

NEWSLETTER

WINTER 2017

Summerhill Pyramid Winery, Kelowna, BC.

FINALLY... A Canadian Handbook

We are excited to announce that the 2017 edition of our Fermentation Handbook will for the first time, include our full lineup of fermentation products. The book will mirror the current format and will continue to be designed by our sister company, Scott Laboratories USA – but now it will contain all of our additional brands and categories, along with a complete Canadian price list/order form in the back.

It took us a while to move forward with this decision, but we are confident this upgrade will make the handbook an even more useful tool than it has been in the past.

Welcome Erbsloeh!

Yes we know that we have long sold Erbsloeh bentonite, but we are excited to announce that effective January 1, we are now representing the entire portfolio of Erbsloeh products. These products, like all of our fermentation products, will be stocked for shipping or pick-up at our Penticton, Pickering and Niagara on the Lake warehouses.

More information on our offering will be available in the weeks to come, but to familiarize yourself with the Erbsloeh line-up of products, you can visit their website at: www.erbsloeh.com/en/home.

We should mention that Ivan (IDL Process Solutions) will continue to be an essential part of the Erbsloeh brand in North America. While continuing to support our sales team in Canada with support and technical advice, Ivan will be managing all of our sales responsibilities for select regions throughout the USA for which Scott Labs has also secured sales distribution. So please feel free to direct your Erbsloeh questions going forward to either Ivan or your respective Scott Labs representative.

With all transitions, there will be some growing pains, but our aim for Erbsloeh products is no different than with the rest of our portfolio, to have inventory available when and where you need it, backed supported by technical support and advice on the advantages of each and every product.

If you see a product on their website that interests you, please let us know!



Progress is our future

BC - Equipment Service Support has arrived!

We are excited to announce that we are working with Mike Brenneman of Winebyte Technologies and have secured Mike's services to support the post-sales maintenance of our Willmes presses and our Armbruster portfolio. Many of you in BC likely know Mike – he brings an incredible amount of technical know-how, combined with a professionalism that is much needed in the equipment service sector.

Don't worry Niagara and Eastern Canada – we are searching for a similar service relationship in your regions, but we will not rush into a partnership, we will hold off until we find the absolute right fit for you, and for us.



**NEED
SAMPLES**

for a

Bench Trial

Please call and we will send it out to you