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#. 23 Lenny Kubiak	Summary
Customer: The State Department of Health Labs	Joe Wiegel recently reported that the Centers for Disease Control is going to release a new Chemical Terrorism method entitled "Volatile Organic Compounds in Blood" and that all state labs will be required to run this method on Combi PALs or on the Twin PALs they purchased for the "Cyanide in Blood" method in 2002/2003. According to Joe and David Chambers of the CDC, state labs that have an extra Agilent 6890 can apply for discretionary funds to buy a Combi PAL for the VOC method, or a GC Twin PAL for the VOC method and to have a spare instrument for doing the "Cyanide in Blood" method. Joe has recently quoted Twin PALs to the states of Alabama, South Carolina and Florida Health Labs. Dr. Sass of the Alabama State Lab said that, "they want to buy NOW while funds are available". I believe all 3 of these labs have been disappointed with Gerstel's support of their TwinPALs. Joe encourages all reps to call their DOH labs for business ASAP.
Products: Combi PALs and GC Twin PALs	
Also Involved:  Joe Wiegel  David Chambers of the CDC (Atlanta)	

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# 24. Werner Martin	Summary
<p>Customer: Gate to the West</p>	<p>Lab Automation in Palm Spring in January 2006 was also the site for a renewal of LEAP's commitment to the West Coast. Wes, now Regional Sales Manager has a team that includes Michael Horton, Ian Hilton and Ed Dietz as well as John Celani and Robert Sears in N. California.</p> <p>The strength we have with these 6 professionals is on-location coverage where many competitors are weak. LEAP emphasized its commitment to the important region by going to 3 exhibits (Pep Talk, Lab Autom. and ABRF) so far this year.</p> <p>There is one more upcoming West coast show to follow: ASMS, Seattle May 28-June 1.</p> <p>The results are normally just around the corner when so many events are paired with good follow-up and support activities.</p>
<p>Products: All, but especially Proteomics and "Specials"</p>	
<p>Also Involved: Lenny Kubiak, Susie Martin</p>	
 <p>The image shows a man in a dark suit and glasses operating a piece of laboratory equipment, likely a mass spectrometer, at a trade show booth. The booth has a sign that reads "Proteomics - MALDI - MS New Robotics - New Applications" and "LEAP Technologies".</p>	
 <p>The image shows three men in suits engaged in a conversation at a trade show booth. One man is wearing a purple shirt and a name tag. The background features a sign for "Drug Discovery July 2006".</p>	

# 25. Peter Smith	Summary
Customer: All Combi PAL users	<p>This new LEAP product, an accessory for the Combi PAL, is a heated stirring device for incubating sample vials for either Headspace or SPME analysis. For many applications, it can be used in place of the CTC 6-position Agitator.</p> <p>It has several advantages over the CTC device including: a) A smaller footprint which frees up room on the cross rail for other trays or devices. b) It can be placed anywhere on the cross rail, unlike the agitator which must be located at one end. c) It stirs the sample using a small re-usable magnetic bar placed inside the vial. It is more suited to SPME applications because it avoids stressing the expensive SPME fibers during incubation. d) It gives more direct and therefore more effective agitation of the sample.</p> <p>It can be used with 2ml, 10ml and 20ml sample vials; it can incubate at temperatures up to 160° C. It can be used with Cycle Composer or with on-board injection cycles.</p> <p>So far, we have sold two of these units, one to Indianapolis Water Co. and the other to Severn Trent. Both customers are happy with them, and we hope sales will continue.</p>
Products: Single Position Stirrer (SPS)	
<p>Also Involved:</p> <p>Brian Peat</p> 