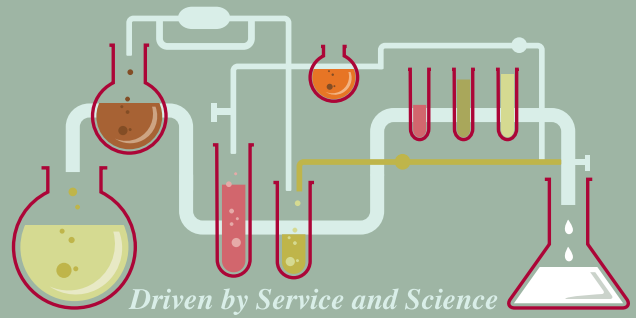


# Maxxam Analytics benchtalk



Driven by Service and Science



Spring 2010  
**Western Canada**




Maxxam Project Managers Lee Card and Morgan Melnychuk.

## All Over the GLOBE

This past March 24-26, Maxxam Analytics participated in Globe 2010 at the Vancouver Convention Centre in Vancouver, British Columbia. A biennial event, Globe is dedicated to the business of the environment and focuses on corporate sustainability, climate change, carbon management, clean energy, sustainability, sustainable finance, and greener cities. Maxxam Analytics was one of over 400 exhibitors from around the world.

More than 10,000 professionals attended Globe 2010 and were treated to displays

featuring the latest in environmental technologies, services and solutions. Visitors were able to learn about the wide range of new services provided by Maxxam since the acquisition of Cantest and meet our Sales and Client Services staff. There was even an opportunity to view medals from the Vancouver 2010 Olympics and participate in live auditions for the popular TV show *Dragon's Den*.

On the evening of the second day of the show, Maxxam hosted a customer appreciation night at the Elephant & Castle pub. Turnout was excellent. Thanks to all who came! 

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## ceo's note



### What a difference a year makes!

A year ago, Canada was in the middle of a recession and signs of weakness across the environmental industry were everywhere. Fast forward to today and the general consensus is that the recovery is positively impacting our industry. The phrase that best describes the prevailing mood is “cautious optimism,” and we would agree. Although I’m an optimist by nature, I believe that this is a fragile recovery. The real risk to Canada will come from outside our borders (Greece’s debt crisis, China’s economic bubble, the United States’ economic recovery, et cetera). Still, it is great to see activity pick up.

For our part, we’re using this year to make some important investments in our business through technology and service upgrades throughout the country. We will be strengthening our commitment

to cross country coverage and new services in response to your input. Watch for more on these developments in the coming months.

The purpose of this newsletter is to inform you of developments in our industry, often technical

*We’re using this year to make some important investments in our business through technology and service upgrades throughout the country.*

in nature. We’re conscious of making the most of your time, and I’d like to ask that you let us know how we’re doing and/or provide suggestions on matters that are important to you for future editions of Benchtalk.

All the best for a safe and successful summer. 

*Jon Hantho*

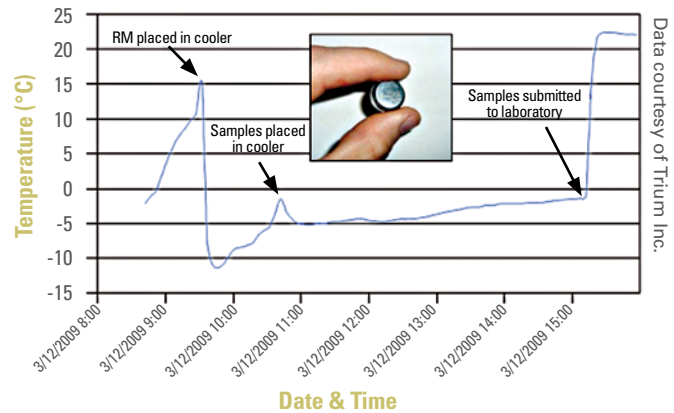
**President & Chief Executive Officer  
Maxxam Analytics International Corporation**



## Documenting Temperature Control with Thermochrons

With the warm weather approaching, it's important to remember to add sufficient cooling media to your coolers when shipping or storing samples after collection. Some parameters are very sensitive to temperature fluctuations and regulatory bodies and consultants are beginning to recognize the importance of sample integrity before accepting data. For sensitive, legal projects or to just to raise the bar on quality for your sample protocols, we suggest a very simple, yet effective tool to monitor the storage conditions of your samples post collection.

Thermochrons are temperature-recording devices that start and stop taking temperatures of the cooler at regular time intervals. If microbiological samples are received at the lab at 18°C versus the



recommended 10°C, it begs the question “how long were samples at elevated temperatures? Thermochrons can answer this question and help support a decision to go ahead with testing. It also can validate the temperatures recorded by the lab by IR guns.

This simple, inexpensive device can provide defensible data that documents the storage conditions over time. The graph gives an example of a thermochron plot that shows the temperature over time (in this case hourly). You can see the spike in temperature when the cooler was opened and closed. Thermochrons are returned to our customers when we receive the coolers so the data can be retrieved. The approximate cost for this device is \$50; it's a small thing you can do to invest in quality. **E**

## Reminder: Chains of Custody

Maxxam Analytics is encouraging our customers to request customized Chain of Custody documents for their projects. These documents can include as much detail as required. Information such as reporting address, invoicing address, project number, quote number and PO number can be completed. The specific analyses required for your project will be provided instead of

Maxxam's default list. Reporting limits, pricing, and parameters, which are requested at the start of your project, will also be included. Customized Chain of Custody documents have proven to be an effective means of communication between project manager, field technician and Maxxam staff. Bottle kits, pre-labelled bottles and customized Chains of Custody can be requested from your project manager. **E**

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