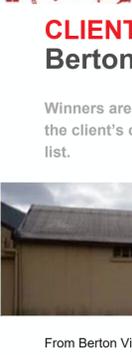


QUOTE OF THE MONTH



“Research is to see what everybody else has seen, and to think what nobody else has thought.”

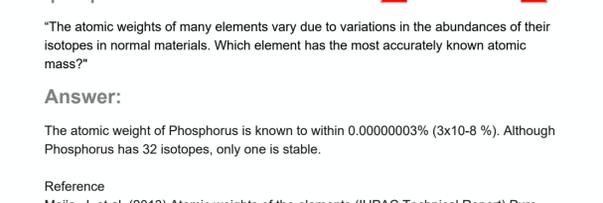
Albert Szent-Györgyi
1893 – 1986
Biochemist

<https://www.hellabio.com/blog/25-of-the-best-motivational-quotes-from-scientists.html>



CLIENT OF THE MONTH: Berton Vineyards

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 Berton Vineyards:

"The Winery is located in the New South Wales regional township of Yenda which has a population of around 1,600 people and is 580km south west of Sydney and 500km north west of Melbourne.

The winery site itself was established in 1945 and it has close ties with the development of the Riverina as a major Australian viticultural area. The winery has the capacity to crush and bottle approximately 20,000 tonnes annually and has a storage capacity of 14 million litres.

From humble beginnings in 2005, Berton Vineyards has grown into one of the 20 largest wineries in Australia (Wine Industry Directory, 2019). Both our winery and our wines have also received strong reviews and accolades domestically and internationally. We have achieved our success through maintaining personal relationships with our customers, this in turn has created our success in both our global and domestic markets.

Since acquiring the site in 2005 we have been constantly updating and improving our facility. Recent improvements include the addition of a new tank farm, warehouse and state of the art filler for our bottling line."

www.bertonvineyards.com.au

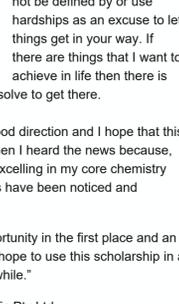


CLEVER PERSON'S QUIZ

Question:

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

Did you know the answer to the last quiz question?



"The atomic weights of many elements vary due to variations in the abundances of their isotopes in normal materials. Which element has the most accurately known atomic mass?"

Answer:

The atomic weight of Phosphorus is known to within 0.00000003% (3x10⁻⁸ %). Although Phosphorus has 32 isotopes, only one is stable.

Reference

Meija, J. et al. (2013) Atomic weights of the elements (IUPAC Technical Report) Pure Appl. Chem. 2016; 88(3)



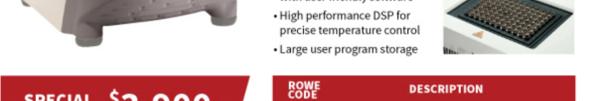
SUPPORTING THE RFDS



Royal Flying Doctor Service
Amount raised to date: **\$8,256** as of 1/10/20

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 raise **\$35,000** for the 2020 – 21 Financial Year.



WESTERN SYDNEY UNIVERSITY ROWE SCIENTIFIC CHEMISTRY SCHOLARSHIP

Our congratulations to Corey Manwaring, a 2020 recipient of the Rowe Scientific Chemistry Scholarship.



Mr Corey Manwaring

In Corey Manwaring's words:

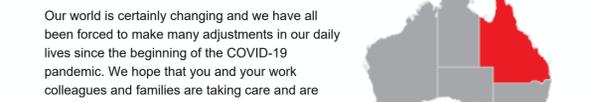
"The earliest time that I could remember wanting to do chemistry was in year 9 when we were first learning about Stoichiometry. This, along with winning an ANSTO award for scientific curiosity in year 10, lead me to study Chemistry in year 11 and 12 where I fell in love with the concept of organic chemistry. This then led me to enrol at Western Sydney University after seeing the newly updated facilities that they had.

I have always been raised with the idea that there are always people who have more challenging lives than I do. I've also been raised to not be defined by or use hardships as an excuse to let things get in your way. If there are things that I want to achieve in life then there is always a way to get there, it is just whether I have the resolve to get there.

This Scholarship gives me hope that I am moving in a good direction and I hope that this direction leads me to future successes. I was ecstatic when I heard the news because, of my three years doing my undergraduate degree and excelling in my core chemistry units, this is the first time that I feel like my achievements have been noticed and rewarded.

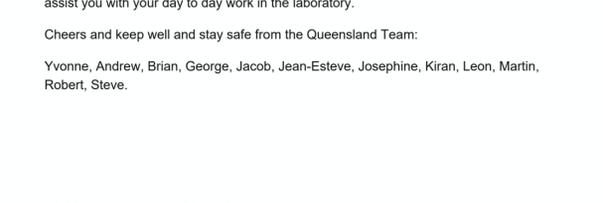
Thank you very much for giving me this scholarship opportunity in the first place and an even greater thank you for selecting me as the winner. I hope to use this scholarship in a way that will make you feel that choosing me was worthwhile."

Well done Corey, from the national staff of Rowe Scientific Pty Ltd.



SCIENCE TEACHERS ASSOCIATION OF WA (STAWA) SCIENCE TALENT SEARCH

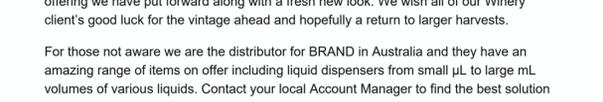
Congratulations to all the recipients of awards at the recent 2020 STAWA Science Talent Search awards in Perth, some of which were donated by Rowe Scientific Pty Ltd. The following is an example only, from many of the awards.



(L to R) Jarryd Sommers (Rowe Scientific Pty Ltd), Messers Aaron Ong, Jerone Mathews and Alan Joju (Willetton Senior High School).

The title of their Engineering project was "Creating a Bushfire-Proof Bee Smoker". In the words from the presentation notes; "Bee smokers are used by keepers to calm their bees and can cause bushfires if knocked over. The bushfire in Canberra this year was caused by a beekeeper trying to calm his bees. This group designed a product that can be used to calm bees that doesn't require fire and is non-toxic to the bees"

Well done people.

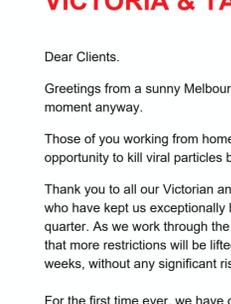


D LAB THERMAL CYCLER

Do you run a research laboratory which conducts polymerase chain reaction (PCR) for sequencing, cloning, genotyping, mutagenesis, and similar applications? The D Lab Thermal Cycler could be the right fit for your laboratory.

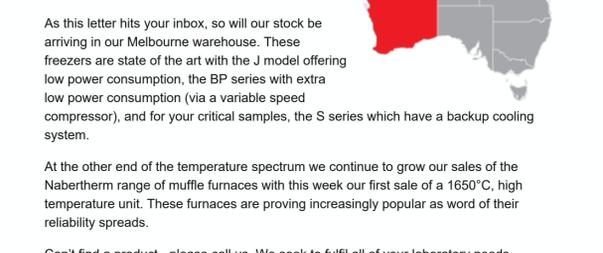
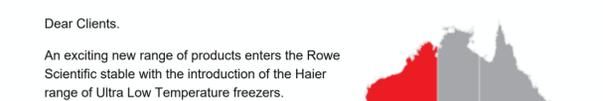
FEATURES INCLUDE:

- Reliable heating/cooling elements for precise temperature control and fast heating and cooling rates
- Unique heating block design ensures temperature uniformity for repeatable results
- 7 inch large color touch panel screen for easy programming with user friendly software
- High performance DSP for precise temperature control
- Large user program storage



ROWE CODE	DESCRIPTION	PRICE
IT0265	Thermal Cycler, Non Gradient (96 Well Plate, 96 x 0.2mL PCR Tube, 8x12 PCR Plate)	

Offer available while current stocks last.



BI-METAL THERMOMETERS

Special prices on dial thermometers

PRICED TO CLEAR See table below



ROWE CODE	DESCRIPTION	PRICE
IT1445	Thermometer Teltru -40 - 70°C 25mm dial, 125mm stem	\$61
IT1494	Thermometer Teltru -10 - 110°C 40mm dial 125mm stem (GT-100R Series 110-125)	\$73
IT1411	Thermometer Teltru 0 - 150°C, 75mm dial, 300mm stem (GT300R Series)	\$130

Offer available while current stocks last.

STATE NEWS

NEW SOUTH WALES

Dear Clients,
As the end of the year approaches it is fair to say many individuals are looking to 2021 to provide some relief from the COVID-19 pandemic which has dominated 2020.

Rowe Scientific NSW has continued its upward trajectory during the course of the year and without a doubt, one of the key elements in our continued growth is local warehousing. As a result of holding stock locally we have assisted many of our regular customers and a significant number of non-regular customers. (those non-regular clients have turned to Rowe Scientific when their established supplier(s) let them down through various circumstances and many are now returning clients.

Throughout the last six months we have focused on ensuring we have appropriate levels of key stock consumables including examination gloves, pipette tips and tubes, solvents including ethanol and PPE as well as consumables including splash gowns, hair nets and boot covers to name a few. We are looking to assist new and existing customers who choose Rowe Scientific as their laboratory supply partner.

We value your support and looking forward to assisting you when next you need a standard (or not so standard) consumable or piece of instrumentation.

All the best from:
John, Allan, Brendan, Connor, Hayden, Kathryn, Robert

QUEENSLAND

Dear Clients,
Our world is certainly changing and we have all been forced to make many adjustments in our daily lives since the beginning of the COVID-19 pandemic. We hope that you and your work colleagues and families are taking care and are staying safe.

We continue to work as before and are fortunate that our staff in Queensland were able to return to the office. Our southern colleagues have not been so fortunate and we hope that it will not be too long before the spread of the virus is under control in our western states.

For those of you who have remained working, we are still here to support you and to hopefully deliver the products you need to continue with your work. Freight forwarders are still not running full crews of drivers so please be patient with us as some orders may be delivered later than expected.

- There are some products in the PPE range that remain in high demand and stocks are still limited around the globe.
- We have plenty of Alcohol Wipes in stock
 - We have plenty of Surgical Masks blue with ear loops in stock
 - We have reasonable stocks of Nitrile gloves

Please visit our website for the latest news and for new products now available that may assist you with your day to day work in the laboratory.

Cheers and keep well and stay safe from the Queensland Team:

Yvonne, Andrew, Brian, George, Jacob, Jean-Esteve, Josephine, Kiran, Leon, Martin, Robert, Steve.

SOUTH AUSTRALIA & NORTHERN TERRITORY

Dear Clients,
I hope all of our clients and their families across Australia are safe and well in these uncertain times.

We continue to work unimpeded in the Adelaide office and our Account Managers are trying to visit and see all of you who are able to see us again. As I type this our border opened again to NSW so I will be visiting Broken Hill soon, unfortunately no word on our Victorian border at this time.

International freight is still taking a little longer than normal and remains more expensive than prior to COVID-19. There is no sign yet as to when this will change.

We have good stocks of blue 3 ply face masks with ear loops and KN95 respirator masks in Adelaide at the moment, available for immediate supply. Gloves are still hard to source and are going to be that way into next year as pricing increases are mandated by manufacturers.

The 2020/21 Vintage price list is due out very soon with exciting new additions to the offering we have put forward along with a fresh new look. We wish all of our Winery client's good luck for the vintage ahead and hopefully a return to larger harvests.

For those not aware we are the distributor for BRAND in Australia and they have an amazing range of items on offer including liquid dispensers from small µL to large mL volumes of various liquids. Contact your local Account Manager to find the best solution for your requirements.

All the best from:
Doug, Danielle, David, Erik, Joanne, Katelynn, Mark, Michael, Paula, Samuel, Steve.

VICTORIA & TASMANIA

Dear Clients,
Greetings from a sunny Melbourne. Well it is at the moment anyway.

Those of you working from home should take the opportunity to kill viral particles by UV exposure.

Thank you to all our Victorian and Tassie customers who have kept us exceptionally busy in this last quarter. As we work through the month, we hope that more restrictions will be lifted in the coming weeks, without any significant risk or increase in infections of course.

For the first time ever, we have ordered a complete container of BRAND products from Germany which includes "tons" of tips plus the all new "Handy Step Touch" repetitive pipette, the BRAND Dispensettes and Transferettes which all form part of the impressive BRAND Liquid Handling family.

Marketing are frenetically working on the next version of the Rowe Scientific Vintage catalogue and they have a whole suite of specials up their sleeves which will be reaching your mail boxes very soon. Keep your eyes peeled they are guaranteed to save you a heap!

Ofcourse, being in Victoria in these COVID-19 times, we have stocks of Masks, Gloves and Hand Sanitiser for immediate delivery to you. Hope to hear from you soon.

From your team in Victoria:
Garry, Adam, Amanda, Brian, Christine, Hoa, Louise, Mango, Nic, Paul.

WESTERN AUSTRALIA

Dear Clients,
An exciting new range of products enters the Rowe Scientific stable with the introduction of the Haier range of Ultra Low Temperature freezers.

As this letter hits your inbox, so will our stock be arriving in our Melbourne warehouse. These freezers are state of the art with the J model offering low power consumption, the BP series with extra low power consumption (via a variable speed compressor), and for your critical samples, the S series which have a backup cooling system.

At the other end of the temperature spectrum we continue to grow our sales of the Nabertherm range of muffle furnaces with this week our first sale of a 1650°C, high temperature unit. These furnaces are proving increasingly popular as word of their reliability spreads.

Can't find a product - please call us. We seek to fulfil all of your laboratory needs.

Stay Safe:
Peter Sommers and the Western Australian Team.



South Australia & NT | Queensland | Victoria & Tasmania | New South Wales | Western Australia
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