

American Council of Independent Laboratories

Industry Insights

Industry Information Provided for ACIL Members from ACIL Members

ACIL

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National
Champions
Sponsor:****Agilent Technologies****Thank You
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Sponsors:****TELEDYNE INSTRUMENTS**
Everywhere you look**Waters**
THE SCIENCE OF
WHAT'S POSSIBLE™

What's Hot?

WHAT'S HOT, WHAT'S NOT---FACT OR FICTION



Why are some laboratories growing and others shrinking in the same markets-some with double digit profits, some struggling for any profit at all? We are frequently asked these questions by laboratories across multiple market sectors. It is clear that in broad macroeconomic terms, we are in for an intermediate to long term correction. However, within that framework, there are multiple opportunities for laboratories to expand into new market segments and build business value. These are driven by consolidation and evolution in industries, the emergence of new industries, and an increasingly complex regulatory environment addressing health and safety, claims substantiation, and security issues..

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Thank You to the Exhibitors at the 75th Annual Meeting

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What's New?

Highly Sensitive Analysis of Chromium (VI) in Drinking Water by IC with Post-Column Derivatization and UV/VIS Detection

Pickering Laboratories will be introducing our new application note for Chromium (VI) analysis at this year's ACIL Annual Meeting.



In July 2011, the Office of Environmental Health Hazard Assessment (OEHHA) established a Public Health Goal (PHG) for Chromium (VI) at a concentration of 0.02 ug/L.

Using post-column derivatization with diphenylcarbazide under highly acidic conditions and UV/VIS detection, as per EPA Method 218.7, Pickering Laboratories has met this 0.02 ug/L level of detection in the analysis of Chromium (VI) in drinking water.

www.pickeringlabs.com

Teledyne Tekmar introduces the AutoMate-Q40

Teledyne Tekmar introduces the AutoMate-Q40, a revolutionary system specifically designed and optimized to automate the QuEChERS sample preparation workflow. The system is configured 'out of the box' to conduct two of the most popular QuEChERS sample preparation methods: AOAC 2007.01 (Pesticide Residues in Food by Acetonitrile Extraction and Partitioning with Magnesium Sulfate) and EN 15662.2008 (Foods of Plant Origin-Determination of Pesticide Residues Using GC-MS and/or LC-MS/MS Following Acetonitrile Extraction/Partitioning and Clean-up by Dispersive SPE-QuEChERS method). The AutoMate-Q40 incorporates a unique, innovative technology called VialVision (patent pending) that is able to reliably identify liquid levels, differentiate between multiple aqueous layers within a vial and then calculate their associated volumes.

www.teledynetekmar.com

Looking for a more efficient alternative to Sodium Sulfate drying of organic samples prior to GC-MS analysis?



Horizon technology now offers DryDisk® Separation Membranes for fast, efficient drying of residual water from

solvents in organic extractions. DryDisk involves a physical separation of water and solvent rather than a chemical process to remove residual water from non-polar organic solvent extracts. The DryDisk separation membrane eliminates numerous problems inherent with chemical drying agents like sodium sulfate. And DryDisk is fast and simple to use. It compatible with most non-polar solvents and will improve analyte recovery.

[Click here to learn more about DryDisk and other solvent drying ideas...](#)



QuickTrace M-7600 mercury analyzer from CETAC Technologies

The QuickTrace M-7600 mercury analyzer from CETAC Technologies is designed with TCP-IP communications that are preconfigured per laboratory preferences. The analyzer is designed for ultratrace to sub-ppm mercury quantitation and is capable of switching between low ppm and ppt analysis without hardware or tubing configuration changes..

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Product Showcase

Proven Quality, Superior Cleanliness, and Method-Specific Performance

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Resprep® solid phase extraction

(SPE) tubes are manufactured with specially cleaned sorbents and high-purity plastics to minimize background and help eliminate troublesome interference. In order to ensure reproducibility, every finished product goes through rigorous QC testing, targeted to specific applications whenever possible, and an extensive certificate of analysis details the results. In addition, each box contains multiple foil bags of tubes to improve shelf life and keep unused sorbents factory-fresh. If you want proven quality and superior cleanliness with method-specific performance, you want Resprep® SPE tubes.



Resprep® SPE tubes are available with the following sorbents:

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- Florisil® Adsorbent: Pesticides
- CarboPrep® Adsorbent: Dirty Samples

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Accurate measurements require accurate calibration standards. A pH measurement is only as accurate

as the pH buffer that is used to calibrate your pH meter. SPEX CertiPrep, the leader in quality certified reference materials and standards, now offers high quality pH buffers from pH 2.00 to pH 10.00. Our buffers carry our longstanding guarantee of quality and are certified to +/- 0.01 pH unit for a high degree of accuracy.

SPEX CertiPrep's certified pH Buffers are conveniently color-coded and packaged in easy to handle 500 mL bottles. Each buffer is certified to Guide 34 and ISO 17025 and is shipped with our SPEXertificate

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