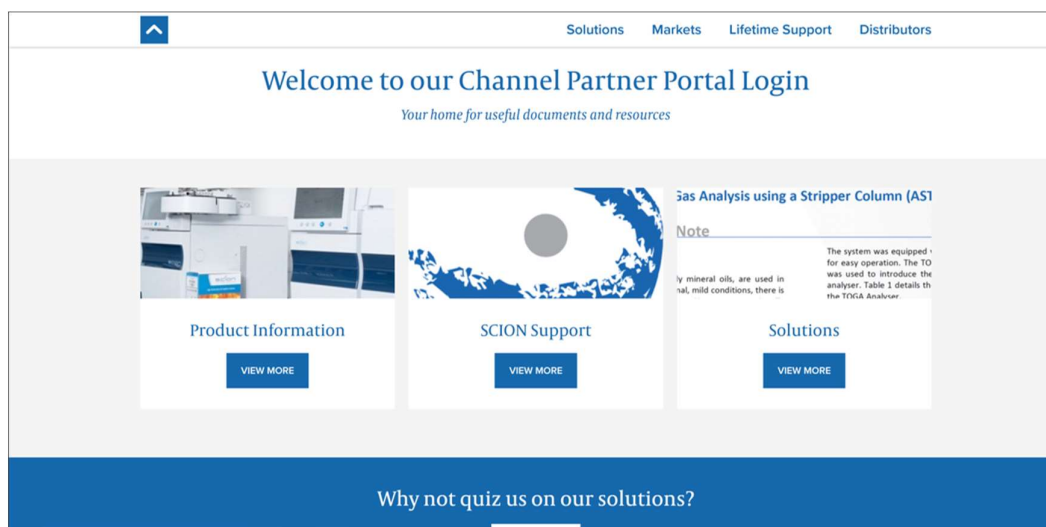




## SCION Channel Partner Portal goes live!



The long-awaited Channel Partner Portal has been launched on the SCION Instruments website.

During the monthly Channel Partner webinar last week a walk-through of the new portal and how it operates was demonstrated live. Now all channel partners are being sent their User Name and unique Password by email so they can access the portal.

The portal contains all the product, company and service information that Channel Partners require to promote SCION Instruments and its services. It will replace the intranet store that has been used until now and this will soon be turned off to Channel Partners. It should now be easier to find and download information, so check out the portal and see what it has to offer. The portal will continually be upgraded and new information lodged on it over the coming months. Any problems contact Marketing & Communications Manager Rory MacLeod at [rorym@scioninstruments.com](mailto:rorym@scioninstruments.com)

Take a closer look

## News Updates



### **SCION seals deal on new factory in Netherlands**

SCION Instruments have officially purchased a new factory building in Goes, The Netherlands.

Khalid Tafrasti, SCION Instruments CEO, said: "It is a milestone we needed to reach and I'm very proud of that we could make this happen."



### **SCION attends major gas show in The Hague**

SCION Instruments attended the Gas Analysis conference in The Hague, The Netherlands, last month. The show is the is a leading international symposium and exhibition for gas analysis manufacturers, technical staff and end-users, presenting the latest developments in the laboratory, process analysis, metrology and sensor technology and their applications.

We had positive conversations with customers and several suppliers. An excellent opportunity to introduce

“The new factory will make a big difference in shaping our production and future in a positive way.”

The building is anticipated to be fully functional in early 2020.

SCION to different people as a complete supplier of instruments and consumables. Good connection made with Benelux, Netherlands and gas suppliers worldwide.



## New Application Notes

The [SCION website](#) and [Channel Partner Portal](#) has been updated with two new application notes from SCION Instruments.

The first details the profiling of volatile compounds in red wine using ChromSync Software, an application add on for Compass CDS.

The second application note offers a GC-MS solution with SPME automation for the determination of flavour compounds in milk flavourings (liquid and powdered samples).



## August Webinar

The next Monthly Channel Partner Webinar is scheduled for Wednesday 7 August, 2019.

The subjects covered will include Selling Compass CDS Value.

Further details and joining instructions for the webinar will be sent to you over the next few weeks. You will be glad to hear that attendance at these webinars has grown and we had over 50 people over the two June webinars which covered the new Channel Partner Portal and Application Notes. The feedback has been positive.



## GC Instrumentation training

SCION Gas Chromatography Instrumentation Training courses for service engineers and technical support are available in Livingston, Scotland, this Autumn.

Training will include GC Basics with Compass CDS,



## Sales Training

Sales training in Amsterdam last month was attended by 17 people in unusually hot weather at 34°C. Despite the heat, they enjoyed two days of constructive discussion and a day in the lab with hands-on experience of instruments and software.

September 4 - 13; and Scion  
MS(SQ), October 23 - 31.

Further training may be  
announced in the future.

Anyone interested in  
attending or seeking details  
should contact John Black at  
[johnb@scioninstruments.com](mailto:johnb@scioninstruments.com)

Rob de Jong, GC/MS  
Business Development, said:  
"We used our new sales  
collateral, and feedback has  
made us even more  
determined to continue the  
path of improvement."

**SCION Instruments**

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