

North American Survey of Laboratory Purchasing Trends

January 2015

The Laboratory Products Association (LPA)

Society for Laboratory Automation and Screening (SLAS)

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Laboratory Products Association

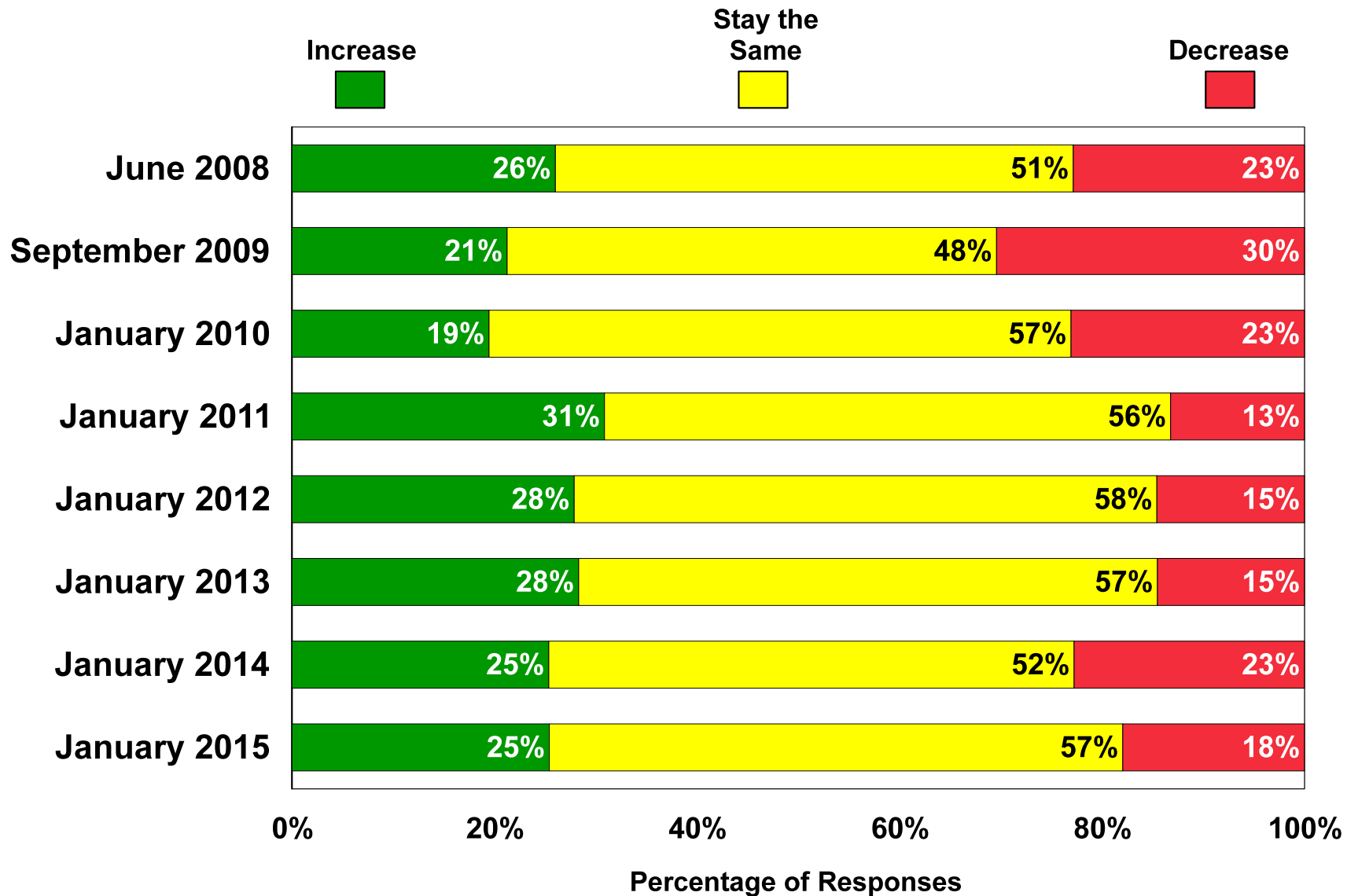
- **The Laboratory Products Association (LPA) is a part of the SAMA Group of Associations founded in 1918.**
- **Members are manufacturers and distributors of lab products and services such as glass and plasticware, chemicals, equipment and supplies used in scientific research and applied science and life science worldwide.**
- **The LPA provides its members with networking opportunities, business education programs, and access to market information that includes customer survey data and industry economic forecasts and trends.**

North American Survey of Laboratory Purchasing Trends

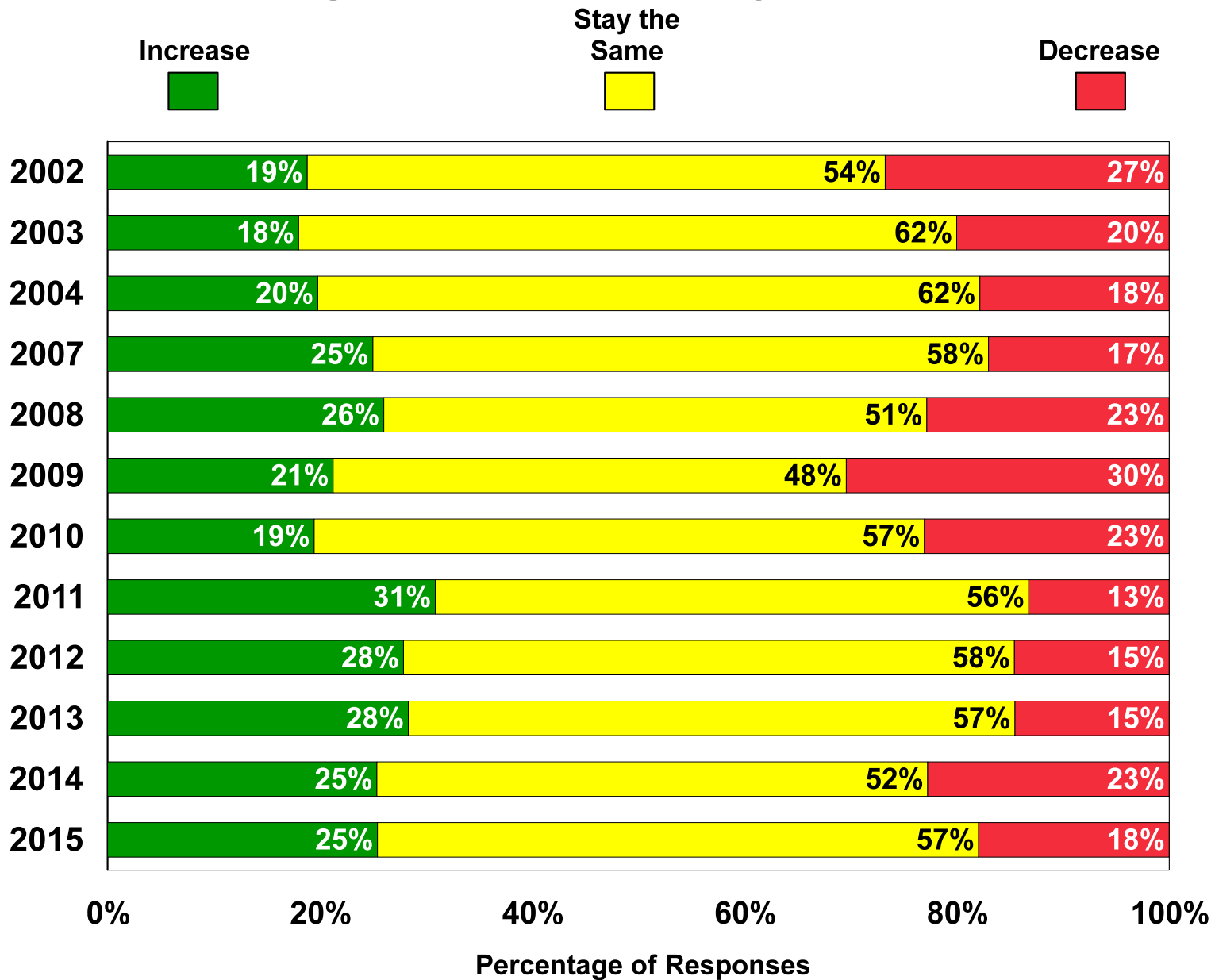
January 2015

- **Changes in Laboratory Personnel**
- **Laboratory Workload**
- **Purchasing Plans Product Category**
- **Operating and Capital Expenditures**

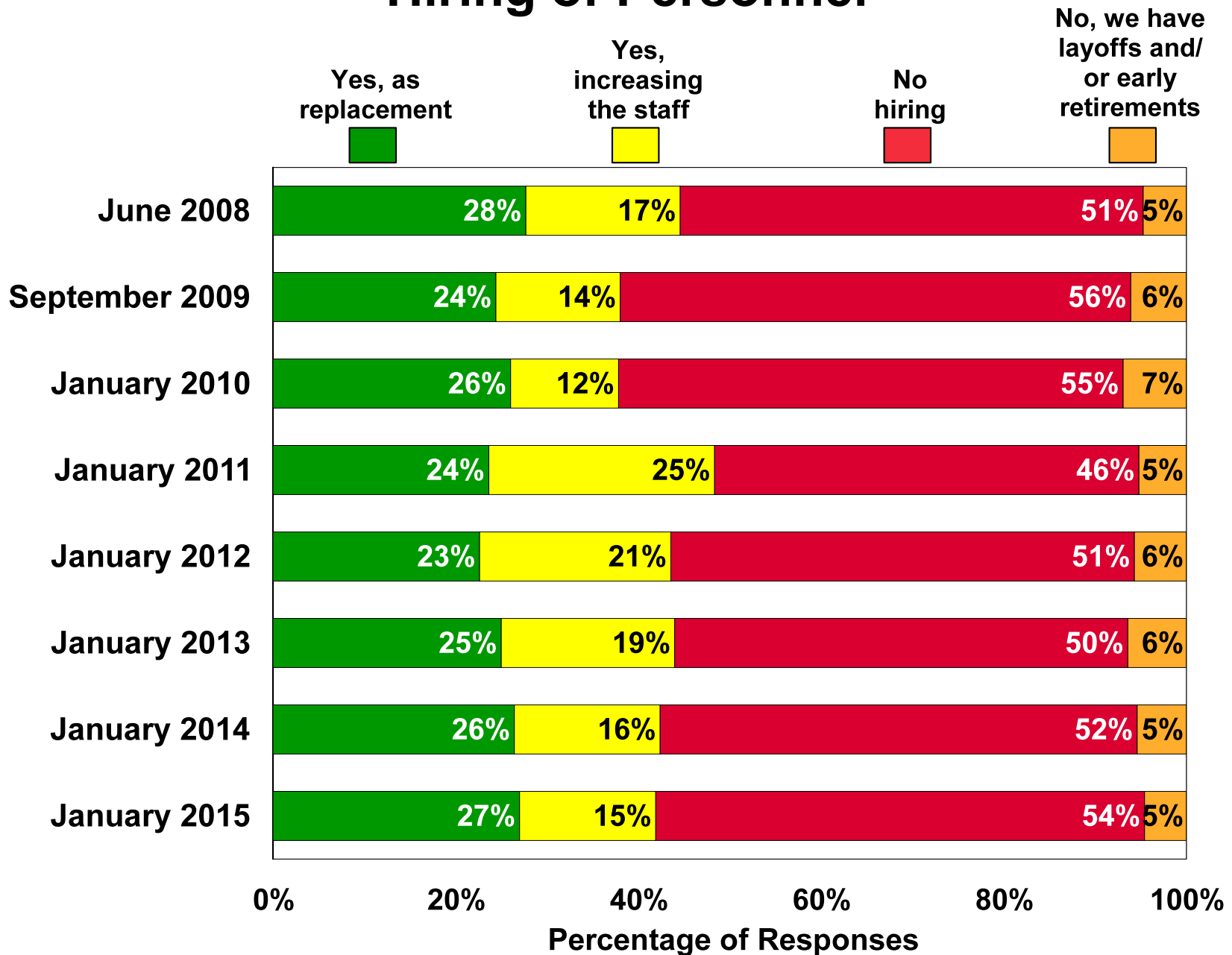
Changes in Laboratory Personnel



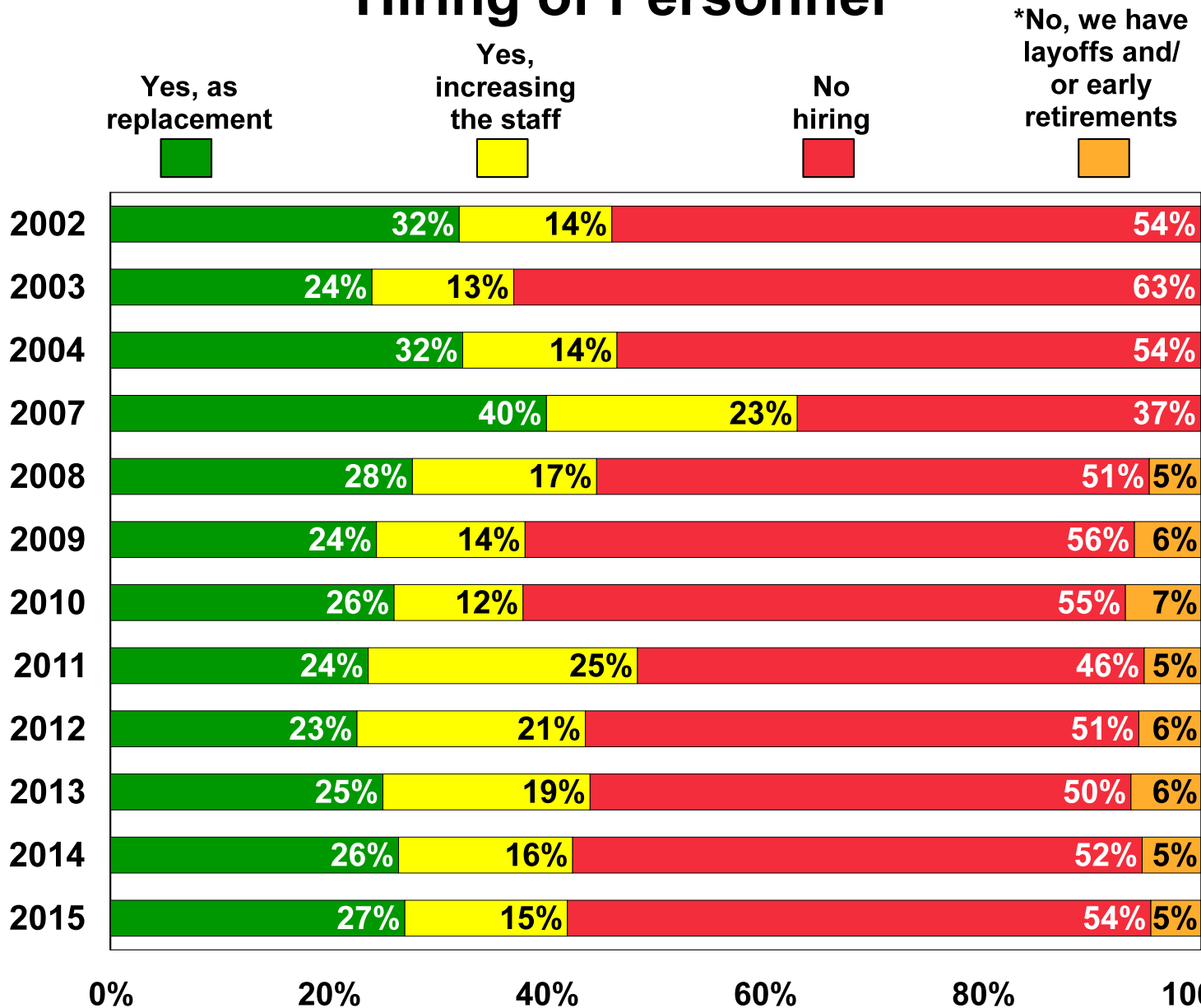
Changes in Laboratory Personnel



Hiring of Personnel



Hiring of Personnel

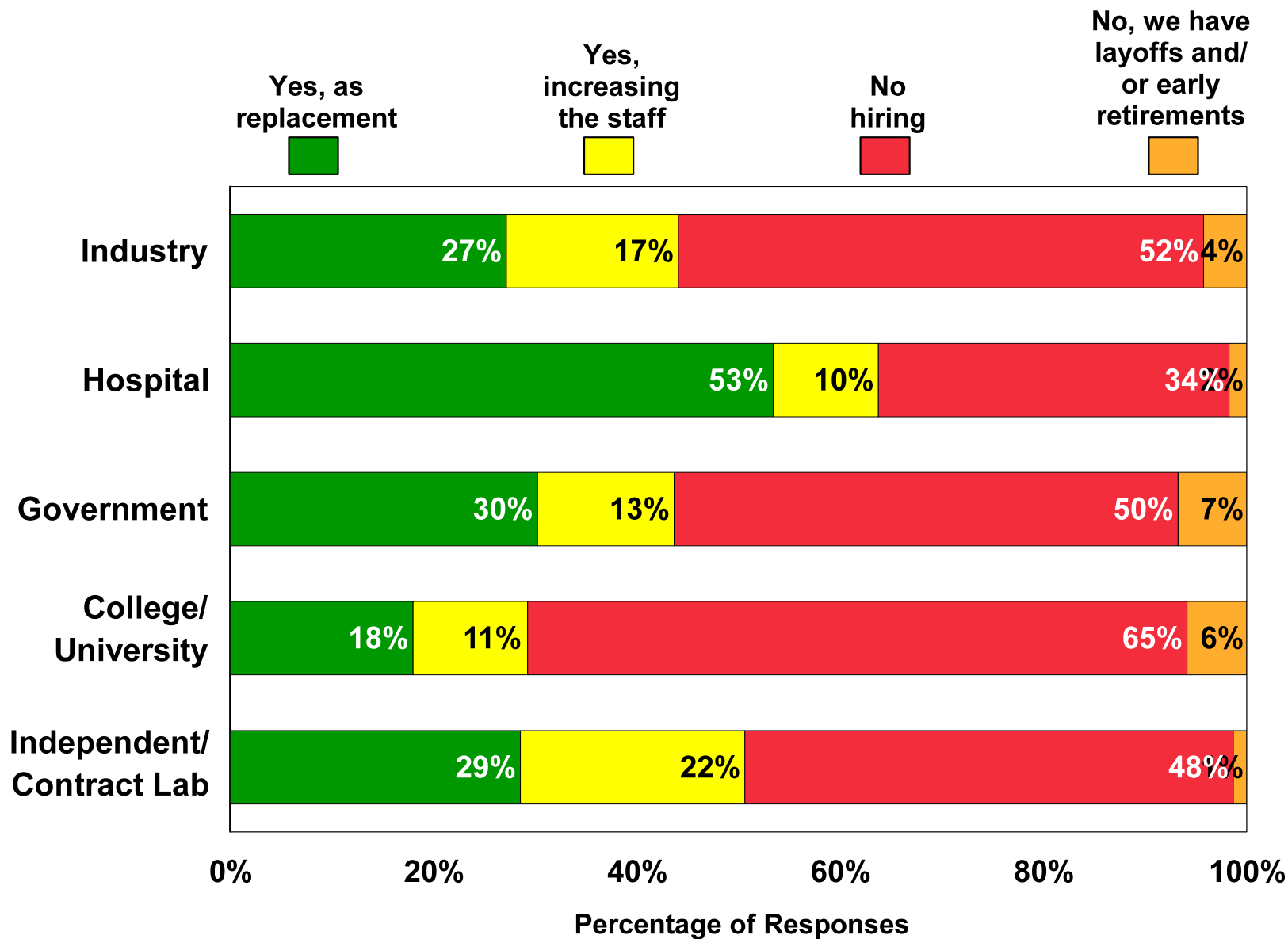


Percentage of Responses

*Not available prior to 2008

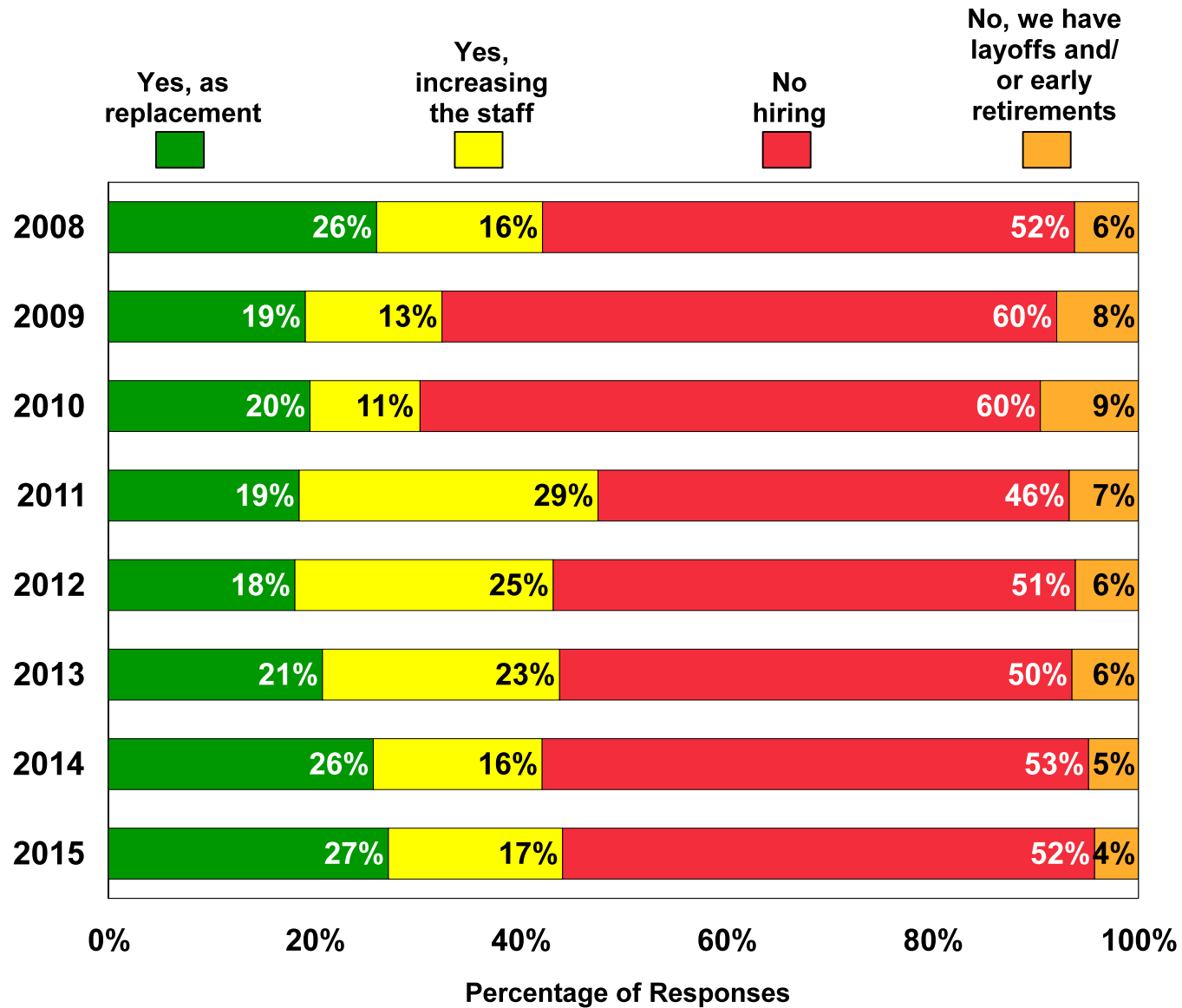
Hiring of Personnel

Type of Organization - 2015



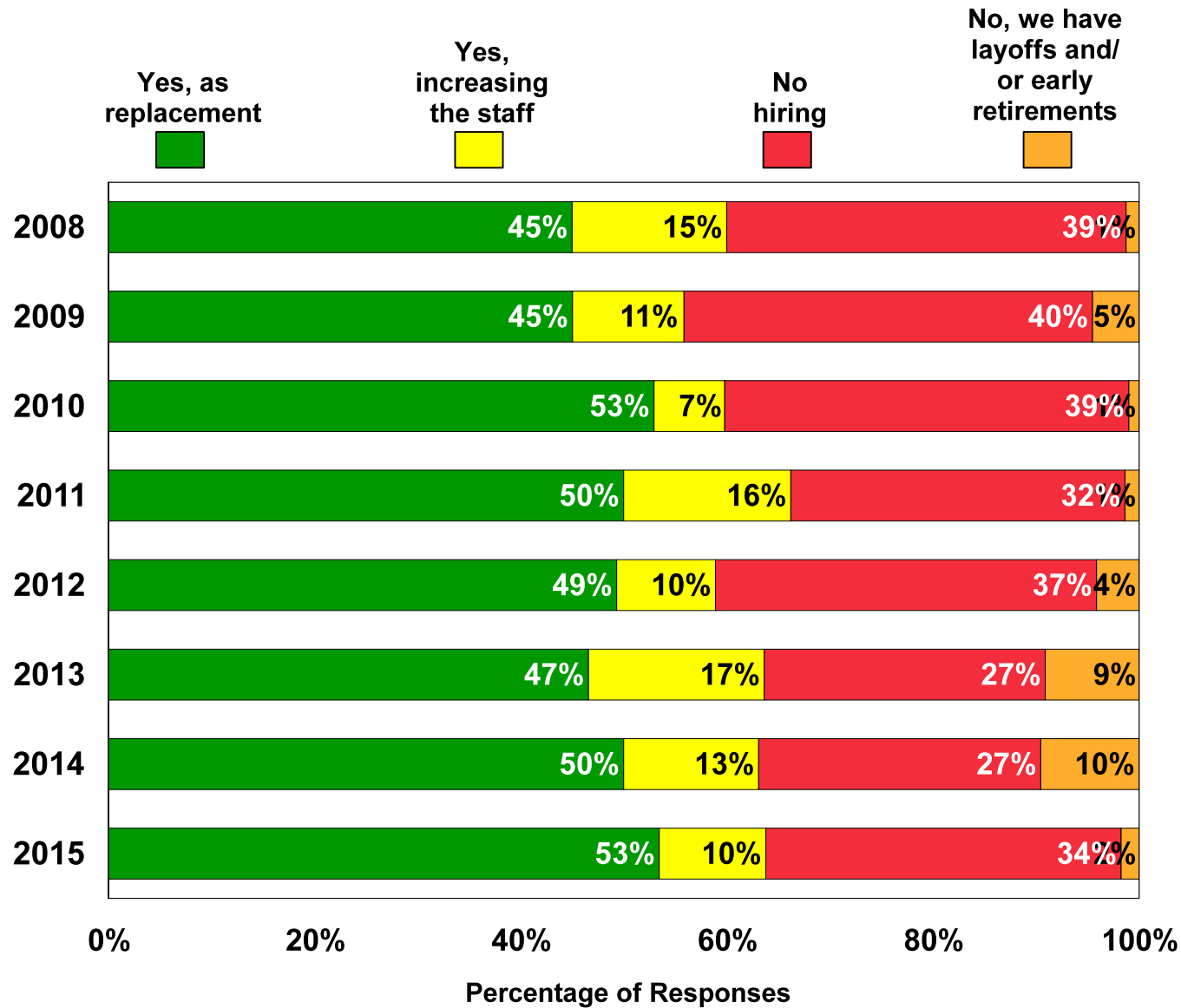
Hiring of Personnel

Industry



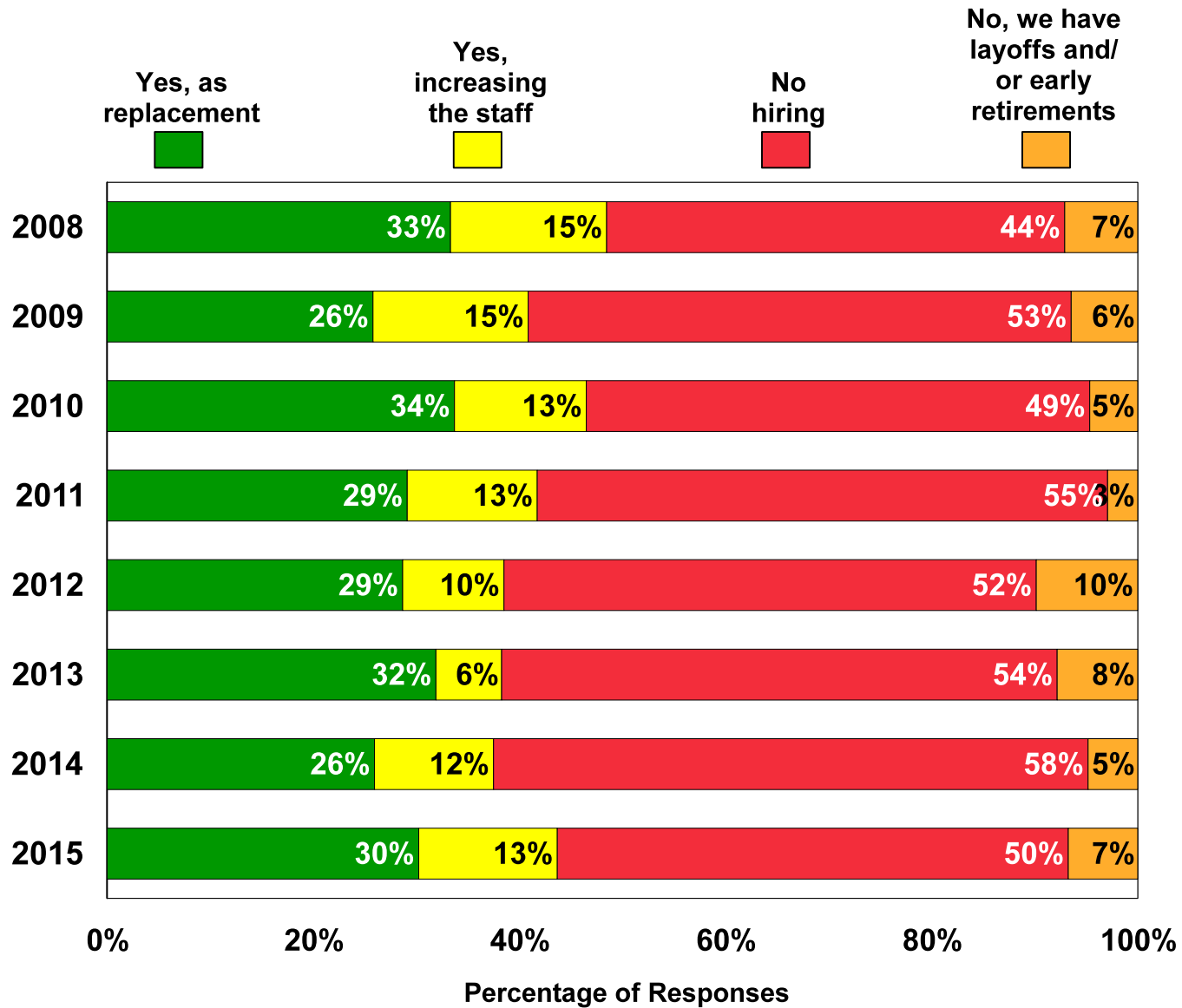
Hiring of Personnel

Hospital



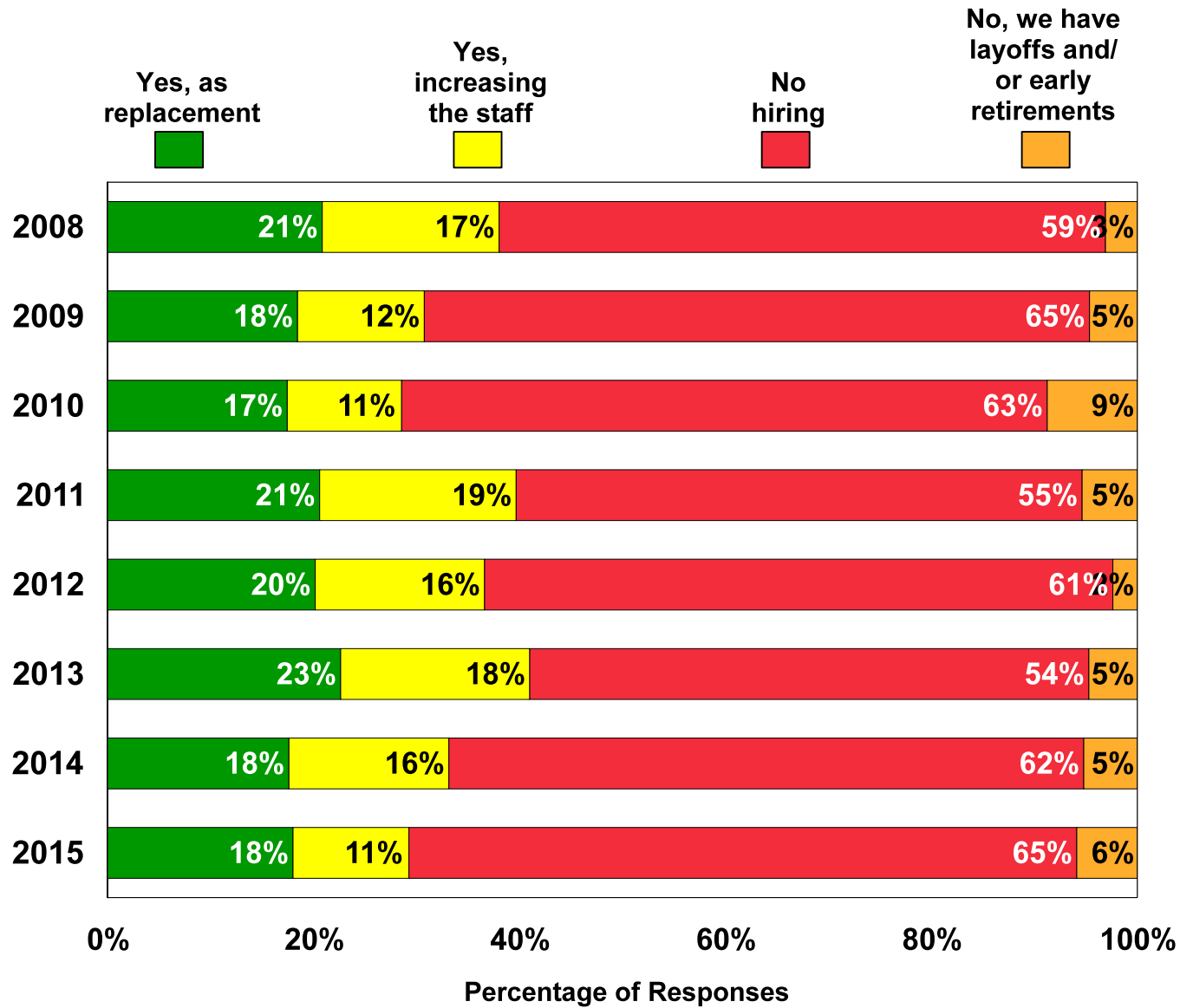
Hiring of Personnel

Government



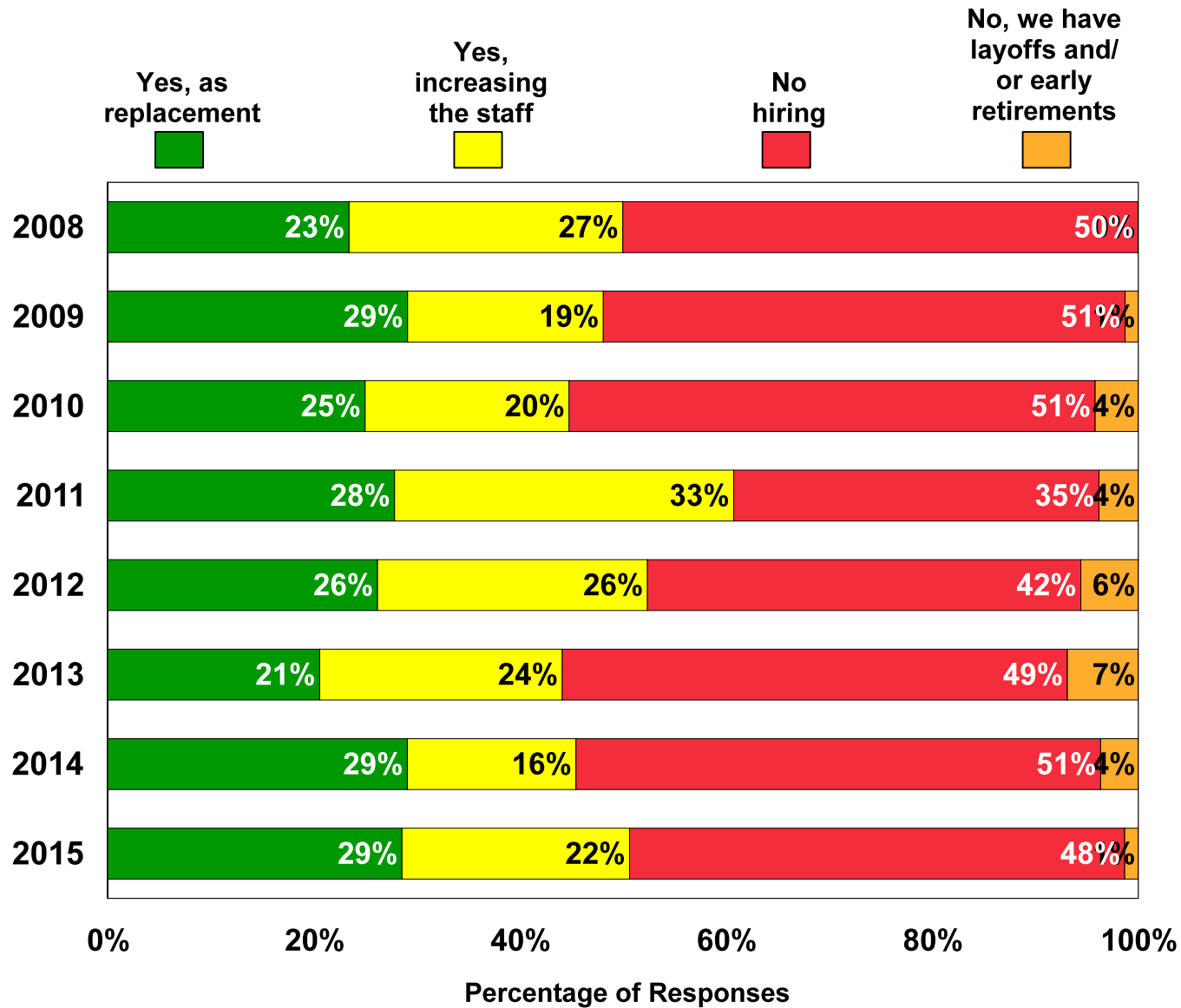
Hiring of Personnel

College/University



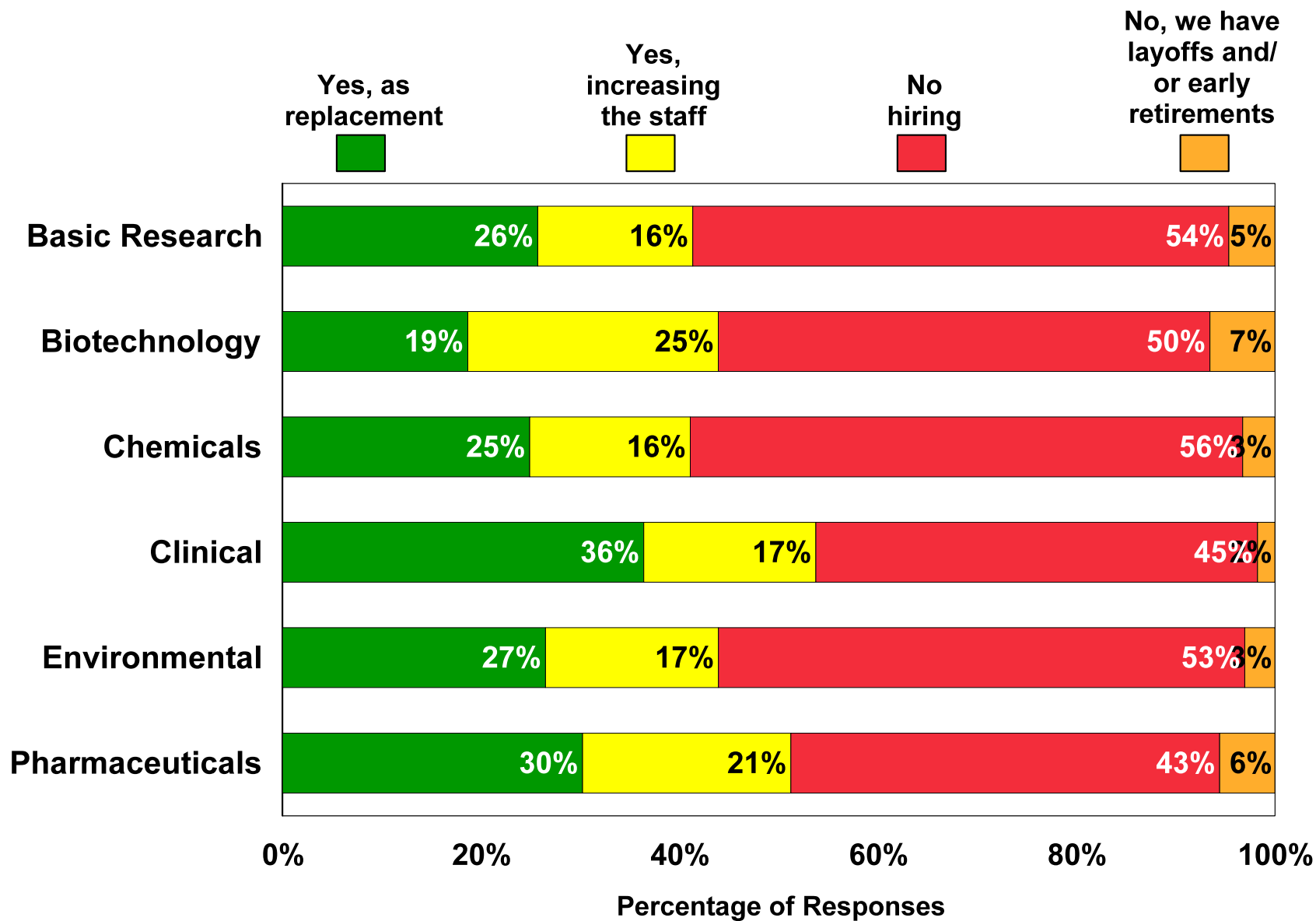
Hiring of Personnel

Independent/Contract Lab



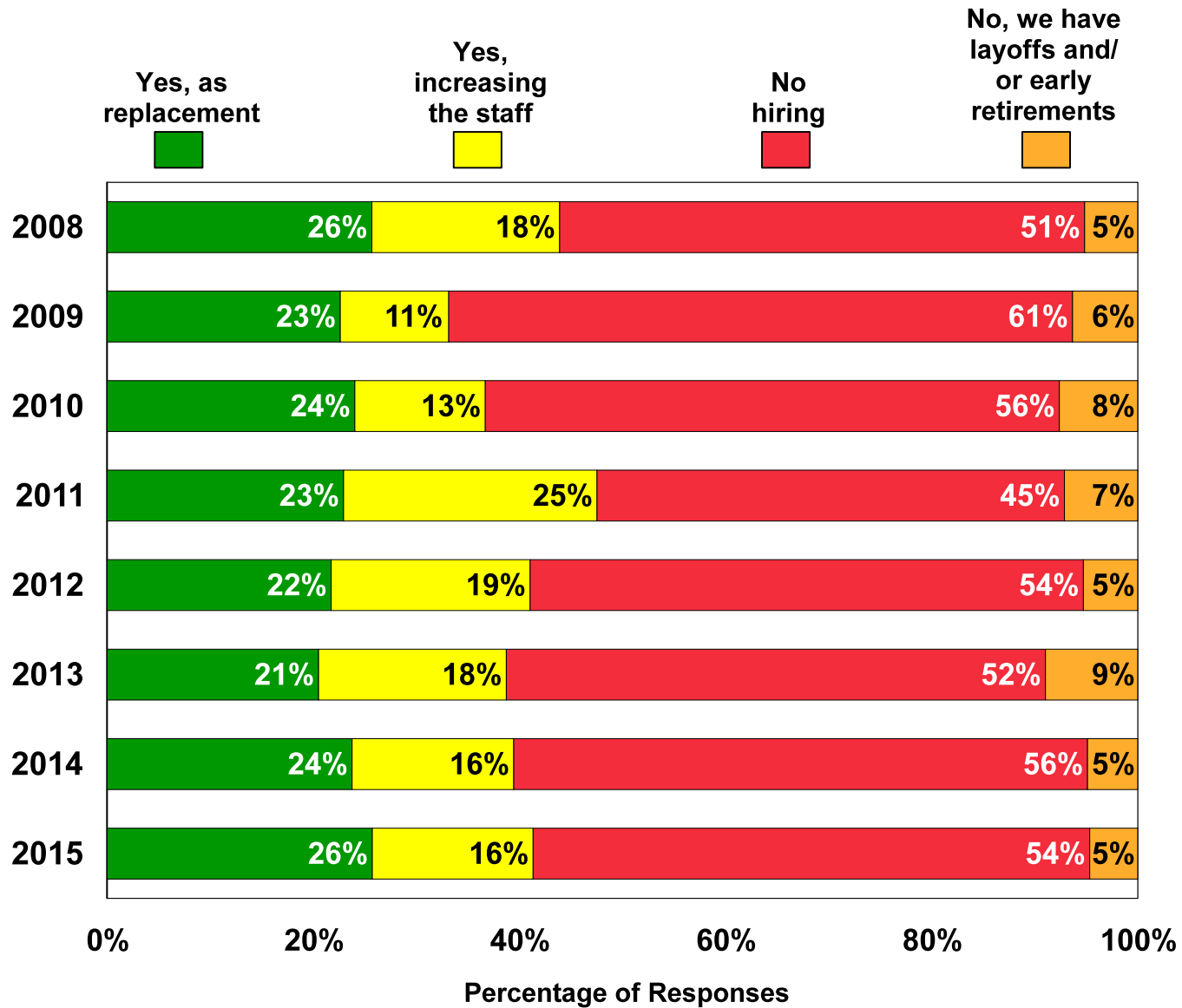
Hiring of Personnel

Market Segments - 2015



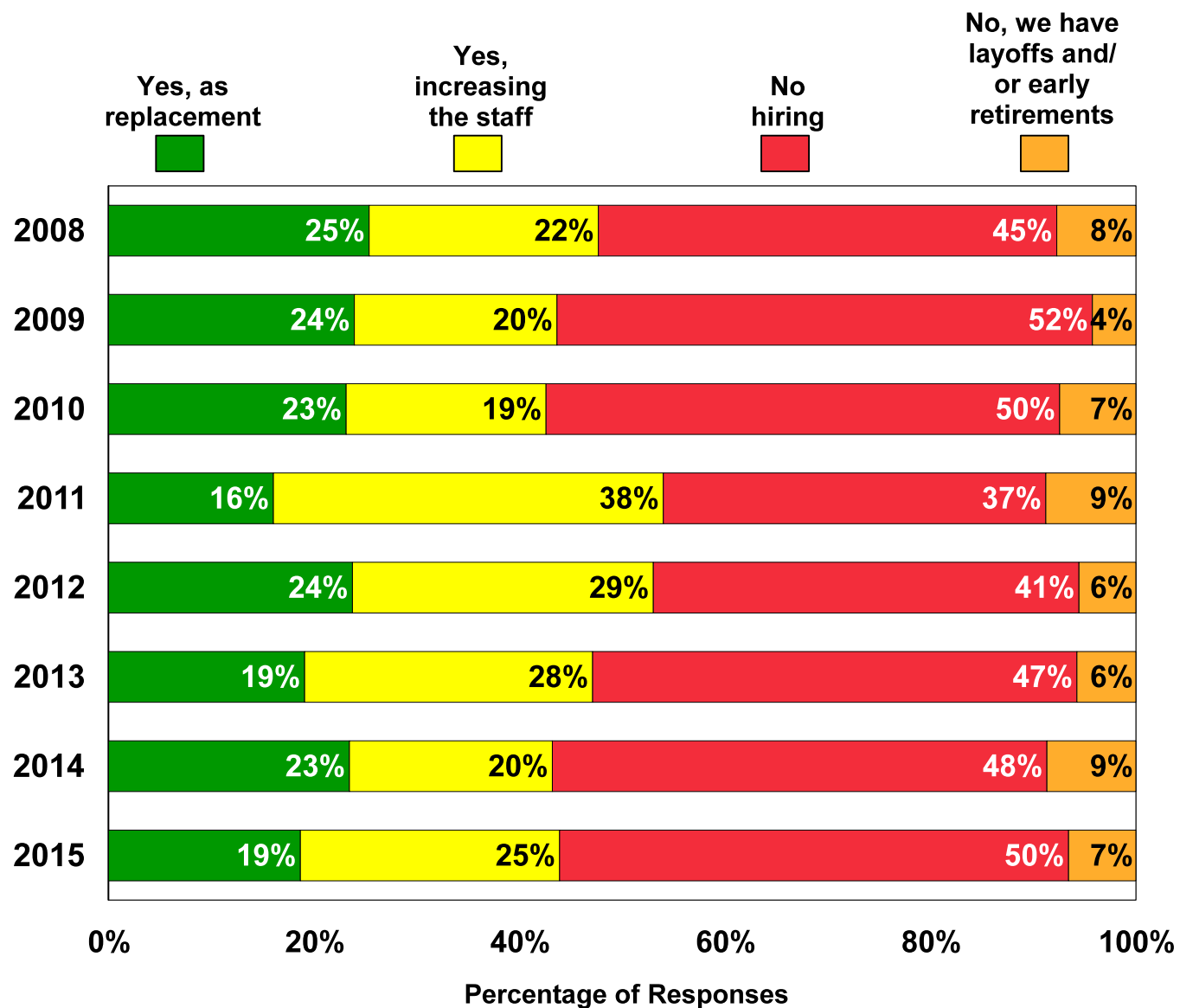
Hiring of Personnel

Basic Research



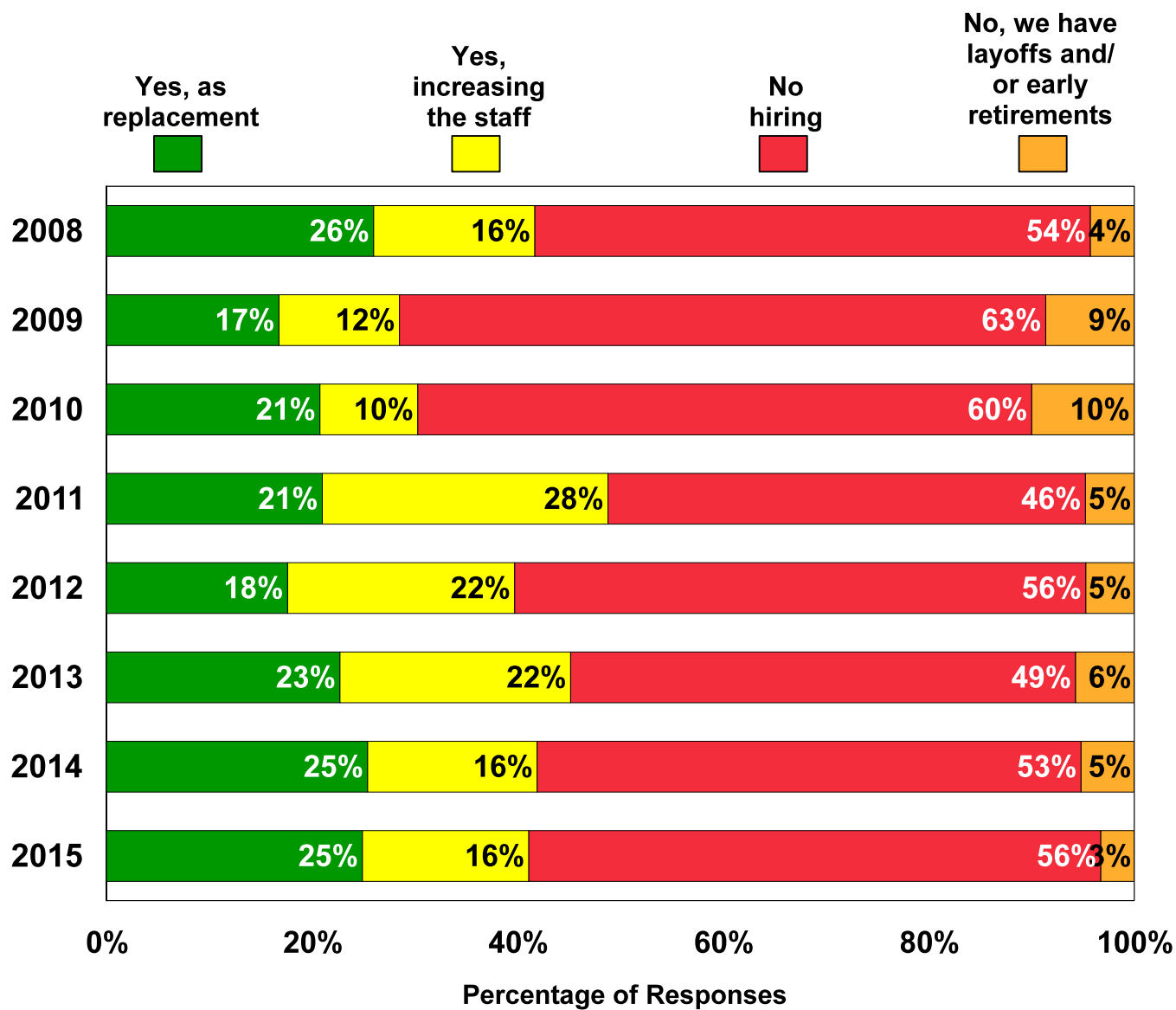
Hiring of Personnel

Biotechnology



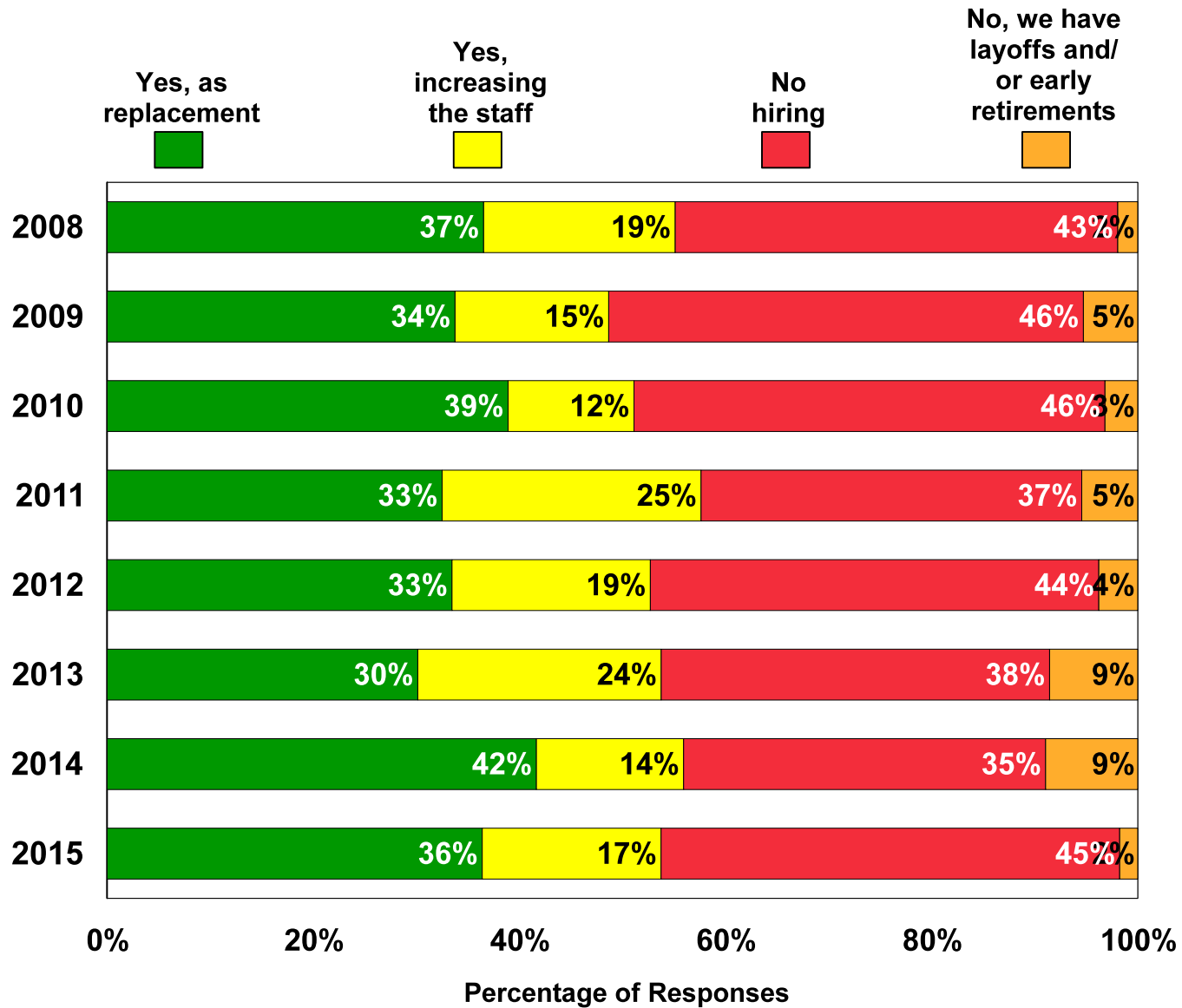
Hiring of Personnel

Chemicals



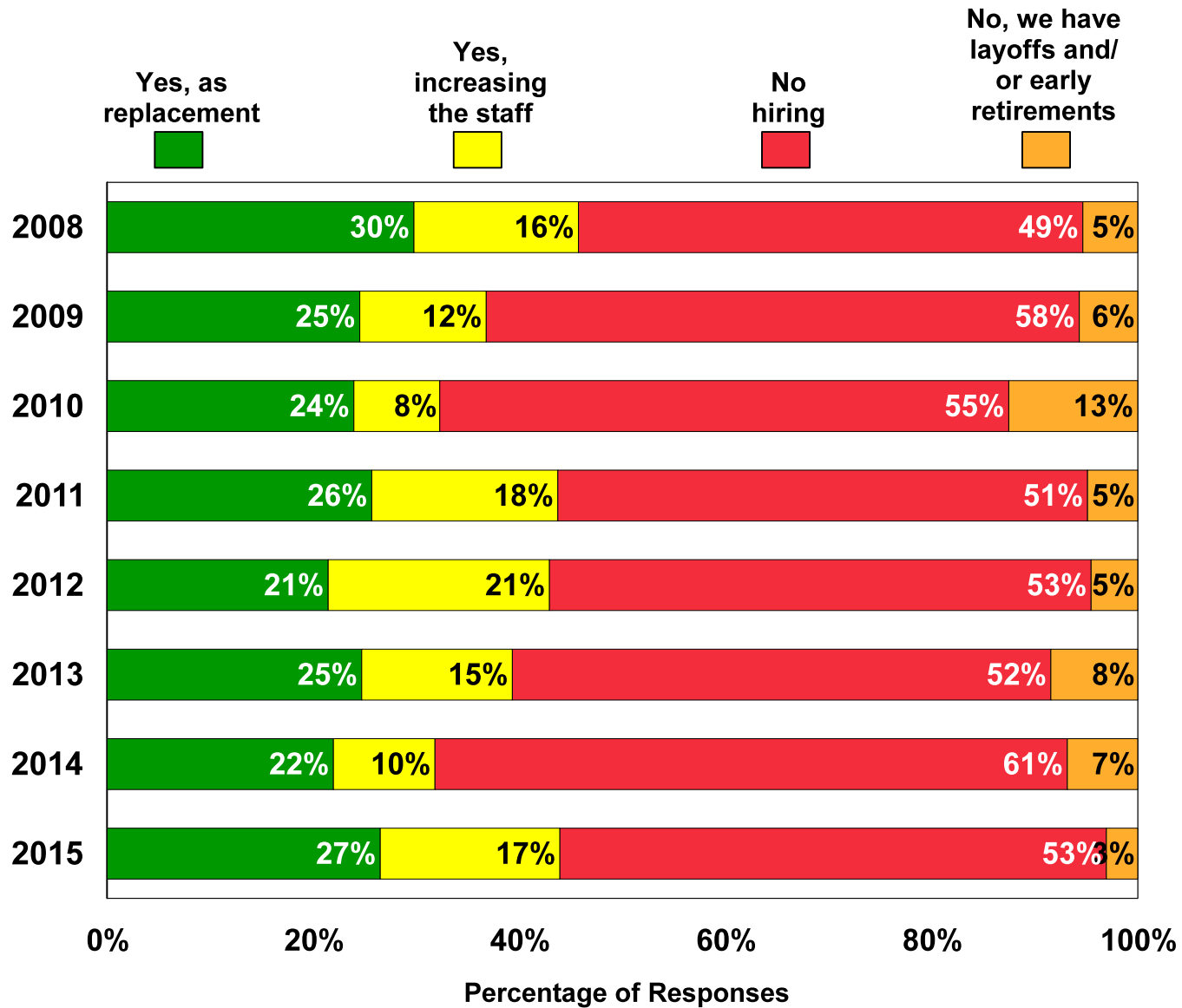
Hiring of Personnel

Clinical



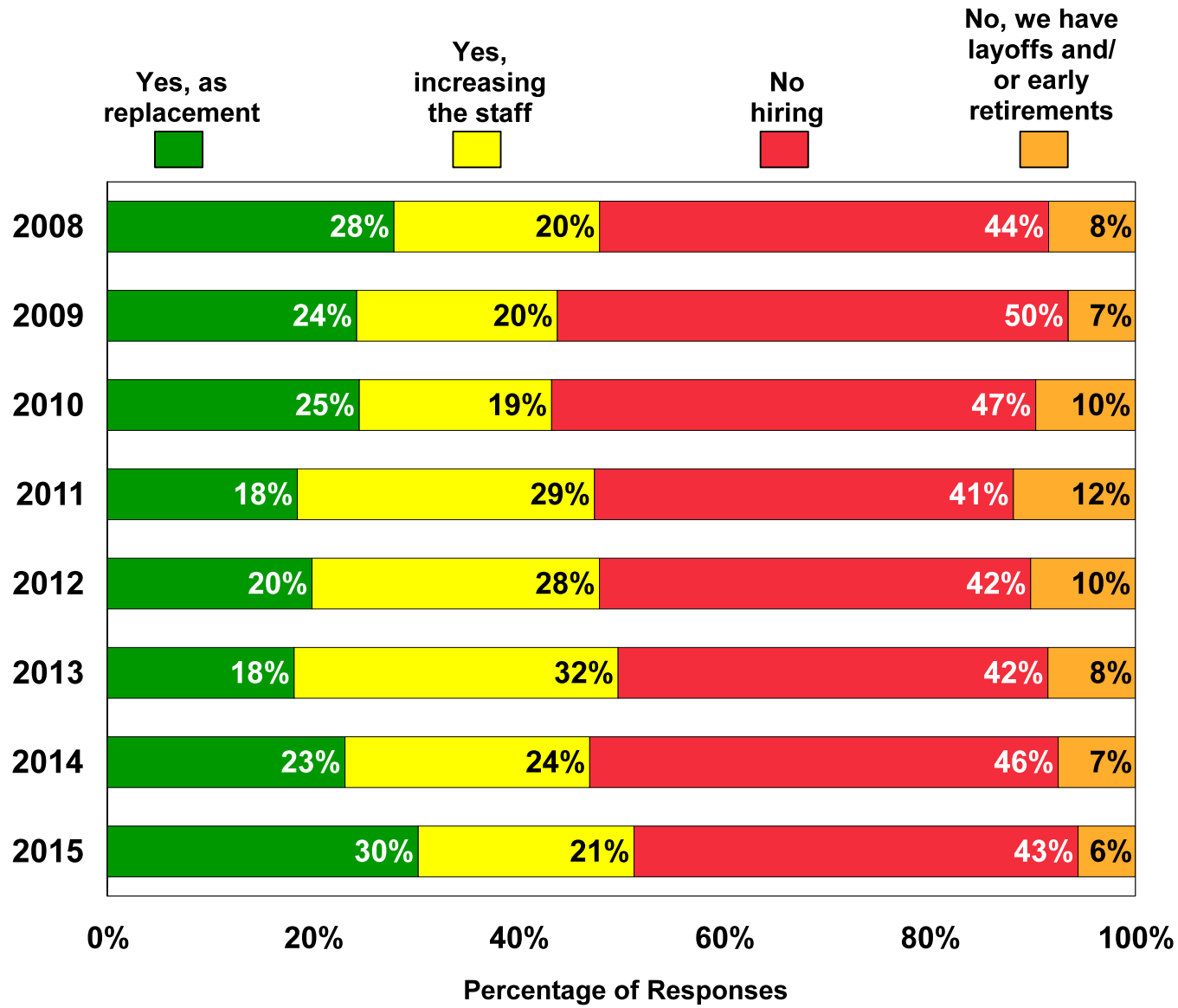
Hiring of Personnel

Environmental

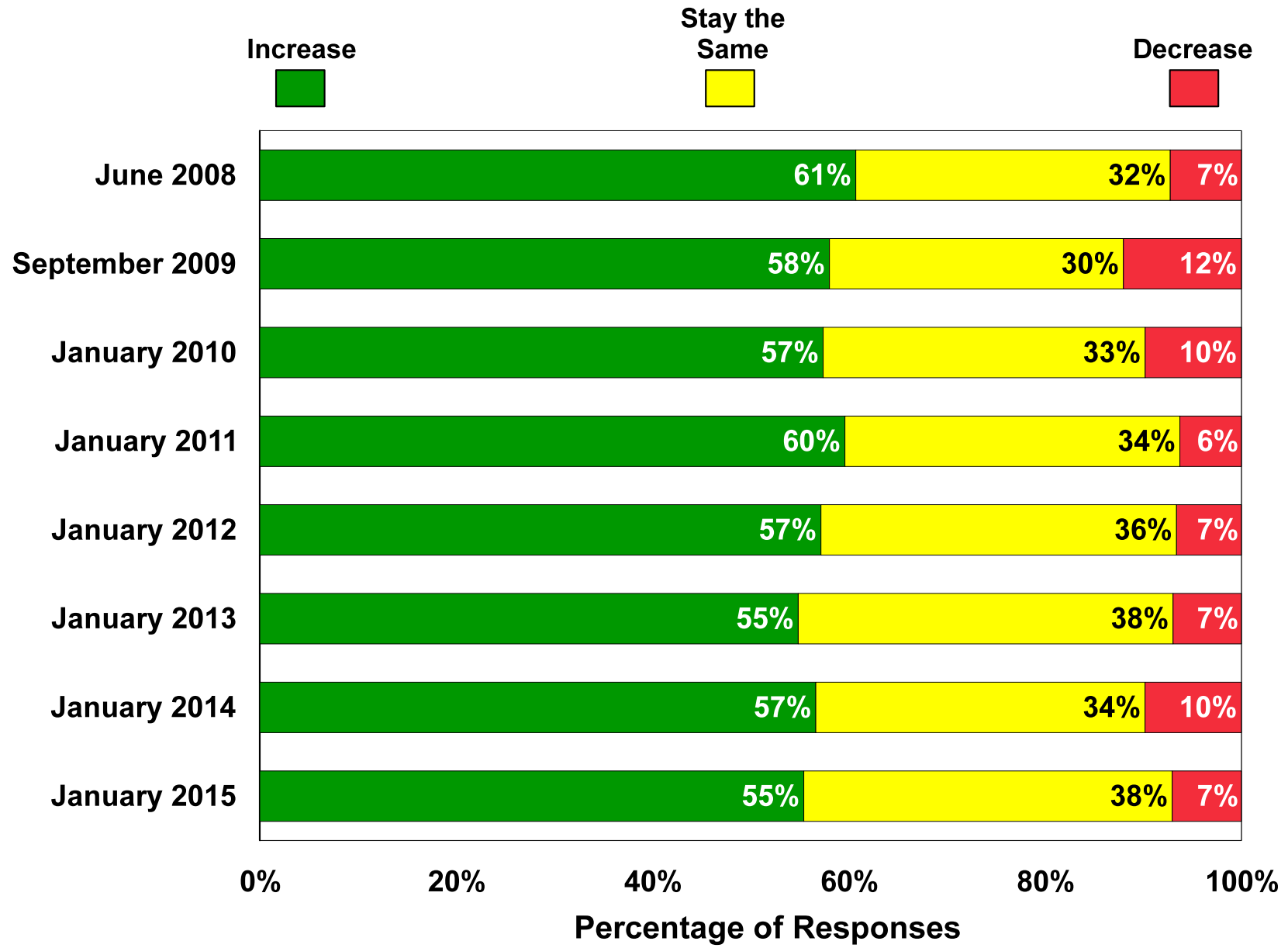


Hiring of Personnel

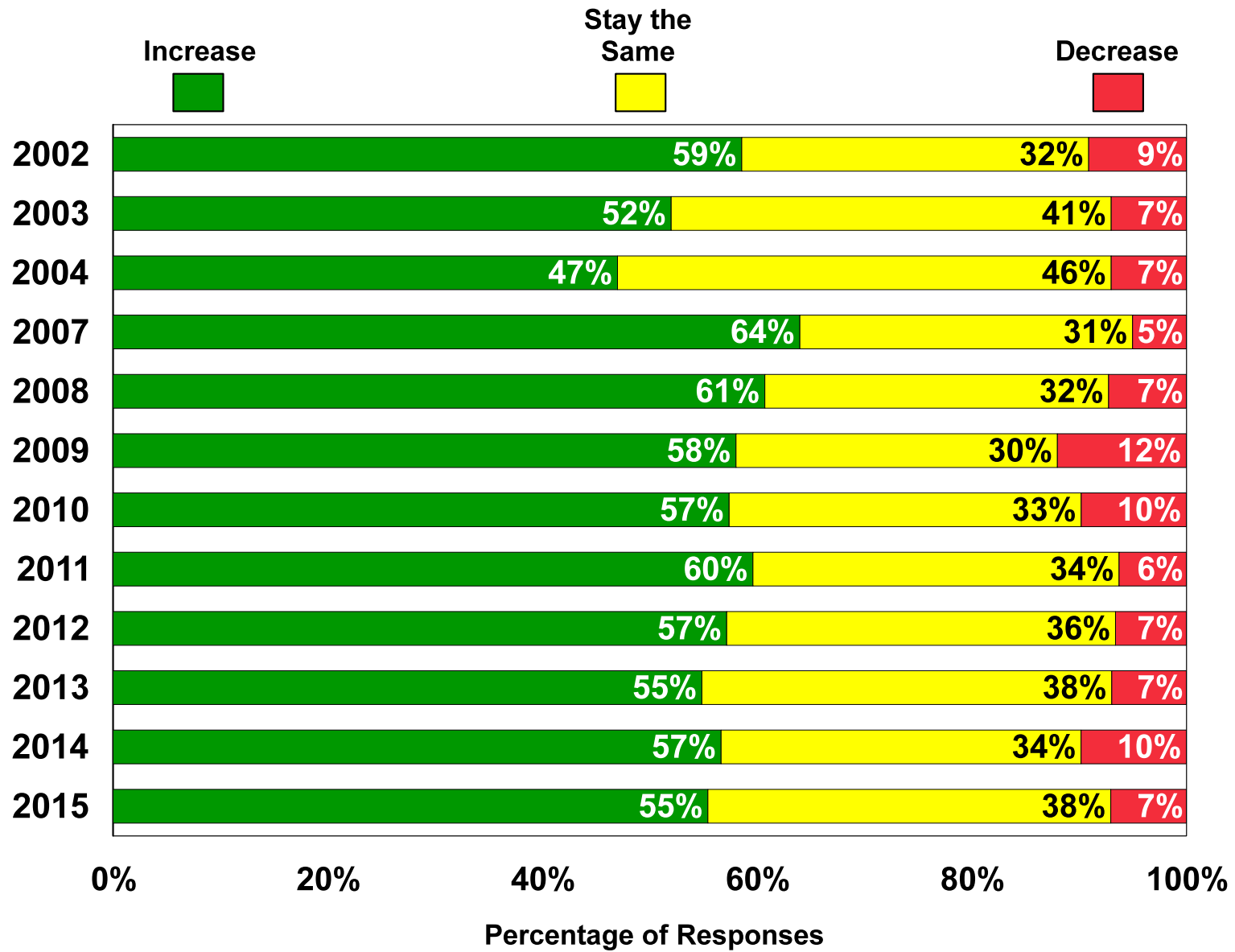
Pharmaceutical



Laboratory Workload

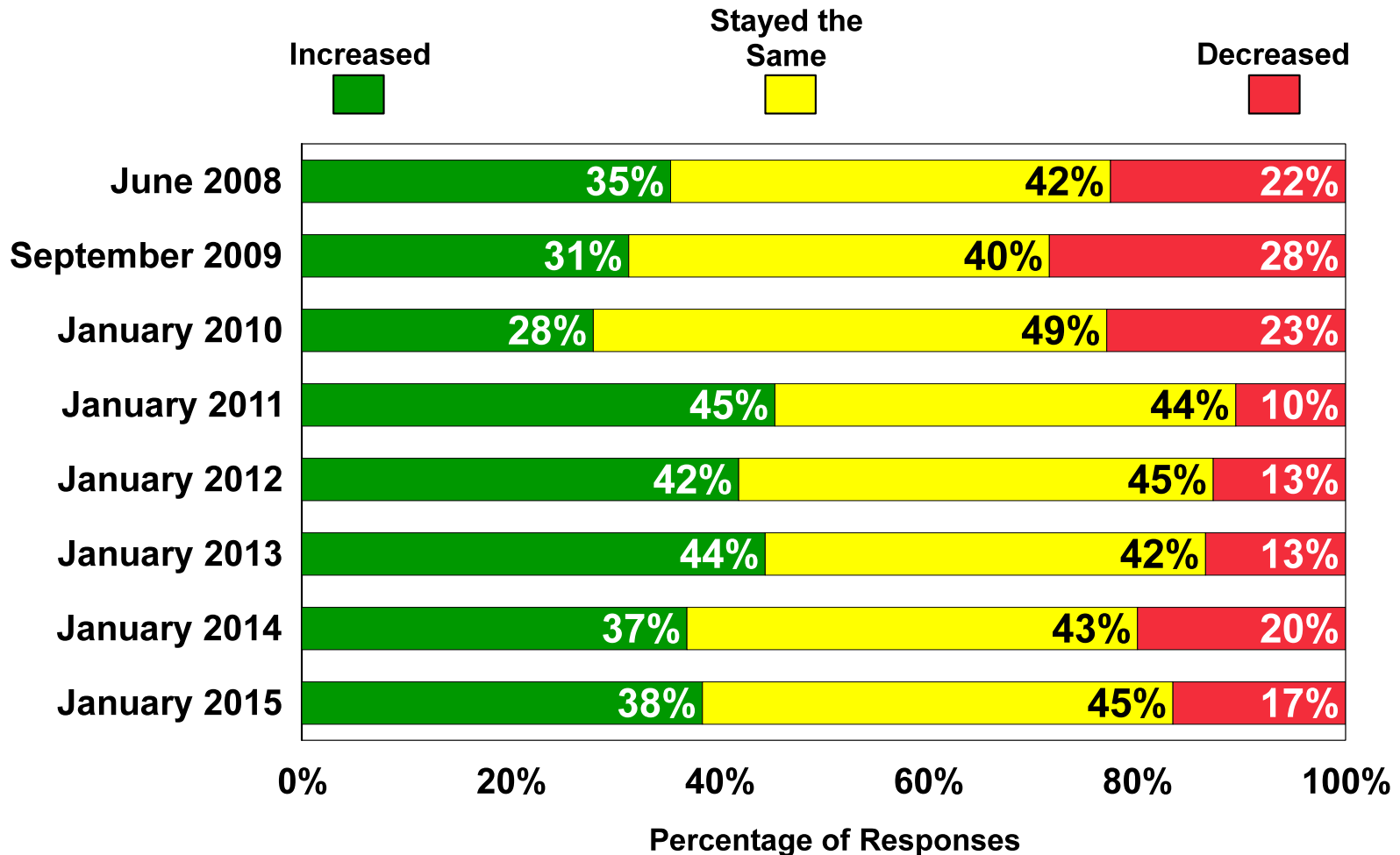


Laboratory Workload



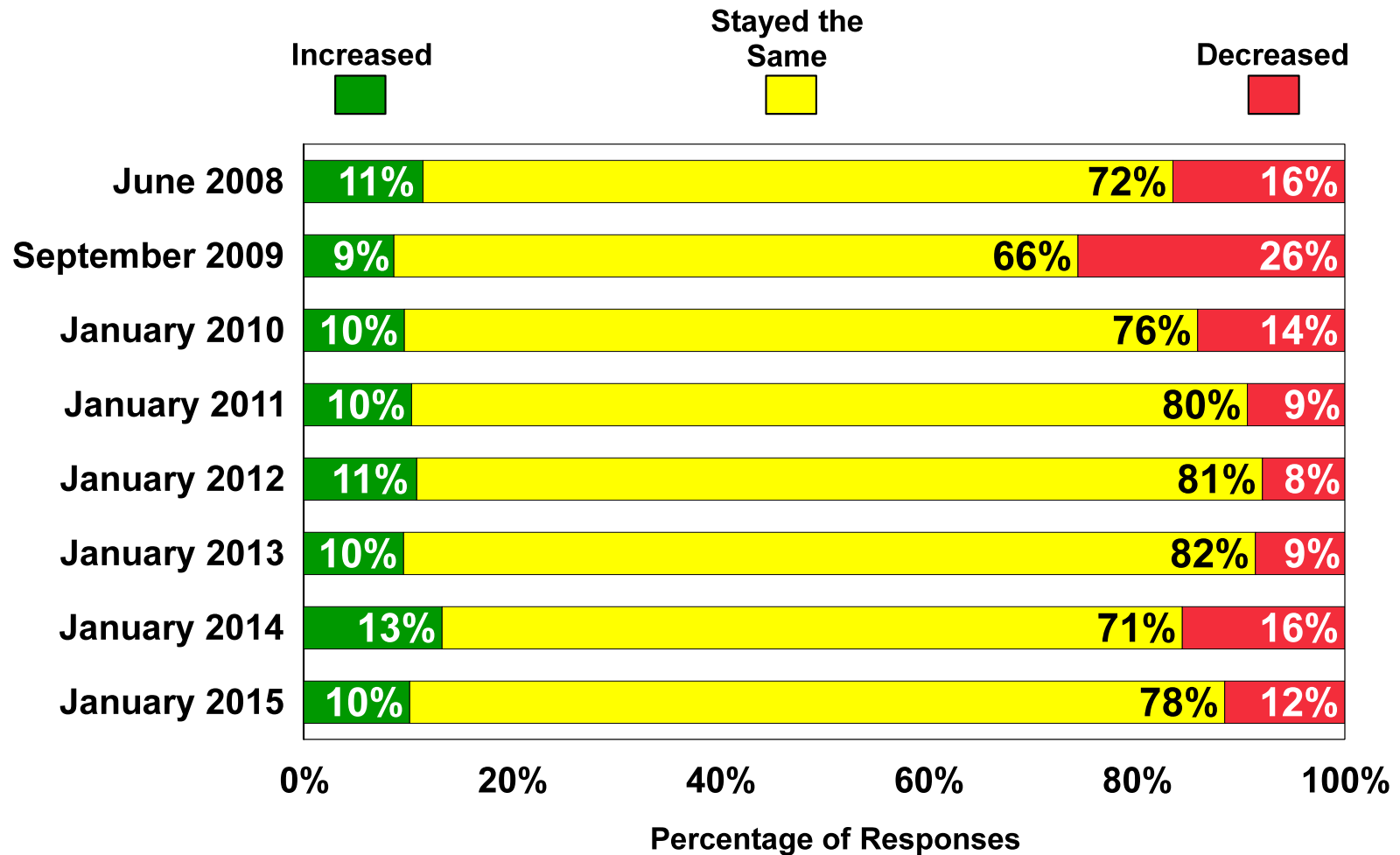
Workload versus Personnel

If Workload Has Increased, Staff Has...



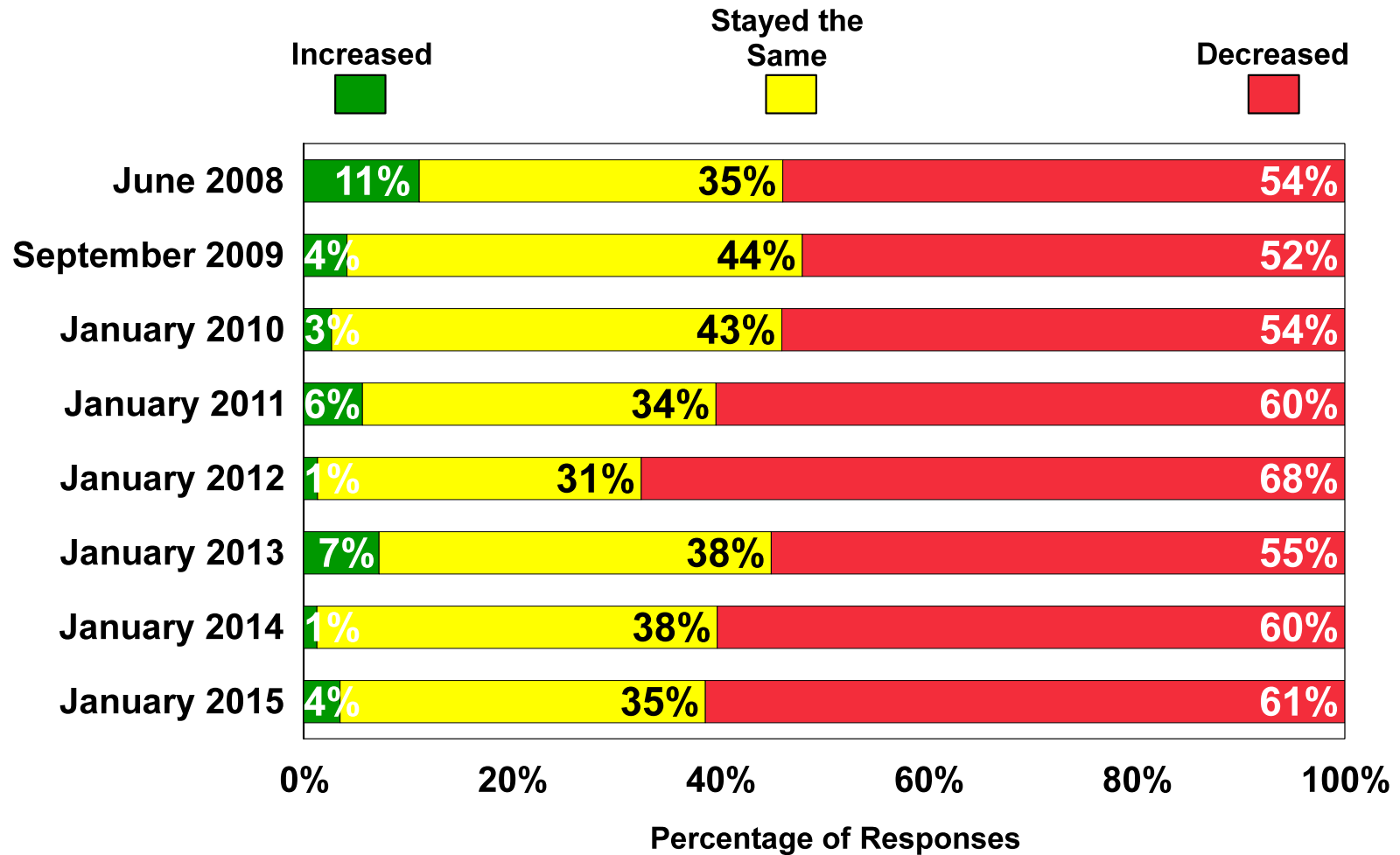
Workload versus Personnel

If Workload Has Stayed the Same, Staff Has...



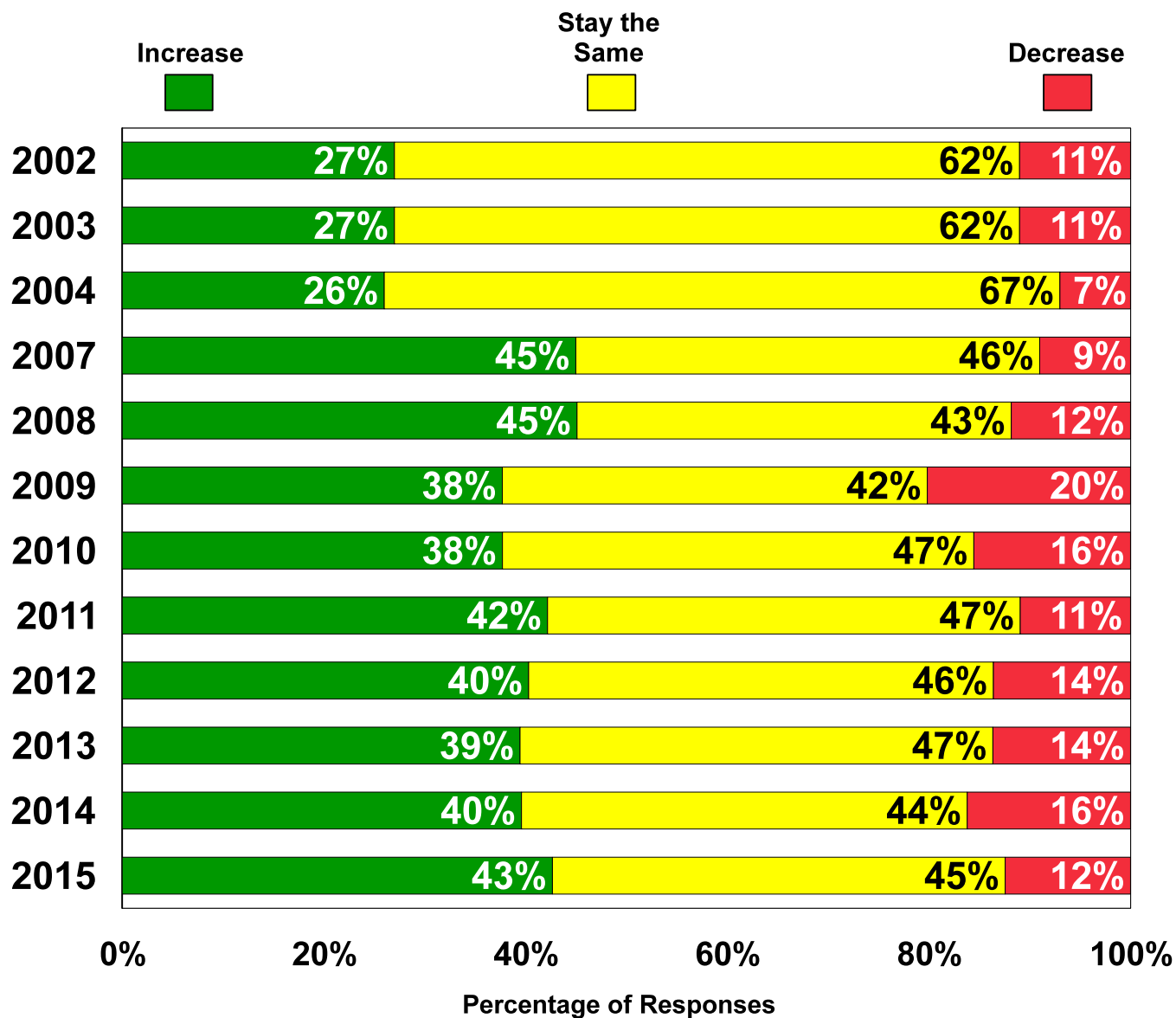
Workload versus Personnel

If Workload Has Decreased, Staff Has...



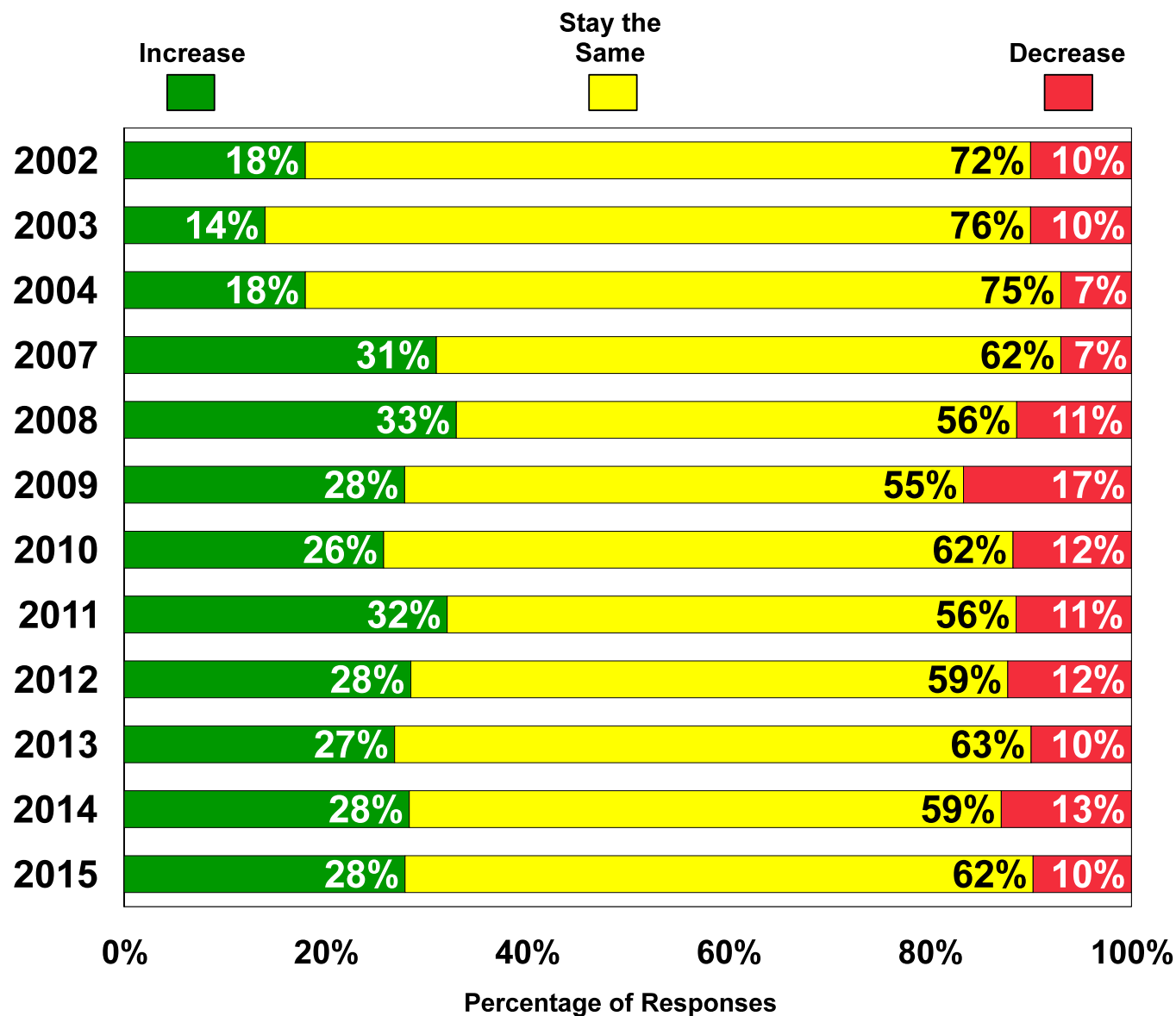
Spending for Laboratory Products

Chemicals, Reagents, Solvents



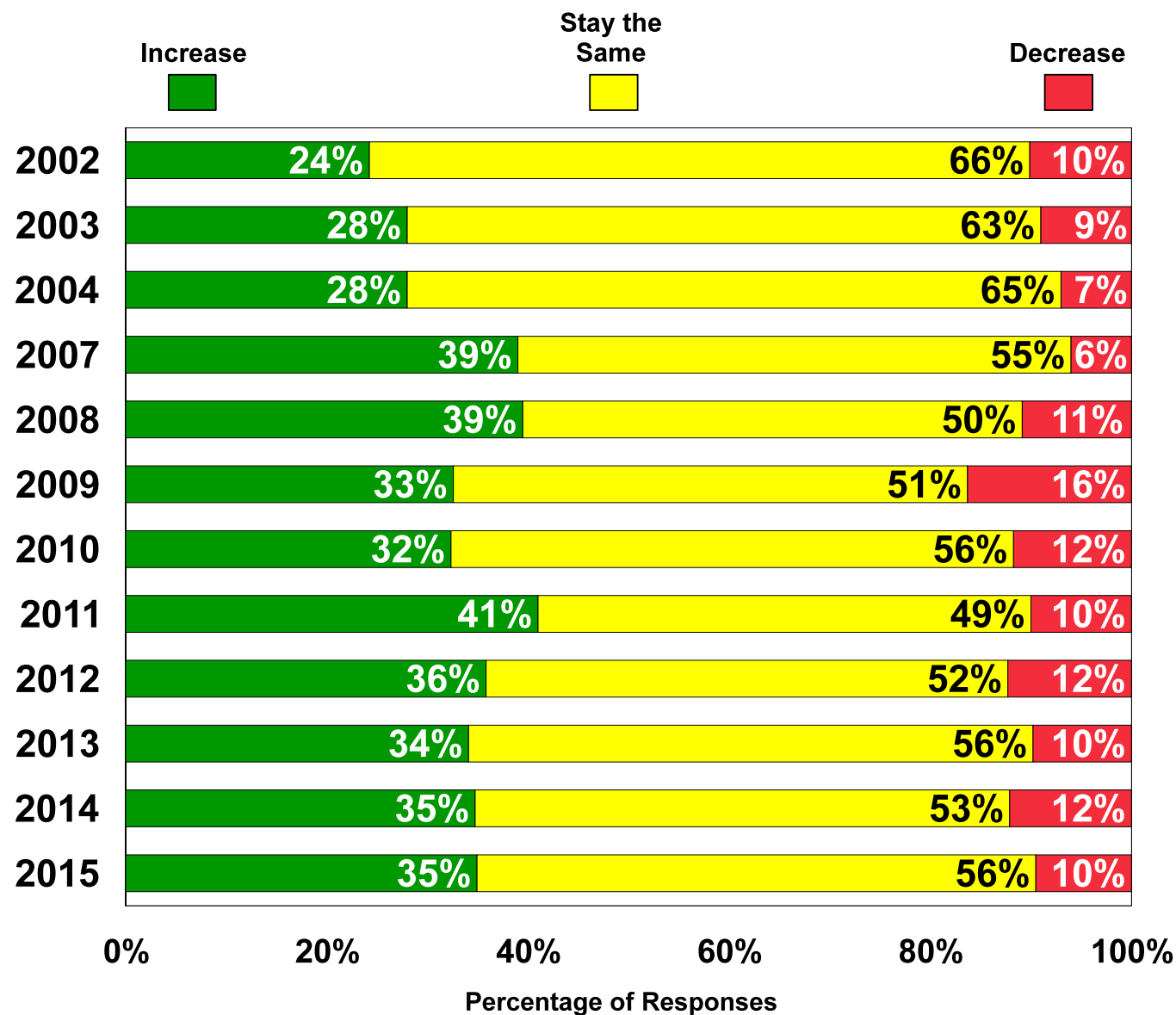
Spending for Laboratory Products

Glassware, Plasticware



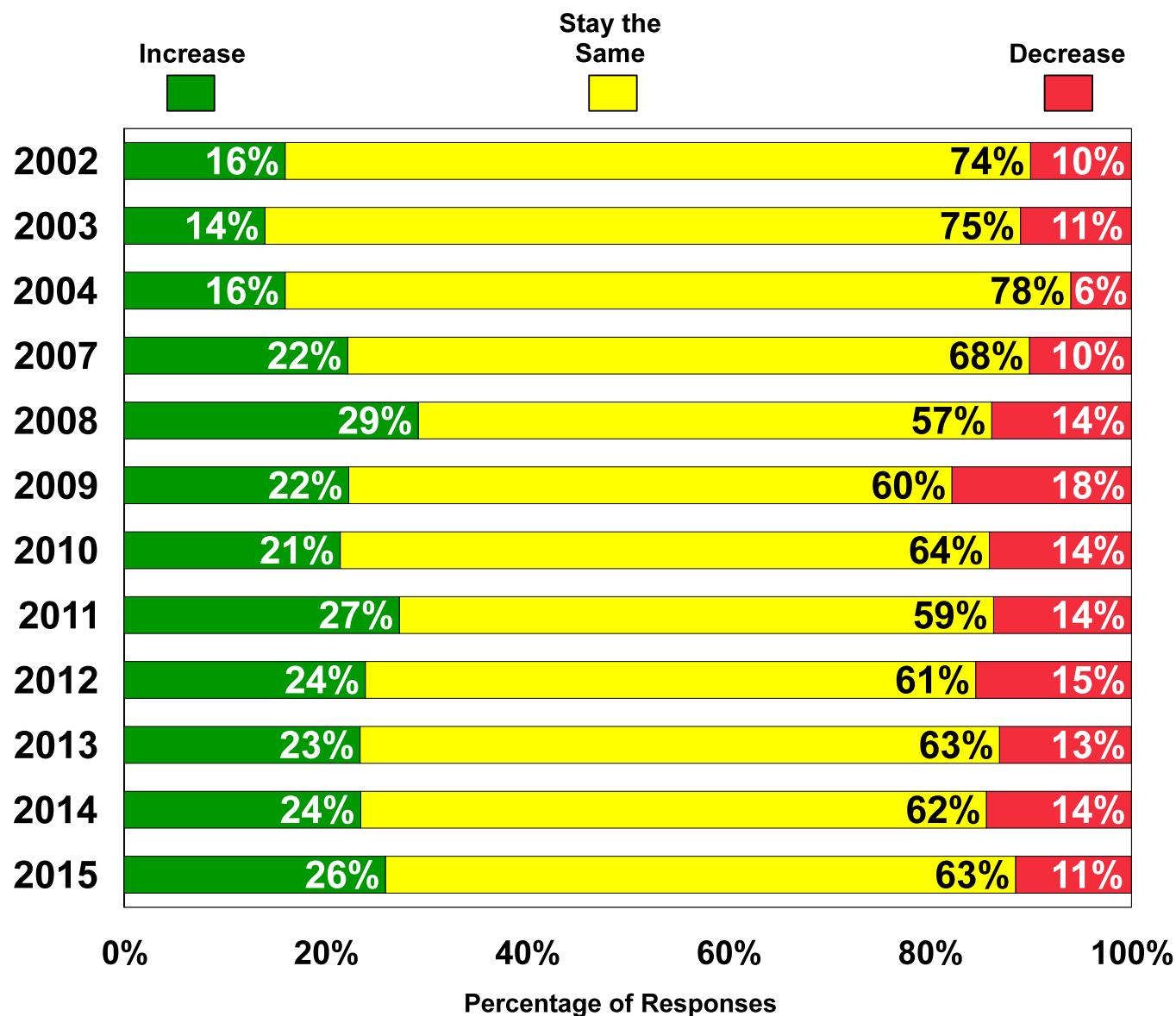
Spending for Laboratory Products

Consumables Excluding Chemicals



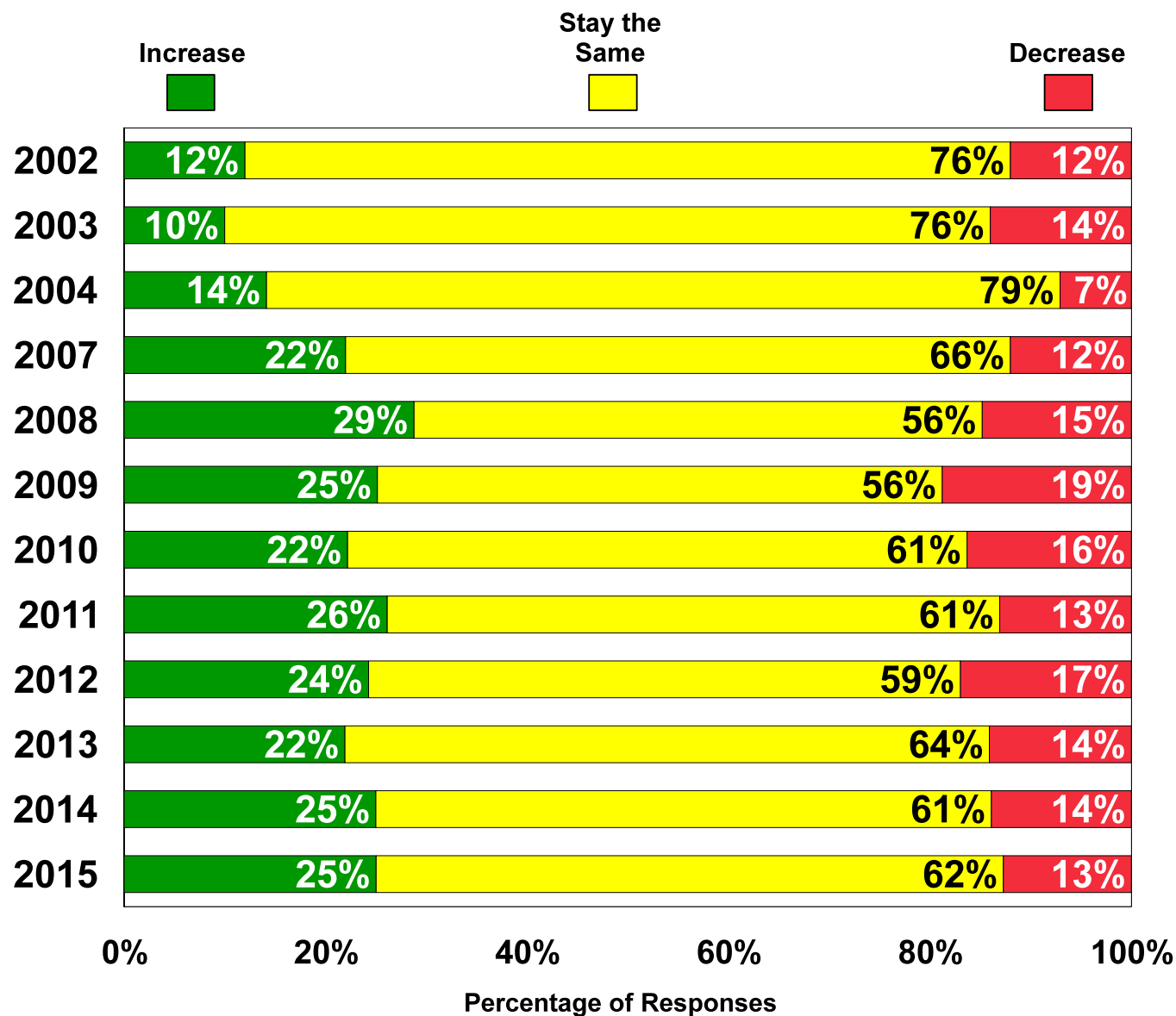
Spending for Laboratory Products

Laboratory Equipment <\$2,500



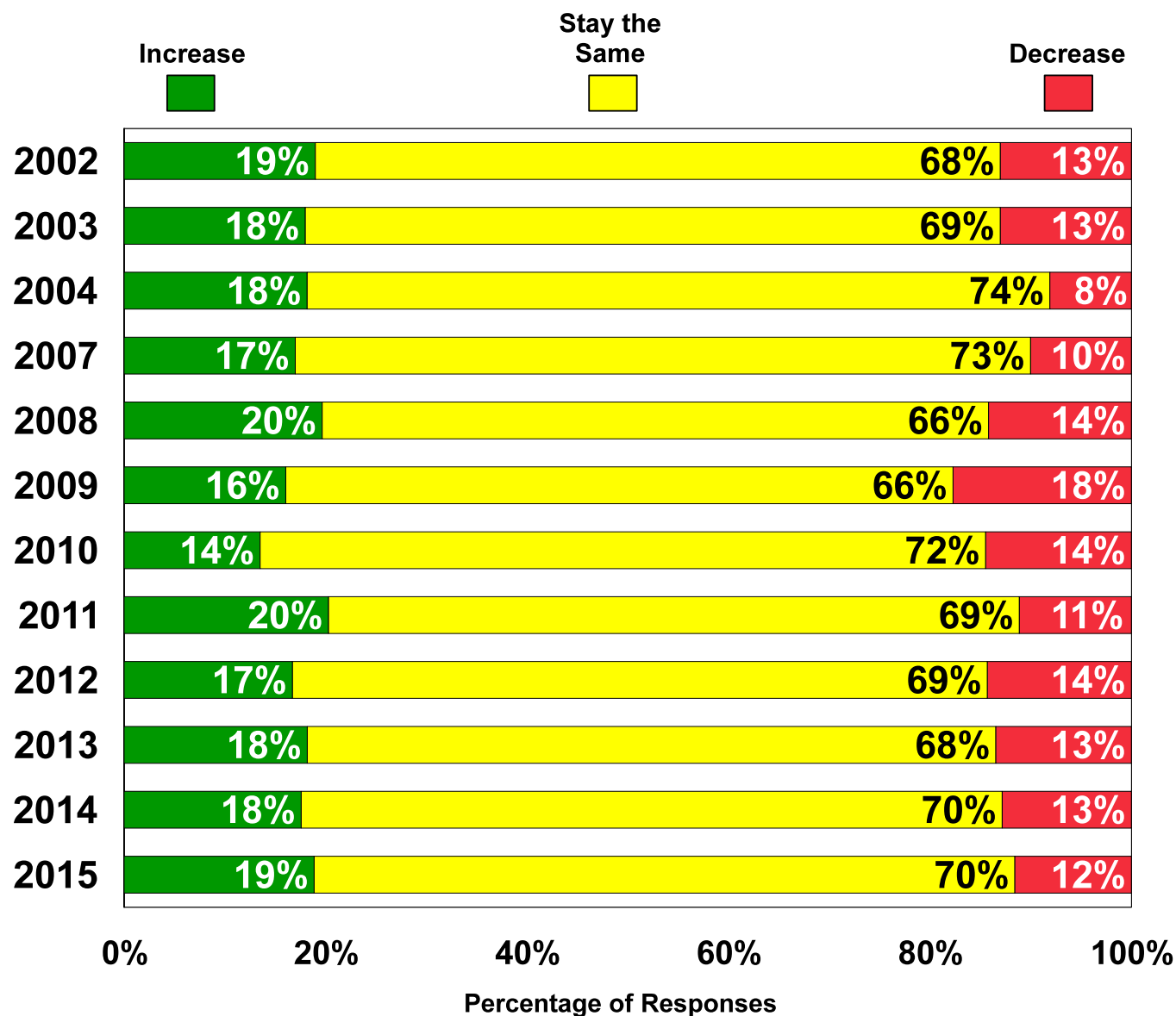
Spending for Laboratory Products

Laboratory Equipment >\$2,500



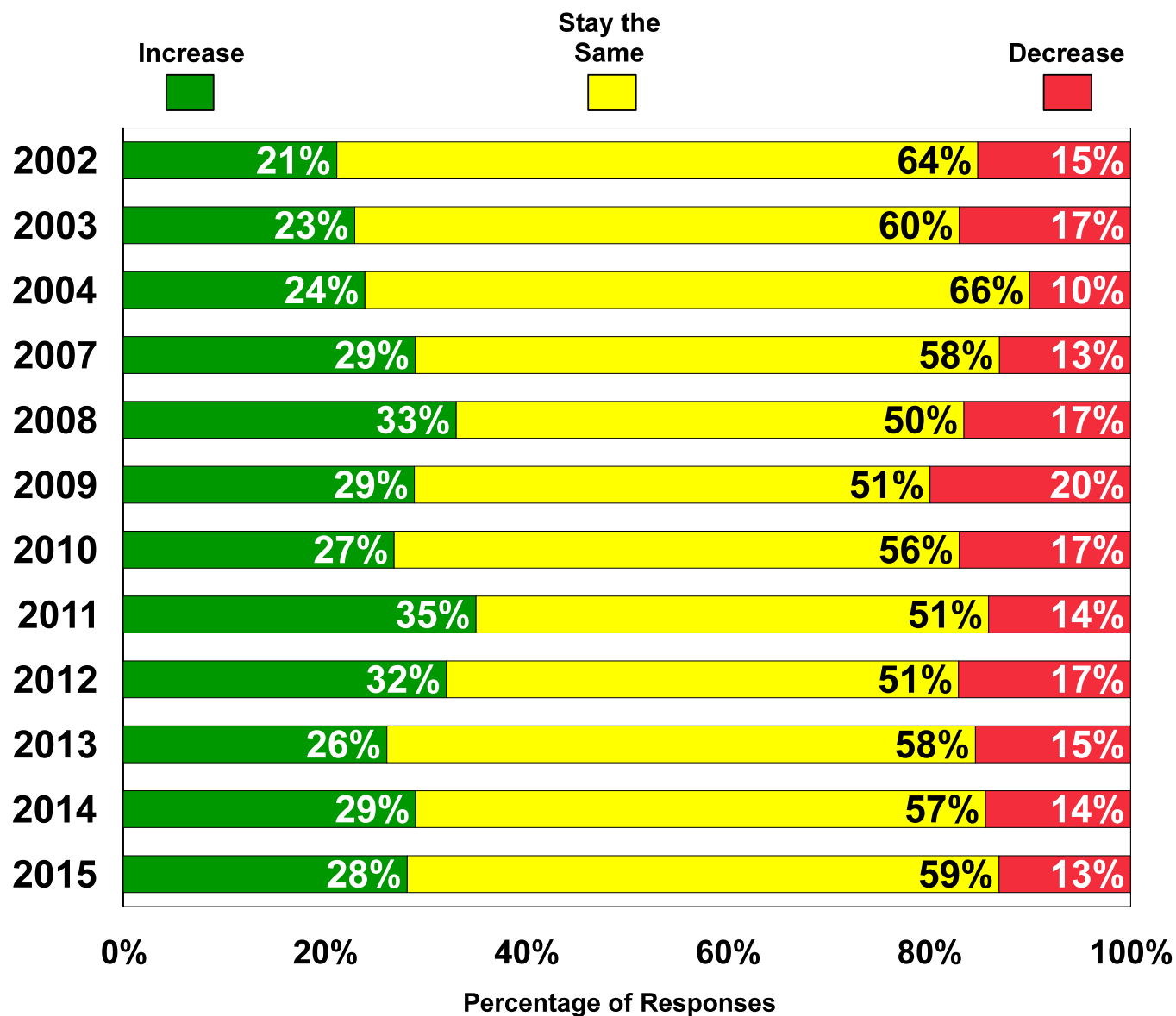
Spending for Laboratory Products

Laboratory Instruments <\$5,000



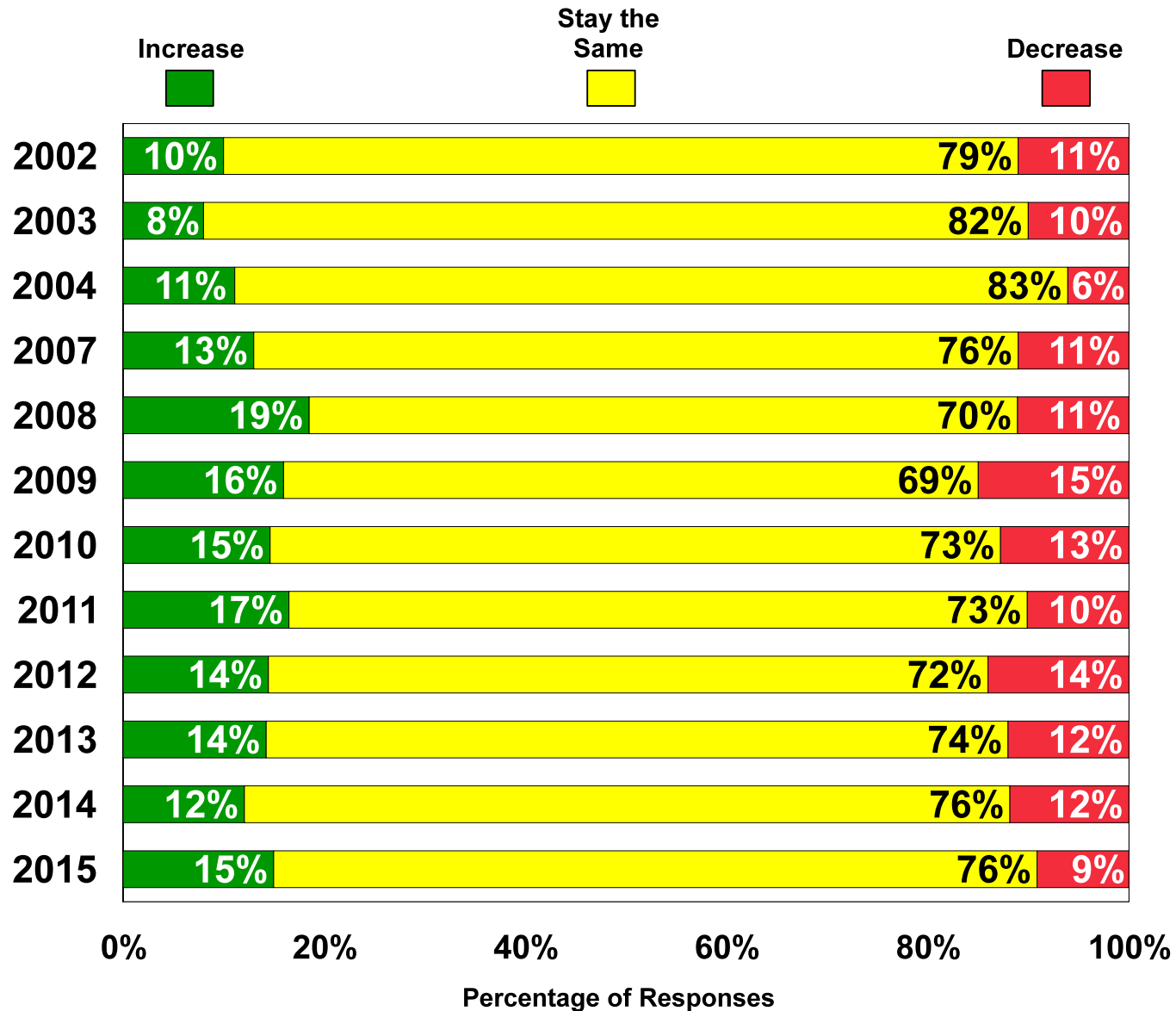
Spending for Laboratory Products

Laboratory Instruments >\$5,000



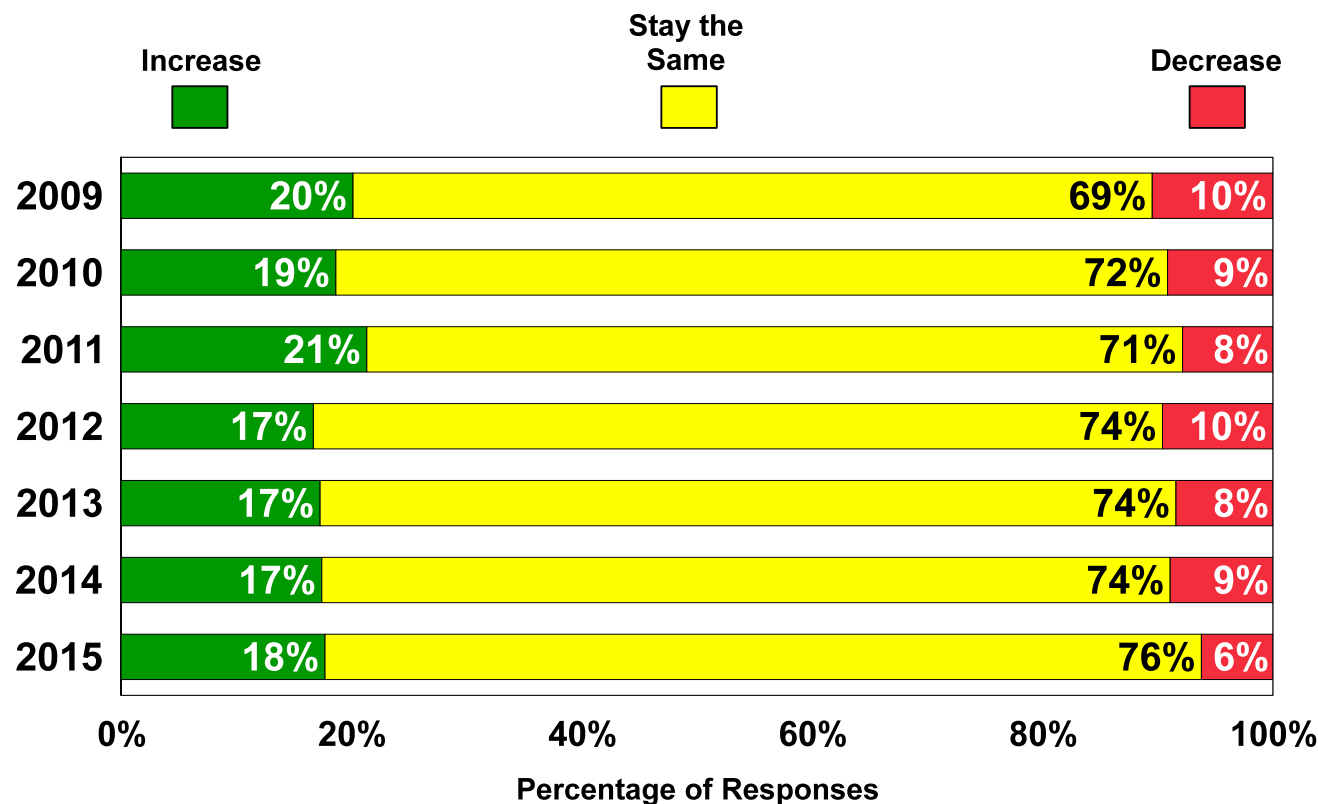
Spending for Laboratory Products

Laboratory Furniture



Spending for Laboratory Products

Laboratory Automation



Purchasing Indicator

- Number of respondents
- Percent of increase minus percent of decrease in number of respondents

- Example

200 respondents say “increase”

300 respondents say “stay the same”

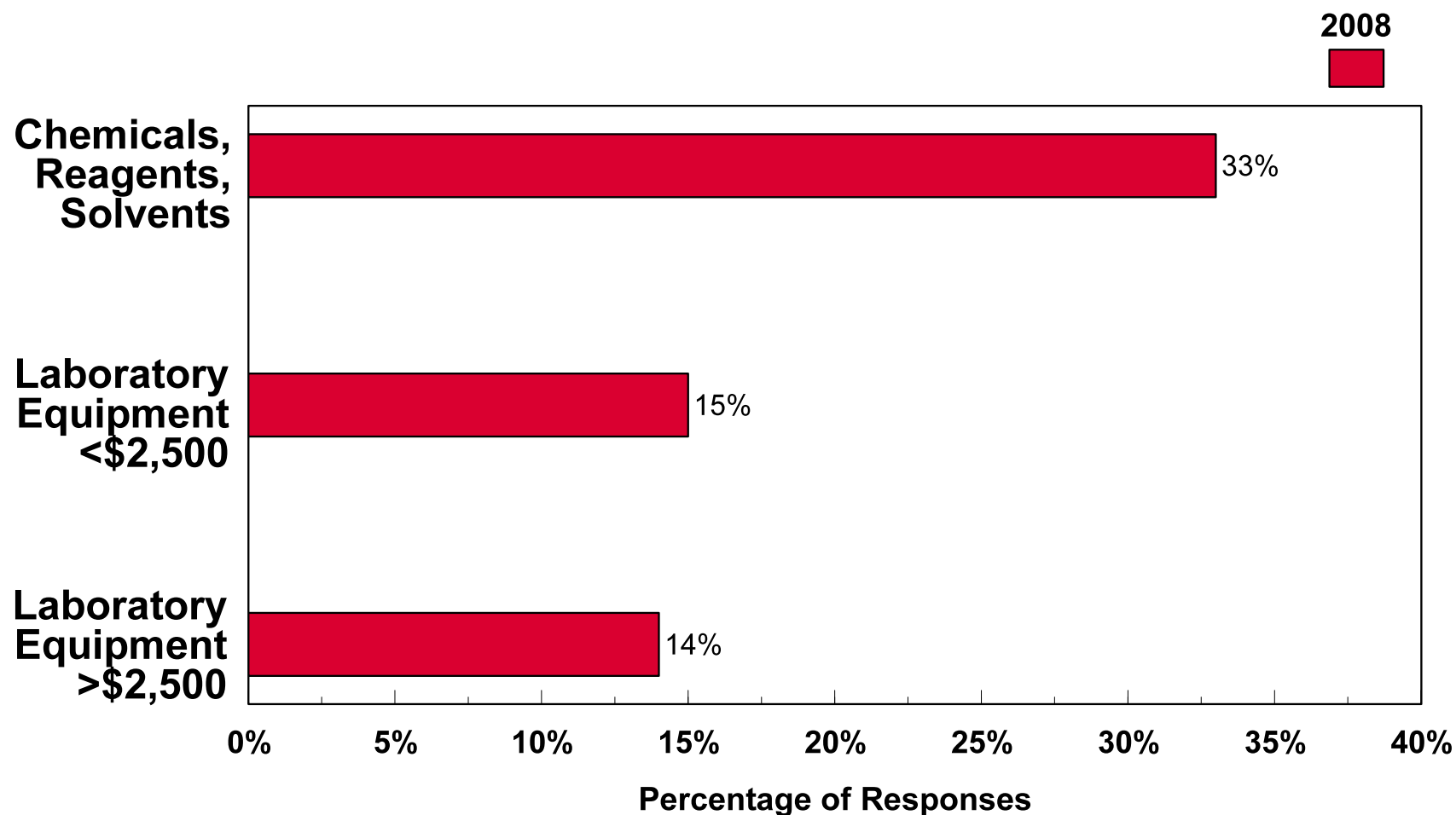
150 respondents say “decrease”

$200 \text{ (increase)} - 150 \text{ (decrease)} = +50$

Stay the same = 0 change

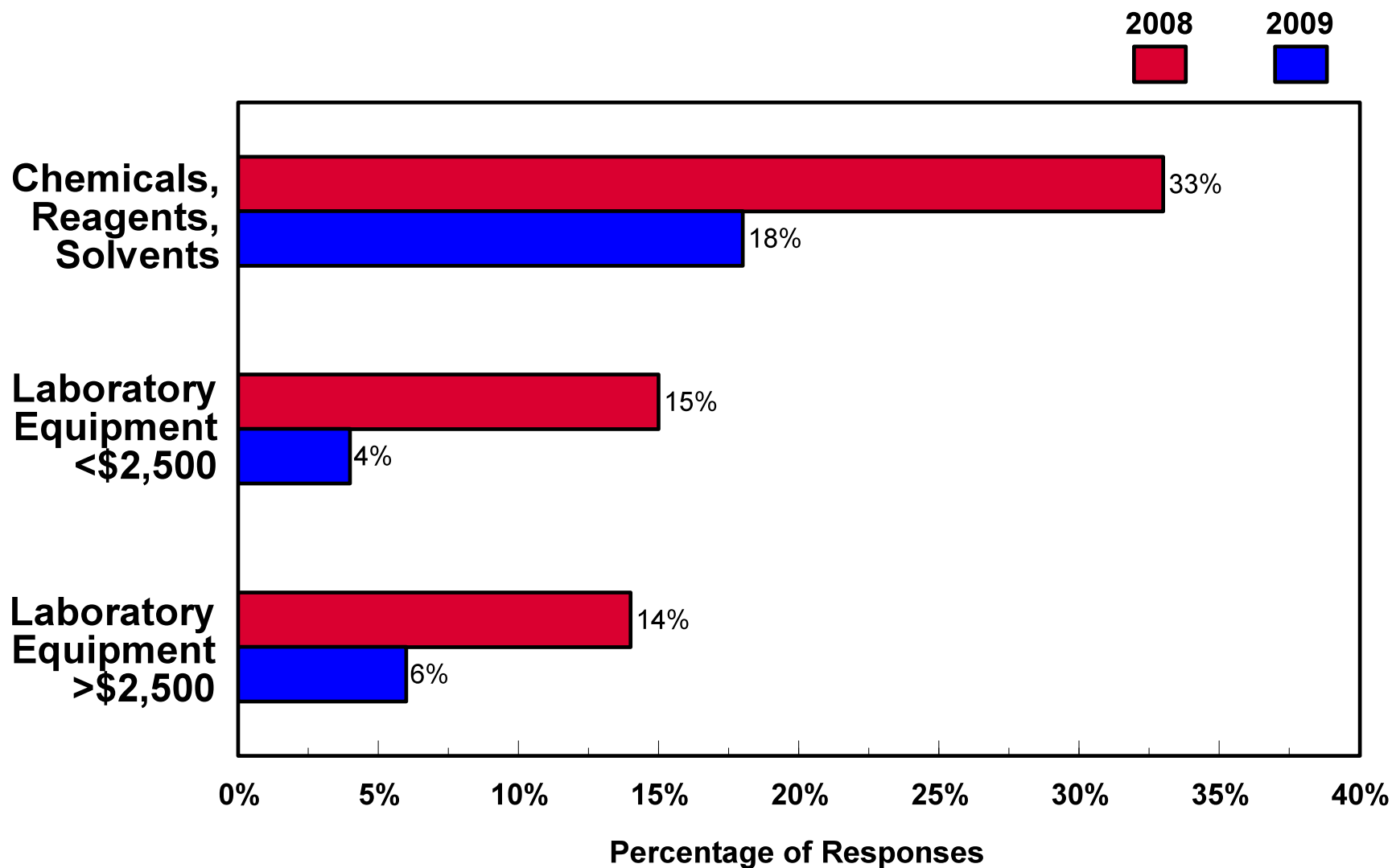
Purchasing Indicator

(Respondents: % of Increase minus % of Decrease)



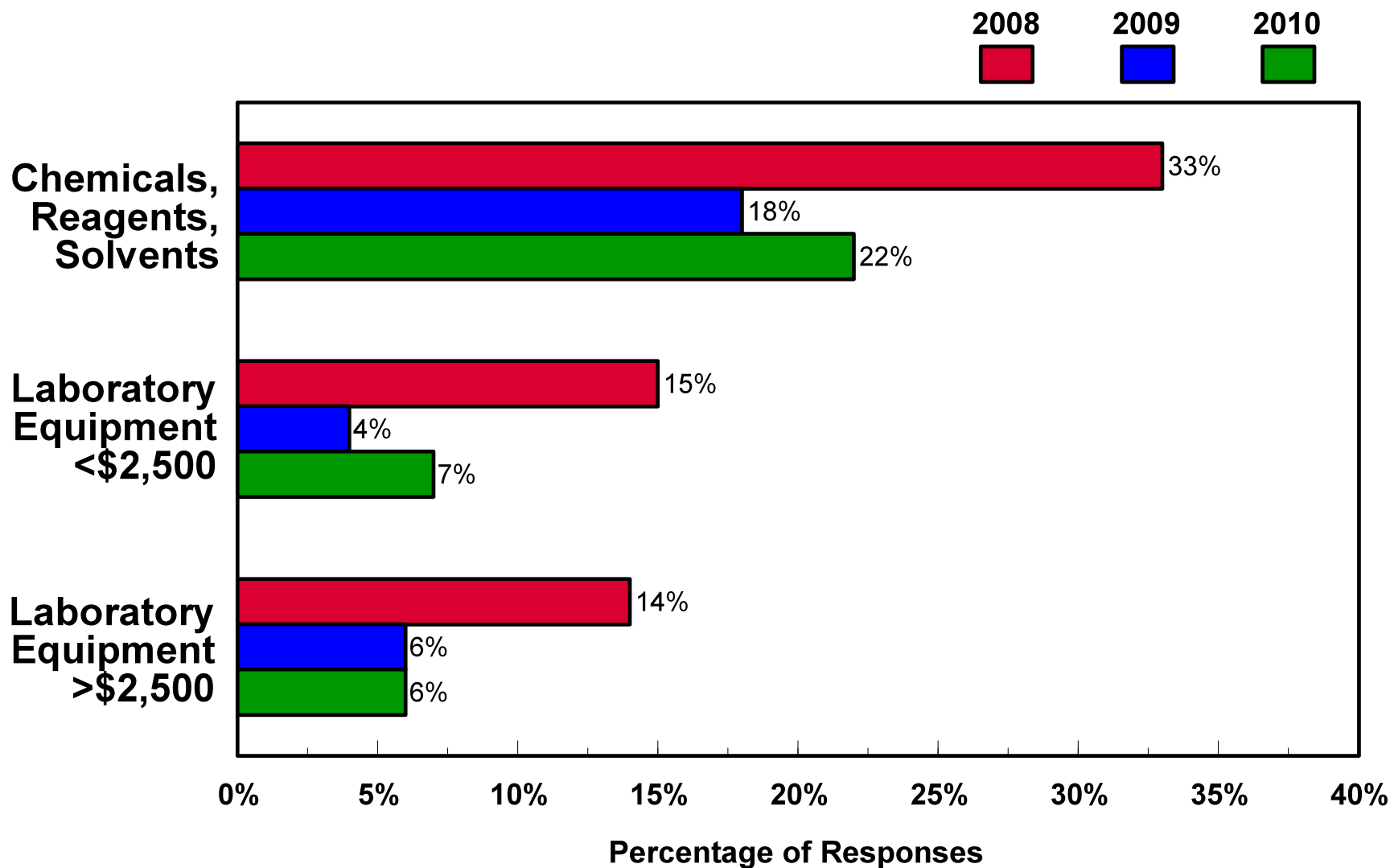
Purchasing Indicator

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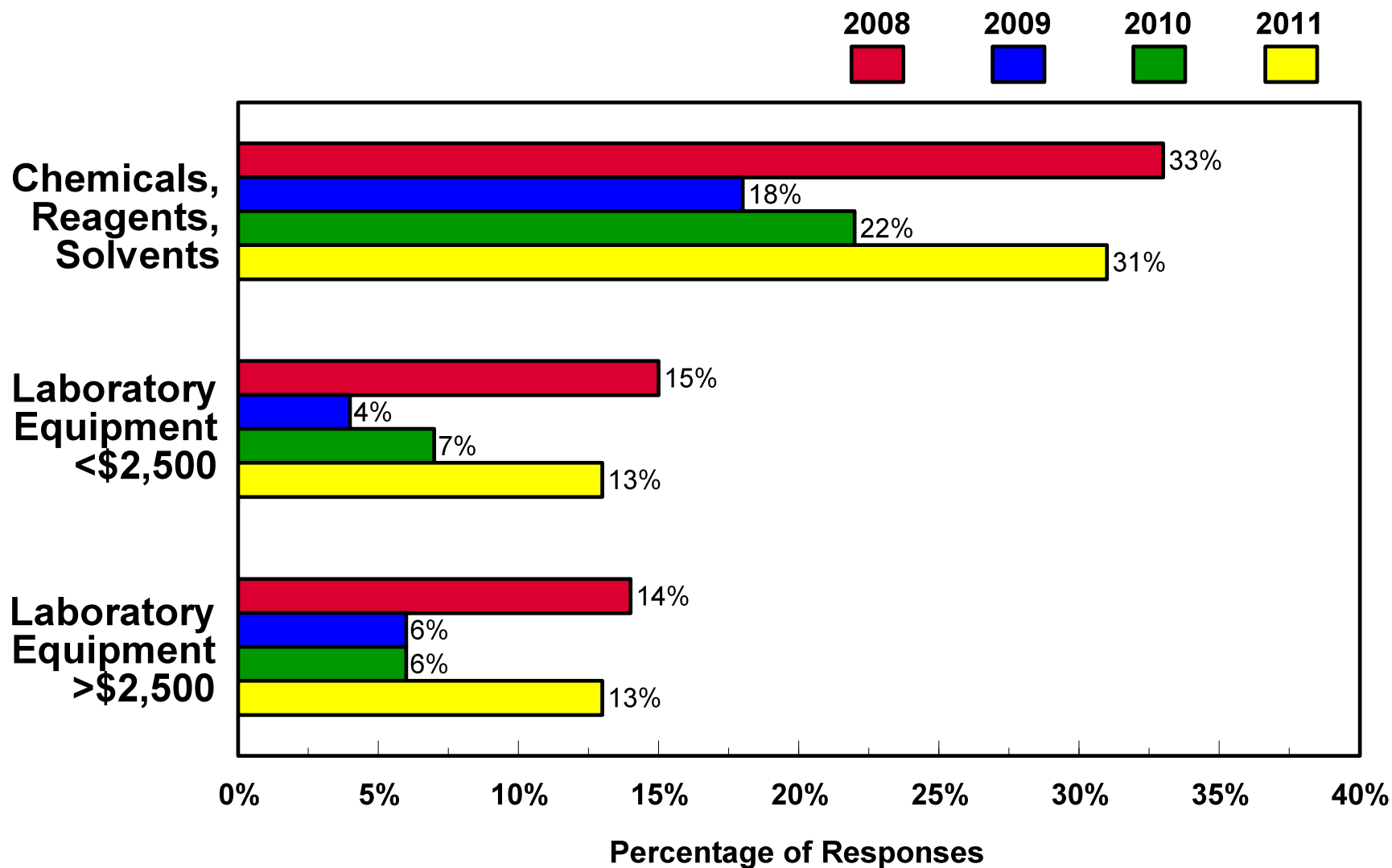
Purchasing Indicator

(Respondents: % of Increase minus % of Decrease)



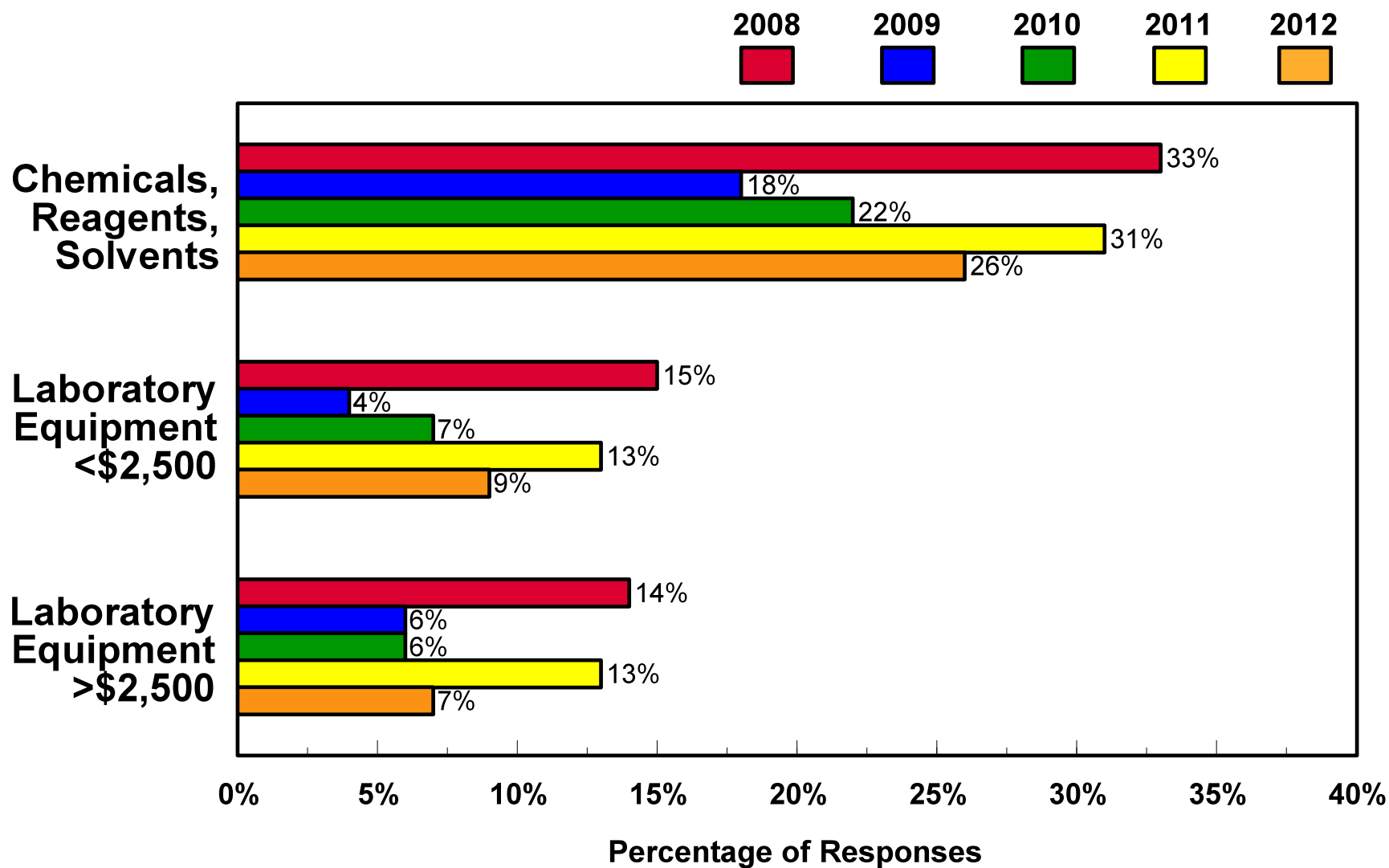
Purchasing Indicator

(Respondents: % of Increase minus % of Decrease)



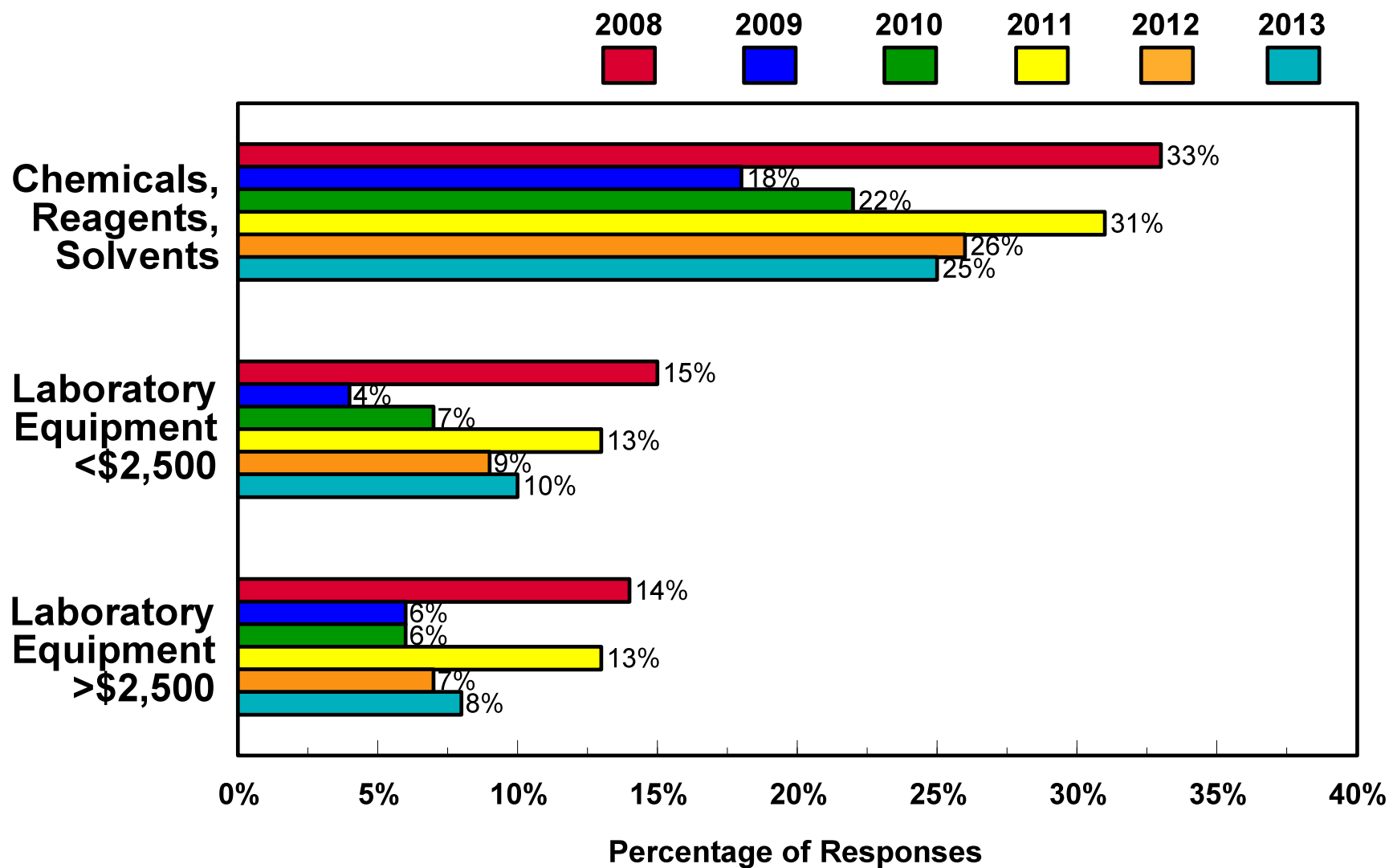
Purchasing Indicator

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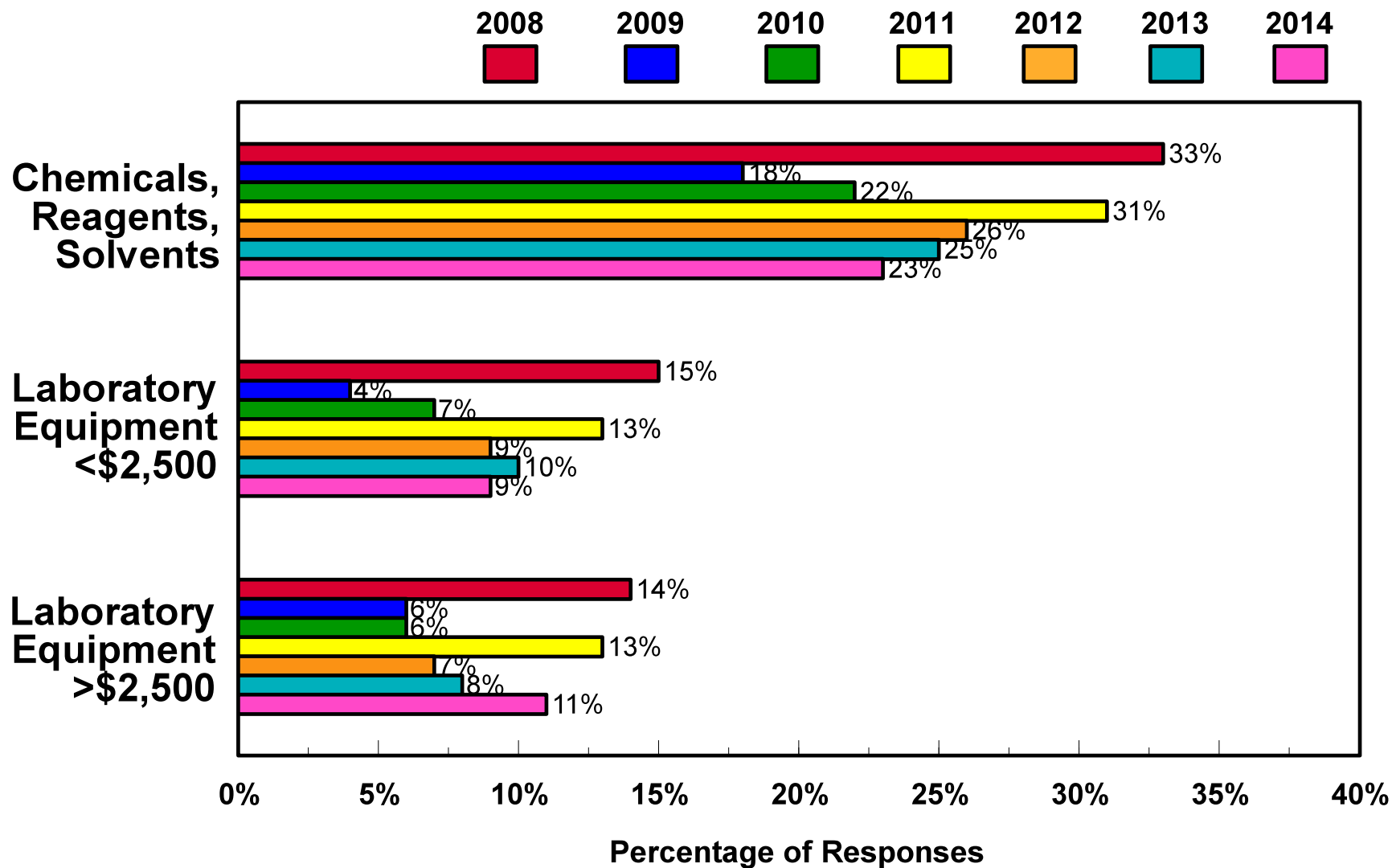
Purchasing Indicator

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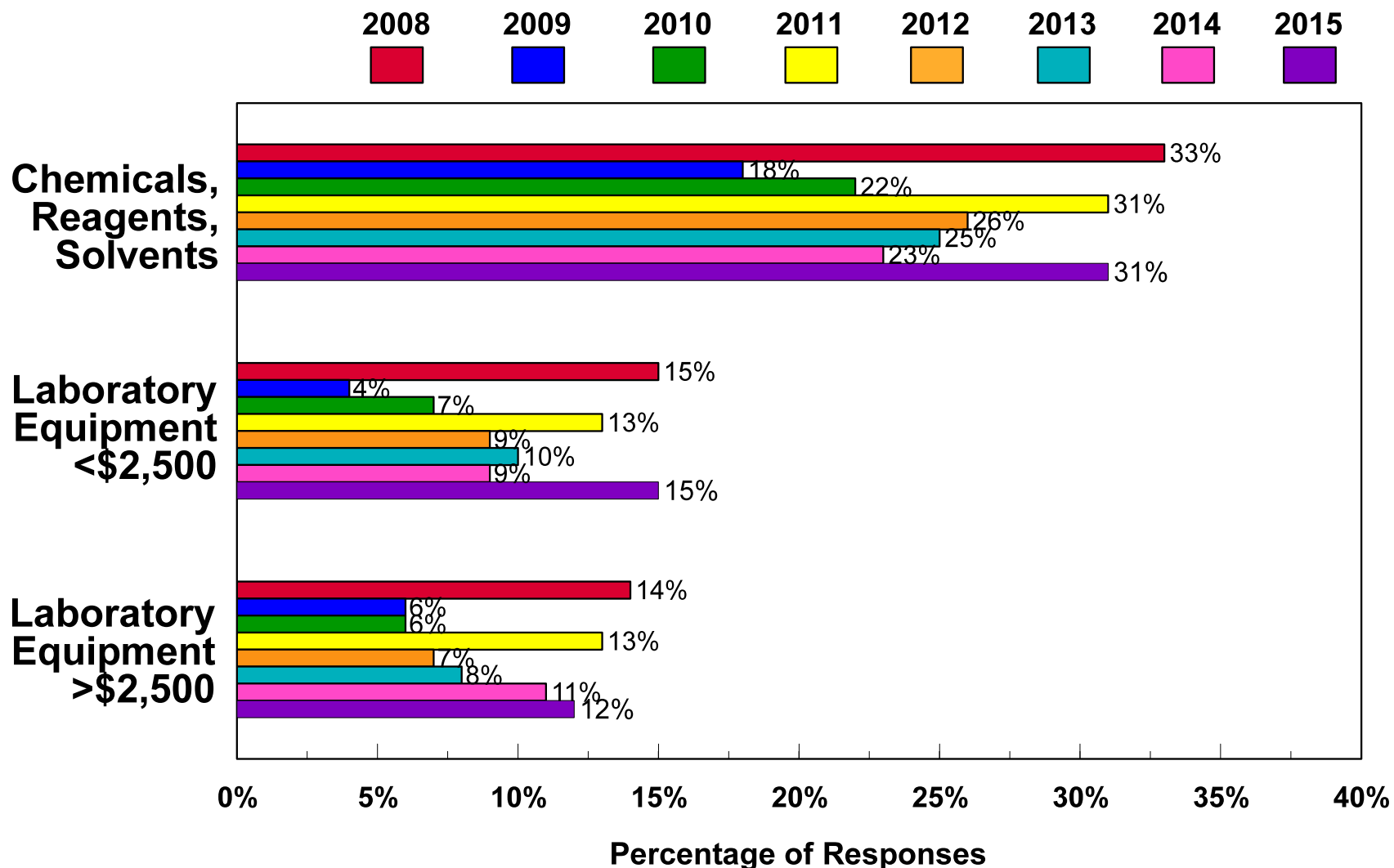
Purchasing Indicator

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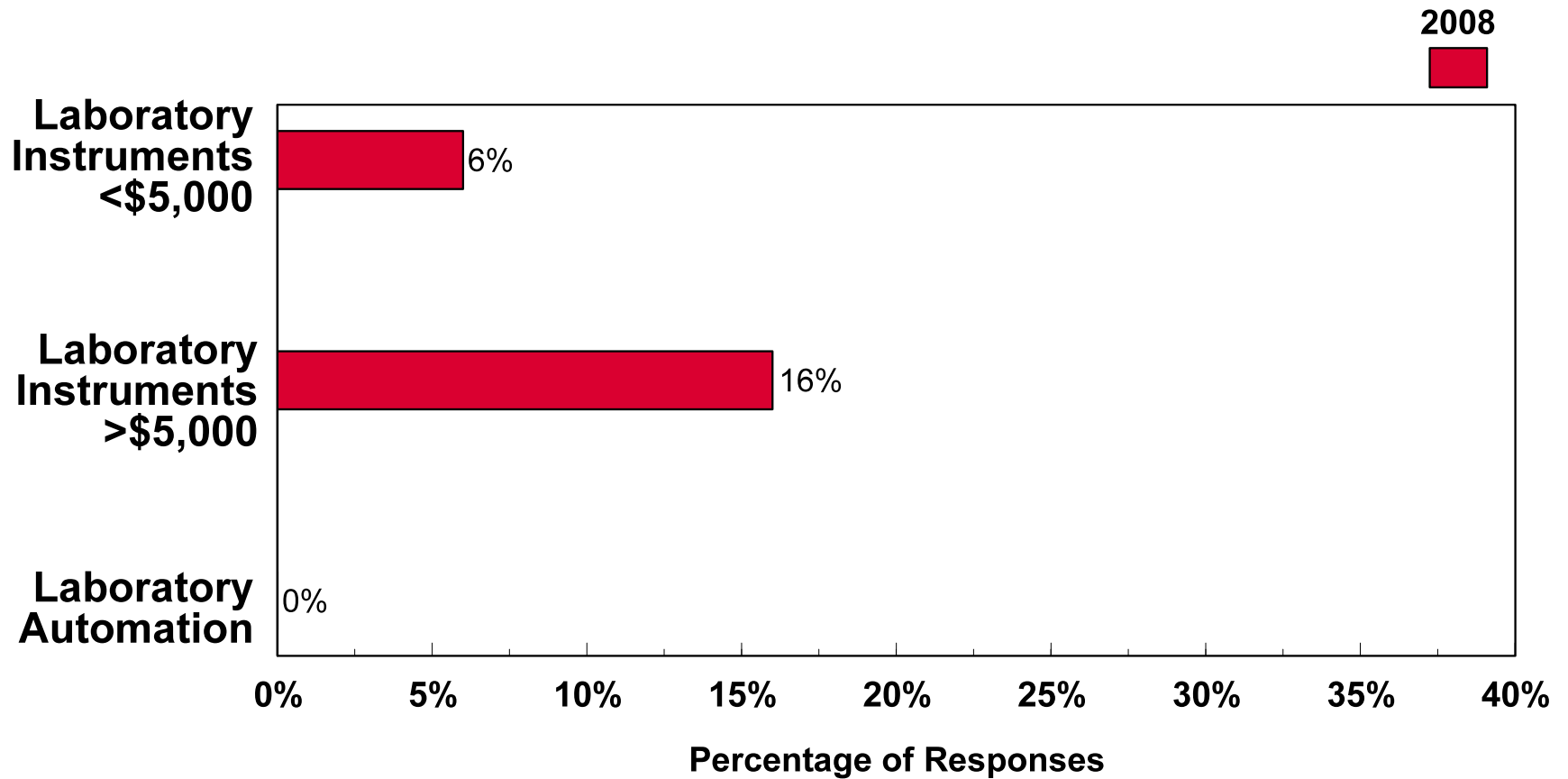
Purchasing Indicator

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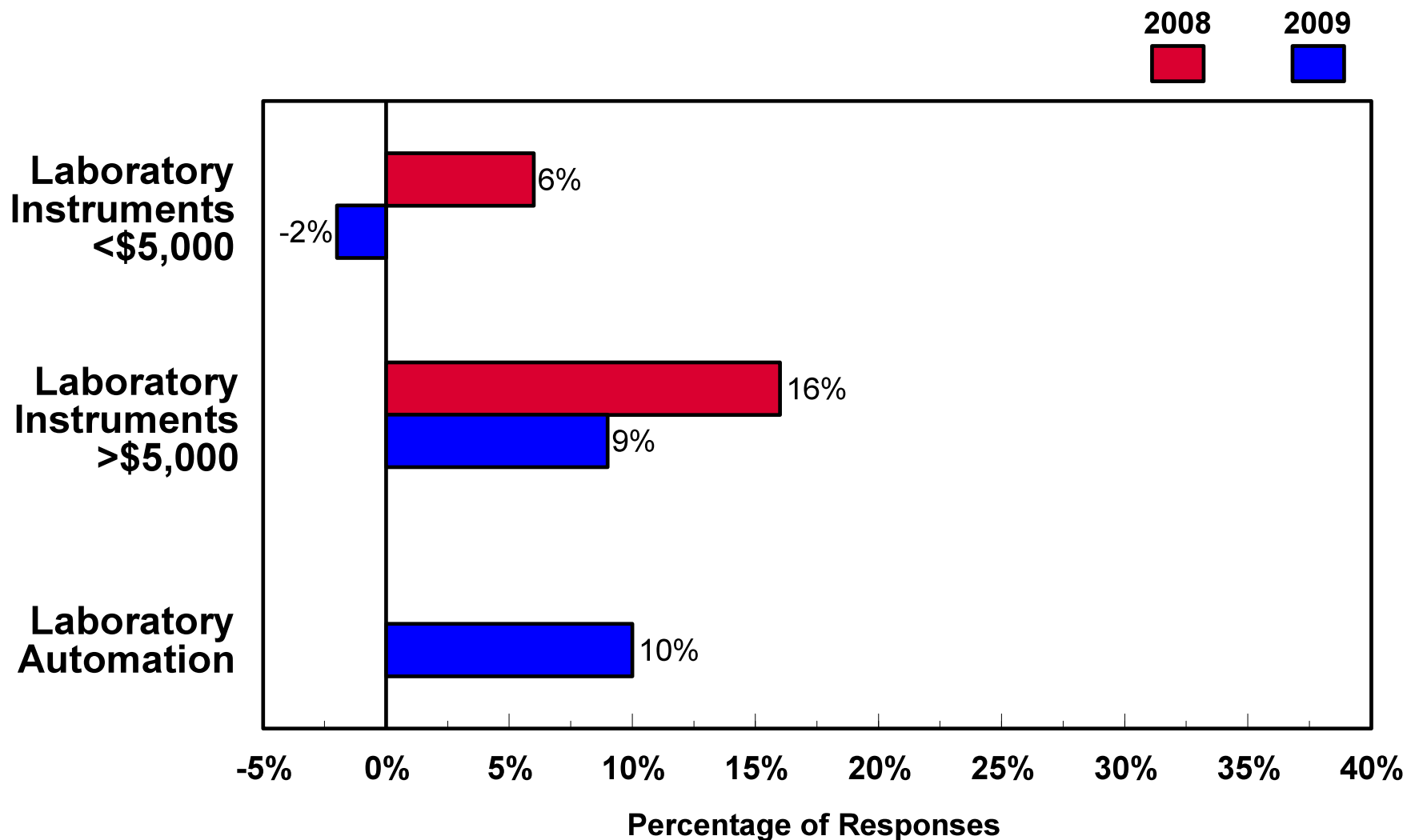
Purchasing Indicator

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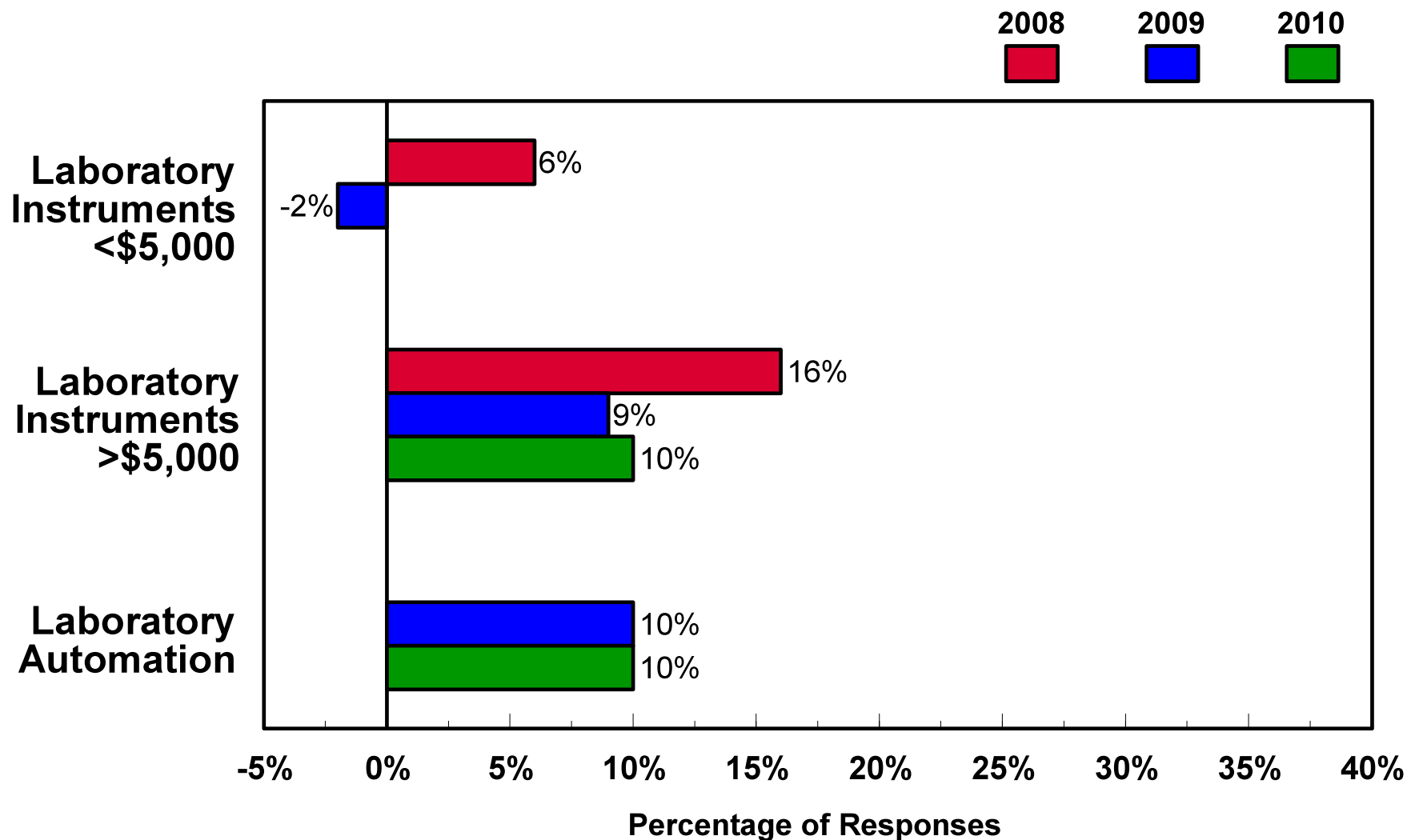
Purchasing Indicator

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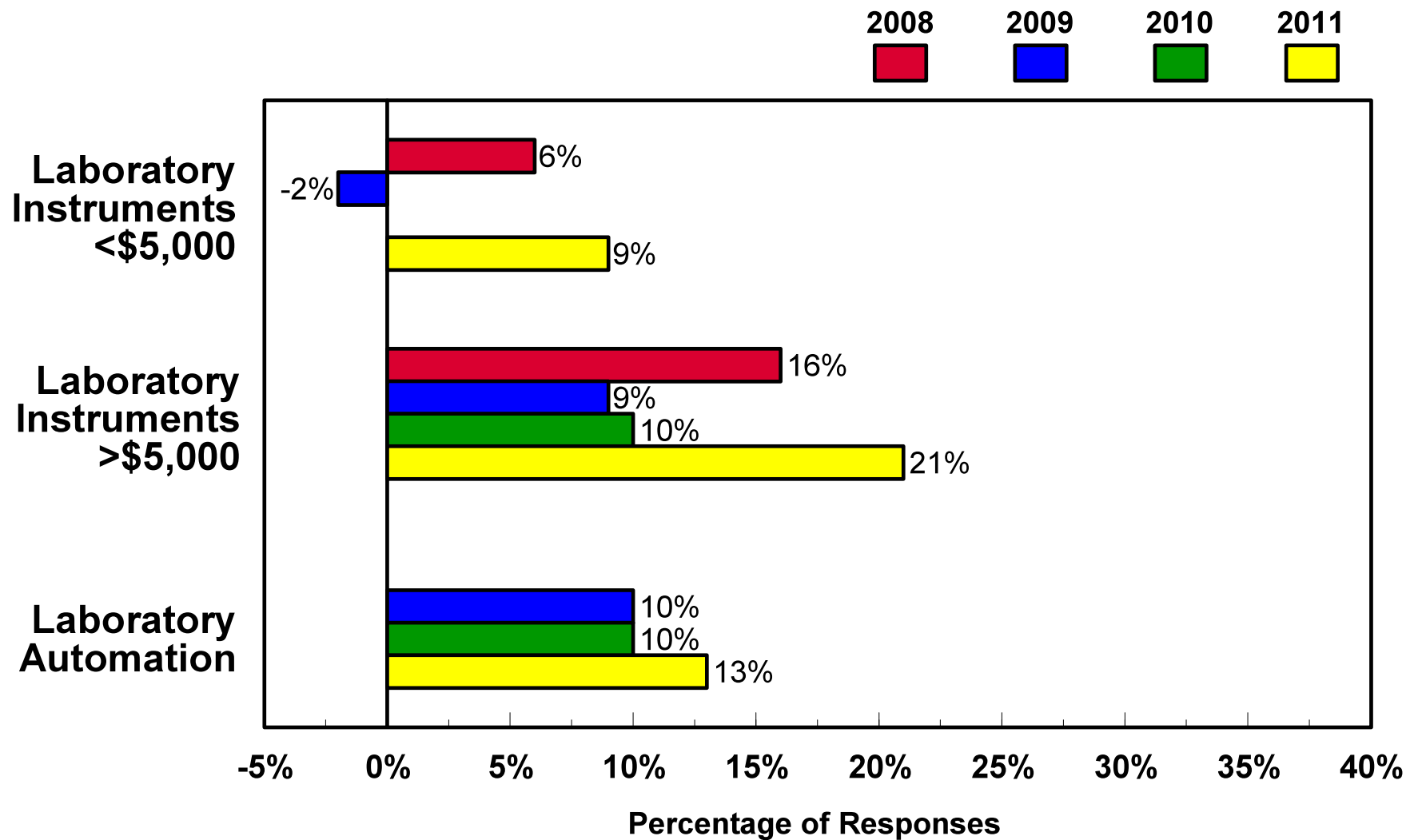
Purchasing Indicator

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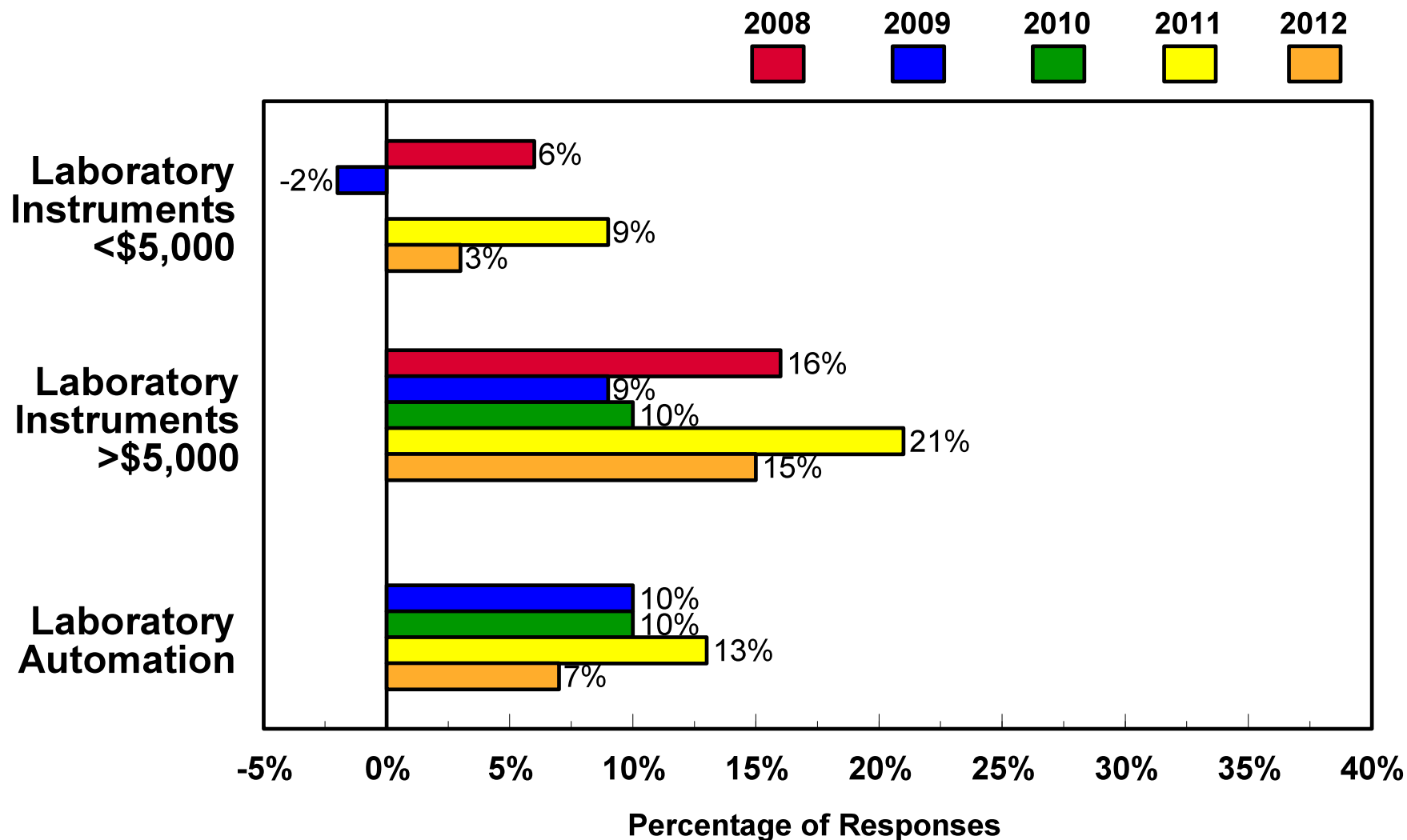
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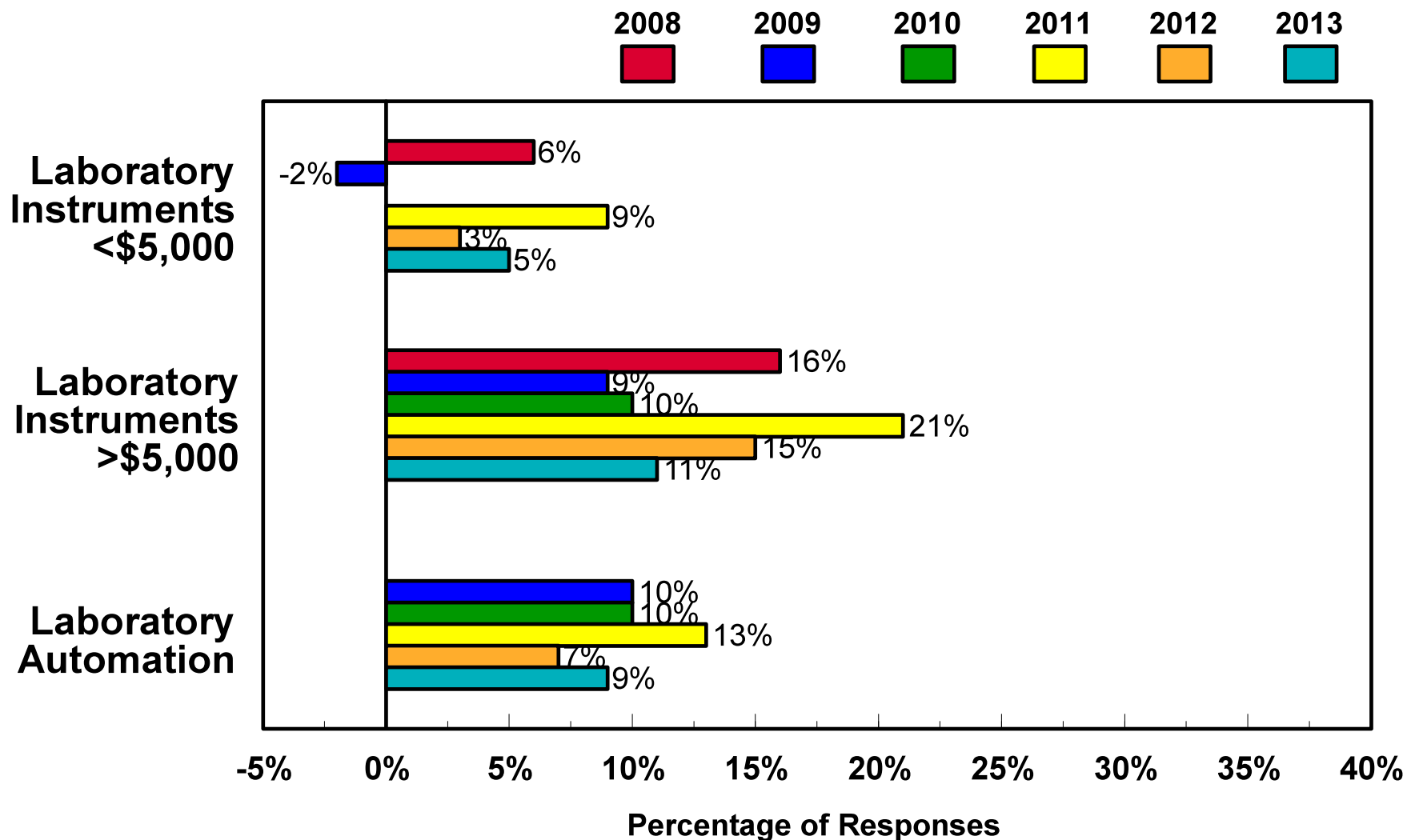
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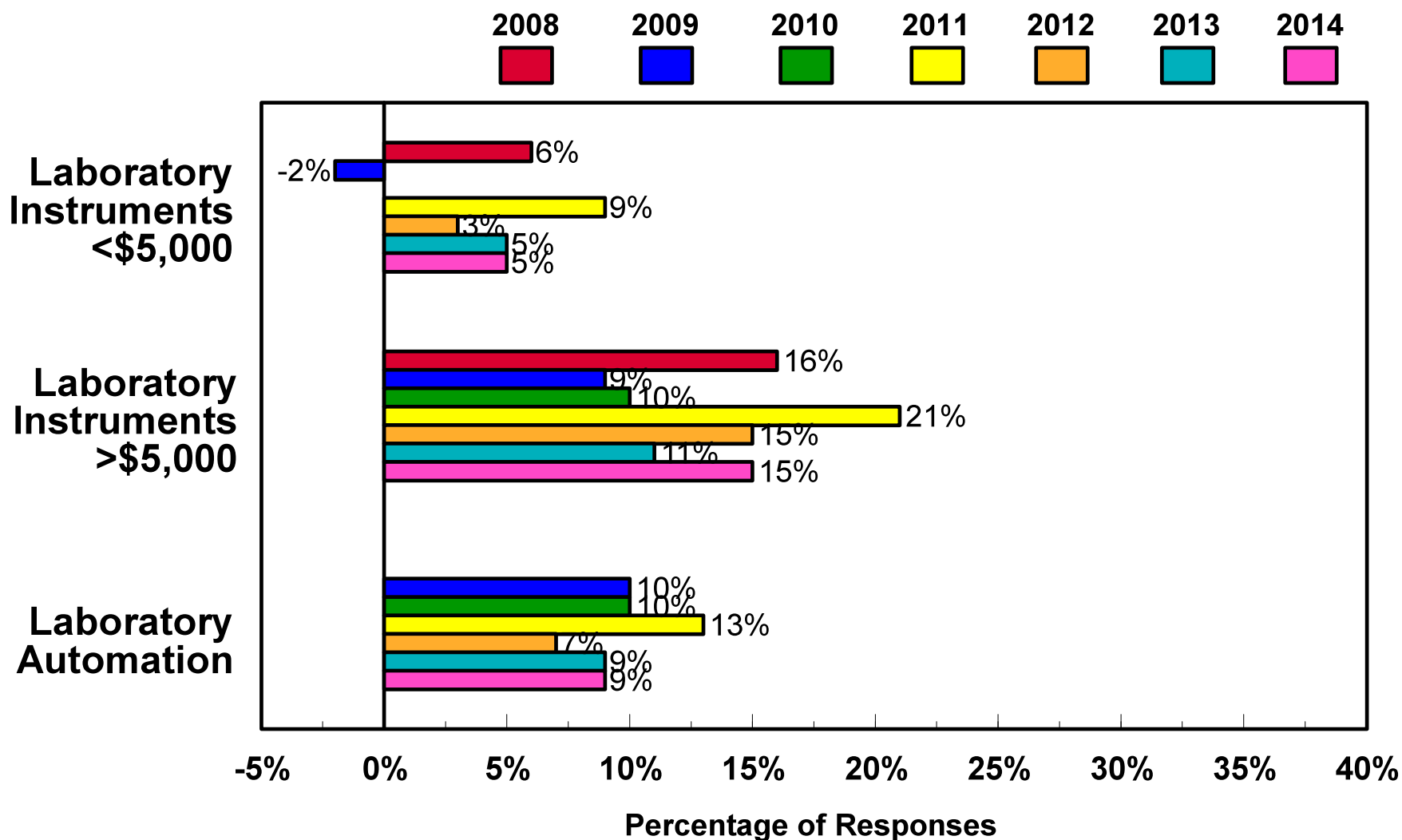
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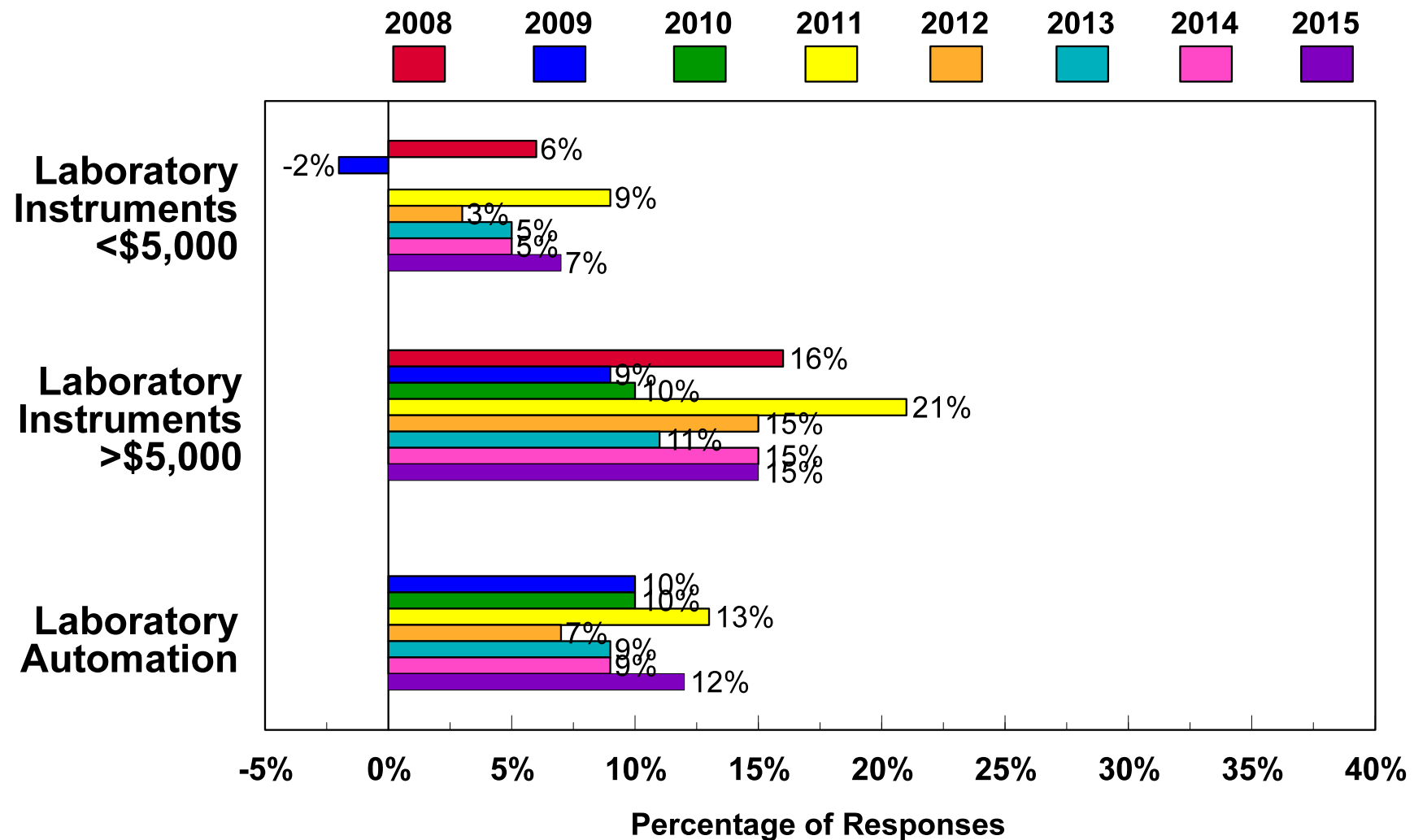
Purchasing Indicator

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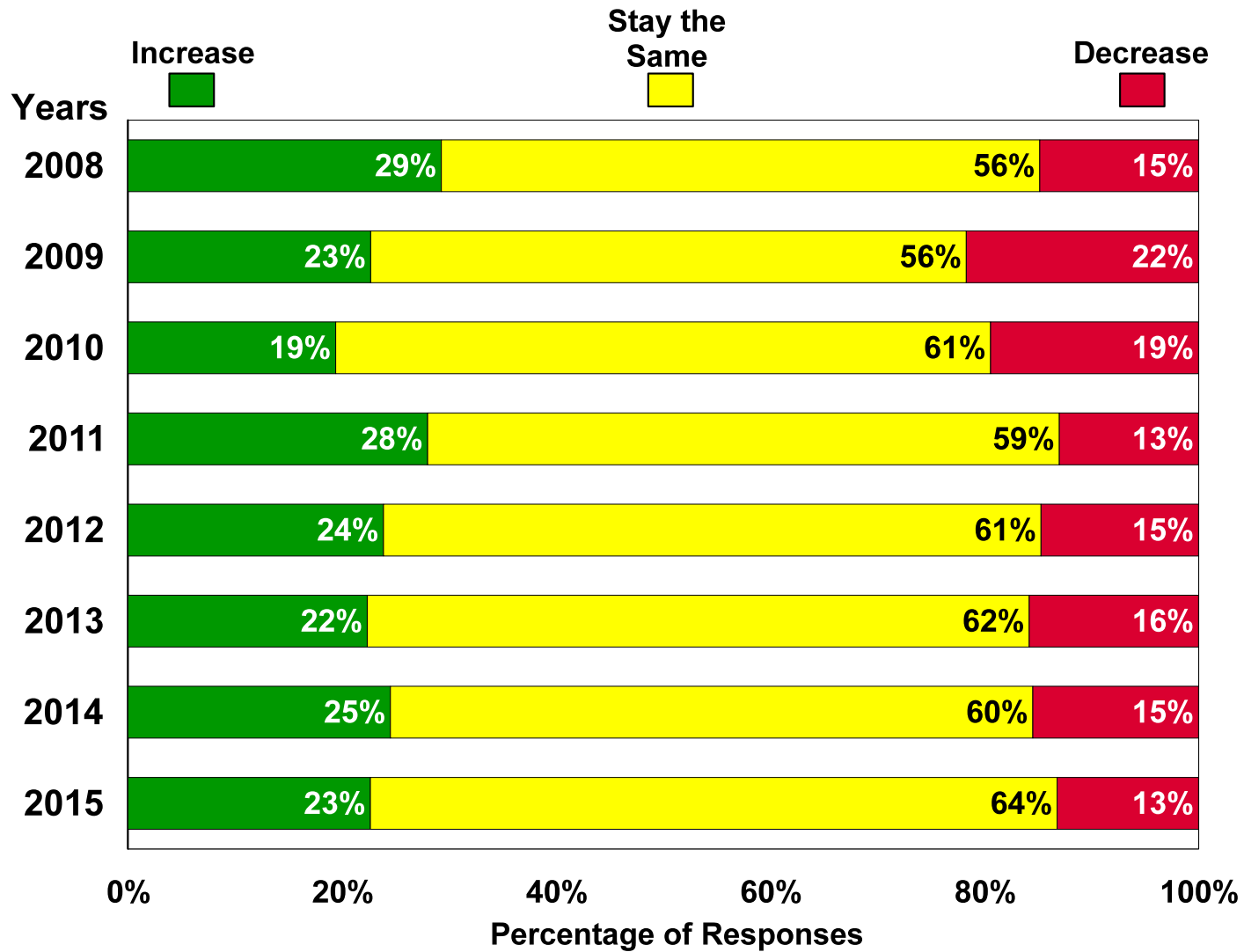


Purchasing Indicator

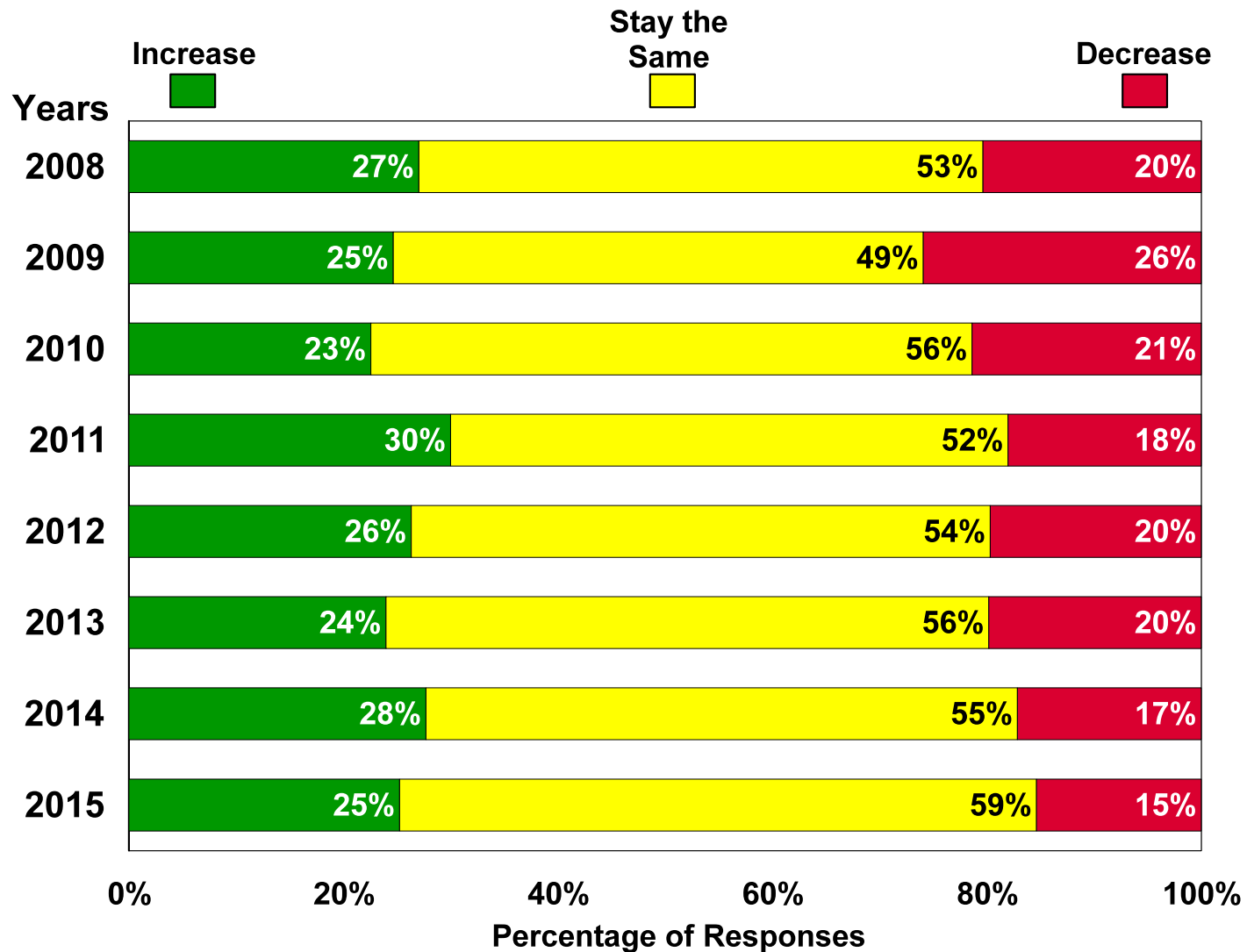
(Respondents: % of Increase minus % of Decrease)



Operating Budget for Non-Capital Equipment

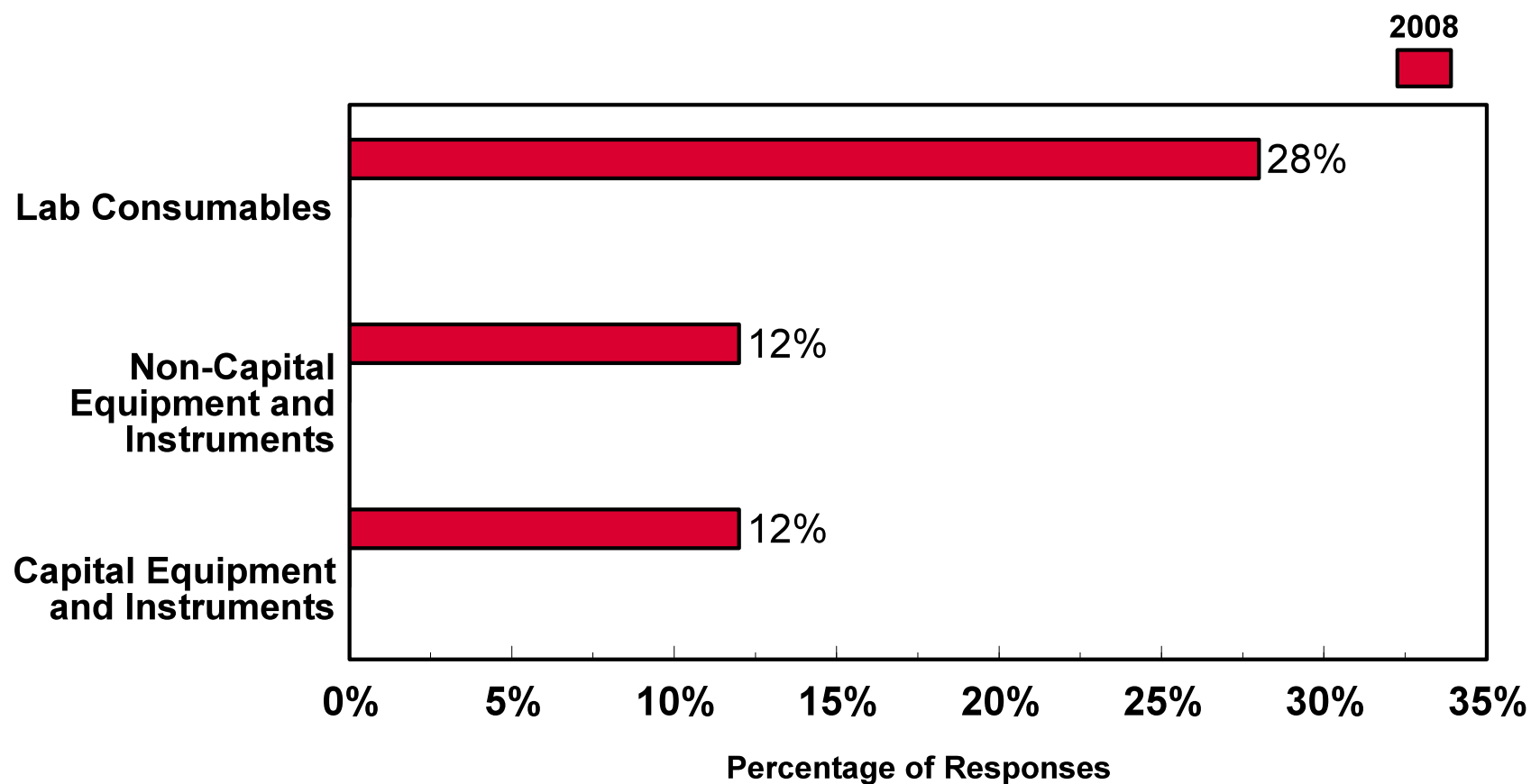


Operating Budget for Capital Equipment



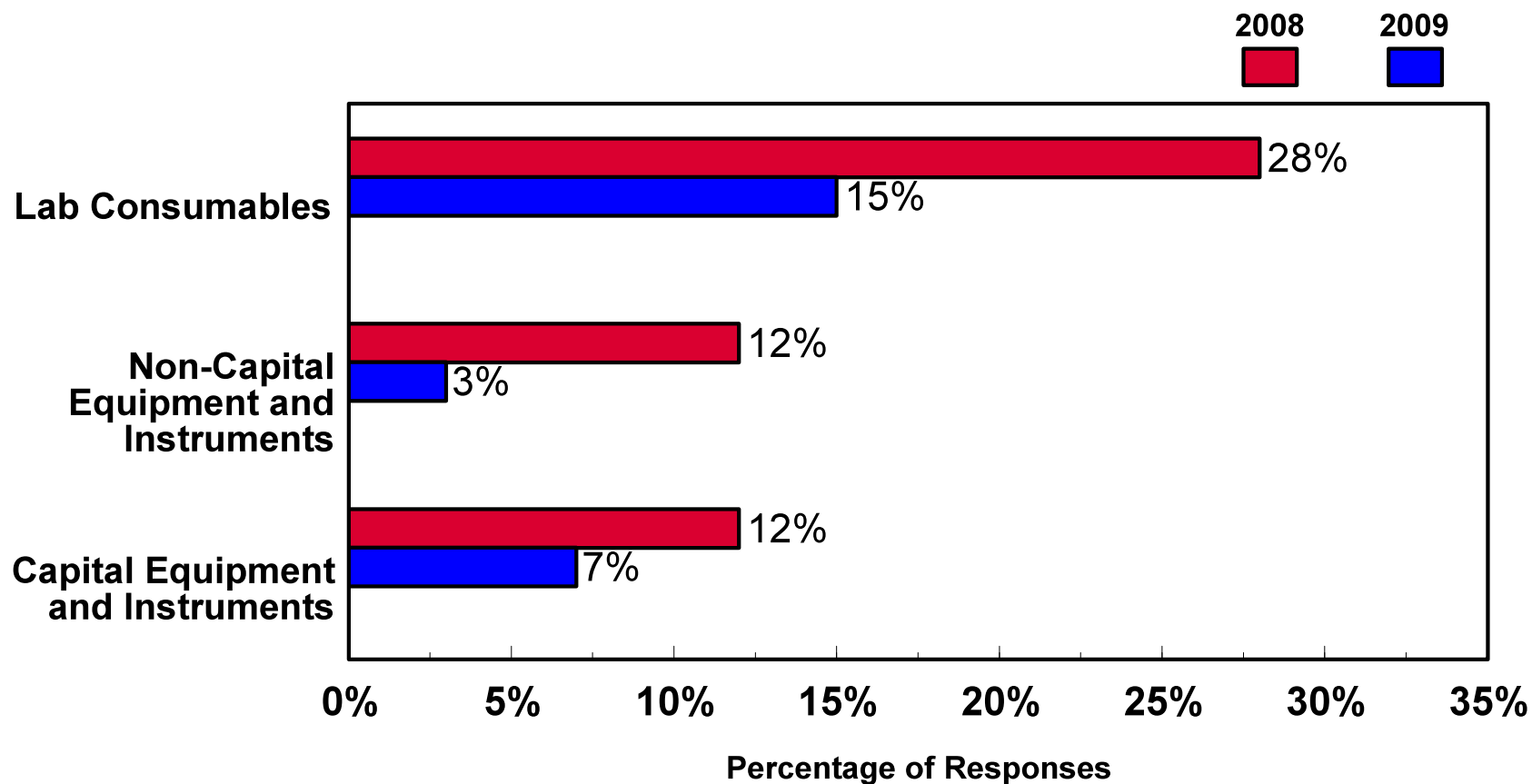
Purchasing Indicator

(Respondents: % of Increase minus % of Decrease)



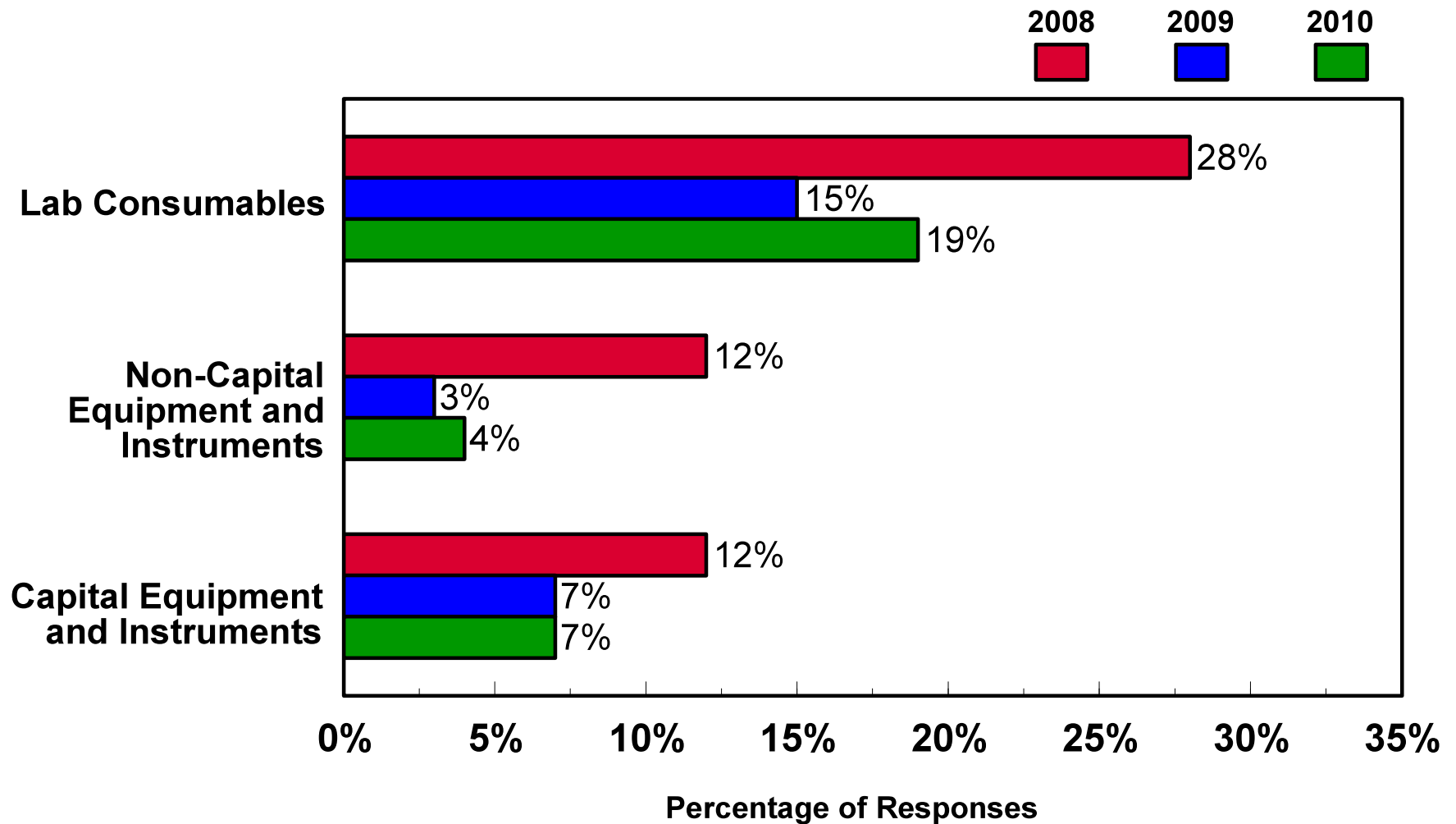
Purchasing Indicator

(Respondents: % of Increase minus % of Decrease)



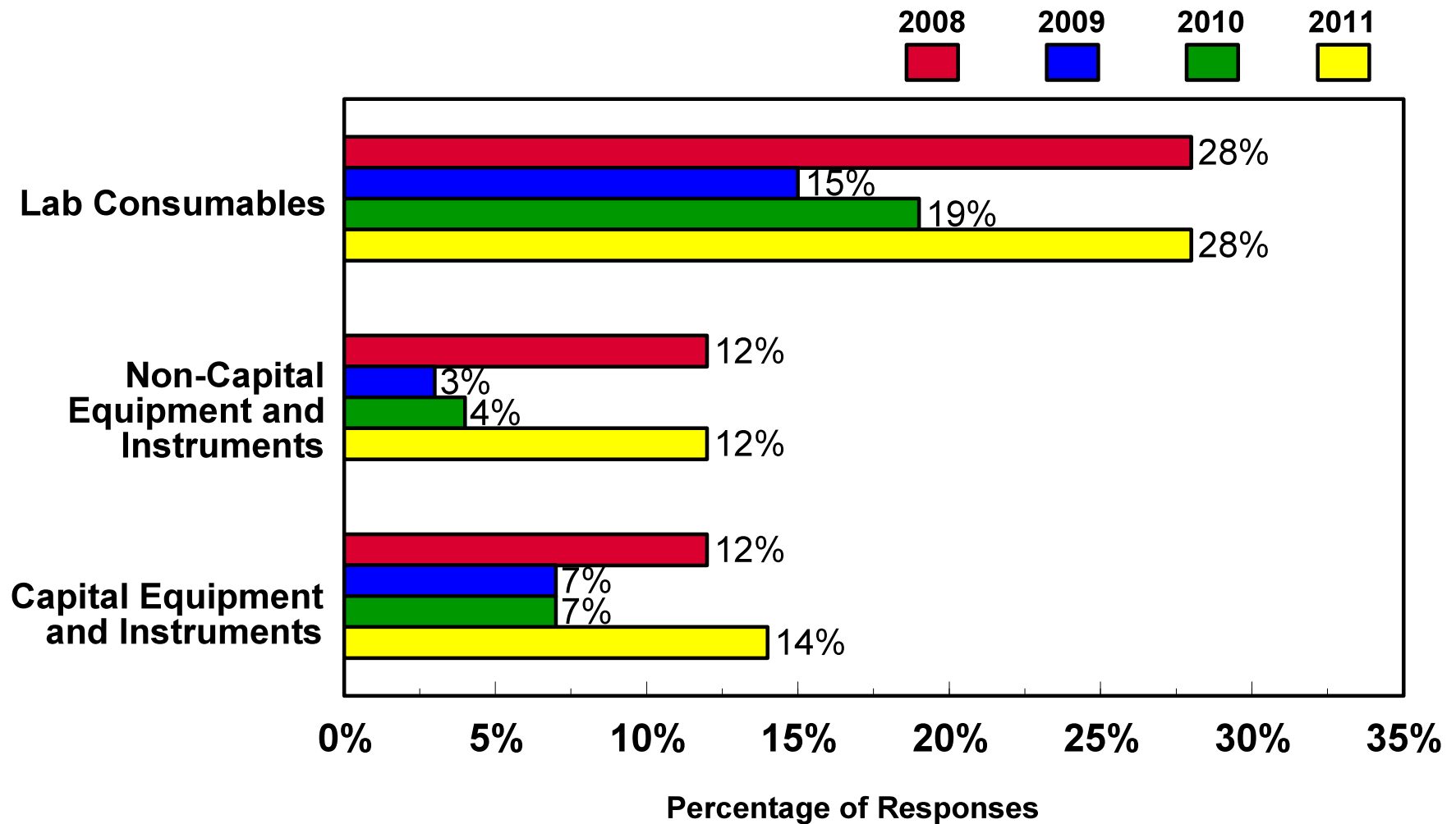
Purchasing Indicator

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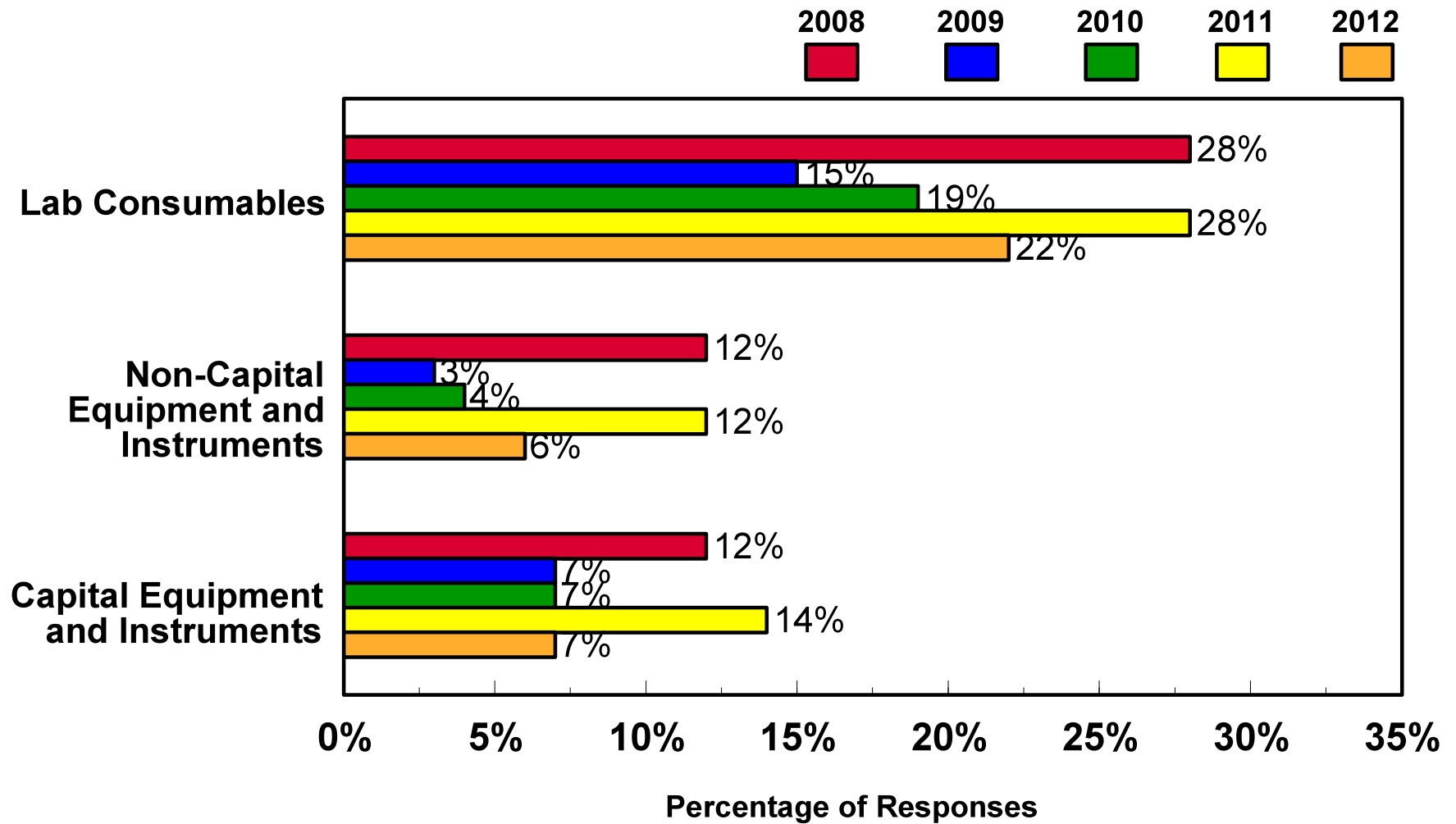
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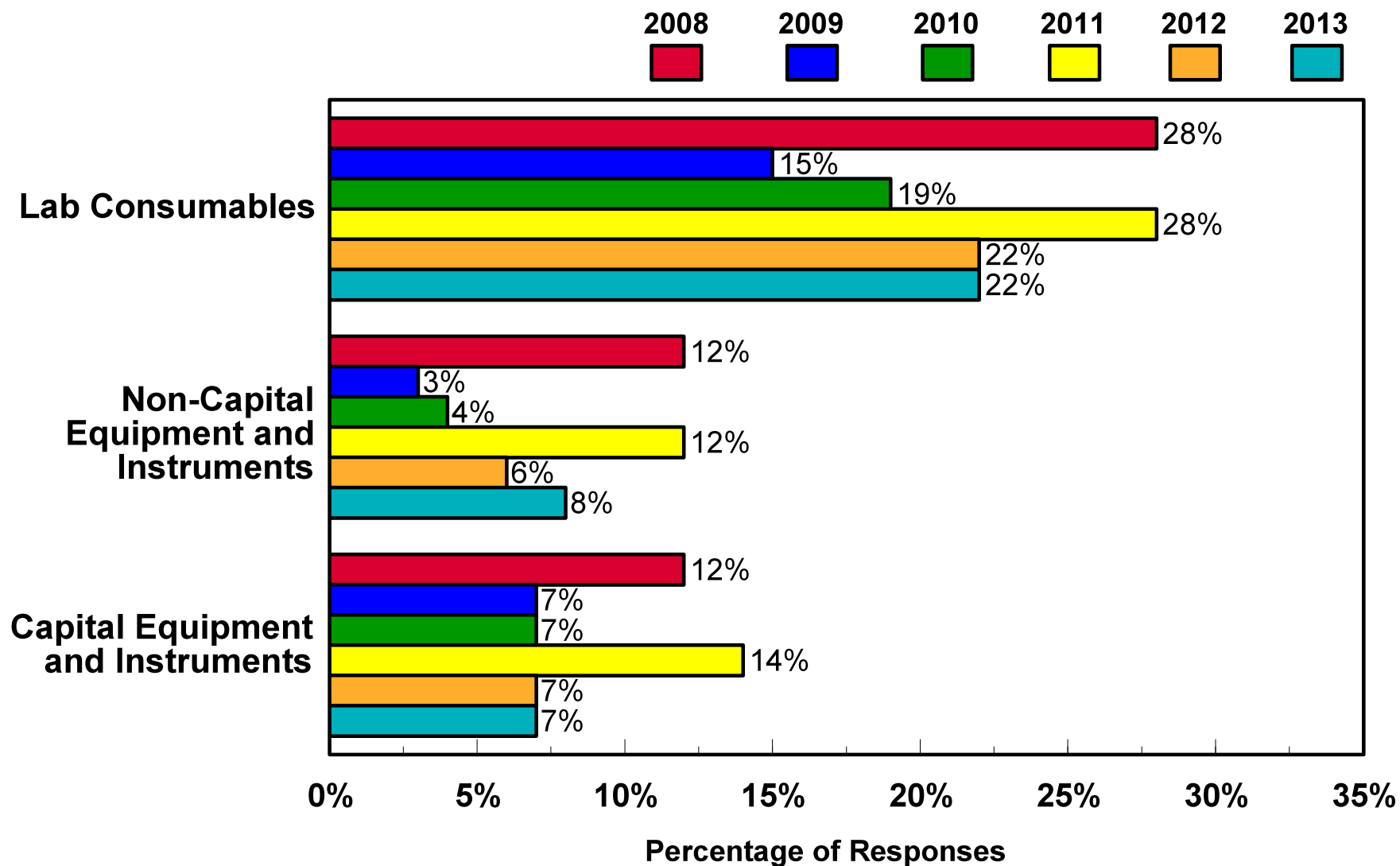
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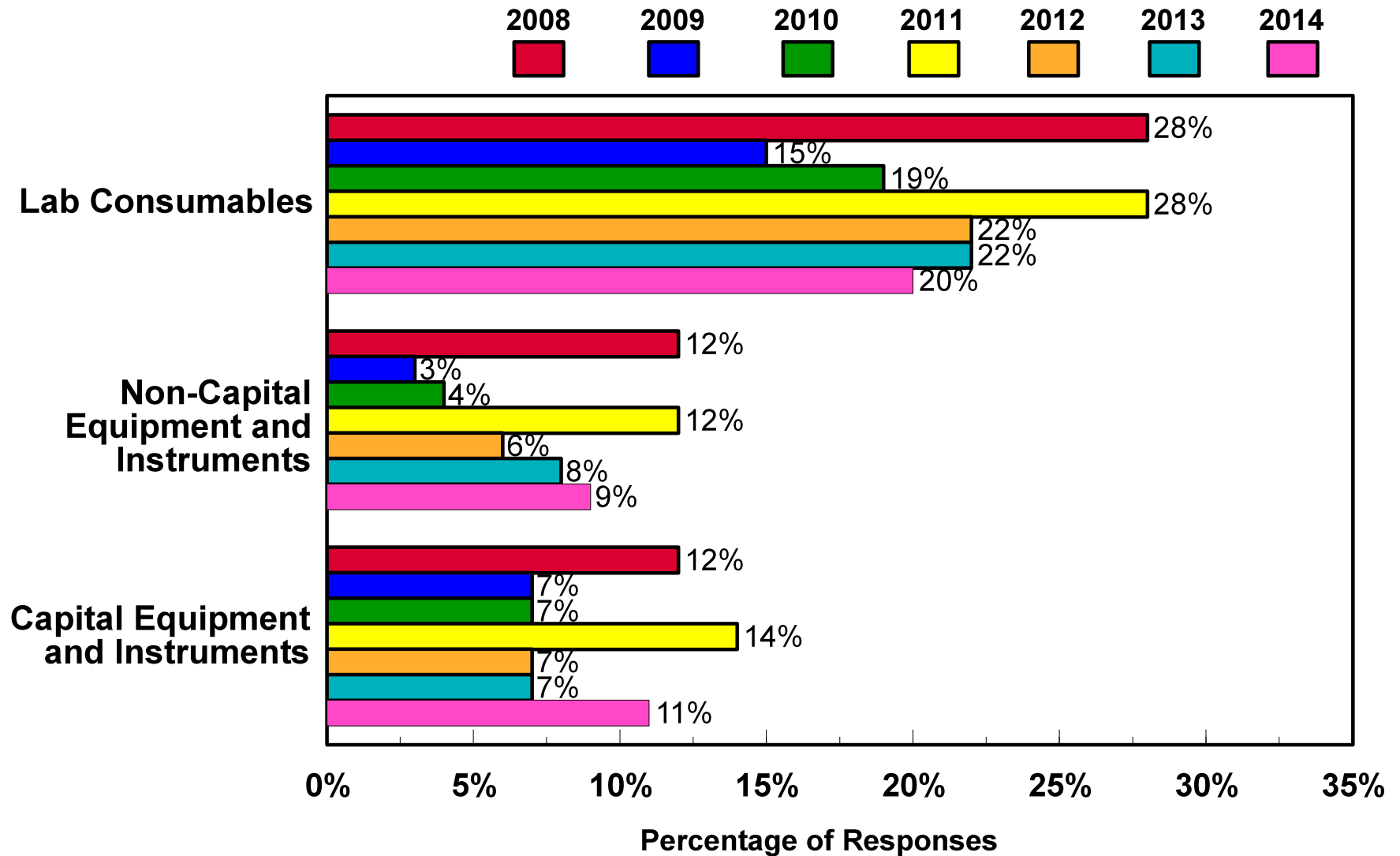
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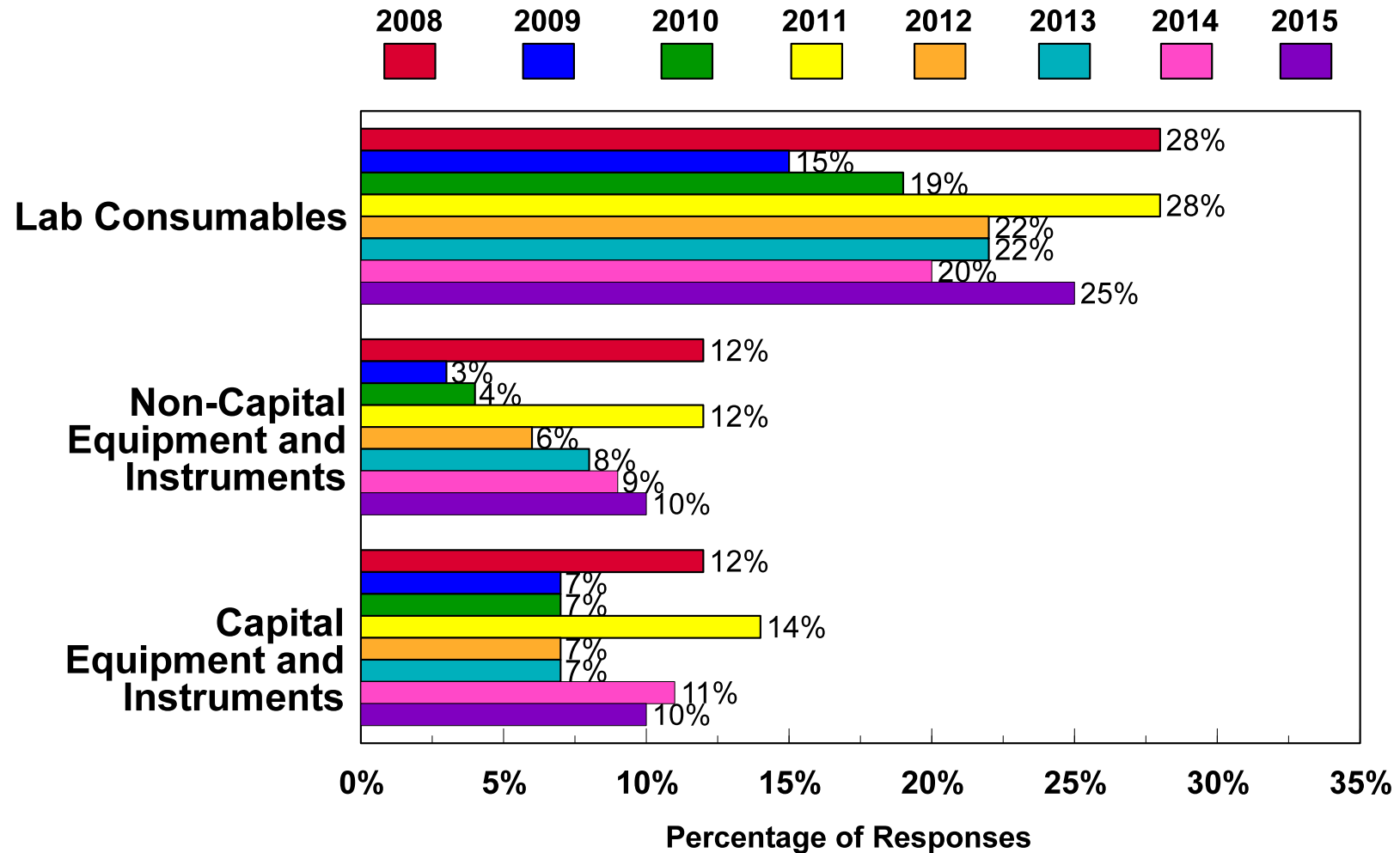
Purchasing Indicator

(Respondents: % of Increase minus % of Decrease)



Purchasing Indicator

(Respondents: % of Increase minus % of Decrease)





Laboratory Products Association

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