

## **Minutes of the Partners in Commerce Committee Meeting**

9<sup>th</sup> Annual Conference – Portland, OR  
Sunday, September 21, 2003 – 10:00am

### **Mission of the Partners in Commerce Committee**

The purpose of this committee is to promote an understanding and an appreciation for the partnership that exists between the suppliers and end-users and to ensure that a balance is maintained within the society in order to advance the science and technology of biomolecular screening.

### **In Attendance:**

Stein Roaldset	Zymark
Jill Veilleux	Corning
Mike Biros	Molecular Devices
John Westerfeld	Consultant
Bob Speziale	Tomtech
Christine Giordano	SBS
Betty Soltesz	SBS
Tricia McKnight	SBS
Bob Trink	American Diagnostica

### **Minutes**

The meeting was called to order by chairperson Bob Trink.

The minutes of the previous meeting, held Sept. 21, 2002, in The Hague, were distributed and reviewed.

### **Actions from the Previous Meeting**

1. Commercial Seminars (also termed 'Vendor Presentations') at SBS Annual Meetings. The committee discussed the concepts developed by Jill Veilleux.

Concept of the Vendor Presentations: An opportunity for vendors to present short overviews (maximum 15 minutes in length) on their products and/or new technology.

It was recognized that vendors have other venues to present information: a) their exhibit space, b) luncheon tutorial, c) workshops, d) short courses (short courses are technology orientated, not specific product or vendor oriented), and d) posters (posters are oriented toward experiments and results).

Other Information: The Vendor Presentations: a) would be held during the exhibits, b) held in an area or room that is part of the exhibit hall, c) grouped by topic, such as 'Microplate Technologies', 'Detection', Assay Development, Pipetting, Automation, etc, d) probably be held as two or more concurrent sessions, e) might be held on multiple days to accommodate all vendors, f) require a nominal fee (suggested \$ 50) to help insure that vendors show up for their presentation, g) limited to only one presentation per exhibitor, and h) possibly providing light refreshments at the back of the room. Vendors can be encouraged to provide information packages for attendees of their presentation,

and also give-aways or donate an item for a raffle (there may be a table at the back of the room for the vendor information). These concepts will be refined in coming weeks.

Implementation: If the Conference Committee agrees with this recommendation, then the Vendor Presentations could be offered at the next meeting in Orlando and promoted to the Orlando Exhibitors. Exhibitors would be given the opportunity to sign up for a presentation in one of the presentation groups. John Westerfeld and Stein Roaldset agreed to be the coordinators from the PIC Committee and will develop the framework for the program, including the determination of the proposed groups for the presentations. This should be completed by Nov. 1, or another date as may be needed by the Conference Committee.

### **New Items**

#### **1. Committee Membership**

The membership of the committee includes those who have expressed an interest in committee matters and includes: John Westerfeld, Jill Veilleux, Jim Schools, Jonathan Burbaum, Mike Biros, Bob Speziale, Beth Thomas and Bob Trinka.

#### **2. Outreach to Academia**

Christine Giordano briefed the committee that the SBS has formed the Academic Outreach Committee. This might be an area where the PIC committee can assist in the future.

### **Adjournment**

The meeting was adjourned at 11:05am

Respectfully Submitted,  
Bob Trinka  
Chairperson

To bring up with John & Stein

a. let me know the conclusions that you come up with before you send them to the Conference committee

a.