



I am sorry for the delay in output of the October Newsletter but illness prevented me from publishing sooner. However, it does not mean we have been any the less busy and have had a full programme of progress to report on. Your support of our webinars and high numbers of openings of the newsletter are much appreciated and we hope you are enjoying the experience thus far. Here is just some of the news we want to share with you.



Daniil is SCION's new Sales Manager in the CIS countries

SCION Instruments has appointed [Daniil Soskin](#) as our new Sales Manager for the CIS countries.

Daniil has many years of experience as a project manager and sales manager in various fields and in the gas chromatography industry in Kazakhstan and neighbouring countries.

Daniil is based in Almaty, Kazakhstan. He will be responsible for the direct sales in Kazakhstan and managing the distributors and other channels in the CIS countries.

Daniil's experience and background, and his close contacts with customers, EPC's and other channels, will ensure a good start for our business in the CIS countries..

Welcome Daniil!



Idealab feature SCION products at recent Kiev international exhibition

Idealab's Yaroslav Podgursky said: "Scion is a key product for our company so we focused on Scion on our booth. We played a little with barrels as Scion have a strong positions on HPI. The GC looks nice on white barrel."

He added: "It was first official show for Scion on the local market. The first year SCION instruments have officially been represented directly in Ukraine. Beginning in 1990 Varian and Bruker operated in Ukraine through Russian distributors. As we work directly with Scion we are able to offer a good price, short delivery times and the right support."

It is good to see the SCION Instruments brand spreading!



New GC replacement campaign launched

Servicing and uptime of the old Varian models will become more challenging with age, and could potentially impact the user's business.

The offer includes:

- A new Scion Instruments GC (covers Analysers and Custom systems) with the same or improved performance as the user's old system
- An upgrade to the latest CompassCDS software version from an older CompassCDS, or GalaxieCDS legacy versions
- A free consumables kit (vials, caps, crimper, column and magnifier), until supplies run out.

The banner above will be sent out on both LinkedIn and Twitter social media platforms at least once a week over the next few weeks. The link displayed - <https://bit.ly/2mw9Hvk> - takes the potential customer to a landing page with a short form to apply for the deal.



SCION Instruments extends reach on their digital journey

Following hot on the heels of the successful [Channel Partner Portal](#) launch, SCION Instruments



October webinar on SQ value selling and e-liquid analysis now on portal

The [presentation slides](#) and a [recording](#) of the recent webinar of October 2 - "SCION SQ MS value selling

continues to extend its reach on its digital journey.

Recorded [monthly webinars](#) are now posted on a video platform. For now they are channel partner orientated, but the coming months will see this expand to include other recordings for the customer channel, and general recordings featuring products and services.

Feedback on the channel has been positive from channel partners and Rob de Jong, GC/MS Business Development Manager, said: "We're pleased with the response so far and see this as a useful tool to help spread the brand, products and services we offer. We continue to expand our new digital journey."

New activity on social media platforms has begun with the focus on [LinkedIn](#) and [Twitter](#). A like-for-like GC replacement campaign was recently launched on these.

& E-Liquids Analysis" - are available through the Channel Partner Portal.

The presentations by Rob de Jong and Ashleigh Mellor are available on the [portal](#), while a recording of the actual webinar is available [here](#).

The next webinar will be on Wednesday 6th November with 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.

The title of the webinar will be **"Smarter fuel analysis - a brand-new SCION Petrochemical Analyser has been born!"**.

Invitations will be sent nearer the time.

Suggestions for future monthly channel partner webinars are welcome. Contact [Rob de Jong](#) or [Rory MacLeod](#).



New Application Note: The Analysis of Electronic Cigarette E-liquids by GC-MS

Following up on our webinar earlier this month, the accompanying application note, "[The Analysis of Electronic Cigarette E-liquids by GC-MS](#)", is now available to download on the [Channel Partner Portal](#) on the SCION Instruments website.

Utilising a scan segment full scan mass spectrometry method, the chromatography challenges associated with highly viscous samples were eliminated.

The application note details the flavour and impurity composition of four different e-liquids, as well as the nicotine concentration of each sample. Keeping checking the portal for new application notes.



Fitting-out work begins on new premises in Goes

Work has begun on fitting out the new production and warehouse building for SCION Instruments in Goes, The Netherlands.

After recently securing the premises the fit-out team has begun the necessary internal works to bring the building up to the standards and requirements of the company going forward.

It is hoped that SCION Instruments can begin moving into the building early next year.

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