

Questron's Quest

INNOVATIVE SOLUTIONS FOR ANALYTICAL LABORATORIES

Volume 2: Issue 1

Fall 2010

The challenges of 2010, and our outlook for the New Year

A look back, and a look forward

Questron Technologies Corp., Canada

Here we are again—end of another year, and the beginning of a new one. This is the time to look forward and prepare for the future. The world has gone through some unprecedented technological and economic changes resulting in new challenges, where innovation has become the only means for the companies to grow.

The world economy is slowly recovering from the recent recession, but this crisis also offered us opportunities for improvements. We responded to the recovering markets by aligning our resources and developed new products. We also responded to the growing importance of emerging markets in Asia and the southern hemisphere and we believe that these regions will play a major role in shaping our future.

Our customers, especially small and mid-sized labs, are in a challenging position when it comes to implementing automation, and managing or protecting their resources. Mid-sized labs come under intense pressure to meet the deadlines to deliver the results. These challenges become more critical when



Season's Greetings



Best Wishes for the New Year

from all of us at Questron



Please join us in welcoming the newest member of Questron's team, **Brock Akerman**.

Brock recently joined Questron Technologies as Technologist. He has graduated from Durham College with a 3-year Electro-Mechanical Engineering Technology diploma. His expertise in AutoCAD, as well as his open mind, makes him a valuable addition to our design and production teams. Brock constantly comes up with new and innovative ideas for improving production, and he is always willing to learn new things.

His interests include mountain biking, light painting, and computer games.

We all wish Brock a long and exciting career with Questron.

skilled manpower is limited and technicians have to carry out multiple tasks simultaneously. Questron has come up with a practical solution to tackle these issues. We conducted thorough research, and developed Vulcan 42, an affordable and efficient automated digestion system for labs with limited budgets.

For Questron, customer response is of paramount importance when it comes to product improvement. We value the suggestions of our customers as we consider them our esteemed partners in growth. The upgrade of our Vulcan 84 software, and improvements in the design of our microwave vessels are the outcomes of such feedbacks. New products like Auto-Dilutors, Acid-Purification Systems, and Single-Channel Hot Block Controllers will be introduced in the first quarter of the New Year.

With our complete commitment to total customer satisfaction, we look forward to an exciting 2011.

ABOUT QUESTRON

Questron Technologies Corp. is a Canadian manufacturer of sample preparation equipment for analytical laboratories

Our product line includes:

Microwave Digestion Systems

- > **QLAB 8000**
Computer controlled
- > **QWAVE 4000**
Temperature and pressure control
- > **QWAVE 1000**
Power-based sample digestion

Microwave Ashing System

- > **QAsh 1800**
Computer controlled

Hot Block Digestion

- > **QBlock Digestion System**
with QBlock Commander Quad-Channel Heating Controller

Automated Hot Block Digestion

- > **Vulcan 84**
*Automated Digestion and Work-up Station
Computer controlled*
- > **Vulcan 42**
*Automated Digestion Station
Computer controlled*

Questron gets recognition as a significant beneficiary of the CME SMART Program



It is with great pride that we announce being recognized by the Canadian Manufacturers and Exporters (CME) SMART Program sponsored by the Ontario government. Under this program, the government of Ontario invites Ontario manufacturers to propose projects that will enable them to overcome a productivity shortcoming in their current processes. The applications are scrutinized and the approved projects are then financially supported on a shared-cost basis with the applying company. Questron received \$47k of indispensable assistance in refining our production CNC processes that are widely utilized in the build of our Vulcan 84 product. In October 2010, we were congratulated as having gainfully utilized the generous financial support, with attendant benefits to our company products and to the Ontario economy.



CALENDAR OF EVENTS

In March 2011, we will be exhibiting at the following conference:

PITTCON Conference & Expo 2011

March 14 – 17, 2011

Booth 3646

Georgia World Congress Center

285 Andrew Young International Blvd., NW

Atlanta, GA 30313-1591

USA

Sample Preparation, Treatment and Automation

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