets of the universe, think in terms of energy, frequency and vibration."

Nikola Tesla

CLIENT OF THE MONTH: ADELAIDE BRIGHTON CEMENT

Winners are chosen by our computer on a random basis. The prize is the client's choice of \$100 worth of laboratory items from a supplied list.

From Adelaide Brighton Cement.

"Adelaide Brighton Cement operates within the Cement and Lime division of Adelaide Brighton Limited, which has over 1600 employees with operations in all Australian states and territories.

Adelaide Brighton Limited originated in 1882 and is an S&P/ASX 100 company with main activities including the production of clinker, cement and lime products, premixed concrete and aggregates and concrete masonry products.

Our wide operational base facilitates prompt supply to our customers and allows for the strategic balance of production capacity to meet demands across the nation. This, in turn, allows us to offer a supply package that is flexibly supported with transportation, storage and supply logistics for locations throughout Australia and Asia.

Adelaide Brighton Cement's diverse operational capability enables us to offer turn-key solutions that ensure our primary goal of exceeding customer expectations is consistently met."



CLEVER PERSON'S QUIZ

Question:

Which fruit contains the most powerful known flavour compound?

The answer to this will be in the next edition of the Rowe Scientific newsletter.

Did you know the answer to the last quiz question? Which letter has been recently removed from the periodic table?


Answer:

"Q" was removed when the placeholder name Ununquadium was updated to Flerovium. Q joined J as the letters that are not shown on the periodic table.



RACI EXHIBITION 2017

We're Exhibiting at RACI 2017
 See you in Melbourne
www.racicongress.com

23-28 July 2017 | Melbourne

100 Centenary Congress

We welcome you to visit us at **STAND G11**

At The Melbourne Convention and Exhibition Centre

SUPPORTING THE RFDS

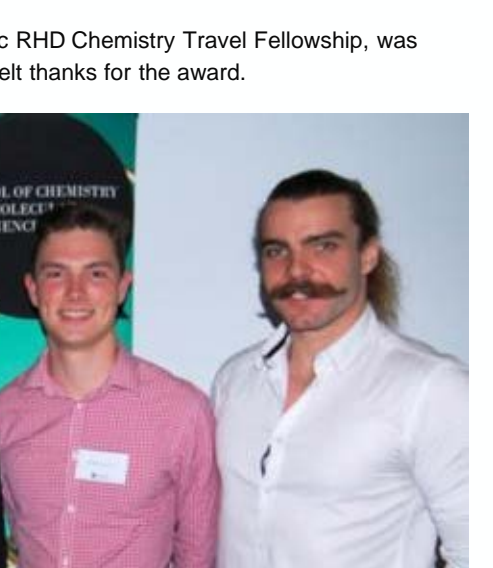
Royal Flying Doctor Service

Every purchase of Rowe Quantumclean (CQ1050, CQ1000, CQ1100) and pH buffers (CB3515, CB3115, CB2660) in the unique twin neck bottles, results in a \$2.00 per item donation to the Royal Flying Doctor Service.

Help us reach **\$32,000** in the 2016-17 Financial Year!



Help us reach **\$32,000** in the 2016-17 Financial Year!



Amount raised to date: **\$27,468** out of \$32,000

GRIFFITH UNIVERSITY (QUEENSLAND) ROWE SCIENTIFIC CHEMISTRY SCHOLARSHIP

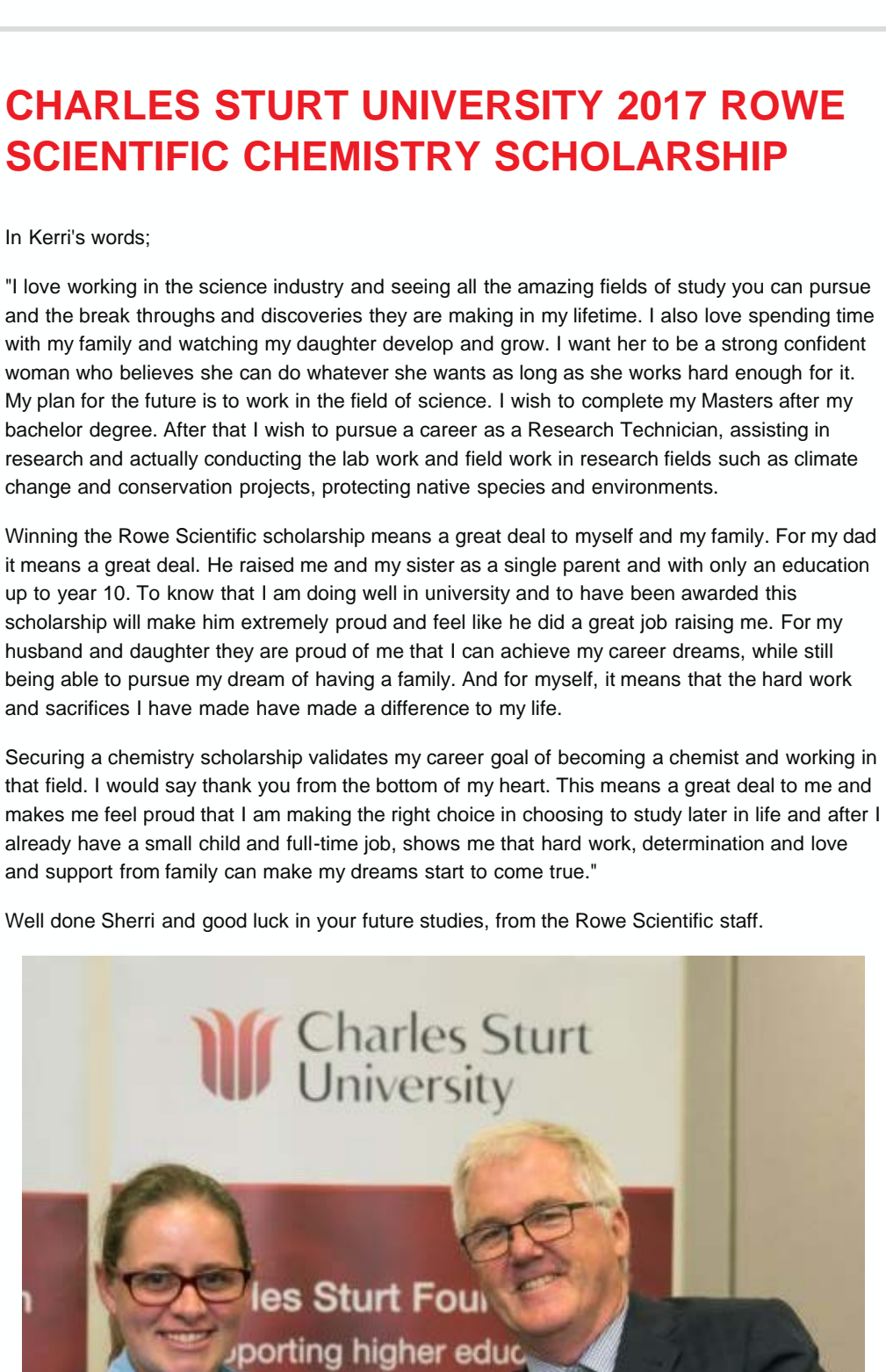
It was pleasing to read the address given by Professor Ross Barnard (University of Queensland) to attendees of the 16 May, 2017 Student Awards Evening in Brisbane.

In his address, Professor Barnard reminded students that a science degree, as well as providing students with a training in how to think analytically and creatively ("left and right brain" user, respectively), also equips them with the skills to make a contribution to the quality of the society in which they live, and to the world at large.

Congratulations to the following awardees, who received their Rowe Scientific Chemistry Award from Mrs Yvonne Dive (Rowe Scientific P/L Qld State Manager) on the evening,

- 2nd Year Laboratory Prize to Mr Michael Lovie-Toon,
- 3rd Year Laboratory Prize to Mr Joseph Wood,
- Honours Chemistry Student Bursary to Mr Tyler Fahrenhorst-Jones.

Mr Myles Atkinson, recipient of the Rowe Scientific RHD Chemistry Travel Fellowship, was unable to attend, but wished to pass on his heartfelt thanks for the award.



Left to right, Mr Tyler Fahrenhorst-Jones, Mrs Yvonne Dive, Mr Joseph Lovie-Toon and Mr Michael Wood.

CENTRIFUGE SPECIAL OFFER

Rowe code IC4181

K243R Refrigerated Centrifuge

- PID controlled -9°C to +40°C
- 500-15,000 RPM
- rotor recognition
- 4 x 750mL capacity

\$9900



BUY NOW

Rowe code IC0111

CE111 Consul 21 Centrifuge

- maintenance free induction motor
- up to 20.804 kg./14,300 RPM
- quiet: noise level < 60 dB
- 4 x 400mL capacity

\$5200



BUY NOW

This offer is only while current stocks last. Be quick to secure your new centrifuge.

Full range of accessories including rotors, buckets & adapters are available for both of the above models. Click the button below to enquire.

CONTACT US NOW

CHARLES STURT UNIVERSITY 2017 ROWE SCIENTIFIC CHEMISTRY SCHOLARSHIP

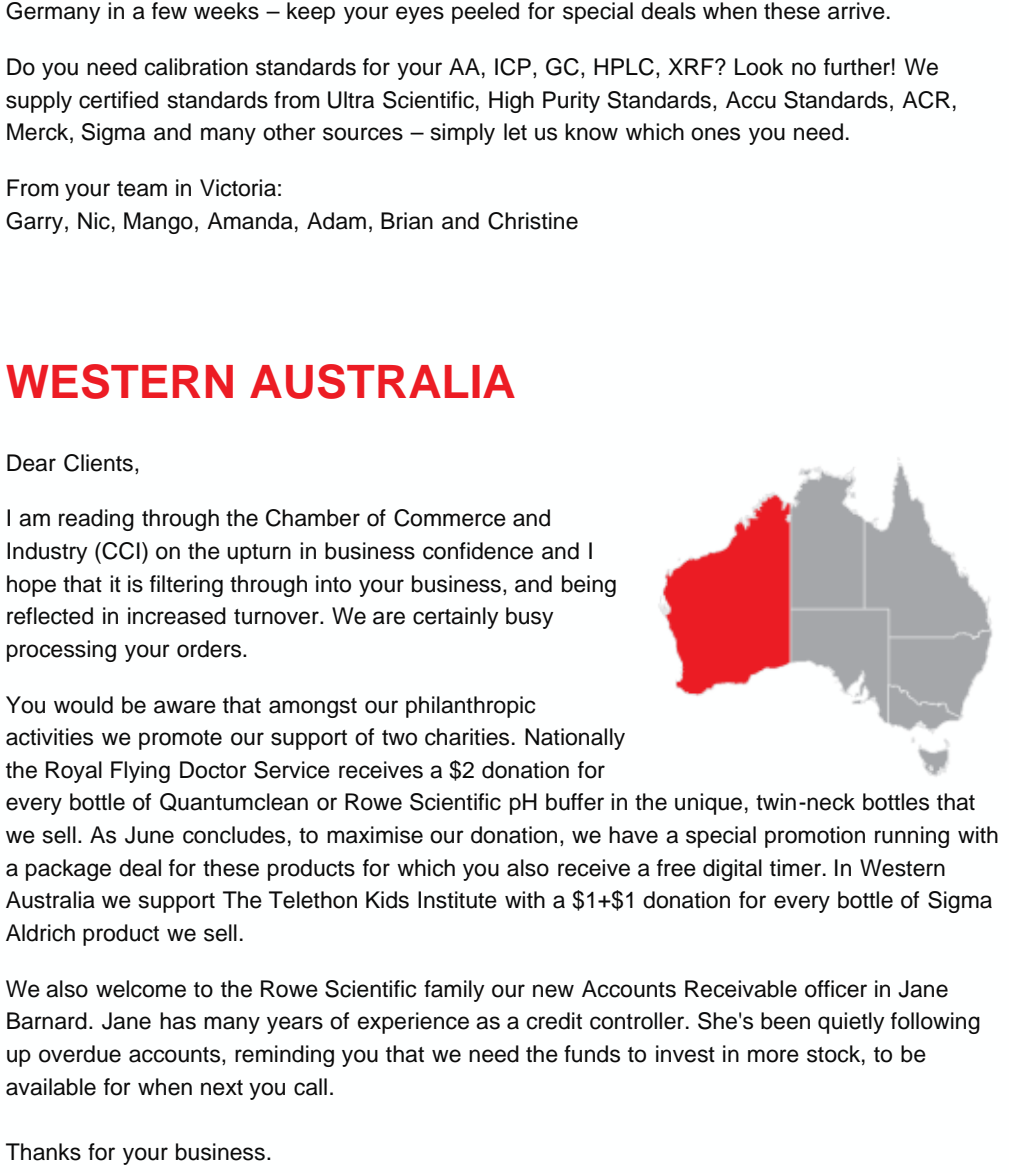
In Kerri's words:

"I love working in the science industry and seeing all the amazing fields of study you can pursue and the break throughs and discoveries they are making in my lifetime. I also love spending time with my family and watching my daughter develop and grow. I want her to be a strong confident woman who believes she can do whatever she wants as long as she works hard enough for it. My plan for the future is to work in the field of science. I wish to complete my Masters after my bachelor degree. After that I wish to pursue a career as a Research Technician, assisting in research and actually conducting the lab work and field work in research fields such as climate change and conservation projects, protecting native species and environments.

Winning the Rowe Scientific scholarship means a great deal to myself and my family. For my dad it means a great deal. He raised me and my sister as a single parent and with only an education up to year 10. To know that I am doing well in university and to have been awarded this scholarship will make him extremely proud and feel like he did a great job raising me. For my husband and daughter they are proud of me that I can achieve my career dreams, while still being able to pursue my dream of having a family. And for myself, it means that the hard work and sacrifices I have made have made a difference to my life.


Securing a chemistry scholarship validates my career goal of becoming a chemist and working in that field. It would say that I am from the bottom of my heart. This means a great deal to me and makes me feel proud that I am getting the right choice in choosing to study later in life and after I already have a small child and full-time job, shows me that hard work, determination and love and support from family can make my dreams start to come true."

Well done Sherri and good luck in your future studies, from the Rowe Scientific staff.



Professor Tim Wess, Executive Dean of Science, Charles Sturt University, Wagga Wagga, NSW, presenting the 2017 Rowe Scientific Chemistry Scholarship to Ms Kerri Sherriff.

FOODPRO EXHIBITION 2017

 **16-19 July 2017**
 International Convention Centre Sydney, Darling Harbour.

LEVEL 1, STAND Y45

YOUR INVITATION TO VISIT US at foodpro 2017

ROWE SCIENTIFIC WELCOMES YOU

As a valued client of Rowe Scientific, we would like to invite you to visit us on **Stand Y45**, located on **Level 1** at Foodpro 2017.

INTRODUCING A NEW LINE OF VELP HOTPLATE STIRRERS ARE / AREX-6 SERIES

SEE THESE TWO VELP STIRRERS SHOWCASED AT FOODPRO 17

- Multiple temperature control options, including wireless control and monitoring
- Auto reverse function and built in timer
- User adjustable software to control thermoregulation
- Aluminium alloy or ceramic coated top plate
- Wide range of accessories including AluBlock vial holders and Hemispherical Bowls & PTFE covers

STATE NEWS

NEW SOUTH WALES

Dear Clients,

As the Rowe presence in the Tertiary and Research markets in NSW continues to intensify the product portfolio is evolving to meet the needs of the new customer base.

In the coming months customers will witness the roll out of a select, targeted range of pathology consumables including slides, coverslips, tissue embedding cassettes, and storage solutions in addition to a greatly expanded range of Tarsons single use plastic ware, for applications in Molecular Biology and Microbiology.

The Rowe instrumentation portfolio is also expanding with the addition of a number of major new agencies including the Dragon Lab range of instrumentation, for application in life science, MMM Medcenter range of laboratory incubators and ovens and the Polyscience range of immersion circulators, chillers and water baths.

Rowe continues to actively increase its market visibility through participation in trade displays ranging from the CSIRO, to the John Curtin Medical school in the ANU and the Charles Perkins Centre in Sydney University.

The CSIRO trade display coincided with Rowe's appointment to the panel of preferred scientific suppliers to the organisation.

Finally, if you are into all things food come and visit the Rowe stand during Foodpro 2017 from July 16 to 19, in the new Sydney Convention Centre.

All the best from:
Allan, John, Kathryn, Kendall, Ken and Rodney.

QUEENSLAND

Dear Clients,

Well it is time to once again drag out the old winter woollies and shake off the moth balls. There has been some pretty cold temperatures recorded around Queensland in the past few weeks and we Queenslanders prefer it hot and humid!

Martin & Adam manned our stand at the WIOA (Water Industry Operators Association) conference in May, and it was good to catch up with some of our clients face to face.

Please don't forget, we only have a few of the special promotion Endecotts EFL300 Sieve Shaker with 6 x Free Test Sieves available from stock. This is a good time to replace your old model or upgrade to the new model at \$3715.00 for the package (Rowe Code RS0140) Quote promo Ref459 when purchasing.

Cheers from the Queensland team:
Yvonne, Martin, Brian, Sean, Josephine, Leon, John, Steve, Adam and Colin.

SOUTH AUSTRALIA & NORTHERN TERRITORY

Dear Clients,

Greetings from the South Australian office. Well I don't know if it is just me but the time certainly seems to be flying past again. It seems like only last week I was writing the last article talking about entering into Autumn. Now winter is well and truly upon us as we have encountered the coldest start to winter on record.

Najed Alsamwy is continuing to learn the ropes, and a lot of our clients who have Najed as their account manager can expect to be seeing and hearing more from her over the coming months. Daniel Spano is about to embark on 4 weeks leave to celebrate his marriage to Irene, so we wish him all the best!

I would like to thank all our clients in SA/NT for your continued support in the 2016/17 financial year. It is greatly appreciated and we look forward and hope to receive your continued support in 2017/18. It is only through your increasing support that we can take to achieve our company vision and goals.

We have some terrific products that can "cater" to all of our clients in the Food industry. Rowe Scientific are distributors for Velp Scientifica who have an amazing range of food analysis products. For the clients that use Stomachers, and have had issues with their bags bursting, we have the solution for you, a "Grade" bag. Grade pride themselves on manufacturing bags of the highest quality, with the lowest breakage rate. If you would like any more information on these products then please contact your account manager.

All the best from:
Doug, Steve, Mark, Michael, Daniel, Paula, Goldy and Najed.

VICTORIA & TASMANIA

Dear Clients,

By the time you read this, the 2016/17 financial year will have come to a close and we would like to take the time to thank all of you, and hope we can look forward to your continued support for the year ahead. Business, like the weather, continues to be brisk and we ask you to give a warm welcome to our new Victorian Account Manager, Christine Barclay – we are banking on great things from Christine over the next few years.

For those of you looking for new ovens and incubators, we have a container loading landing from Germany in a few weeks – keep your eyes peeled for special deals when these arrive.

Do you need calibration standards for your AA, ICP, GC, HPLC, XRF? Look no further! We supply certified standards from Ultra Scientific, High Purity Standards, Accu Standards, ACR, Merck, Sigma and many other sources – simply let us know which ones you need.

From your team in Victoria:
Garry, Nic, Mango, Amanda, Adam, Brian and Christine

WESTERN AUSTRALIA

Dear Clients,

I am reading through the Chamber of Commerce and Industry (CCI) on the upturn in business confidence and I hope that it is filtering through into your business, and being reflected in increased turnover. We are certainly busy processing your orders.

You would be aware that amongst our philanthropic activities we promote our support of two charities. Nationally the Royal Flying Doctor Service receives a \$2 donation for every bottle of Quantumclean or Rowe Scientific pH buffer in the unique, twin-neck bottles that we sell. As June concludes, to maximise our donation, we have a special promotion running with a package deal for these products for which you also receive a free digital timer. In Western Australia we support The Telethon Kids Institute with a \$1+\$1 donation for every bottle of Sigma Aldrich product we sell.

We also welcome to the Rowe Scientific family our new Accounts Receivable officer in Jane Barnard. Jane has many years of experience as a credit controller. She's been quietly following up overdue accounts, reminding you that we need the funds to invest in more stock, to be available for when next you call.

Thanks for your business.

Regards
Peter Sommers and the West Australian Team

