

## CONSULTANTS to BIOTECH and LIFE SCIENCES

Welcome to the November Pivotal Profile! Our aim is to keep you informed with news from Pivotal Scientific and our collaborators.

### My Thoughts on Biotechnica 2010, October 5th to 7th

Biotechnica is a good draw for distributors and biotech professionals. However, the number of companies attending was low, with just one hall being used. I had difficulty filling a 2 day schedule and didn't feel inspired by the new technologies or products on offer. The exhibitor feedback was that once every 2 years is far more preferable so the 2011 show should have larger number of companies attending.

I must say that the hotel I stayed in ( <http://www.radissonblu.com/hotel-hannover> ) was great, with a good restaurant and bar and being within walking distance to the show. I certainly will book this for next year.

**What did you think? Let us know via [Linked in](#), [Twitter](#) or [tim@pivotalscientific.com](mailto:tim@pivotalscientific.com)**

**At a Glance:**  
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### New Collaborations:



**PSL is delighted to announce its most recent collaboration with Nordic Immunological Laboratories.**

Their aim is to provide the customer with a wide scale of basic immunological products of high quality, suited for more traditional techniques and small-scale applications, as well as support based on many years of experience.

They offer a range of over 1700 products for fundamental and applied research of human and veterinary systems. It includes a unique series of polyclonal antisera against enzymes as unlabelled IgG fractions, biotin conjugates and affinity purified antibody fractions.

Nordic Immunological Laboratories are specialized in:

- Human and animal antisera plus its conjugates
- Monoclonal antibodies and conjugates
- Antisera against enzymes and conjugates
- Reference preparations and calibrators
- Purified proteins

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

### Upcoming Events:

**MEDICA, Dusseldorf - 17th - 20th November** (Tim shall be there 17th - 19th).

As the largest event for the medical sector, it is a great opportunity to make new contacts and catch up with old ones, so we are really looking forward to meeting many of you there.

### See what is new with the PSL Partners:



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

#### NEW WEBSITE

Visit the new 2Bscientific website

A bright new concept in the world of Life Science Reagents presented in dynamic yet easy-to-use way.



**Innova Biosciences**  
[www.innovabiosciences.com](http://www.innovabiosciences.com)

#### BIO-CONJUGATION ASSAYS

##### NEW SMALLER VIALS!

10µg Antibody Labeling Vials  
 Scaled down vials now available for labeling as little as 10µg of antibody in a variety of colours.



**DB Biotech**  
[www.dbbiotech.com](http://www.dbbiotech.com)

#### PRODUCTS IN FOCUS

##### New release - DB106 C3d complement

- a great addition to our C4d complement for our kidney panel  
 DB106-0.5 1:100-200  
 DB106-1 1:100-200  
 DB106-RTU ready to use  
 DB106-RTU-15 ready to use



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

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

Chromocyte offers the following opportunities to its sponsors:

- Product Listings (Reagents, Equipment, Services)
- Banner Advertisements
- Statistical data on reagent searches, resource usage, and 'clicks' on Banner Ads and other resource links
- E-mail and other information dissemination services

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

**Algorithmsolutions**  
[www.algorithmsolutions.com](http://www.algorithmsolutions.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



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

#### Health & Safety Module for Q-Pulse Software

Q-Pulse is one of the most popular and effective electronic quality management systems:

- It keeps track of your documentation, staff training, customers, equipment maintenance, calibration, and also records problems and complaints.
- There is now a new module that tracks and processes health & safety issues.
- Installation is simple as it can be configured and adjusted remotely; either on-line or on-site training is provided.

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

**Everest Biotech**  
[www.everestbiotech.com](http://www.everestbiotech.com)



#### BULK OEM

Are you developing an assay and require >1mg antibody?

Everest Biotech offer:

- 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.
- Competitive price promise

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

**SouthernBiotech**

#### PRODUCT FOCUS

**New Monoclonal Secondary Antibodies specific to Syrian and Armenian Hamster IgG**

- Anti-Hamster IgG1
- Anti-Hamster IgG2/3
- Anti-Hamster IgG3

**Oxford Expression Technologies**  
[www.oetltd.com](http://www.oetltd.com)



#### NEW RESEARCH ON BACULOVIRUS

Research shows improved expression of membrane and secreted proteins. **New Publication**

**LifeSpan Biosciences**  
[www.lsbio.com](http://www.lsbio.com)



#### 3-4-2 PROMOTION

**Buy 2 IHC-plus™ and get a third for free!**

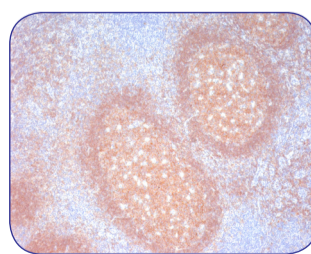
During October, November, and December 2010, customers using the promotional code PEC100110 who order three IHC-plus™ antibodies will receive the lowest priced antibody for free!

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



#### New from OxFabs – Paraffin Reactive CD19 Mouse Monoclonal (Clone LC-1)

- Detects B cells in fresh and formalin fixed paraffin embedded (FFPE) material
- Validated for use in Immunohistochemistry using Leica Novolink™ Polymer detection system
- Available to licence now



CD19 on paraffin embedded tonsil

Contact the OxFabs Business Manager for more information on +44 (0)1865 222911 or via enquiries@oxfabs.com today!

#### 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)