



## CONSULTANTS to BIOTECH and LIFE SCIENCES

*The PSL team would like to wish you all a very Happy Christmas and a Prosperous New Year!*

We have really enjoyed sharing our news with you over the past year and hope that 2011 brings more exciting collaborations.

However, 2010 isn't over yet: We attended Medica last month, the ideal meeting for rekindling relationships and igniting new ones. We shall be at BSI in Liverpool at the beginning of the month and then Cell Biology in Philadelphia, mid December. Please come and say hello!

## Do You Need Help Finding the right Partner?

### FBI – The PSL Biotech and Life Science Partnering Solution

The Find Bind Initiative (FBI) is the comprehensive business partnering solution and covers the following:



- Suppliers** - seeking the right distributor for your product in a competitive market.
- Distributors** - searching for quality products to include in your portfolio
- Recruitment** - looking to recruit or/ seeking employment
- New Technologies** - looking for interested collaborators

Finding the right partners for any of the above can be time consuming with no guarantee of satisfactory results. PSL will personally identify, select and introduce you to the most suited partner, thereby helping you get off to the best start in your venture. [Contact tim@pivotalscientific.com](mailto:tim@pivotalscientific.com) for more information.

## Upcoming Events:

### BIOTRINITY 2011

PSL are going to be hosting a booth at the forthcoming exhibition in April 2011. This is an exciting prospect for us - Watch this space!

## See what is new with the PSL Partners:



### UK DISTRIBUTION COMPANY

#### Latest Offers:

- FREE** - try before you buy all the IHC staining reagents from Nichirei's N-Histofine range and see what suits
- FREE** - a whole range of Synthetic Blocking reagents from CosmoBio

[www.2BScientific.com](http://www.2BScientific.com)



### FIRST FOR ANTIBODY LABELING

#### PHOSPHATE DETECTION SYSTEMS

##### PiColorlock Gold or PiColorlock ALS

- Colorimetric Assay - **competitor assays are radioactive!**
- Special additive ensures low backgrounds with acid-labile substrates.
- Unparalleled stability of phosphate-dye complexes.
- **Reagent is compatible with almost any assay buffer**
- no inhibition of color development in high concentrations of protein.
- Stable reagent formulation - long shelf life.

[www.innovabiosciences.com](http://www.innovabiosciences.com)



#### Monospecific rabbit clonal antibodies

- NEW QUALITY on the market
- Highest specificity, affinity and avidity possible
- Reliability on any tissue
- DB Biotech offers custom antibody production services to industry clients and researchers
- A solution for any target and application
- Focus on difficult targets

[www.dbbiotech.com](http://www.dbbiotech.com)



#### Looking for a way to increase your profile in the Flow Cytometry Area?

Chromocyte is an innovative online resource for facilitating the design of complex multi-parameter flow cytometry experiments and sourcing reagents.

For more information on the marketing channels we offer please contact [info@chromocyte.com](mailto:info@chromocyte.com)

[www.chromocyte.com](http://www.chromocyte.com)



Take advantage of the single biggest opportunity in internet marketing. Algorithm Solutions will provide a website evaluation and keyword analysis free of charge.

- Search Engine Optimisation
- Pay per click management
- Web Design

[www.algorithmsolutions.com](http://www.algorithmsolutions.com)



#### Consultancy Services for Quality Management Systems eg:

- ISO9001
- ISO13485
- CE Marking

For more info please contact: [info@pivotalscientific.com](mailto:info@pivotalscientific.com)

[www.bspartnership.co.uk](http://www.bspartnership.co.uk)



### BULK OEM OPPORTUNITIES

- Over 2000 goat antibodies
- Manufactured in-house
- Goat = large batches, Lot-Lot consistency
- Defined epitope
- Test samples available from reserved batches
- Choice of formats, including BSA free.

[www.everestbiotech.com](http://www.everestbiotech.com)



### HUGE RANGE OF SECONDARY ANTIBODIES FOR RESEARCH OR BULK PURCHASE

[www.southernbiotech.com](http://www.southernbiotech.com)

## News This Month!



#### Oxford Expression Technologies

will launch a new transfection reagent, **baculoFECTIN**. This innovative product is designed to provide optimal transfection efficiency when transfecting insect cells and delivers much improved results when compared to traditional transfection reagents. As such it is ideally suited for use in conjunction with OET's world beating **flashBAC** baculovirus expression vector system.

[www.oetltd.com](http://www.oetltd.com)



#### This month we have released 200 NEW IHC-plus antibodies and 163 NEW Tissue Microarrays.

Including cancer arrays for: **lung, laryngeal, liver and lymphoma.**

Also, check out our IHC pictures on our Facebook page <http://www.facebook.com/pages/Seattle-WA/LSBio/152003528149127>

[www.lsbio.com](http://www.lsbio.com)



### The Quality Based UK Hybridoma Development Service

- Custom Monoclonal Antibody Projects
- Antigen Preparation
- Immunisation and Hybridoma Preparation
- Cloning and Screening
- Further Characterisation

[www.oxfabs.com](http://www.oxfabs.com)

#### Immunological Reagents for Research and Testing Purposes

PSL is now co-ordinating distribution for Nordic Immunological Laboratories



For more info please contact: [info@pivotalscientific.com](mailto:info@pivotalscientific.com)

[www.nordiclabs.nl](http://www.nordiclabs.nl)



### Providers of Monoclonal Antibody Production

[www.biosynergieurope.com](http://www.biosynergieurope.com)

## Employment Opportunities

If you are seeking employment or searching for employees in the Life Science market, visit our careers page which we are continually updating with new opportunities: [www.pivotalscientific.com/employment-opportunities](http://www.pivotalscientific.com/employment-opportunities)