

NAOSMM PRESIDENTS PAST & PRESENT



*Thank you for your dedication
and service to our organization!*

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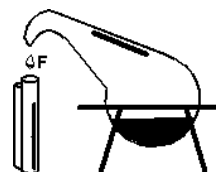
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Survey

Heather McCollor
Macalester College

Trade Show Coordinator

Cassandra Wong
University of Michigan

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NATIONAL
ASSOCIATION
SCIENTIFIC
MATERIALS
MANAGERS



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PRESIDENT'S MESSAGE

In the past few years, NAOSMM had tried several methods to recruit new members and to bring more of those members to our annual conferences. I don't remember if the board discussed the pros and cons of growth; rather I think we just assumed that NAOSMM would be better, stronger with more members. So we jumped in and began marketing ourselves more and creating partnerships with vendors. These methods worked: we have seen increases in the number of members, as well as the number of conference attendees.

But this growth has happened without a strategic plan, without a mission or defined goals, and without input from members and vendors. We had strategy sessions at the conferences in Philadelphia and Reno and they were a great start. But to take the discussions further, I have some broad questions that I encourage our members and vendors to really think about.

First and foremost, on the question of growth, is WHY? Why does NAOSMM want more members? Why do we want more people to attend conferences? What do we hope to accomplish by growing?

What are the advantages of growing larger/having more conference attendees? Why can't those things be achieved at our current size? What are the disadvantages of growing larger/having more conference attendees? Can those drawbacks be addressed?

What is the link, if any, between size and excellence? Do vendors and potential members view our current size of 300 members/115 conference attendees as a weakness or a strength?

Please feel free to email or call me with your opinions. Your comments can be the beginning of a real dialogue here in the *Newsline*, on the listserv and at the annual conference. My hope is that it will eventually lead to the creation of a strategic plan and mission statement for NAOSMM: where we are now, where we are going and who do we want to be.

In other news, please join me in welcoming several new committee chair people:

- Mary Ann Stoll and Gypzy Lindh will be serving as Program Committee co-chairs for the 2006 program. If you have ideas for lectures or leads on guest speakers, please contact Mary Ann at stolmary@isu.edu
- Kevin Mautte is our new Site Selection chair. Kevin will be looking to the Northwest part of the US for our 2009 conference. If you would like to host or assist Kevin in that area, please contact him at kemmefl@yahoo.com
- Linda Perez is taking over the Awards Committee. She will coordinate the travel grant program as well as the Manager of the Year selection.
- Amy Hartig and Heidi Peterson will serve as co-chairs for the Corporate Membership Database and Dues. Together, they will maintain that database as well as recruit new vendors to join NAOSMM.
- Karen Grubb has volunteered to be an Auditor for NAOSMM. The Audit team has the critical task of overseeing the integrity of our financial documents.

I am very grateful to all of these individuals for giving up their time to help NAOSMM.

Joanne Brown
President, NAOSMM

*Funding for publication and mailing of the
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NAOSMM WELCOMES OUR NEWEST MEMBERS

**NAOSMM
WOULD LIKE
TO WELCOME
THE NEWEST
MEMBERS
TO OUR FAMILY!**

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NEWSLINE DEADLINE

The next deadline for materials to be published in the Spring issue of the *Newsline* is **March 7, 2006**. It is essential that any material to be included for that issue be in my hands by that date. *Articles received after that date will appear in the Summer 2006 issue.* Articles should be submitted in Microsoft Word via email whenever possible. JM.

TRAVEL AWARD RECIPIENTS

Nalge Nunc Professional Training Fund Award



(l-r): Peter Charleton of Nalge Nunc, Sharon Cabay, Joni Wiseman, Jan Benjamin, Teresa Arnold, Gene Bender

NAOSMM Conference & Travel Show Attendance Grant



front row (l-r): Carol Williams, Sue Viglione, Maureen Herbert, Don Wareham, Carol Bowman, Teresa Robertson, Amy Poplaski
middle row (l-r): Richard Disbrow, Karen Smith, Cheryl Moore, Linda Perez, Lori Keen, Jan Mack, Steven Berlin
Back row (l-r): Sally Jo Divis, Heather McCollor, Jeff Your, Barbara Neff, Janice Westerling

SPECIAL AWARDS



Kevin Mautte received Lifetime Membership.



Jonathan Gibbons received the Distinguished Service Award for 2005; Elaine Scudder received the Outstanding Service Award for 2005; Tod Gugino received the Significant Service Award for 2005.

RESEARCH PRODUCTS VENDING: THE SELECTION PROCESS AND IMPLEMENTATION

When answering the question, “Why Vending?” Barbara cited the main reason was to increase the service level to provide 24/7 access to products.

Barbara Ann Daily’s presentation highlighted the selection process for distribution of research products using vending equipment. The CORE Store at Johns Hopkins has been under Barbara’s direction since October of 1990. It is a research cost center which provides molecular, cell biology and general reagents/supplies to the research community. The CORE store has grown from \$69K in FY ’89 to \$13M in FY ’05.

Basics for the store include:

1. There are 787 Principal Investigators in the customer base – labs have from 3 to 30 individuals.
2. They serve 3 main campuses with delivery service to each.
3. Hours are 9:30 am to 5:00 pm – Monday thru Friday.
4. They have 12 F/T and 1 P/T employee.
5. Current Point Of Sale options
 - a. Fax order – 38% of revenues – have a standard fax form
 - b. Website – 52% of revenues – upward trend
 - c. Walk up – 10% of revenues
 - d. Telephone <1% of revenues – in order to order other than stock items needs to be written down.
6. There are 685 distinct products maintained in inventory. And through its network of twenty manufacturers/suppliers the store has access to > 68,000 distinct products

When answering the question, “Why vending?” Barbara cited the main reason was to increase the service level to provide 24/7 access to products. Other reasons were – increase convenience to researcher, increase the visibility of the CORE store’s service and increase the research dollars saved by JHU investigators. If the system proves successful, additional satellite locations will be installed at other sites.

The initial BETA Vending site will be adjacent to the store which will allow for easy training of customers and for easy stock replenishment. Right now the CORE is establishing the inventory for the site by soliciting from researchers what products they want in the system. Additionally, the inventory will be determined by a number of factors which include: unit volume of [23 distinct product groups], dollar mix, vendor mix, customer demand, package sizing, and storage temperatures. There will be Control Point Software to establish and maintain customer accounts and inventory management.

The Pyxis/Sigma system is the only vending option which meets the CORE Store’s base requirements: 24/7 access, multi-vendor platform, secure environment, CORE ownership of all business activity, and service of vending equipment through existing Pyxis infrastructure.

Questions asked included: What does the tracking software tell you? The Control Point Software is a tool designed to track transactions based on the Principal Investigator, end user, budget number, and inventory. Furthermore, the Control Point Software implements a security system by bio-id (thumbprint) and password protection. When will you check inventory? Initially, the vending inventory will be checked daily and adjusted according to business activity. Currently, the non-vending inventory is checked daily through the stores point of sale software which automatically replenishes inventory based on preset levels. How do you handle return of temperature sensitive products? Items which are not opened and maintained at appropriate storage conditions are accepted as a return. The CORE guarantees the integrity of all products 100%.

Submitted by Patricia Barker

LISTSERV DISCUSSIONS

By Janice A. Westerling, CSMM
State University of New York at Potsdam



NEWCOMERS' DISCUSSION IN RENO, NEVADA:

JW: In Reno, NV this past summer I had interesting conversations with new members and “first-timers” attending the NAOSMM Conference. I am substituting our face-to-face discussions in place of the usual listserv discussions article. What follows is a brief summary of enjoyable conversations with some of our newest members. How did they discover NAOSMM? What are their interests and concerns?

Jan Benjamin, Kingwood College, Kingwood, TX: A faculty member at Kingwood College who was into environmental issues suggested that Jan look up NAOSMM online. Finding the NAOSMM Listserv to be useful, Jan was hooked. With the support of the college and a NAOSMM Travel Grant, Jan was able to attend the Reno conference. After being at the current position 13 years, she found a rekindling of enthusiasm for the job through the NAOSMM contacts. Through NAOSMM, Jan found people who do the same thing and understand the intricacies of her position.

Gene Bender, Minot State University, Bottineau, ND: Gene talked about another aspect of the value of NAOSMM. Working in a smaller university in a relatively remote location, he felt it was important to be in touch with the latest management and safety issues. For future conferences, he thought some programs dealing directly with issues the smaller academic stockrooms face would be helpful.

Adell Sauper, Benedictine University, Lisle, IL: Adell's departmental chairperson handed her a sheet on NAOSMM and said that she might look into this organization. She didn't do much until much later when she signed up for the NAOSMM listserv. The issues raised in the listserv showed her that there were crucial management issues she had not considered before. One particularly relevant topic was that of how to deal with pregnant students who wished to take organic laboratory courses.

Vicky Acosta, Sussex County Community College, Newton, NJ: Vicky was attending a Laboratory Safety Institute Safety Seminar in Boston, 2004, where fellow attendees recommended NAOSMM. She had never heard of it. Later, she received a NAOSMM postcard (a direct mailing from NAOSMM) and looked at the NAOSMM website in May, 2005. Coming to the conference, Vicky found the experience to be fabulous. There was so much to absorb.

JW: Word-of-mouth, postcards, listserv and direct contacts seemed to help spread the word about NAOSMM. Many of the newcomers jumped right in and recommended new initiatives and many have rolled up their sleeves to become committee members. This enthusiasm adds a refreshing boost to everyone involved in NAOSMM.

The NAOSMM Listserv has proven, over the past few years, to be a valuable tool to the membership as individuals look for product sources, solutions to problems and pass on ideas. In many cases, the answers to questions go directly to the person asking the question and the general membership doesn't see them. In addition, not all members are signed up with the Listserv and miss out on some lively discussion or valuable exchange of information. Janice Westerling of the State University of New York at Potsdam has volunteered to monitor the list and gather some of those questions and answers in an effort to keep us all in the loop. We think this is a terrific idea and thank her on behalf of the membership for taking on this task. We hope you will assist her in this effort by sending responses to her as well as the questioner. If an issue seems especially timely or interesting, pass that thought on to her and she will consider it for her next column.

CSMM CERTIFICATION: ADVANTAGES, CHANGES AND THE STEP-BY-STEP PROCESS

Twenty members, some new and some not-so-new, gave rapt attention to Lori Keen and Ed Graham on Monday afternoon as these co-chairs of the Certification Committee reviewed the process toward obtaining one's CSMM. The Board approved some revisions to the certification guidelines at the spring 2005 Board meeting. This seminar was an opportunity to present and discuss the changes and answer any questions that members might have about pursuing certification.

Two new CSMMs also joined the Committee to assist in reviewing and certifying requirements submitted by applicants for the CSMM designation. Elaine Scudder, after many years on the Board, has graciously accepted appointment to this committee. Jeff Your will also be joining the committee.

The participants at the workshop familiarized themselves with the general requirements for certification. Members were encouraged to start a file as soon as they got home from the conference. Contributions to the profession can count toward the goal, whether in NAOSMM or not, for your employer and in your community. Members receive points just for attending the Conference. College coursework, *Newsline* articles, supervisory experience all can count toward your CSMM.

One member, Carol Bowman, Ohio State - Marion Campus, commented that she probably had enough points to complete certification requirements right now. Here's a reminder, Carol! Get cracking! We haven't seen your application yet...

It would be great to award certification to some members at Savannah — let's make it a record-breaking number!

Submitted by Jeff Your, CSMM; John Carroll University

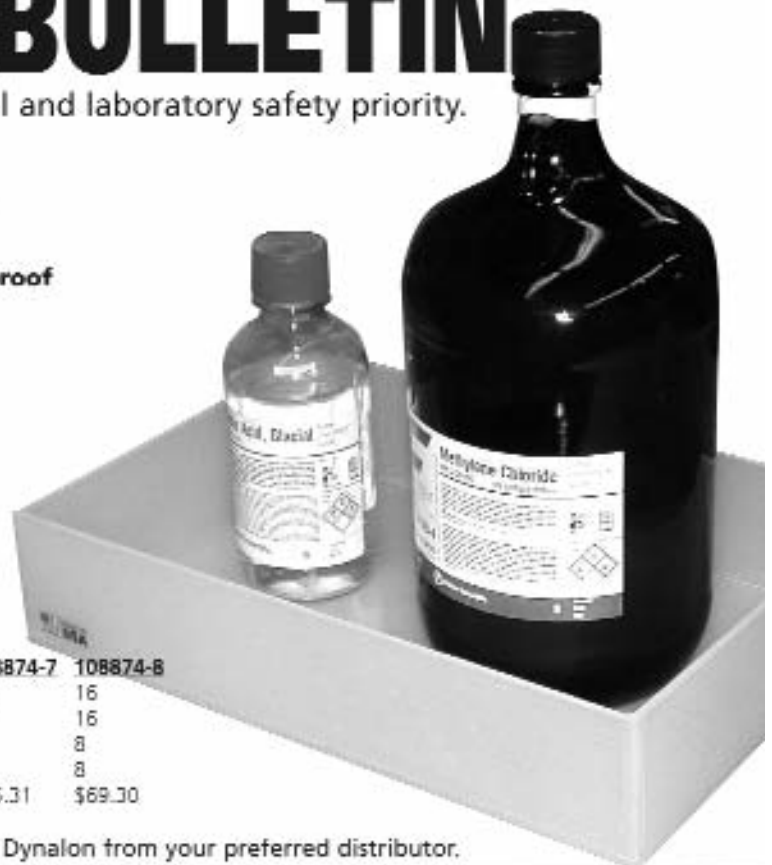
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- Custom sizes and materials available

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Length inches	15 1/2	22	18	18	12	16
Width inches	17 1/2	26	18	24	16	16
Depth inches	3	4	6	6	8	8
Shipping Wt lbs	6	11	8.5	10	8	8
Price Each	\$47.61	\$63.02	\$66.45	\$71.21	\$55.31	\$69.30

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NOMINATION CRITERIA FOR OUTSTANDING SCIENTIFIC MATERIALS MANAGER

I. ELIGIBILITY

- A. Must be a regular member of NAOSMM
- B. Shall have a lengthy record of achievement unquestionable and sustained, of one or more of the following types
 1. A contribution to the advancement of the profession.
 2. Distinguished operational, educational, or administrative activities.
 3. Participation in NAOSMM meetings programs or service on NAOSMM's board or committees.

II. SOURCES OF NOMINATIONS MAY INCLUDE:

- A. Immediate supervisor or administrator
- B. Other NAOSMM members
- C. Co-workers

III. SUPPORT MATERIAL

- A. Nominator must convey clearly and completely in writing to the committee the qualifications of the nominee or nominees.
- B. A brief written job and activities list must be submitted for each nominee.
- C. Support letter from supervisor at nominee's place of employment.

NOTE: The successful application will include a minimum of four letters from the workplace (i.e. boss, supervisor, peer, employee, "storeroom user," department head, PI, safety director, etc.) Support letters from NAOSMM members, Sales Representatives, and/or other persons who may know the nominee (minimum of two such letters.)

IV. EVALUATION

- A. The committee will evaluate the nominations based on the materials supplied under Section III and how this material fits into the role and scope of the Association. The evaluation will be made in a fair and equal manner, based on the merits of each nomination.

V. ADDITIONAL RULE

- A. May not be applied for or proposed by a member for himself or herself.
- B. Nomination Applications must be "postmarked" by May 25 of each calendar year.
- C. Nominations are good for 2 years. At that time, if the Nominee has not received the award, a new nomination may be submitted.
- D. The award will be presented at the NAOSMM banquet held each year at the Annual Conference.

NOTE: How can I get nominated when my supervisor does not even know about it? If I hand my supervisor the Criteria, am I nominating myself? The answer is NO. Since most of your supervisors do not see the *Newsline*, or visit this web page, you may make a copy of the criteria and letter to your supervisor, set up a meeting and explain the award to your supervisor OR, you can contact the NAOSMM secretary and have the secretary send material to your supervisor.

The deadline of **May 25** will be enforced!

MANAGER OF THE YEAR NOMINATION

LETTER FOR YOUR SUPERVISOR

Many of you are aware that each year NAOSMM honors one of its members as the Outstanding Scientific Materials Manager of the Year. Historically, nominations have been made by other NAOSMM members. For most of us, the people who are best able to assess our worthiness to be nominated are the supervisors and co-workers “back home.”

With this in mind, the Board and the Awards committee would like to offer a letter that you can present to your supervisor or other person you designate. We ask you determine the best manner to do this. The Awards Committee suggests the following approaches:

1. For those who like to take the direct approach - show the letter to your supervisor and ask him/her to consider nominating you if he/she feels you merit nomination.
2. For those who prefer a more subtle approach - place the *Newsline* with this information or the letter itself in your supervisor’s mailbox.
3. For those who prefer complete anonymity - provide the NAOSMM secretary with the name and address of your supervisor and she will mail a copy of the letter.

Many of us find it hard to “toot our own horns” - but maybe your supervisor or fellow employee is waiting for an opportunity to do it for you!

You can find a copy of the “Letter to your Supervisor” and other travel and Manager of the Year information on our website at <http://www.naosmm.org/awards>.

**Visit the NAOSMM website at
<http://www.naosmm.org>**

MATERIAL SAFETY DATA SHEETS

Mr. Jerry Burnette presented a talk on the Material Data Safety Sheet at the Reno Conference. He gave a comprehensive review of the various components of OSHA's MSDS. There is always contact type information on the product before the required 16 sections.

The beginning information must include the name of the product, the contact information of the manufacturer, the date the MSDS was prepared, and a hazard rating. Jerry pointed out that the emergency number and the contact phone number shouldn't be the same number. He suggested that when we get the MSDS, especially if the product is in any way hazardous, we should call the emergency number to make sure it is valid and works properly. As he pointed out, an emergency isn't when we want to find out the numbers don't work. Also he suggested that we look at the date the MSDS was prepared and advised not to use one that is older than 5 years. He said that maybe the product hasn't changed but sometimes the health advice changes as newer research becomes available. I hadn't thought of doing either of these two good suggestions.

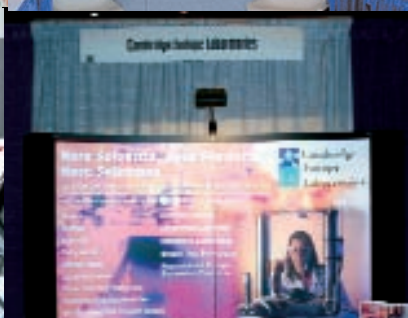
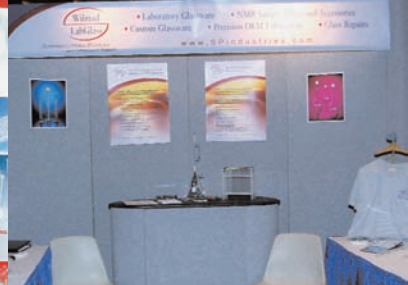
As he went through the rest of the sections, I recorded some helpful hints he gave. When he talked about the evaporation rate, he pointed out that each rating is a multiple of 6. So, #1 means it evaporates 6 times faster than water and #2 evaporates 12 times faster than water, etc. In a spill, the amount of danger depends on the size of spill and the area it is confined in. He gave the example of a 5 gallon gasoline spill. If it is indoors, it's a big hazard. If it is outside, then it isn't such an immediate danger. He then pointed out that the more finely divided a product is, the more dangerous it becomes. If it is a big lump, it won't be as hazardous as if it is finely powdered. Likewise, it depends on the quantity of the product. Larger quantities are usually more hazardous. He then talked about vapor pressure, which is when a vapor forms above the surface of a liquid and exerts a pressure. This becomes very important if it is a high value and is something we should pay very close attention to.

The remainder of his session was about health hazards. We need to pay attention to the routes of entry and the particular hazards that the product might pose due to the way we use the product. There is a lot of important information given on the MSDS under the health hazard section and we should know about them. He suggested that all of us really take a look at those MSDS when they come in and review the ones we have on file. The burden to keep ourselves and those who work for us safe falls to everyone in the workplace. I really enjoyed the session and made me think about the importance of the MSDS and my responsibility to know about the information that is found there.

Submitted by Carol Bowman

He suggested that when we get the MSDS, especially if the product is in any way hazardous, we should call the emergency number to make sure it is valid and works properly.

Thank you Vendors





TRAVEL AWARD CRITERIA, 2006

ELIGIBILITY CRITERIA FOR TRAVEL FUNDING

The following guidelines will be used by the NAOSMM Awards Committee to determine which applicants will be eligible to receive funding through either the Nalge Nunc International Professional Training Fund Award or the NAOSMM Seminar and Trade Show Attendance Grants.

1. Applicants must be a regular NAOSMM member with current year's dues paid. New members are strongly encouraged to apply.
2. Applicants must be currently employed at a stockroom/laboratory-related job or as purchasing agent of laboratory supplies by a university, college, private or corporate institution.
3. Current Executive Board members and Awards Committee members are ineligible.
4. Members who receive full reimbursement from their employer to attend the conference are ineligible.
5. All applications postmarked/faxed by **April 14** will be given first consideration for funding. Those postmarked/faxed after April 14 will be considered only if funds become available.
6. Award amounts will vary per applicant's financial need and total funds available. Funds awarded are intended to defray lodging and/or transportation costs incurred by member's attendance. Awards do not cover meals or other incidentals.
7. Recipients of travel funds are required to stay at the official designated conference hotel in order to be reimbursed for hotel expenses. Receipts submitted for reimbursement from non-conference hotels will not be funded.
8. Applicants may now request funding every year. However, those applicants that did not receive funding in the prior year will be given first priority.
9. Recipients of any award must attend at least three **FULL** days of the Conference. (Example: Monday-Wednesday or Tuesday-Thursday)
10. Applicants who have been given an award will be notified of the award amount in early June (sooner if possible.)
11. Award checks WILL NOT BE distributed at the conference. Travel Award recipients are required to itemize and submit original receipts to the Awards Chair no later than two weeks following the conference. Checks will be mailed to recipients within two to four weeks after the conference.

Any NAOSMM member who meets these guidelines is encouraged to complete the application for travel funding and return it with the requested paragraph to the interim Awards Committee Chair by April 14 for consideration.

Mail applications to: Linda Perez-Saldana
New Mexico State University
Department of Biology
Foster Hall Room 411
Box 30001 MSC 3AF
Las Cruces, NM 88003

Fax applications to:
505-646-5665

Questions? Call or email Linda at 505-646-3915 or liperez@nmsu.edu

NALGE NUNC INTERNATIONAL PROFESSIONAL TRAINING FUND AWARD

The Nalge Nunc International Professional Training fund was established in 1987 by Nalge Company (now Nalge Nunc International) for use by eligible members of NAOSMM to attend the annual national conference for the purpose of improving their professional management skills. Nalge Nunc International and NAOSMM hope additional members will be able to attend the annual conference with the help of these awards.

This fund will be divided into at least six non-repayable awards for regular NAOSMM members who receive little or no financial assistance from their employer. Primary consideration will be given to those members who have never attended a NAOSMM Conference. The award may be used to supplement partial funding provided by the employer or as “seed money” to encourage employers to match the award.

NAOSMM SEMINAR AND TRADE SHOW ATTENDANCE GRANT

The NAOSMM Seminar and Trade Show Attendance Grant was established in 1992 with the purpose of helping NAOSMM regular members attend the yearly conference and trade show by providing funding to help offset their conference travel and lodging expenses.

The NAOSMM Seminar and Trade Show Attendance Grant is funded primarily from *Newsline* advertising revenues and through donations from corporations and companies who wish to assist NAOSMM members who do not have financial support to attend the yearly Conference and Trade Show. These corporate or company donations will be combined into a single fund and distributed by the Awards Committee per established guidelines. The donating corporation or company cannot specify a donation for any NAOSMM member. The amount of the donation is at the discretion of each contributing corporation or company. Each year, NAOSMM publishes an alphabetical listing of the corporations or companies who contributed to this grant in the NAOSMM Seminar and Trade Show Program and the *Newsline*. This fund will be divided into non-repayable awards and given to regular NAOSMM members who meet the established guidelines.



NAOSMM - APPLICATION FOR TRAVEL FUNDING - 2006

Name _____ Title _____

Business Address _____

Phone(_____) _____ Ext _____ Fax (_____) _____

Email _____

Lodging cost estimate: # of hotel nights _____ times room rate (tax included) of \$141.12 = \$ _____
(If you would like to save funds and are willing to share a room, please contact Karen Miller at kmiller3@weber.edu)

Approximate cost of travel \$ _____ Method of Travel? AIR / CAR / OTHER _____

Please choose one option:

Employer will provide \$ _____ towards lodging and/or transportation (do NOT include funding for meals), so I am requesting an award amount of \$ _____

Employer provides NO funds for lodging and/or transportation, so I am requesting an award amount of \$ _____

Total number consecutive years of dues paying membership in NAOSMM (include present year) _____

Is this your first conference? YES / NO Have you received travel funding in the past? YES / NO

If you have received travel funding in the past, please list which years you have been funded _____

Are you serving on a committee? YES / NO If yes, which one and for how long? _____

Are you presenting or helping at the conference? YES / NO

Explain _____

Name of immediate supervisor _____

Phone(_____) _____ Ext _____

Required to receive consideration for travel funding – please check all boxes:

- I would like to attend the NAOSMM Annual Conference. I have received approval for enough time off (vacation, professional training, etc.) to enable me to be present at the conference for at least three **FULL** days of the conference.
- I have attached a paragraph detailing why I want to come to the conference and how I think attendance will benefit me.
- I agree to provide the Awards Chair with an itemized account of my travel and lodging expenses no later than two weeks following the conference.

Notification of awards funding – please check one box:

- Email notification of award amount is sufficient.
- I need a formal letter stating the award amount.

Name and Institution as you would like them to appear on an award plaque or certificate:

(PLEASE PRINT) _____

Signature _____ Date _____
NAOSMM Member

Signature _____ Date _____
Supervisor

SITE SELECTION COMMITTEE

Chair: Kevin Mautte

I have accepted the chairmanship of the Site Selection Committee for 2005-2006. I will be concentrating on possible venues in the northwest region for 2009 and the northeast region for 2010. Any suggestions for possible conference sites can be directed to me at kemmefl@yahoo.com.

MARKETING AND MEMBERSHIP RECRUITMENT

Chair: Kevin Mautte

New marketing postcards with the dates of the Savannah, Georgia Conference, 7/31-8/3/06, are being ordered. Every college and university in the United States will receive a card, listing the benefits of joining NAOSMM.

PROGRAM COMMITTEE

Co-Chairs: Gypzy C. Lindh and Mary Ann Stoll

Greetings from the Program Committee & the Historian...

First, let me say we could use a few more members for the Program Committee. This committee is essential to the conference. It addresses the learning issues of the NAOSMM membership. Gypzy Lindh has generously offered to be co-chair with me, but we look forward to others joining us. Of course, we are looking for input and ideas from the membership. We especially need a couple of folks that will be able to attend the Savannah conference and help make the program run smoothly. Please contact me or Gypzy if you are interested.

Watch the *Newsline* and the listserv for the trivia contest for the Savannah Conference. It will start in the next issue of the *Newsline* with questions continuing on the listserv. This year, it will not be timed but all members that answer all the questions correctly will be entered in a drawing for the final winner.

I hope you all had a happy holiday and I look forward to letting you know more about the program in the next issue.

Mary Ann

Contacts:

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glindh@chem.byu.edu	stolmary@isu.edu

2006 SAVANNAH HOST COMMITTEE

Chair: Lamar Houston

It is time to start thinking about planning on attending the 2006 NAOSMM conference in Savannah, GA. The conference will be at the Savannah Marriott located right on the riverfront. Savannah is truly one of those old southern cities that everyone must visit at least once during a lifetime. You will find southern charm, great sights, good food, and delightful people. Most of you have seen the logo "Georgia on My Mind", so please keep Georgia on your mind and plan on attending the 2006 conference during July 31 through August 5th.

Savannah's International Airport will make traveling easy for you. Make your reservations early and take advantage of the good airline rates.

I hope 2006 is going well so far for everyone. Many of you may know me from previous conferences. This year, I am filling in as the Awards Committee Chairperson and I hope to hear from many of you, especially those of you who have never attended a conference. Savannah is a beautiful city, rich in history. It should be a wonderful location for a conference. Isn't it time you joined us? This edition of the *Newsline* includes the criteria for both the Manager of the Year and the Travel Grants.

Many of you work very hard in your field. It may be difficult to "toot your own horn," but take advantage of our letter to your supervisor if you would like to be nominated for Manager of the Year. Our committee would love to see a large pool of nominees.

As for the Travel Grants, the committee has worked very hard over the years (thanks to recent chairs, Sandi Payne, Joanne Brown and Vickie Thompson) to make the conference available to more and more individuals.

Hope to hear from you.

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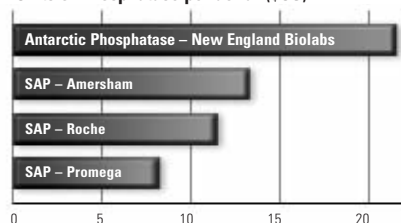
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FORMULA FOR VANILLA FLAVORING

(DOUBLE STRENGTH)

INGREDIENTS:

- | | |
|---|---------------------------------|
| 1. Glucose, USP* 65 gm. | 5. Ethanol 95% USP ** 250 ml. |
| 2. Fructose, USP* 65 gm. | 6. Vanillin USP ¥ 25 gm. |
| 3. Glycerine, USP* 250 ml. | 7. Coumarin USP ¥ 8 gm. |
| 4. Brown Food Coloring # 1 ml. or
Dark Karo Syrup 20 ml. or
Caramel Coloring 20 ml. (not all three) | 8. Water*** to make one gallon. |

DIRECTIONS:

- Dissolve sugars (Glucose, Fructose & Glycerine) in ~200 ml of water, w/ heating if necessary.
- Set this mixture aside now. Turn off all ignition sources when working with alcohol.
- Dissolve other ingredients (Vanillin & Coumarin) in alcohol w/ stirring
- Add sugar syrup to alcohol mix w/ constant stirring. Add necessary water to make one gallon (3740 ml).
- Add coloring agent to total mixture w/ constant stirring. (Coloring is for visual appeal only – add color to visual ‘taste’) (My brown food color is real dark, others may not be.) (Real dark vanilla may affect the color of vanilla Ice Cream!)
- Bottle, Label and Distribute.

* Available from most health food stores.

** Available from most liquor stores (EverClear 190 proof or other brands).

*** Use Distilled or Sterile water.

Available from local chocolate makers.

¥ Available from Spectrum and Aldrich (maybe others too).

EQUIPMENT USED:

- 4L Erlenmeyer Flask x2
- 1L Graduated Cylinder
- 2-3” diameter Coors ware Casserole w/handle (for burning sugar)
- Teflon stir bar ~1-2” length
- Magnetic Stirrer
- Triple beam balance

Note: I have used this recipe for over twenty years and the gentleman who originated the recipe made vanilla from it for over thirty years before me. While at work (and had free supplies), I made three gallon a year and gave it all away to faculty, staff, grad students and Chem Stores customers. Dr. Dar Reese (the originator) got to a point where he was making 10-15 gallon a year. But, he was distributing it at his church also. The secret seems to be a binder (Coumarin?) that holds the flavor in after baking so the vanilla flavor is very prevalent. Once you use this formula you’ll never want to use commercial vanilla again. Enjoy!

Submitted by Jack Whitney

RAW RESULTS FROM THE 2005 NAOSMM SALARY SURVEY

The NAOSMM Salary Survey was emailed out to 290 members in the United States. A total of 149 responses were received, for a 51.4% return rate. The country was broken into six regions:

Southwest:	AZ, CA, CO, HI, NM, NV, and UT	Southcentral:	AR, KS, MS, MO, OK, TX
Southeast:	AL, FL, GA, NC, SC, TN, WV, VA	Northwest:	AK, ID, MO, NE, ND, OR, SD, WA, WY
Northcentral:	IL, IN, IA, KY, MI, MN, OH, WI	Northeast:	CT, DE, DC, ME, MD, MA, NH, NJ, NY, PA, RI, VT

	South West	South East	North Central	South Central	North West	North East	Not known	TOTAL
# of surveys rec'd	10	22	48	18	18	32	1	149
# of surveys sent	24	38	82	40	28	78		290
Response rate	41.7%	57.9%	58.5%	45.0%	64.3%	41.0%		51.4%
Gender								
Male	5	6	20	8	6	9	1	55
Female	5	16	28	9	12	22		92
Industry								
Academics	8	22	46	17	18	28	1	140
Industry	1	0	1	1	0	4		7
Other	1	0	1	0	0	0		2
Academic Undergrad Population								
Less than 2500	2	6	13	1	8	10	1	41
2500-5000	1	1	10	3	2	5		22
5000-10000	1	4	2	5	1	3		16
More than 10000	3	7	10	3	3	3		26
Academic employer								
State School / CC	6	13	17	11	11	9	1	68
Private School	1	9	28	6	7	19		70
Bio/Chem/Stockroom/Purchasing/Other (multiple boxes checked)								
Biology	2	10	13	7	9	16		57
Chemistry	5	14	33	10	15	17	1	95
Stockroom	4	12	23	12	10	19	1	81
Purchasing	4	12	17	6	10	14	1	64
Other	1	1	3	0	2	2		9
Highest Degree Earned								
HS	0	0	2	0	1	3		6
AA	0	2	1	3	0	3		9
BA	6	14	27	9	13	14	1	84
MA	3	6	16	4	2	10		41
PhD	1	0	1	2	0	0		4

	South West	South East	North Central	South Central	North West	North East	Not known	TOTAL
Years employed in Scientific Materials Management								
0-2.5	0	2	2	1	2	3		10
2.5-5	1	4	10	3	2	5		25
6-10	0	3	8	5	6	4		26
11-15	4	3	5	3	2	8		25
16-20	2	3	10	1	2	4		22
21-25	3	2	5	3	2	3		18
25 + years	0	4	8	2	2	4	1	21
Exempt (salaried)	8	18	42	13	9	26	1	117
Nonexempt (hourly)	2	4	6	5	8	6		31
Full-time, year-round yearly salary breakdown								
Less than \$20000	0	0	0	0	0	0		0
\$20000-\$24999	0	0	0	1	3	0		4
\$25000-\$29999	0	1	3	0	0	0		4
\$30000-\$34999	1	4	14	2	1	3		25
\$35000-\$39999	0	4	10	2	3	3		22
\$40000-\$44999	2	3	6	2	2	5		20
\$45000-\$49999	1	3	5	3	0	7		19
\$50000-59999	5	5	3	2	1	4		20
\$60000-\$69999	0	0	0	2	0	3		5
\$70000-\$79999	0	1	1	1	0	3		6
\$80000-\$89000	0	0	1	0	0	0		1
\$90000-\$99999	0	0	0	0	0	0		0
\$100000+	0	0	0	1	0	0		1
# of people you support								
0-10	4	3	9	2	3	4		25
11-20	1	4	18	2	9	7		41
21-30	2	4	7	2	1	5		21
31-40	0	1	0	15	2	3		21
41-50	0	2	0	0	1	0		3
51-60	0	2	1	0	1	0		4
61+	2	6	12	6	1	10		37
Top 3 job duties (some marked more than 3)								
Teach a course	1	1	1	2	0	1	1	7
Lab Prep	5	10	30	4	13	13	1	76
Teach a lab	0	2	4	1	1	3		11

	South West	South East	North Central	South Central	North West	North East	Not known	TOTAL
Purchasing	9	14	38	13	16	27	1	118
Chem. Inventory	4	13	31	11	10	18		87
Lab research	0	2	1	1	0	0		4
Compliance	1	6	16	4	3	11		41
Hazardous Waste	3	4	20	4	11	15		57
Other	2	7	10	7	2	10		38
Year you joined NAOSMM								
1970's	0	1	1	0	1	0		3
1980-1984	0	1	2	1	0	0		4
1985-1989	1	3	2	1	0	1		8
1990-1994	4	0	8	4	2	5		23
1995-1999	1	7	7	4	3	3		25
2000	1	1	4	0	0	0		6
2001	0	1	1	3	1	1		7
2002	0	1	4	1	1	2		9
2003	0	2	3	0	1	3		9
2004	0	0	6	3	2	8		19
2005	2	4	6	1	6	4	1	24

The spring issue of the *Newsline* will have the breakdown of salary by gender, public/private school, highest degree achieved, years in the field, size of academic institution.

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HAPPY NEW YEAR!

Deadline Reminders:

Newsline Spring Issue: March 7, 2006

Travel Grant Applications: April 14, 2006

Manager of the Year Applications: May 25, 2006