

Selling Pittcon to Your Boss

Scenario: You want to attend Pittcon 2012 in Orlando, Florida, and need to get approval from your supervisor. You know he or she is going to ask the inevitable question, “Why should I approve the \$115 plus travel costs for you to attend Pittcon?”

Up to now, you may have had difficulty putting into words all there is to do, see, and gain by attending Pittcon. Let us help you to present justification to attend Pittcon—All you have to do is read or hand this document to your boss.

Low registration price. Comparatively speaking, the registration fee for Pittcon is a relatively small investment for a big return. You could pay anywhere from \$300 to \$1,100 to register for comparable scientific meetings. The difference can cover a substantial portion of your travel costs.

- The low registration fee of \$115 (by February 13, 2012) covers five days of activities from Sunday to Thursday which includes the Technical Program, Plenary Lecture (which is presented this year by R. Graham Cooks), Conferee Networking Sessions, and entrance into the Exposition for all four days.
- Orlando is one of the most accessible destinations in the country with a large list of non-stop routes to Orlando International Airport (MCO) and Sanford Orlando International Airport (SFB). Train passengers can also enjoy Orlando's easy access to the Amtrak rail system.

Hands-on look at the latest innovations. The Pittcon Exposition, nearly 1,000 vendors from more than 85 countries, offers the invaluable opportunity to evaluate and compare products and services—all in one place—one stop. Saves time contacting and meeting with different vendors back at the lab. You may even save money by finding a less expensive vendor for your existing product /service purchases.

Most importantly, it provides the chance to see all the new innovations in instrumentation, you may not otherwise have seen, to help your lab become even more productive and efficient. You can participate in live demonstrations and interactive displays while asking technical questions or troubleshooting existing equipment.

- **Professional Development.** The Conference is a vast resource for educational opportunities to enhance professional skills and collaborate with the world's leading scientists from industry, academia, and government who will present their latest research and findings. The Technical Program consists of more than 2,000 technical presentations. Attendees can concentrate on specific disciplines to

broaden their level of expertise or get exposure to diverse technologies for expanding their skill base.

- **Bring the Technical Program Back to the Lab.** Conferees get access to post-show webcasts of selected symposia.
- **Short Courses**, available for an extra course fee, are deeply discounted and provide skill-building training for chemical professionals and contribute significantly to the “Pittcon experience.” The value of course attendance is enhanced by the opportunity to network with peers and share experiences in addition to face-to-face interactions with instructors and fellow attendees.

Networking Opportunities. Pittcon offers many unique occasions to network with scientists from around the world. Conferee Networking Sessions, which are free to all registered attendees, provide an open forum to meet people to discuss topics of mutual interests, share experiences with new technologies, brainstorm new ideas, and solve problems.

Visit www.pittcon.org to see a complete list of exhibitors, the technical presentations, Short Courses, and Conferee Networking Session topics. Organize your week and manage your schedule by using Pittcon’s complimentary Agenda Builder (available late fall).

Testimonials



Dr. Wolfram Miekisch, *Analytical Research Leader, Dept. of Anaesthesiology and Intensive Care Medicine, Universität Rostock*

“Pittcon offers a unique opportunity to learn about the latest scientific and technical developments.”

“My special field of interest is the analysis of trace compounds in biological matrices for *in vivo* detection methods and non-invasive diagnostic tests. I’m always looking for new instrumentation, and at Pittcon you can get a comprehensive update of what is already on the market and what can be realized in the near future.

“The presentations, symposia and network meetings cover a broad range of topics without losing scientific depth. It’s a great opportunity to talk with people of different disciplines, and different points of view. Another great advantage is that the people developing.”



John “Eddie” Nkomo, *Research Chemist, Farma Tech International Corp.*

“For any scientist, Pittcon is an experience with long-lasting effects.”

“From the technical presentations, posters, networking sessions and vendor exhibits to the enduring professional friendships one develops—Pittcon is always a rewarding experience. It gives me the opportunity to share ideas, look for new instrumentation, and keep up with recent advances in the theory and practice of HPLC.

“What I like best is the opportunity to be among peers from various fields and countries, all united in the advancement of science and problem solving for the betterment of human life. I would encourage every professional in the scientific field to make an effort to experience Pittcon’s dynamic atmosphere.”



Mohamed Abdel-Rehim, Ph.D, *Principal Scientist, Clinical Pharmacology & DMPK, AstraZeneca R&D Södertälje, Sweden*

“Pittcon is not like other conferences.”

“Pittcon is very special; in fact, there’s nothing like it. It’s a place where you can literally find everything science under the sun. I come each year to see what’s new, to present my research, and meet fellow scientists from the U.S., Europe and everywhere.”



Anny S. Lau, *Senior Chemist, Orange County’s Groundwater Authority*

“You can see so much in such a short time, so conveniently.”

“We are currently looking to purchase new instrumentation, so we are really interested in new products and technologies that are released at Pittcon. The poster sessions and seminars are great for learning about new techniques, and I really enjoyed meeting technical reps and other scientists who are working in my area of interest.”



Hassan Jaferi, MSc.
Analyst, Commercial Development, PARTEQ Innovations

“At Pittcon, I was able to meet face-to-face with the people I needed to see.”

“This was my first Pittcon and it was a memorable event. It proved to be a great opportunity to meet one-on-one with researchers and companies about GreenCentre Canada, and I was able to connect with new people who will certainly become professional colleagues in the future. For anyone looking to network with industry and academia from around the world for an entire week, Pittcon is the place to be.”



Warren Layne
Chemist, U.S. Environmental Protection Agency

“There’s a lot of nanoscience at Pittcon.”

“For me, Pittcon is a unique opportunity to sample from the highest quality papers and interact with researchers presenting papers and posters relevant to my work at the EPA. As the largest, most comprehensive cutting-edge analytical chemistry conference in the world, there are always excellent exhibits and training classes—and I’m delighted to see more and more emphasis on nanoscience.

“The most exciting presentation this year was the Nanotechnology and Electron Microscopy Symposium from Japan; it was a wonderful thing to see such an international cooperation between Pittcon and the presenters.”



Natalie Nichols

Laboratory Associate, Illinois EPA

“I appreciated the ability to investigate new methods and compare similar products.”

“The exhibition was very beneficial. I was looking for new and improved methods for 5-day BOD analysis—and I found some! It was also good to meet the representatives of the companies we work with. I think that building and maintaining these relationships is important for both the companies and their clients.”



Perry G. Wang, Ph.D.
Chemist, U.S. Food & Drug Administration

“Back at the lab, they call me Dr. Pittcon.”

“Pittcon really has helped me build up my professional career. I’ve been an invited speaker, a short course instructor, and prepared, organized and presided over symposia and other sessions. I come to learn new technologies, get first-hand experience on new instrumentation, and meet directly with experts who can answer my most challenging questions.

“That makes for a very full week, but it’s important to share and exchange experiences and ideas, and also to reach out to younger scientists.”



Alan Xu, Ph.D.
Research Scientist, Division of Cancer Medicine, The University of Texas MD Anderson Cancer Center

“There are so many things to see and learn, in such a short time!”

“Pittcon is a one-stop shop, from little glass vials to the state-of-art mass spectrometers. It’s where the inventors, manufacturers and users of analytical instruments come from all over the world to interact and exchange ideas. Our lab is interested in FTMS, and I was able to compare systems from several manufacturers. For me, the technical sessions were most valuable, both as a presenter and as a participant.”



K.A. Okoroji, M.Sc. (Petroleum Chemistry)
Head of Department, Petroleum Training institute, Delta State, Nigeria

“I attend Pittcon to keep in touch with the latest innovations in lab equipment.”

“Pittcon is the largest equipment show in the world. I come to purchase GC, HPLC, AAS, UV-VIS and IR equipment for my Ph.D. work in Nigeria. It also gives me a very valuable opportunity to meet and interact directly with equipment manufacturers. I’ve also been able to update my knowledge through short courses and technical sessions, and have made wonderful, lasting friendships.”