



Despite it being the holiday and vacation season for many, SCION Instruments has remained busy across many projects and markets throughout the last month. Below is just some of the news.



October 21 & 22

**SCION MS Product Sales
Training in Livingston**

August 1

Jörn starts as the new Sales Manager, Germany & Austria

SCION Instruments continue to expand their in-house sales force with the arrival of Jörn Hannaum at the beginning of August as the new Sales Manager, Germany and Austria.

Based in Mönchengladbach. 54-year-old Jörn, spent the last few years at Thermo Fisher working with GC, GCMS and Analysers for oil and gas.

He began his career with Carlo Erba in 1991, follow by S+H Analytik (local dealer for Thermo in the North Rhine Area.) He spent eight years with Shimadzu Europa where he was responsible for building and selling analysers.

Married for 31 years and father to two sons aged 31 and 27, Jörn says he is looking forward to working with SCION. He can be contacted by email at

Jorn.Hannaum@scioninstruments.com

SCION Instruments will be holding Channel Partner MS Sales Training on October 21 and 22 at their HQ in Livingston, Scotland.

A more detailed agenda and registration details will be sent to all channel partners soon.

The core training over two days will allow an in-depth focus on SCION's MS-portfolio, MS Workstation, and specific Applications for GCMS.

New materials have been developed for this training, with key emphasis on customer value proposition, product technical information and the competitive landscape.

There will also be time for practical hands-on time and experience in the lab.

Full details of the training offered and details of registration and accommodation etc, will be sent out to you soon via the normal channel partner avenues.



BEYOND MEASURE

Welcome to the SCION Instruments monthly webinar.

The webinar will begin shortly, please be patient.
Can all participants please mute their microphone.

scion
INSTRUMENTS

Recorded webinars now available on the Channel Partner Portal

The webinars will now become available on the Channel Partner Portal shortly after the monthly webinar is held.

While it will not always be possible to put some webinars, or the full webinar, up on the site, it will give you the chance to see it again or catch up if you missed it.

The webinars link can be found under the Product Information tab and the document you reach will give you the link to our YouTube channel recording.

The most recent webinar on Compass CDS, presented by Rob de Jong, has been posted there.



Creating a better service for you!

A small reminder to you to keep using the new Channel Partner Portal on the website.

We monitor the activity surrounding both our newsletters and the monthly webinars and use this information to see what interests you and what you are seeking out.

From this we will continue to improve the level of service and support to you. We are pleased to see activity in both platforms continues to rise and will share some of the findings with you once we have more data. Thank you!



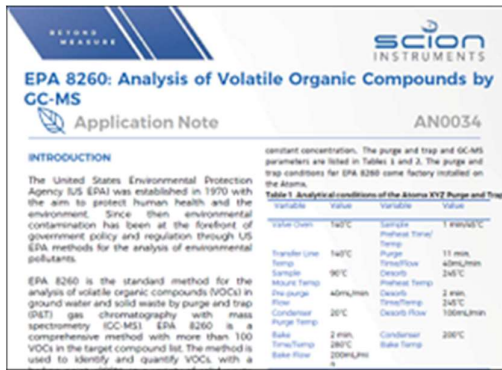
Focus on the Frontier Lab Pyroliser in September webinar

The next webinar will take place on Wednesday 4th September.

The presentation will be by Michael Stroll of Frontier Lab and focus on their pyroliser.

There will be the normal two sessions - one timed better for the Asian time zones and the other which will favour the Americas timezones. European timezones can choose which better suits them.

Invitations will be sent nearer the time. Ideas for future webinars welcome.



New Application Note

The latest in our series of new application notes - [EPA 8260 Analysis of VOCs in ground water and solid matrices](#) - has been published on the main website and on the Channel Partner Portal. Why not have a look, and also check out our previous App Notes?

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