

PEAKS of Interest

LECO opens global support center

LECO Corporation (St. Joseph, Missouri) recently opened a global support center at its headquarters to serve domestic and international customers. The building will house its service, customer training, and consumables departments. An auditorium, training rooms, cafeteria, and restrooms have been designed exclusively for customers attending training classes. Up-to-date technology has been installed to ensure service and training needs for all customers are met quickly and efficiently.

Eksigent and Applied Biosystems announce distribution agreement

Eksigent Technologies (Livermore, California) recently announced a distribution agreement with Applied Biosystems/MDS SCIEX (Foster City, California). Applied Biosystems will offer a new line of high performance liquid chromatography systems based upon Eksigent's proprietary technology integrated with Applied Biosystems/MDS SCIEX mass spectrometers.

The new Tempo liquid chromatography (LC) systems will be sold and serviced by Applied Biosystems/MDS SCIEX, and include platforms for nano LC, high-throughput micro LC, and an LC-MALDI deposition system. The systems are based upon Eksigent's Microfluidic Flow Control technology, which has been widely adopted in proteomics research and in pharmaceutical discovery applications.

Fisher Biosciences collaborates with Dyomics

Fisher Biosciences (Pittsburgh, Pennsylvania) recently announced a collaboration with Dyomics GmbH (Jena, Germany), a developer and manufacturer of fluorescent dyes and other markers for biomolecular research. This collaboration will enable Fisher to develop and manufacture an expanded range of products for protein and nucleic-acid detection under the Pierce brand.

Dyomics' products are used in a number of scientific-research, drug-discovery, and diagnostic applications.

Under the Pierce brand, Fisher currently offers protein-research products based

Chromatography Market Profile

Continuous Flow Analysis & Discrete Analyzers

In continuous flow analysis (CFA), a sample is injected into a flowing carrier solution passing rapidly through small-bore tubing. The sample is mixed with a reagent, which reacts with the sample to develop a color and determine the sample concentration. The use of carefully controlled flow conditions ensures that the color development reaction is reproducible, so that the color measurement need not wait until the reaction has gone to completion.

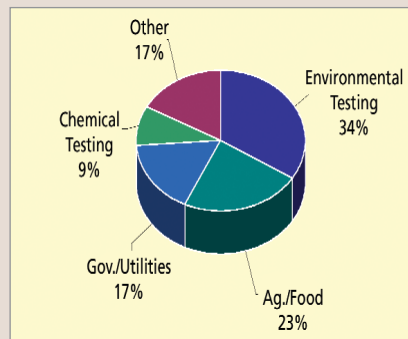
There are several technologies of CFA such as segmented flow analysis, which uses turbulent flow conditions that allow for complete sample dispersion. Other technologies include flow injected analysis and sequential injection analysis, which uses laminar flow existing in the narrow-bore tubing to mix with the reagent to eliminate the need for air bubble partitioning.

In contrast to CFA, discrete analyzers keep sample separate throughout the testing process, dispensing precise amounts when required. Rotating individual cuvettes through the instrument instead of releasing the sample in a continuous stream cuts down on reagent waste, and can produce hundreds of results per hour.

CFA and discrete analyzers are used in environmental applications for measuring analytes like ammonia, chloride, nitrite, phosphate, etc. The systems also are used in food and beverage, chemical testing, and pharmaceutical laboratories. Although CFA is a well-established technique for industrial applications, the prospect of cutting testing and consumable costs, along with the ease of operation, have prompted many laboratories to transfer methods from CFA to discrete analyzers.

Currently, the US and Europe account for about three quarters of the worldwide market for CFA and discrete analyzers mainly because of regulatory mandates from the environmental sector. Environmental applications are estimated to account for about a third of the overall demand driven by wastewater and drinking water analysis. Agri/food and beverage and utilities are also significant markets, while chemicals and pharmaceutical provide some growth opportunities.

The foregoing data was extracted and adapted from "Instrument Business Outlook" newsletter, an SDI publication. For more information, contact Glenn Cudiamat, VP of Research Services, Strategic Directions International, Inc., 6242 Westchester Parkway, Suite 100, Los Angeles, CA 90045, tel. (310) 641-4982, fax (310) 641-8851, e-mail: cudiamat@strategic-directions.com.



CFA & discrete analyzer demand by industry

primarily upon chemiluminescent and colorimetric detection and will expand to offer fluorescently labeled reagents.

National City and PerkinElmer announce partnership

National City Commercial Capital (Cleveland, Ohio) recently announced a financing partnership with the Life and Analytical Sciences division of PerkinElmer (Shelton, Connecticut). National City Com-

mercial Capital will provide custom-financing programs for PerkinElmer customers.

National City Commercial Capital is a subsidiary of National City Corporation and is one of the largest bank-affiliated leasing companies in the country. ■