

L@b Brief | May 2024

INSIDE *this* ISSUE

	Comment: Gob-smacking scam costs firm \$25m
	Genuinely impressive UK lab exhibition
	Opportunity to make connections with universities
	Award for lab furniture standards-maker
	G20 exports rebound
	Sales training featured in this month's shared-cost training from GAMBICA
	Record numbers of new labs being built or reaching fit out stage
	Research round-up: Golden Graphene... Herpes treatment for mice...Controlling soft robots
	Export news: Travel support available forACHEMA...Mexico Rules of Origin rolled over...
	Oxford Instruments win King's Award for Innovation
	Successful Indian businessman acquires Elite Thermal Systems and joins GAMBICA
	<i>Also inside:</i> GAMBICA events and industry events... Input required on spec for high-risk IVDs... UK to accept medical devices approved in US, EU, Canada and Australia...

Hello again,



A TRULY gob-smacking deep fake scam was confirmed this month after HK\$200million (equivalent to US \$25m) was stolen from international engineering firm ARUP.

An ARUP employee was invited to an online meeting, apparently by the company's Chief Financial Officer, to discuss confidential transactions. The people on the video conference looked and sounded like fellow company staff but were in fact fake; created using material from previous video conferences. The employee, as instructed, sent money to five local bank accounts in 15 different transactions.

ARUP released a statement saying: 'Our financial stability and business operations were not affected and none of our internal systems were compromised' but the company's chief information officer, Rob Greig, acknowledged that the company had been subject to frequent attacks including deep fakes. "The number and sophistication of these attacks has been rising sharply in recent months" said Greig adding that he hoped ARUP's experience would raise awareness of the risk.

Meanwhile, in less financially devastating but nonetheless commercially problematic news, members have been raising concerns about the quality of service received from UKAS accredited certification bodies. Particularly annoying is the frequency with which certification bodies cancel meetings, or fail to respond to communications in a timely manner.

Interestingly, one of the bigger bodies appears to be using sub-contractors based in Korea and China to carry out its paper-based audits. A GAMBICA meeting will be announced shortly at which we will discuss the issue, so if you are affected, do come along.

Finally, despite the recent announcement of the impending election, there are still quite a number of consultations outstanding from government departments. One, from the Export Control Joint Unit focuses on the sanctions lists, asking whether the way they are currently provided could be improved. There is no time limit on this consultation, (unlike their recent inquiry on OGELS which had to be completed within five working days) so if you would like to input, you can access it [here](#).

Toodle pip

Jacqueline

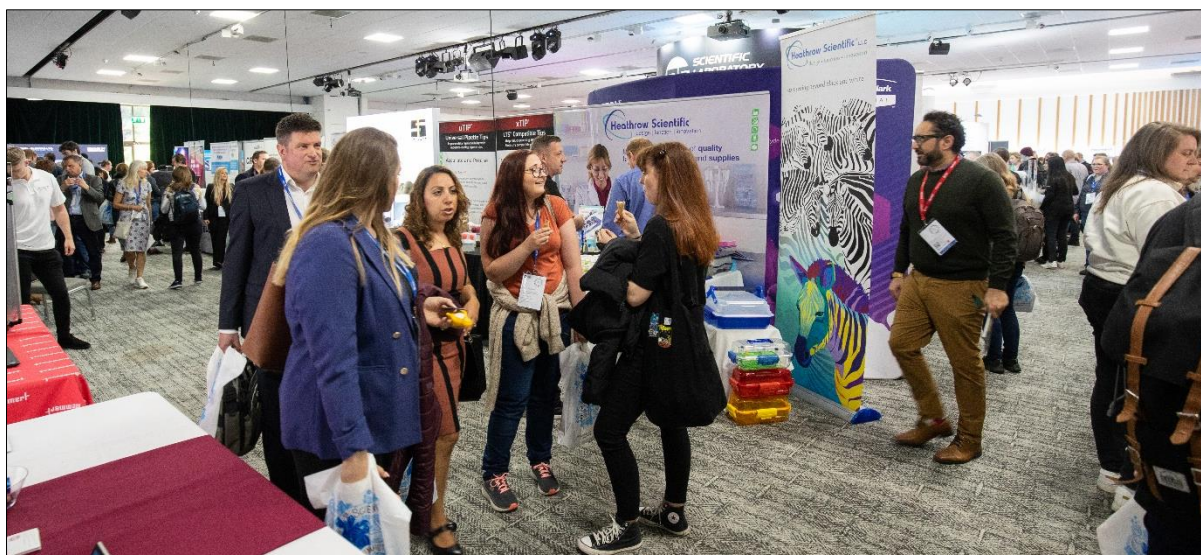
UK News

Genuinely impressive UK lab exhibition



SCIENTIFIC LABORATORY SUPPLIES (SLS) underlined their scale and central position in the UK lab industry in May by running an exhibition and conference very much in the manner of Hannibal crossing the Alps - no expense was spared, and the results were quite stunning.

The event started with two days of training, provided by suppliers for the sales teams from SLS and it was interesting to see Eppendorf, Corning, Sartorius and Azenta among those using the event as an opportunity to gain the enthusiasm and interest of SLS staff in their products.



The final day of the event was an open exhibition for potential customers with lab staff and scientists being bused to the event from all over the region. There was a broad programme of content to attract them with five sustainability seminars, six CPD sessions and three headline scientific speakers. With over 1000 visitors on the day, the 71 exhibitors were pleased with the footfall and certainly seemed to enjoy the 'Under the sea' party the night



before which turned the conference hotel into an extravagantly draped marine kingdom peopled with mermaids, gymnasts, fairy light bedecked dancers and over 400 guests. The festivities went on well past three in the morning but when guests came down for breakfast the next day, every trace of the previous night had disappeared - just like Brigadoon.

The event included participation by the Institute of Science and Technology which is looking at the CPD requirements for lab technicians, the Institute of Biomedical Science, as well as the Royal Society of Technology which offers a 'teach chemistry' website containing resources for schools and school technicians and the National Technician Development Centre.



The exhibition also featured engaging games placed in each of the rooms to encourage visitors to visit the whole event, each of which had a team looking after it. No effort was spared in any area of the event and what resulted was a truly impressive shop window for the lab supply industry. Over 150 SLS staff were involved in the organisation and running of the event and having that depth of resource available had a notably positive impact.

It shows what you can do with a big, talented and energetic team.

May also saw the annual Chem UK event in Birmingham. Organisers UK Industry Events report that attendance had grown 17% on the figures for 2023 but for those present the event felt a little quieter than previous years, perhaps because of the increased floor space. There are plans to increase the size of the show again next year and it will move to Hall 5 at the NEC. The event publicity reported 4600 visitors.

Several new sub-brands were introduced to Chem UK for 2024: the *Chemical & Process Engineering Show*, the *Chemicals Supply Show*, the *Chemicals Management Show*, and the *Chemical Laboratory Show*. The organising team was delighted with these more focused show zones which they felt attracted a higher quality of delegate. The growth of some of these areas however, appeared to diminish the proportion of the show dedicated to the Chemical Lab, and led some to comment that it was becoming a more pre-dominantly chemical engineering show.

Get in with the Universities

GAMBICA HAS established a Universities group to allow Members access to university staff and researchers with a real interest in what you do. The GAMBICA universities team is now looking to increase the membership of the group in line with the academics you most want to meet.

Targeted invitations are being sent to individuals at 15 universities of specific interest to the lab sector who are not yet in membership and plans are afoot to mould the group more closely to meet your aspirations. With that in mind GAMBICA's Universities team would be very interested in your feedback to the following questions:

- Which academics would you most like to be involved in the GAMBICA universities group? (please supply contact details if possible)

- What topics would you be interested to discuss with them?
- Do you have experiences you would like to share with them?

An event will be held in September to help you benefit from this group and establish your contacts. COLLABORATE! 2024 will involve the GAMBICA young council and Working Group leads, and will feature the following guest speakers:

- **Brian Holiday**, MD of Siemens Digital Industries (UK), Made Smarter and Make UK.
- **Dr Kate Dixon**, Director of Technical Services at MMU. Kate will speak on 'The Technician Commitment', supported by a rep from the Institute for Technical Skills & Strategy
- **Dr Emma Roberts**, Director of External Affairs, WorldSkills UK contributing on STEM Engagement

Representatives from UKRI and the Royal Society have also committed to attend.

It is hoped to include in the day a number of directed 'speed dating' sessions and breakouts with specific topics requested by GAMBICA Sector Councils.

To book your place, please click [here](#).

Please let me have your feedback on the questions at the usual address:

jacqueline.balian@gambica.org.uk

Award for Laboratory furniture standards-maker



CHARLES PASCALL, ex of Alpha Labs and long-time GAMBICA nominee on British Standards Committees, was given a special award at the BSI spring conference. The citation noted Charles' 'exceptional contribution as Chair of LBI/1/2 - Laboratory Equipment which has made research laboratories more productive and their work more replicable by standardising pipette calibration. Charles's leadership of the committee enabled a transformation of the standards in this area which

have immeasurably benefitted research around the world. Many congratulations to Charles for this well-deserved award. Charles is pictured at the awards ceremony with Liudmyla Klymchuck, BSI secretary for the committees.

G20 merchandise exports rebound in Q1 2024

AFTER DECLINING in 2023, G20 merchandise exports rebounded in Q1 2024. Compared to Q4 2023, exports increased by 1.9%, boosted by strong export growth in China, while imports contracted by 0.2%, partly reflecting decreasing energy prices. According to preliminary estimates. China is noted to be an important and growing counterpart in OECD import dependencies. However, OECD countries are an even more important counterpart for China. In 2021-22, OECD countries as a whole accounted for approximately 70% of China's import dependencies in products, including domestic appliances and electronics.

Percentage change on the previous period, current US dollars, seasonally adjusted

	2023	2022		2023				2024
		Q3	Q4	Q1	Q2	Q3	Q4	Q1
<i>Exports</i>								
G20	-3.2%	-1.3%	-3.3%	1.8%	-2.8%	-0.8%	-0.1%	1.9%
Argentina	-24.5%	-8.8%	2.4%	-20.1%	-6.3%	2.1%	-3.5%	15.3%
Australia	-9.7%	-6.0%	-1.3%	0.0%	-10.2%	-3.9%	3.8%	-2.1%
Brazil	1.6%	-1.9%	-0.6%	0.2%	-0.1%	0.1%	6.4%	-3.5%
Canada	-5.1%	-3.7%	-6.2%	1.0%	-4.1%	1.2%	1.1%	-0.6%
China	-4.9%	1.0%	-7.4%	5.5%	-4.1%	-4.2%	0.1%	6.6%
EU 27	1.3%	-1.3%	0.7%	3.2%	-1.3%	-1.5%	-0.7%	0.9%
France	5.0%	0.2%	2.7%	3.8%	2.1%	-2.8%	-1.1%	1.4%
Germany	3.0%	-2.4%	1.7%	4.0%	0.1%	-1.6%	-1.3%	3.6%
India	-4.7%	-8.5%	-3.4%	2.1%	-4.7%	3.6%	0.2%	5.5%
Indonesia	-11.2%	0.0%	-7.7%	-2.4%	-8.8%	-0.6%	3.5%	-0.9%
Italy	4.0%	-3.4%	2.7%	5.0%	-1.3%	-0.6%	0.5%	-0.1%
Japan	-4.0%	-1.6%	-1.7%	1.1%	-1.8%	-0.6%	0.8%	-2.1%
Korea	-7.5%	-3.5%	-10.1%	-0.1%	0.8%	0.2%	4.7%	2.4%
Mexico	3.0%	2.3%	-2.5%	1.6%	-0.2%	2.5%	-1.0%	0.6%
Saudi Arabia	-22.2%	-6.7%	-12.8%	-11.1%	-4.7%	1.5%	-1.2%	..
South Africa	-10.2%	-6.6%	-9.7%	2.9%	-4.6%	1.1%	-0.3%	-4.2%
Türkiye	0.5%	-3.4%	-0.7%	-1.2%	1.6%	0.7%	3.1%	-1.8%
United Kingdom	0.2%	-0.4%	-2.6%	2.0%	1.1%	-1.2%	-1.1%	-1.1%
United States	-2.2%	1.8%	-4.8%	1.0%	-5.7%	4.0%	0.1%	1.4%
<i>Imports</i>								
G20	-5.5%	-0.6%	-3.3%	-0.8%	-2.1%	-1.9%	-0.1%	-0.2%
Argentina	-9.6%	-5.0%	-17.3%	8.3%	4.3%	-7.6%	-11.6%	-9.3%
Australia	-4.9%	-2.2%	-4.9%	2.1%	-3.0%	0.7%	-3.4%	8.6%
Brazil	-11.5%	1.6%	-7.5%	-7.7%	0.5%	-5.1%	0.6%	3.7%
Canada	-2.2%	-1.3%	-4.6%	0.0%	0.6%	-0.8%	-1.0%	0.4%
China	-5.5%	-0.8%	-4.9%	-0.7%	-0.8%	-2.3%	4.0%	-1.6%
EU 27	-5.3%	-0.7%	-2.7%	-0.6%	-1.6%	-3.0%	-1.8%	-0.6%
France	-4.1%	3.5%	-2.3%	-2.1%	-0.2%	-2.0%	-3.9%	-1.4%
Germany	-6.3%	-2.5%	-3.1%	-0.6%	-1.0%	-3.1%	-3.0%	2.2%
India	-6.5%	1.9%	-7.2%	-2.7%	-5.4%	6.1%	2.4%	0.0%
Indonesia	-6.6%	6.8%	-9.5%	-0.8%	-5.7%	4.8%	0.9%	1.4%
Italy	-7.1%	1.0%	-5.3%	0.3%	-3.5%	-3.8%	0.8%	-2.6%
Japan	-12.9%	1.2%	-3.7%	-2.9%	-8.8%	-4.4%	0.0%	-2.0%
Korea	-12.1%	4.6%	-9.1%	-1.5%	-7.4%	-4.8%	2.7%	-1.5%
Mexico	-0.8%	0.5%	-4.2%	1.1%	-0.3%	-0.5%	-1.9%	4.4%
Saudi Arabia	9.0%	5.9%	5.8%	-1.8%	-1.1%	3.7%	2.2%	..
South Africa	-3.6%	-6.8%	-0.2%	0.2%	0.9%	-7.9%	2.6%	-4.1%
Türkiye	-0.8%	4.5%	-3.6%	5.4%	-6.1%	-0.5%	-4.1%	-1.7%
United Kingdom	-7.9%	-6.1%	2.6%	-5.5%	2.4%	-5.6%	0.4%	-4.8%
United States	-4.9%	-3.6%	-2.7%	-0.6%	-2.0%	0.6%	0.5%	2.0%

Note: The G20 aggregate does not include African Union countries, except for South Africa. The Russian Federation is included in the G20 estimates. Values that are not available are denoted with “..”.

Source: OECD Data Explorer: [International merchandise trade statistics](#)

Input required on spec for high-risk IVDs

THE DEPARTMENT for Health and Social Care has launched a consultation seeking views on the inclusion of common specification requirements before certain IVDs can be placed on the market.

The common specifications policy would attempt to improve the safety profile of high risk IVD devices by requiring manufacturers to comply with additional measures to protect patients and public health. This would also bring consistency with European Union regulations. The consultation closes on Friday 14 June 2024, to input, click [here](#).

UK to accept medical devices approved in US, EU, Canada and Australia

THE DEPARTMENT for Health and Social Care has announced it will recognise medical devices that have been approved in Australia, Canada, the EU and the USA to 'allow manufacturers to assess their portfolio and determine which devices will require UKCA marking and which will be eligible for international recognition, therefore reducing the duplication of assessment'.

The department says it remains committed to working to make sure that gaining a UKCA certificate is an attractive option for those wanting to launch in the UK first.

For more information click [here](#).

Sales training added to shared-cost training available to GAMBICA members

A DYNAMIC training course to boost your sales skills is being offered as the latest in the series of GAMBICA shared-cost training courses. Whether you're a seasoned pro or just starting out, this in-person event at the GAMBICA offices in London is the perfect opportunity to learn new strategies, network with industry experts, and take your selling game to the next level.

The efficient selling skills course is prepared and delivered by specialist lab sales training company, George James, which works with all the major life sciences hubs globally and has representatives in the UK, France, Switzerland and Germany.

The course is highly interactive with practical exercises and group work and includes;

- **The relationship between change and success**
- **The Sales Process:** the importance of harmonising with the customer's buying process, and best practice sales opportunity management
- **Qualification:** the importance of rigorous qualification from lead to sales opportunity
- **Planning and Prioritising:** developing a customer classification framework, effective use of your scheduler and a customer call plan

- **Prospecting:** how to prospect effectively.
- **In addition, you will also receive a Zoom call** 4-6 weeks after the training day to check on progress and answer questions.
- **Discussion in groups** to establish learning objectives taken from the day, and experiences since the training.

This is a shared cost training course from GAMBICA and the cost per person is dependent on how many people book. If we have 12 delegates the cost will be around £200, if only six book, it will be around £400 pp (all plus VAT). Please book with jacqueline.balian@gambica.org.uk and we will invoice you once the final number of delegates is known.

The course will run at the GAMBICA offices in London on 9 July. Please email me to book your place, jacqueline.balian@gambica.org.uk

PLACES ARE still available on the following courses – do get in touch if you want me to schedule more or different courses.

Course	Date	Location
Problem solving using lean techniques	10 th June	Online
How to behave assertively	20 th June	Porvair, Wrexham

Export training discounts for GAMBICA members

Discounts are also available to GAMBICA members from Chamber International. Over the summer they are offering the following courses:

Incoterms® - The Basics	2 July 2024	Cost: Member £372, Non-member £392
CBAM: Policy, Transition and Compliance	3 July 2024	Cost: Member £372, Non-member £392
Understanding Exporting	4 July 2024	Cost: Member £372, Non-member £392
CDS for Exports	30 July 2024	Cost: Member £372, Non-member £392
Workshop for Import Administrators	31 July 2024	Cost: Member £372, Non-member £392
Importing and Customs	6 August 2024	Cost: Member £372, Non-member £392
Export Documentation	13 August 2024	Cost: Member £372, Non-member £392
Lithium Batteries by Air, Sea & Road	15 August 2024	Cost: Member £572, Non-member £592
Shipping to the UAE, Saudi Arabia and Qatar	27 August 2024	Cost: Member £372, Non-member £392
Shipping to and from Northern Ireland under the Windsor Framework	3 September 2024	Cost: Member £372, Non-member £392
Understanding Exporting & Incoterms	6 September 2024	Cost: Member £512, Non-member £532

CDS for Imports	12 September 2024	Cost: Member £372, Non-member £392
German Packaging Regulations	19 September 2024	Cost: Member £197, Non-member £217
HMRC Audits & Customs Record Keeping Requirements	23 September 2024	Cost: Member £372, Non-member £392
Exporting and Customs	26 September 2024	Cost: Member £372, Non-member £392

General training discounts for GAMBICA members

Because we have been able to run a number of courses, Make UK has agreed to extend a further discount to GAMBICA members who want to book onto their open courses. GAMBICA members will be able to claim a 5% discount on the prices when booking by using the code word GAMBICA in the PO Box number. Alternatively, you can book direct with Joanne Parry email: jparry@makeuk.org.

Finally – sustainable manufacturing training discounts from Cranfield

Cranfield School of Management has developed a short executive course titled ‘Sustainable Manufacturing in Practice,’ designed to equip industry staff with a comprehensive understanding of sustainability's core principles, tools, and strategies.

The two-day course has been crafted to address the evolving landscape of sustainable manufacturing, offering a blend of theoretical knowledge and practical insights to navigate this field effectively and aims to provide you with the credible skills and confidence needed to make significant progress in your sustainability initiatives.

The next sessions are scheduled for 11-12 September and 20-21 November.

GAMBICA members have been offered an exclusive 50% discount on the course fee. The special rate of £1,500 will apply for the whole of 2024, after that the discount drops to 25%. For more information, click [here](#).

LAB construction updates

£60m new-research hub for Manchester



A NEW 131,000 square foot research and development lab is to be built at Manchester Science Park for an agreed £60m. The laboratory space, to be known as Greenheys, will be across six floors in Manchester’s knowledge quarter at Oxford Road.

Three of the floors will be the HQ for UK Biobank, which will include a new robotic freezer capable

of storing and retrieving up to 20 million biological samples four times faster than current standards.

£1bn Manchester airport science campus

MANCHESTER HAS also unveiled plans for a £1bn advanced manufacturing and life sciences campus next to Manchester Airport. A revised masterplan has been unveiled for the two million sq ft Mix Manchester scheme, a rebrand of a former Airport City Manchester first announced 12 years ago. The development partners have pivoted towards life sciences and manufacturing and their revised life sciences plan will go to public consultation this summer.

Oxford's surge in office and lab spaces

OXFORD IS set to see its stock of office and laboratory buildings soar by 700,000 square feet over the next few years according to CoStar, a commercial real estate research company, There is an ongoing construction of around 200,000 square feet at Magdalen College's Oxford Science Park in Littlemore, a park that currently houses more than 60 companies. Construction work on The Leggett Building is anticipated to wrap up in the next few months, while the latest phase of construction at Oxford University Begbroke Science Park will be completed soon, offering a 135,000-square-foot lab-fitted office building.

Robotic labs for the UK

THE INFECTION Innovation Consortium iiCON, led by Liverpool School of Tropical Medicine (LSTM), has received a £10 million UK government investment to develop large Category Three robotic laboratories capable of handling a range of dangerous and deadly pathogens. The award is part of the Liverpool City Region Life Sciences Investment Zone plans to supercharge the sector. The new labs, which will be located in the Liverpool Life Sciences Accelerator Building in the city's investment zone, are expected to complete in two years.

Moderna lab fit-out

MODERNA HAS let a contract to fit out its new UK drug manufacturing facility at the Moderna Innovation & Technology Centre (MITC) on the Harwell Science Campus in Oxfordshire. The £150m development, which will be a research, development and manufacturing facility is expected to become operational next year.

Azenta opens new genomics lab in Oxford

AZENTA INC has announced the opening of a new genomics lab in Oxford which it says will help get closer to UK based researchers and offers access to a team of top-tier scientists from Oxford.

But it's Cambridge for ViaNautis

NANO MEDICINE company ViaNautis has signed a ten year lease on 10,000 square feet of lab space within the Cadence building on the Unity Campus in Cambridge. The offices are currently being fitted out. ViaNautis joins Domainex, PhoreMost, Maxion Therapeutics, IONTAS, Sareum, Aqdot, Chimeris and Liminal Biosciences at the Unity Campus.

RESEARCH updates

Researchers successfully synthesize golden graphene



Lars Hultman, professor of thin film physics and Shun Kashiwaya, researcher at the Materials Design Division at Linköping University. Credit: Photot: Olov Planthaber / Linköping University.

RESEARCHERS AT Linköping University, Sweden, have synthesised a single-atom-thick sheet of gold, dubbed 'goldene', marking a significant

achievement in material science. The innovation could have applications in carbon dioxide conversion, hydrogen production, and value-added chemical production.

Goldene's development draws inspiration from the discovery of graphene, a single layer of carbon atoms, which spurred interest in other 2D materials. Gold, known for its utility in electronics and biomedicine, posed a challenge for 2D synthesis due to its tendency to aggregate.

The research team, led by Lars Hultman and Shun Kashiwaya, employed a technique called intercalation. They used a 3D base material, titanium silicon carbide, embedding gold between layers of titanium and carbon. Exposing this composite to high temperatures replaced the silicon with gold, forming titanium gold carbide. The challenge was extracting goldene sheets from this base material.

For more information click [here](#).

Cure for herpes (in mice)

RESEARCHERS AT the Fred Hutchinson Cancer Center have made significant strides in developing a gene therapy for genital and oral herpes which in pre-clinical studies eliminated over 90% of the infection and significantly suppressed viral shedding.

The new approach involves gene editing molecules injected into the blood. These molecules, including a vector and enzymes, target and damage the herpes virus's DNA within nerve cells. The vector delivers enzymes that act like molecular scissors, making precise cuts in the virus's DNA to render it irreparable. The body's natural repair mechanisms then eliminate the damaged virus.

Author Dr. Martine Aubert explained, "We are using a meganuclease enzyme that cuts in two different places in the herpes virus's DNA. These cuts damage the virus so much that it can't repair itself. Then the body's own repair systems recognise the damaged DNA as foreign and get rid of it."

In mouse models, this gene therapy eliminated 90% of herpes simplex virus 1 (HSV-1) in oral infections and 97% in genital infections within a month. Moreover, it reduced both the frequency and amount of viral shedding.

For more information click [here](#).

Controlling 'soft' robots

RESEARCHERS ARE developing reconfigurable soft robots for healthcare, wearable devices, and industrial applications but controlling these squishy robots, which lack traditional joints and limbs, poses a challenge. Researchers at MIT have created a control algorithm that autonomously learns to move, stretch, and shape these robots for specific tasks, even requiring multiple morphological changes. They have also built a simulator to test these algorithms on challenging tasks.

Their method excelled in completing eight evaluated tasks, particularly those requiring complex shape changes. For instance, the robot could shrink and grow tiny legs to squeeze through a narrow pipe, then revert to its original form to open the pipe's lid.

Such techniques could eventually lead to adaptable, general-purpose robots capable of diverse tasks. "People think of soft robots as elastic and returning to their original shape, but our robot can change its morphology, like slime," says Boyuan Chen, co-author of a paper for MIT. To test their approach, they created DittoGym, a simulation environment with eight tasks evaluating a robot's shape-changing abilities. Tasks included navigating obstacles and mimicking letters. Their algorithm outperformed baseline methods, especially in multistage tasks requiring several shape changes.

For more information visit the Massachusetts Institute of Technology, [here](#).

Upcoming GAMBICA Events

GAMBICA Economic forecast| Online | 10 June, 9.30 am

AS PART of our efforts to share knowledge within our community, GAMBICA commissions an economic forecast from Oxford Economics, focusing on the industries and global regions that members supply into.

Those who book a place to attend the live webinar, will receive a digital copy of the report.

The cost of the report to GAMBICA members is £160 + VAT per company (£375 + VAT for non-members.) After you have registered for the report and webinar, each company will be able to reserve up to two further places on the live webinar and you will also be able to share the recording much wider within your company.

To book your place, click [here](#).

GAMBICA Export Group: Principals, agents and distributors and the latest on China | Goodfellow Cambridge | 18 June, 13.30

THIS EVENT is your chance to stay up-to-date with the latest trends in exporting to China and make sure you avoid legal risks when dealing with distributors.

Join us at Goodfellow Cambridge Ltd on 18 June, for valuable insights and networking opportunities and to learn about the issues arising in 2024 when dealing with principals, agents, and distributors.

Please let us know you are attending for catering numbers as we will be starting with lunch at 13.30. To let us know, please click [here](#).

Efficient selling – shared cost course | GAMBICA offices, London | 9 July, 9.30

A DYNAMIC training course to boost your sales skills is being offered as the latest in the series of GAMBICA shared-cost training courses. Whether you're a seasoned pro or just starting out, this in-person event at the GAMBICA offices in London is the perfect opportunity to learn new strategies, network with industry experts, and take your selling game to the next level.

The efficient selling skills course is prepared and delivered by specialist lab sales training company, George James. George James works with all the major life sciences hubs globally and has representatives in the UK, France, Switzerland and Germany.

The program is highly interactive with practical exercises and group work and includes;

- **The relationship between change and success**
- **The Sales Process:** the importance of harmonising with the customer's buying process, and best practice sales opportunity management
- **Qualification:** the importance of rigorous qualification from lead to sales opportunity
- **Planning & Prioritising:** developing a customer classification framework, effective use of your scheduler and a customer call plan
- **Prospecting:** how to prospect effectively.

This is a shared-cost training course from GAMBICA and cost per person is dependent on how many people book . If we have 12 delegates the cost will be around £200, if only six book, it will be around £400 pp (all plus VAT). Please book with Sonia: sonia.dougall@gambica.org.uk, she will invoice you.

Industry Events

Med-Tech Innovation Expo | Birmingham | 5-6 June 2024

TCT 3Sixty, the UK's industrial 3D printing and additive manufacturing event and Med-Tech Innovation Expo, the UK and Ireland event for medical device manufacturing, takes place in June in Halls 1 and 2 of the NEC, Birmingham. For more information click [here](#).

GAMBICA discount for Future Labs Live | Basel | 26-29 June 2024

THERE IS now a 10% discount available to GAMBICA members who would like to exhibit at Future Labs Live in Basel. The organisers have offered GAMBICA members the opportunity to present to attendees, exhibit or sponsor at reduced rates and improve your brand awareness among industry leaders, innovators, and enthusiasts attending this leading global R&D lab event for innovation and technology. Key themes of the show are digital transformation, connectivity and collaboration, data management, AI and deep learning, lab operations and efficiency and smart lab facilities. The event aims to bring together industry

disruptors, start-ups, lab heads, and technicians alongside tech and practice innovators to showcase solutions and discuss the future of labs.

For speaking and partnering enquiries email Ellie at ellie.whitehead@terrapinn.com, for exhibiting inquiries and to claim your 10% GAMBICA discount, email Shilpa at Shilpa.suthar@terrapinn.com For more information, click [here](#).

Ilmac | Lausanne | 18-19 September 2024

EVERY TWO years, the Ilmac industry event in French-speaking Switzerland offers:

- Proximity to pharmaceutical and biotechnology companies
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BioTechx | Basel | 9-10 October 2024

GENERATIVE AI has the potential to revolutionise various aspects of the life science industry and [BioTechX Europe](#) claims to be at the forefront of thinking around Generative AI and biotechnology. The agenda covers Digital Transformation, LLM and Data Management, Storage & Architecture. Contact Alistair Wilmot about remaining opportunities email Alistair.Wilmot@terrapinn.com.

Festival of Biologics | Basel | 15-17 October 2024

A CONFERENCE designed for experts working in antibody therapies, immunotherapies and biosimilars, featuring 150 speakers from Cancer Research UK, Novartis, Roche, Numab, Pierre Fabre and others. It covers discovery, development, manufacturing, market access, and fill and finish. The agenda will be released next month. Tickets cost 150 Euros and there will also be a small exhibition. For more information click [here](#).

Global innovation and new technology health event | London | 9-10 December 2024

THIS EVENT is described as the NHS innovation festival and comprises the UK National ICS congress, the mental health technology show, the future hospital show, the women's health technology show and the net zero technology show. For more information click [here](#).

CIM2025 International Metrology Congress | Lyon | 11-14 March 2025

A CALL for abstracts for this event is open until June 26th. The event is co-located with France's largest industrial trade show and aims to be a hub where science, industry and metrology players come together. For more information, click [here](#).

FEEDBACK FROM visitors to the last SinS conference in June 23 was positive and the next event has now been scheduled. The aim of SinS is to showcase complementary and diverse ranges of analytical instruments, technologies, applications and present solutions to scientists from a range of industries and academic disciplines.

To book your exhibition stand contact Chris Jarvis chris@labmate.com 01727 855574.

Export News

Travel support available for UK businesses to attend European events!

UP TO £700 of travel support is available from Innovate UK for UK businesses to attend European events, including ACHEMA 2024 in Frankfurt, Germany which will be an exhibition of interest to many GAMBICA members. To apply, click [here](#).

Mexico RoO rolled-over

THE UK has agreed to roll over its rules of origin agreement with Mexico indefinitely, until the two countries can agree a new trade agreement. This means that the RoO with Mexico remain those which date back to when the UK was in the EU, which were due to expire at the end of this year.

A similar approach appears to be being taken with other countries with 'rolled over' agreements, including South Korea. Meanwhile, the Department for Business and Trade remains keen to hear of any specific requests regarding RoO, tariffs or non-tariff barriers to trade and has asked that those experiencing such barriers report them.

For more information on the roll over, click [here](#). To access the UK-Mexico trade continuity agreement, click [here](#).

Company News

Oxford Instruments given King's Award



OXFORD INSTRUMENTS, has been awarded the King's Award for Enterprise in Innovation for its Symmetry detector, developed and manufactured in the UK.

With its ability to operate at the nanoscale – that is, to billionths of a metre, or 1,000 times smaller than a human hair, Symmetry has been used to improve the performance of batteries in electric vehicles, resolve defects in solar panel cells, monitor materials used in extreme environments and support the production of semiconductors for mobile phones. Symmetry has even been used to analyse meteorites, providing insights into the formation of rocks from outer space.

Developed at Oxford Instruments' materials analysis base in High Wycombe, Buckinghamshire, Symmetry uses a technique called electron backscatter diffraction (EBSD) to identify tiny flaws or weaknesses in the structure of materials. This helps researchers understand how these faults formed and how they can be addressed.

The King's Awards for Enterprise are recognised as the most prestigious award for UK businesses. This is the 15th time since 1967 that an Oxford Instruments company has secured an award through the scheme, which was set up in 1965 by the late Queen Elizabeth II to recognise outstanding achievement.

Successful businessman acquires Elite Thermal Systems and joins GAMBICA!

PRASAD CHADALAVADA owner of Orbit Technologies Pvt Ltd a company based in Hyderabad which distributes a wide range of analytical instruments throughout India, has recently acquired, UK company, Elite Thermal Systems Ltd with the aim of making Elite the core of a multinational manufacturing company, based in the UK.

Prasad embarked on his journey in instrumentation engineering back in 1979, starting out as a repair engineer in India, collaborating with firms from the UK, Germany, and the USA. This early experience exposed him to working with international companies. Subsequently, in 1986, Prasad ventured into entrepreneurship by establishing his distribution firm, Orbit, initially specialising in the sale of water analysis instruments.



Elite, established 23 years ago by Alf Roberts, has benefitted greatly from his efforts to assist Prasad in ensuring the company's sustained success in the UK. Richard Wagland, a familiar figure to many GAMBICA members as a long-time stalwart of the UK lab industry, holds the position of Sales Director at Elite. With an extensive experience in the field, Richard has notably served as Director of Endecotts Ltd and as Managing Director of Bellingham & Stanley Ltd in recent years.

Presently, Prasad's Indian firm, Orbit, has a workforce of around 120 individuals, including production staff. Over time, Orbit has transitioned into a niche manufacturer specialising in Thermogravimetric Analysers, Ash Fusion Testers, and Carbon Sulphur Analysers.

When one of his main foreign suppliers, Sylab, opted to cease operations and proposed a potential acquisition, Prasad made the decision to establish a manufacturing facility. Sylab, headquartered in France, presented linguistic challenges for Prasad, as operations were predominantly conducted in French. Being an established anglophile with his son studying at a UK university, Prasad deemed England as the ideal relocation destination. Notably, Sylab had a pre-existing close relationship with Elite, prompting Prasad's focus towards the company.

Prasad finds great fulfilment in working abroad, and Elite has given him the chance to take that one step further. He says: “There is significant potential for Elite globally, particularly in India. Their furnaces boast impressive sophistication and intricacy, with an established niche in many markets, including the UK, where they are prevalent in major universities and industries. Many of these furnaces have been in operation for over two decades.”



Prasad is aware of the challenging nature of the Indian market for standard furnaces, but he trusts that Orbit is well equipped to confront this challenge. The market exhibits high sensitivity to pricing, with the presence of local manufacturers and companies that rebrand imports from the Far East. Nevertheless, Elite possesses the capability to tailor designs and address complex applications for which suitable solutions are not readily available in India. This includes the design and manufacture of furnaces that surpass the capabilities of other companies.

Prasad further explains his strategy of sourcing critical components manufactured in the UK and assembling them in India.

Prasad has initiated the expansion of Elite's headquarters in Market Harborough, by doubling its workforce and acquiring an additional factory. Currently, he is actively seeking to add more experienced staff to the team.

“Initially, local employees expressed apprehension about their company being acquired by an overseas buyer. However, witnessing the business's growth, aided by enhancements such as a much-improved website, expanded product range and catalogue, and participation in significant international exhibitions like Arab Lab and Analytica. Now, they are content with the company's trajectory.”

Elite will shortly begin manufacturing the French Sylab products in the UK, with the majority of these products slated for overseas markets, particularly in Asia and Africa.

Prasad's Indian company, Orbit, employs a good number of IT staff taking advantage of the local specialisation in IT and the ease of recruiting able IT staff. Prasad is very willing to consider supporting other UK companies who may need additional IT resource and invites non-competing GAMBICA members to reach out to him.

Prasad's primary aspirations for Elite involve transforming it into a multinational corporation headquartered in the UK. He holds the belief that India is currently not conducive for establishing a multinational presence. Alongside his son, who oversees all Indian operations, his daughter also contributes to the company by working on marketing projects.

While Orbit has reduced its activities as an independent distributor to some extent due to its growing focus on its own product line, Prasad is open to the possibility of distributing products for other GAMBICA members. Additionally, he will be sharing insights on the Indian market for UK companies during an upcoming export group meeting.

Prasad's advice on succeeding in the Indian market is to establish a large sales force to cover the whole country and one with the right technical expertise.

You can reach out to Prasad via email at elite@elitefurnaces.com or meet him in person at our upcoming winter Export Group meeting.