

DART *board*

newsletter of Daresbury Analytical Research & Technology Service

issue ② spring 2001

A Personal Welcome from Chris Pickles, *DARTS* Marketing Manager



Welcome to this, the second issue of our newsletter - and if you missed our first issue, you can contact any member of the team (you'll find details inside) to get your copy!

Life at *DARTS* over the last three months has been hectic - especially with a visit by the Secretary of State for Trade and Industry. At the same time, the new sales team has been implementing the strategic marketing plans for each of our priority sectors - and you can find out more about each of these items elsewhere in this issue.

As I write, we're approaching the end of the financial year, and I can report that *DARTS* has enjoyed outstanding success - in fact we increased sales by over 40%, compared with the Financial Year 1999-2000.

If you're not yet a customer of *DARTS*, why not find out what you're missing by contacting us today - and if you want someone else in your company to contact us, please pass this newsletter on to your colleagues.

Whatever your interest in understanding material structure, whether it's at the atomic, molecular or phase scale - no matter what the sample or conditions - we have the skills and capability to help add value to both your R&D programme and your business.

And don't forget - if you're aiming to understand materials, *DARTS* hits the target!

A handwritten signature in black ink, appearing to be 'C Pickles', written over a circular scribble.

Chris Pickles
DARTS Marketing Manager

 **DARTS**
Fast Targeted Analytical Solutions

WANT TO KNOW MORE?

All of these facilities are available through *DARTS* and the scientific expertise to go with them. For a quote just contact the *DARTS* team by phone, fax, or email. Tel: 01925 603141 **OR** Fax: 01925 603124 **OR** E-mail: darts@dl.ac.uk **OR** You can also visit our website on <http://www.darts.ac.uk>

BYERS UNDERWRITES THE FUTURE OF DARESBUY LABORATORY, WITH £150 MILLION OF NEW FUNDING



Stephen Byers at the press conference following the announcement.

On the 2nd of March, The Rt Honourable Stephen Byers MP, Secretary of State for Trade and Industry, visited Daresbury Laboratory to announce the Government's response to the North West Science and Daresbury Development Group report. The response set out the Government's commitment to the following new investments and collaborative initiatives between Daresbury Laboratory, industry and North West higher education institutions. The following is an extract from the official dti press release:

- 1.** The establishment of a North West Science Council, with membership from each of the three communities. The Council will be charged with establishing a long-term regional science strategy.
- 2.** The establishment of a Public-Private Partnership Company to act as a bridge between Daresbury Laboratory and industry, in order to enhance the exploitation of its scientific expertise.
- 3.** The establishment, at Daresbury Laboratory, of a Centre for Accelerator Science, Imaging and Medicine (CASIM) comprising:

- A fourth generation synchrotron for materials research
- A proton cyclotron with advanced imaging capabilities

This new funding not only underpins the existing **DARTS** business strategy, it also allows industry to become directly involved in future science and engineering research that will be carried out at the laboratory.

For more information on the CASIM project, or any other aspect of the scientific excellence at your disposal through **DARTS**, just call the contact numbers below or log on to the **DARTS** web site: www.darts.ac.uk or www.casim.ac.uk



Stephen Byers leaves Daresbury to the applause of the laboratory workforce after announcing the new investment.

DARTS Priority Market Sectors

In the last issue, we introduced the new **DARTS** sales team who have been working hard on the development of our Marketing Plan which, while ensuring that **DARTS** services are available to all areas of industry, identifies four priority sectors:

1. Chemicals and Specialities
2. Pharmaceuticals and Health
3. Consumer Products and Food
4. Oils and Polymers

The members of the sales force are now busy familiarising themselves with these industry market sectors, so that they can deliver outstanding customer service by becoming knowledgeable about the technical challenges that face each sector.

In this, and future issues, we'll be introducing the team members and reporting on what activities they've been undertaking, so please feel free to contact any team member if you want to find out what **DARTS** can do for you.

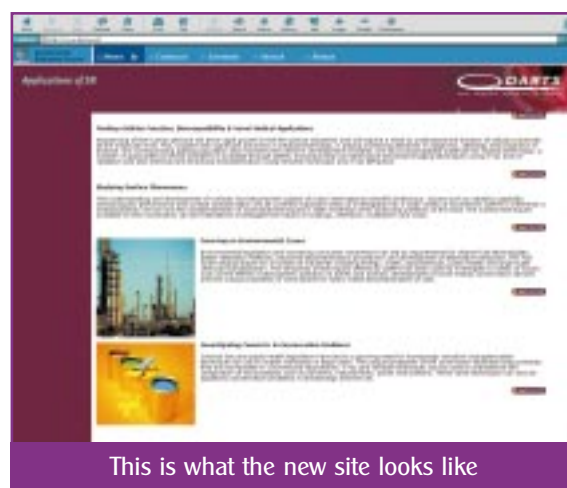
| Sector | Account Manager | Team Members |
|---|-------------------|---|
|  Chemicals & Specialities | Chris Pickles | Graham Bushnell-Wye Andy Dent Elizabeth MacLean |
|  Pharmaceuticals & Health | Sue Slawson | Sam Jones Mark Tobin Pierre Rizkallah |
|  Consumer Products & Food | Chris Pickles | Danny Law |
|  Oils & Polymers | Liz Towns-Andrews | Greg Diakun Nick Terrill |

DARTS Chemicals Sector Sales Team Gets Its Message Across

The Chemicals Sector sales team will be exhibiting at Chemspec Europe 2001, to be held in Amsterdam on 20th-21st June. Please call in to the stand and meet Chris, Elizabeth and Graham in person - they'll be delighted to meet you and will be happy to discuss your needs for materials structure analyses, together with any other materials knowledge requirements you may have.



The team has also taken space in the Consultancy Services section of Chemistry in Britain - so look out for that, together with our newly re-designed web site, which will be featured in the Chemistry in Britain web guide to be published in the April edition.



The Chemicals Sector team has even put together its own news sheet with details of case study projects relevant to the chemicals sector. Called 'Chemical Industry Focus', it also covers the launch of the **DARTS** Challenge - a free consultancy on your most difficult, or least understood, material structure investigation. If you would like a copy, please contact one of the team by calling the **DARTS** number or by sending us an e-mail.

Not Only Providing Access to the Synchrotron

DARTS is quite unique in the UK, in that it can put at the disposal of customers the power of the Daresbury synchrotron, so as to help further their studies of materials. However, in addition to the eight core techniques featured in the **DARTS** brochure (Do you have your copy yet? If not, call us to request one!), there are many other facilities available to customers both on and off-line.

EVER WANTED TO TRACK A FAST REACTION?

For high-speed kinetic studies, Daresbury operates the world's fastest stopped flow cell, which has been used to study the molecular relaxation times of biological macromolecules from measures of fluorescence lifetimes.



The Philips EM430 Transmission Electron Microscope



The 'SYCLOPS' Confocal Microscope

NEED TO KNOW WHAT'S IN THE SURFACE LAYER AND WHAT IT LOOKS LIKE?

There are extensive surface characterisation and imaging facilities at Daresbury. On-line UV photoelectron spectroscopy complements the XPS facility, as does the off-line medium energy ion source (MEIS). In the imaging laboratory, there are two transmission electron microscopes, both of which are configured to carry out cryogenic studies down to -175°C . The imaging suite also contains a scanning electron microscope and a state-of-the-art atomic force microscope, with tapping mode for surface imaging at nanometre scale.

Operating on or off-line (with a laser source), the confocal microscope at Daresbury can give you 2D images at fixed depth - and it can reconstruct these into 3D representations of your sample structure.



The Philips EM400 Transmission Electron Microscope



The Digital Instruments Nanoscope III Atomic Force Microscope