

# Merckury

A Merck Chemicals-Laboratory  
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Incorporating labmail 2:10 from Merck, Germany

Can Merck help you with safety  
and environmental protection?

Naturally!  
With comprehensive  
information on everything  
from transport to disposal,  
supported by seminars  
and training courses.

That's what's in it for you.  
Merck Chemicals



# Editorial

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Dear Readers,

As we near the end of the second half of 2010, South Africa's light is still shining brightly after the historic FIFA World Cup. A very big thank you to all our readers who entered our Soccer World Cup competition, advertised in the last edition of the Merckury. To see who the lucky winners were, please refer to page 10 of this edition.

The past few months have certainly been busy with some important developments happening at Merck – the biggest being the recent Merck Millipore acquisition.

Over and above this, we hope you will enjoy this edition of the Merckury and trust that the rest of 2010 will be just as good as the first half was, if not better. As always, we encourage you to direct any suggestions and / or comments that you may have to Melissa Absil ([mabsil@merck.co.za](mailto:mabsil@merck.co.za)).

*"The best thing about the future is that it only comes one day at a time."*

*Abraham Lincoln*

## Millipore Acquisition

Serving our customers needs - today and tomorrow

Millipore began operating as the new "Merck Millipore" division of Merck as of the 15th July 2010. The actual legal close of the Millipore acquisition was on the 14th July and together, the two companies aim to create a world-class Life Science company offering a broader range of performance products, services and business

relationships to support our customers' success in research, development and production in Pharma, Biopharm and other related industries.

Serving its customers to the best of its ability remains Merck's number one commitment. Our current operations and relationships (contact partners and telephone numbers) will continue

unchanged. As we begin integrating the two businesses, we will keep you fully informed throughout the process of any changes and / or developments that are pertinent to you.

Merck Millipore has approximately 10,000 employees in 64 countries. This larger size and scale provides immediate and long-term benefits for you as we bring all our R&D capabilities together. Merck Millipore creates one of the industry's top three investors in R&D and this further enables us to drive innovation in order to address your biggest challenges. In addition to this, our global manufacturing and distribution capabilities enable us to serve you even more efficiently wherever you are around the world.

We are confident that our experienced teams, range of leading-edge technologies, products and services, along with our commitment to you, will help you do whatever it is that you do best.

*Our global manufacturing and distribution capabilities enable us to serve you even more efficiently wherever you are around the world*



From left to right: Heidi le Roux, Andrea Lingler, Fiona Hall, Bernd Reckmann, Warren Stone and Klaus Boehm.

# New Senior Manager for Export & Business Development

Welcome Paulo Pinto!



A very warm welcome to Paulo Pinto who joined Merck Chemicals as the new Senior Manager for Export & Business Development on the 1st July 2010.

Paulo began his career in the FMCG Industry (Cadbury's) and then moved across to the Pharmaceutical Industry in 1995. In 2001 Paulo and his family relocated from Durban to Cape Town on assignment and then in 2003, Paulo was promoted and relocated to Johannesburg in an Export and Commercial position. Since then, Paulo has been very much involved in developing and growing businesses in the Africa region with companies like Bristol-Myers Squibb, Schering-Plough and Abbott Laboratories.

Paulo has found his move over to Merck Chemicals as a very exciting and challenging one and is thoroughly enjoying the diversity of such a large product portfolio. No sooner had Paulo started with Merck than already

he was working towards restructuring the Export team into three strategic regions namely, East, West and Southern Africa. The main aim of this was to effectively expand Merck's geographic footprint to put us in a position where we can ensure that our customers have easy and reliable access to Merck's product range. In August, Paulo implemented his Action Agenda (2010-2014) which will be rolled-out in phases. As Paulo so aptly puts it: "None of this can be accomplished without investing in and developing our people and processes and becoming more customer-centric in our approach".

In his personal capacity, Paulo has been married to Sue, for 17 years and they have a daughter, Mickayla aged 14 and a son, Brandon, 10.

*"None of this can be accomplished without investing in and developing our people and processes and becoming more customer-centric in our approach."*

## Merck Supports Responsible Care

Assisting the global chemical industry raise its standards

Responsible Care is the chemical industry's own unique initiative and a voluntary program that assists the global chemical industry raise its standards and gain more trust from the public.

Preventing exposure to hazardous chemicals, ensuring the safe transportation of dangerous goods and ad-



**Responsible Care**  
OUR COMMITMENT TO SUSTAINABILITY

vising on appropriate occupational health and safety measures to protect workers are a few examples of Responsible Care's contribution to helping its member companies continuously improve their health, safety and environmental (SHE) performance. Adopted in South Africa in 1994 by the Chemicals and Allied Industries' Association, this voluntary initiative has seen its support base steadily grow over the years to 167 members across the chemical sector and its allies, making it an open, honest and credible industry among stakeholders and the general public.

When we at Merck publicly pledged our commitment to Responsible Care, we agreed to follow its guiding principles of going about our day-to-day operations in a manner that minimizes our impact on the environment, whilst at the same time continuing to protect the health and safety of our customers, employees and the public.

*Responsible Care is the chemical industry's own unique initiative and a voluntary program that assists the global chemical industry raise its standards and gain more trust from the public*

# Foodproof® Real-Time PCR Kits

When time is of the essence!

When you're testing for food pathogens, time is of the essence. The sooner your customers get the results back, the faster they can take any necessary action that may be required. As a leading supplier of dehydrated culture media and environmental monitoring products, Merck is now offering two technologies for Food Quality Control laboratories specially designed to minimize the all-important 'time-to-result'. Depending on your customer base and business model, you can opt for our

Singlepath® and Duopath® Lateral Flow tests, for our Foodproof® real-time PCR kits (for both Hybridization Probes/FRET and TaqMan® applications) or a combination of both. The range covers food pathogens, beer spoilage

organisms and genetically-modified organisms (GMO) in food and consumables. Whatever size laboratory you operate, Merck's solutions can give you the added flexibility and cost-effectiveness you need to succeed in a competitive environment.

## Foodproof® Real-Time PCR Kits for DNA-based Detection:

- Highest efficiency - higher product safety for customers
- Highest sensitivity - lower detection limit is 103 cfu/ml, no need for confirmation of results
- High speed - optimized costs < 24 hours time to result including pre-enrichment
- Highly convenient and includes all necessary reagents and controls for quality control
- Superior safety contain Uracil-N-Glycosylase to prevent carry-over contaminations
- Fully licensed



*The sooner your customers get the results back, the faster they can take any necessary action that may be required*

## Drying Agents from Merck

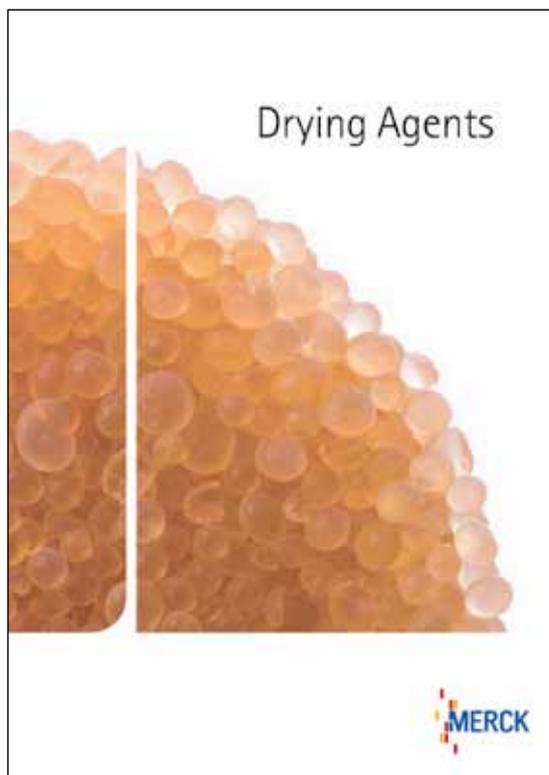
Safe, environmentally-friendly and easy-to-use!

Do you want to maximize dryness while minimizing health risks? If your answer is yes, then look no further! Most of Merck's drying agents for drying gases, liquids and solids do not contain toxic compounds and are therefore safe for your staff and the environment.

### Benefits:

- Widest range of products for day-to-day work in the wet chemical laboratory
- One reliable supply source for all your requirements
- Safety and convenience go hand-in-hand
- Improved working conditions in the laboratory by using the right products

*We have the widest range of products for day-to-day work in the wet chemical laboratory*



# AAA Regional Training Program

## Food & Environmental Analysis

Colleen Petersen, Product Manager for the Environmental & Industry sector, participated in the AAA Regional Training Program held in Mumbai, India from the 9th - 11th June 2010. 15 delegates from South Africa, India, Vietnam, Korea, Malaysia, Taiwan, Indonesia, Australia, Thailand and China attended the training.

It was the first time that all product managers from the AAA region attended this world meeting and representatives from each country were asked to give a brief presentation on their successes. As part of her presentation, Colleen included information on her sector's focus topics and gave feedback on two exhibitions hosted this year: WISA (Water Institute of South Africa) and Water Africa. She also talked about the awareness of quality and certification of our AQA program within the Spectroquant® systems and gave feedback on figures pertaining to sales and development of Food & Environmental

(FEA) products within the South African market.

During the training, various workshops were held and delegates were encouraged to participate in a number of group work activities covering new products and future developments within the FEA sector. Practical training on the new Spectroquant® Pharo instrument was given and the Spectroquant® product range for 2011 was also launched.

Colleen found it interesting that all countries represented were more or less on par with one another regarding their sector's current status and although the workshops were intense, much knowledge was gained and shared.



*Practical training on the new Spectroquant® Pharo instrument was given and the Spectroquant product range for 2011 was also launched*

## IUFoST 2010

### Food science solutions in an evolving world

The 15th IUFoST World Congress of Food & Technology was held at the Cape Town Convention Centre from the 22nd - 26th August 2010. Michelle Ephraim Product Manager and Melanie May Food & Beverage Sector Manager were the two Merck delegates who attended the Congress and found it to be most informative and interesting.

The topic for this year's Congress was "Food Science Solutions in an Evolving World" and was specifically chosen to highlight the vital role that food scientists play in ensuring safe, sustainable and nutritious food for everyone. The Congress was a unique opportunity for South African suppliers to demonstrate their products on a global platform as

well as for international players to exhibit their products to the African market place. Over 1700 delegates, ranging from scientists to students, registered for the Congress and a total of 220 oral presentations and over 800 posters contributed to making it a world-class event.

The next IUFoST Congress will be held in Salvador, Brazil in 2012.



*Over 1700 delegates, ranging from scientists to students, registered for the Congress and a total of 220 oral presentations and over 800 posters contributed to making it a world-class event*



# Western Blotting

With us you are covered!

Merck's products span the complete Western Blotting spectrum, from sample preparation to detection reagents. We continue adding new, innovative immunodetection products that help you enhance and streamline your workflow.

### Sample Preparation:

- ProteoExtract® Extraction Kits
- Inhibitor Cocktail Sets
- PhosphoSafe™ Extraction Reagents

### SDS-PAGE & Protein Transfer:

- Trail Mix™ Protein Markers
- RedAlert™ 10X Western Blot Stain

### Blotting Reagents:

- SignalBoost™ Immunoreaction Enhancer Kit
- Primary & Secondary Antibodies

### Detection:

- RapidStep™ ECL

*Merck are offering a 25% discount off all Western Blotting products. Please note that this offer is only valid until the 30th November 2010.*

*We continue adding new, innovative immunodetection products that help you enhance and streamline your workflow*

## Biosciences Training in Malaysia

Tamara Fedderke and Jayson Kappusamy, both Academia, Research & Pathology (ARP) Account Managers for Merck Chemicals, attended the Beginner and Advanced Bioscience Training in Port Dickson, Malaysia recently. This was a great new initiative from the marketing and sales management teams to advance the understanding of the highly technical life sciences field.

Both Tamara and Jayson found the trip to be an enjoyable experience with a large variety of interesting topics being covered in the training. Networking with the other bioscientists from Merck Chemicals in other Asian countries was most valuable as delegates were able to share and compare their experiences and challenges.

Hosts, Hans Ahl, Anita Wan and Chandra Mohan were most accommodating throughout their stay. A very big thank-you to Merck Chemicals for affording Tamara and Jayson this great opportunity.



# Safer Air Campaign

Improving the quality of our air



## Granulated Media

The handling of powdered culture media usually results in the airborne spread of powder in the working environment. The powder of routinely-used culture media often contains hazardous or toxic substances. Inhalation of powder containing hazardous or toxic substances is unhealthy and contamination of exposed skin, eyes and ears could lead to allergic reactions. The use of granulated media significantly reduces the spread of powder and the risk of inhaling hazardous or toxic substances and developing allergic reactions is eliminated, leading to a safer and cleaner working environment.

### Benefits:

- Safer: Significant reduction of inhalation of hazardous or toxic substances resulting in fewer allergic responses. Less contamination of working tools and environment
- Accurate: No separation of components and no lump formation even under humid or warm conditions
- Fast: Rapid and uniform dissolution in water
- Easier: handling and weighing due to the better flow properties avoiding the sticking of powder to the flask or container
- Reliable: Homogenous distribution of ingredients guarantee high reproducibility even if only small amounts of media are used

*Merck is the only supplier of Granulated media*

## HDPE Bottles

HDPE bottles are a safe form of packaging for high quality solvents and acids. Besides the analytical purity, aspects such as safety, ecology and economy play an increasingly crucial role.

### Benefits:

- Easy to handle – no polystyrene exterior packaging and thus low weight



- Safe to use – high pressure stability, best pouring / emptying properties
- Designed for environmentally-friendly disposal

## New SafetyCap

Merck's SafetyCap is leak-proof. Some reagents e.g. Hydrogen Peroxide and Peracetic Acid generate excess pressure through chemical reactions. Merck's SafetyCap enables release of formed gas without the reagent leaking.



### Benefits:

- Allows gas to be released and the internal pressure to be decreased, thereby increasing user safety
- Does not allow liquid to escape, thereby protecting the environment from contamination
- No gas or liquid can enter the bottle, thereby protecting the contents from contamination

*The use of granulated media significantly reduces the spread of powder and the risk of inhaling hazardous or toxic substances and developing allergic reactions is eliminated, leading to a safer and cleaner working environment*

The best testimony to the innovative power of Merck, it's reliability and close understanding of local and global markets is the sheer diversity of its products. Merck's portfolio currently encompasses more than 15,000 chemicals, reagents, active ingredients, test kits and analytical systems. Every day new products join the fold; the

result of purposeful research projects specifically tailored to our customers needs. Naturally, each project meets Merck's own high standards in terms of ultimate quality and reliability, giving you peace of mind and more time to focus on your work. [www.merck-chemicals.co.za](http://www.merck-chemicals.co.za)

Does Merck Chemicals have something for stress?

Yes, take your pick  
from nearly 15,000 products.  
Each designed to put you at ease –  
with ultimate purity, safety, reliability  
and plenty of fresh prospects.

That's what's in it for you. Merck Chemicals



The Barcelona® Chair by Knoll, Inc.

# Performance & Life Science Academy

Paving the way for a better future

This year Shona Gander, Product Manager for the Pharmaceutical sector, was selected to attend the Performance & Life Science (PC) Academy in Singapore. This was as a result of each company of the Merck group having to nominate someone that has an overall understanding of sales and marketing. The main objective of the PC Academy was to support the professional development of Merck's managers as well as to focus on enhancing Merck's capabilities and furthering the knowledge of divisional businesses.

The PC Academy was held from the 22nd – 25th June 2010 and the program covered a broad range of enlightening topics. Much preparation had to be done beforehand and the four days were somewhat hectic with lectures as well as workshop

sessions taking place. Fortunately, the Merck Chemicals SA marketing team had already put their strategy in place and Shona was well-prepared and confident in the workshop sessions. The Academy was a great knowledge-builder with networking opportunities and despite being extremely hot and humid in Singapore, the Academy was by and large a grand success.



*The Marina Bay Sands Hotel in Singapore*

*The main objective of the PC Academy was to support the professional development of Merck's managers as well as to focus on enhancing Merck's capabilities and furthering the knowledge of divisional businesses*

## Spectroquant® System

You can always trust what you see

Merck supports your analysis with the photometric Spectroquant® system which includes instruments as well as test kits for laboratory and in-process control. At Merck, we are constantly striving to reduce the amount of hazardous and toxic chemicals in our test kits. For example: Nitrate Test – the cadmium-free and non-carcinogenic 2,6-Dimethylphenol method; Lead Test – chloroform-free extraction; Anionic Surfactants. Cell Test – avoids direct exposure due to pre-sealed, benzene-free extraction.

The Spectroquant® test kits come with comprehensive information and step-by-step instructions. Advice on disposal may be found on the internet for all Spectroquant® tests. Merck also offers an extensive range of photometric and detection reagents and our

*At Merck, we are constantly striving to reduce the amounts of hazardous and toxic chemicals in our test kits*

online "Periodic Table" will show the reagents and methods that are on offer.

Using the Spectroquant® system, you can find the CombiCheck standards which are traceable to NIST and ready-to-use for controlling the different parameters. The CertiPUR® certified standards complete the range – for photometric analysis as well as for AA and ICP.

### Benefits:

- Safe and environmentally-friendly analysis of industrial water
- Reduced amounts of hazardous or toxic chemicals in test kits
- 24/7 comprehensive information on disposal and waste management
- Large variety of methods and products for laboratory and in-process control
- One reliable source for all your requirements
- Improved working conditions in the laboratory using the right products



# TitriPUR® in Titripac

For ecological and economical titration!

Merck Titripac® is an innovative and safe packaging system for the new ready-to-use TitriPUR® volumetric solutions for assay, concentration and impurity determination. Thanks to the hermetic seal, it avoids contamination caused by air, carbon dioxide or micro-organisms – from the first to the last drop. Furthermore, this packaging system is environmentally-friendly as the cartridge box and inner bag may be disposed of separately, thereby reducing package waste. Titripac® also saves you time and money by optimizing the working procedure of a titration. There is no need to keep checking the solutions or to

handle contaminated leftover solutions.

By connecting the Titripac directly to the titrator, it makes your work even easier. The new high-quality TitriPUR® brand for volumetric solutions is in accordance with the reagents chapter of the Pharm. Eur (European Pharmacopeia) and the USP (United States Pharmacopeia). Stringent requirements are placed on purity, quality and consistency – from the selection of raw materials, packaging and production process right up to quality control.

*Titripac® saves you time and money by optimizing the working procedure of a titration*

#### Benefits:

- Reduced packaging waste
- Smart combination of ecological and economical advantages
- No risk of contaminated solution
- Easy and convenient

#### Help us protect the environment!

For every Titripac® sold, Merck will donate 50 euro cents to the UNESCO Project "Kruger to Canyons Biosphere Reserve" in South Africa.

For further information, please visit:  
[www.kruger2canyons.com/learningcentre/kruger\\_to\\_canyons\\_biosphere.php](http://www.kruger2canyons.com/learningcentre/kruger_to_canyons_biosphere.php)



## Soccer Competition Winners

And the winners are...

Congratulations to the winners of the Merck Soccer World Cup 2010 competition. Each winner received a Merck laptop bag, pen set and flash drive – all to the value of R1,000.00.

#### The Winners:

1. Engela Sieberhagen - Fine Chemicals Corporation
2. Slindile Mbhele - City of uMhlathuze
3. Mosa Mphahlele - NATREF Refinery
4. Margaret Grant - University of the Witwatersrand (WITS)
5. Faith Clayton - Aspen Pharmacare
6. Bulelani Sidawu - Eskom Enterprises
7. Kgama Mathiba - CSIR, Biosciences
8. Mokhashane Bortle - Midvaal Water Company
9. Otto Koekemoer - ARC-OVI
10. Gerda van Heerden - Sappi, Springs



Slindile Mbhele from the City of uMhlathuze receives her prize

*Each winner received a Merck laptop bag, pen set and flash drive – all to the value of R1,000.00!*

# PCM Team-Building Exercise

Showing their team spirit...

On the 25th June 2010, the Petrochemical, Chemical & Mining (PCM) sector "roughed it up" a bit during their annual team-building event. The PCM team got together at a farm in Magaliesburg early in the morning and started the day's proceedings with a hot cup of coffee. At the same time, the team was given an introduction to "Clay Pigeon Shooting" and briefed on the procedure and safety aspects of what was to follow. There were some nerves as these "double barrel" "over and under" shotguns pack quite a punch when one squeezes the trigger. After a number of attempts, the orange coloured "pigeons" were left scattered everywhere. However, the fun came at a cost and many team members were left with a bruised shoulder for their efforts.

After the clay pigeon shooting, the team went for a tour of the game farm on quad bikes. They were fortunate enough to see a range of game including Gemsbok, Eland, Springbok, Blue Wildebeest, Warthog and Water Buck – all from the comfort of their quad bikes. The team were then spoilt with a lovely lunch in the barnyard followed by a game of archery.

Much fun was had by all and the team left feeling ready for the challenges that lay ahead of them for the second half of the year.



*There were some nerves as these "double barrel" "over and under" shotguns pack quite a punch when one squeezes the trigger*

## CONTACT DETAILS FOR THIS EDITION

If you require further information on the items reviewed in this edition of "Merckury" please contact the Product Manager listed below, or your local Merck office.

### Colleen Petersen

Spectroquant® System

### Gavin Robertson

Safer Air Campaign  
Responsible Care

### Michael Wood

Western Blotting

### Michelle Ephraim

Foodproof® Real-Time PCR Kits  
Granulated Media

### Shona Gander

Drying Agents from Merck  
HDPE Bottles  
SafetyCap  
TitriPUR® in Titripac

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