



Laboratory Products Association

January 20, 2015
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LPA Members to Visit Capitol Hill

Fairfax, VA – Members of the Laboratory Products Association (LPA) will descend upon Capitol Hill on Thursday, February 5. They will be meeting with their congressional representatives to articulate their concerns regarding a proposed rule by the Environmental Protection Agency (Docket No. EPA-HQ-OAR-2014-0198) to phase out a range of coolants and foam blowing agents used in laboratory refrigerators, freezers, centrifuges, and other lab products.

“There is no doubt that face-to-face meetings can be very influential when you need to get your views across to the right people and this is a great opportunity for LPA members to do so,” commented LPA President, Clark Mulligan. “It is extremely important that the voices of our members and the lab products industry be heard on this crucial issue,” Mulligan added. The proposed rule stands to have an adverse impact on companies that manufacture laboratory refrigerators and freezers.

While the LPA and its members support the goal of this rule – namely shifting to coolants and blowing agents with lower global warming potential – the lab products industry needs additional time to implement the proposed adjustments to accommodate alternative coolants in their products. The proposed EPA deadline is January 1, 2016. The LPA is urging the EPA to push the deadline back to January 1, 2022, which is a more realistic timeframe and will minimize the adverse impact on the lab products industry as well as end-users of these products, including researchers in the lab.

LPA members will also be meeting with EPA officials while in Washington as well.

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February 9, 2015

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LPA Announces Product Manager's and International Breakfasts Programs During 2015 Pittcon

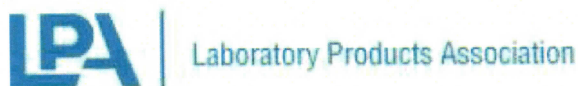
Fairfax, VA – The Laboratory Products Association has announced the education programs for the Product Managers Breakfast and International Breakfast to be held during the Pittcon Conference in New Orleans, Louisiana.

The *Product Manager's Breakfast* will be held on Tuesday, March 10 at 7:30 am in the convention center and will feature Michelle Cullison presenting on *Social Media Management: From Editorial Calendar to Hootsuite Set Up*. Cullison, owner of Daystar New Media in Metairie, Louisiana, will demonstrate how to set up a system to deliver social media content that is strategically written to meet business objectives every day of the year. Attendees will learn how to create an editorial calendar, set up Hootsuite (a social media management tool), schedule posts for the week and interact with audiences in a multi-channel environment to build strong business relationships and promote sales. She will end the program with a little Lagniappe, the New Orleans word for “a little extra” explaining how to create and run a social media campaign to promote a product or service. Cullison, a social media expert, has helped hundreds of businesses utilize the Web to its fullest business potential.

The *International Breakfast* will be held on Wednesday, March 11 at 7:30 am at the convention center as well. Dr. Ravi Ramamurti will speak on *Leveraging China and India for Global Competitiveness*. He will discuss the opportunities, risks, and specific strategies that will enable companies to successfully leverage these important markets. Ramamurti is the D'Amore-McKim Distinguished Professor of International Business & Strategy and Director of the Center for Emerging Markets at Northeastern University in Boston. He is an expert on innovation and strategy in emerging markets and was elected a Fellow of the Academy of International Business (AIB) for his outstanding contributions to the field of international business. He obtained his MBA from the Indian Institute of Management-Ahmedabad, where he graduated at the top of his class, and his doctorate in business administration (DBA) from Harvard University Business School. He has been a consultant to the United Nations, USAID, and Fulbright, and served as the principal consultant to the World Bank on privatization. He has also consulted with numerous world governments on international business issues.

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LPA Spring Meeting to be held May 5-6 in Philadelphia, PA

Contact: Angela Errera; 703-836-1360, ext. 302; aerrera@lpanet.org

March 31, 2015 (Fairfax, VA) – The Laboratory Products Association (LPA) will hold its annual **Spring Meeting** this May 5-6 at the Radisson Blu Warwick Hotel in Philadelphia, Pennsylvania.

The program will feature former astronaut **Robert Curbeam**, who will open with his presentation on *Risk Management in Flying and Business - Developing and Delivering Sustainable, Premium Customer Experiences*. After a short break, **Alan Morris** ofACHEMA, will discuss the benefits of attendingACHEMA this year, and a **Seeding Labs** representative will be present to discuss ways to donate older or unwanted equipment to those in need or otherwise get involved with this charity.

After a networking lunch, **K.C. Warawa**, of K.C. & Associates, will present the 2015 Laboratory Purchasing Trends Report and new Website Survey Presentation. **Jerry Rackley**, Chief Analyst for Demand Metric with over three decades of international marketing, media relations and corporate communications expertise, will present *Marketing by the Numbers*. **Christi Bird** of Frost & Sullivan will present the Mid-Year Market Report. The day concludes with a networking reception and dinner, as well as an optional outing to Lucky Strike Lanes, an upscale bowling alley in the heart of Philadelphia.

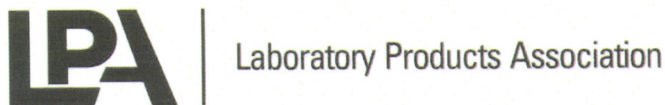
On Wednesday morning, **Bob Wendover** brings *COMMON SENSE BY FRIDAY: Establishing a Decision Making Culture in Your Menu-Driven Workplace*, based on his new book, *Figure It Out! Making Smart Decisions in a Dumbed-Down World*, attendees will leave this interactive session with a three-step strategy for enhancing the everyday decision-making skills of everyone on your team.

Closing this year's Spring Meeting is **Robyn Benincasa**, an inspirational world champion adventure racer, firefighter, Founder of the Project Athena Foundation, and CNN Hero for 2014. Benincasa will dive into what the world's most successful teams have in common --- the ability to upgrade their "teamwork" to Human Synergy! If your goal is to increase performance by inspiring your team to adapt, overcome, and win as ONE, *TEAMWORK - Win as One: The 8 Essential Elements of Human Synergy* is for you.

This meeting promises to be well-rounded and valuable to all who attend. The Radisson Blu Warwick Hotel is located in historic Rittenhouse Square. Reserve your room by calling today, 215-735-6000 or toll-free at 800-333-3333 and mention the LPA Spring Meeting. Room rates are \$215 and in effect until April 10. For more details on the program, schedule, and to register, go to www.lpanet.org/spring.

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2015 Annual Meeting to be held November 7-10 in Palm Beach Florida at The Four Seasons Resort
Mastering the Shifting Sands

Contact: Angela Errera, 703-836-1360, ext. 302 or aerrera@lpanet.org

September 2, 2015
(Fairfax, VA)

The Laboratory Products Association (LPA) will hold its 2015 Annual Meeting on November 7-10 at the The Four Seasons Resort in Palm Beach, Florida. Attendees can look forward to a wide array of expert speakers, exclusive networking opportunities with senior level executives, and data on market trends and topics geared towards professional development for LPA Members.

This year's theme is ***Mastering the Shifting Sands***, with keynote speakers on the future of work, medicine, politics, trends and technology, as well as inspiring stories of change.

Opening keynoter, **Seth Mattison** is an internationally renowned expert on workforce trends and generational dynamics. As Founder and Chief Movement Officer of FutureSight Labs, he advises many of the world's leading brands and organizations on the key shifts happening around talent management, change and innovation, leadership, and the future of work.

Andrew Friedman will address political topics including tax reform; the Affordable Care Act; entitlement reform; foreign trade accommodations that could adversely affect domestic businesses; and, of course, the upcoming election, where candidates have differing ideas on how to treat small businesses.

J.B. Bernstein traveled across the world to India with the dream of finding major league baseball's first professional Indian born player. JB conducted The Million Dollar Arm reality television contest, where the winner had a chance to win one million dollars and pitch for a professional American baseball team. Filled with a number of obstacles and challenges along the way, the contest ultimately found two winners. A great storyteller, JB shares the Million Dollar Arm story while providing ideas on how we as individuals, businesses and institutions can all pursue the American Dream.

Other speakers include **Christi Bird**, a senior industry analyst with the Frost & Sullivan Life Sciences Team, will present the 2015 Annual Analysis & Forecast of the Lab Products Market Report. Her focus on Life Science Research Tools markets, developing forecasts, analyzing emerging trends & technologies, and tracking competitive dynamics will leave members better informed on what the future holds.

Robert L. Smith is a Senior Legislative Advisor and Co-Chair of Venable LLP's Legislative Group, a full-service national law firm and one of the nation's top 100 law firms. Rob will discuss the new relationship between the LPA and Venable and provide a legislative and regulatory update on key issues.

Dr. Bertalan Meskó is the managing director and founder of Webicina.com, the first service that curates the medical and health-related social media resources for patients and medical professionals. Meskó envisions the next steps and trends in order to make sure a mutually positive relation between the human touch and innovative technologies will rule the future of healthcare.

For more details, go to www.lpanet.org/annual



Laboratory Products Association

November 14, 2015

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Laboratory Products Association Elects Officers and Director

Fairfax, VA – The Laboratory Products Association (LPA) is pleased to announce its officers and directors who were elected on November 9 at the association's 2015 Annual Meeting in Palm Beach, Florida.

John Tobin, Global Director of Sales and Distribution for Corning Life Sciences was elected to serve a two-year term as the association's Chair. He succeeds Christine Stannard, Vice President of Sales for Panasonic Healthcare Company of North America.

Stephen Brinkmann, President & CEO, BrandTech Scientific was elected to serve a two-year term as Vice Chair.

The following individuals were elected to serve as Directors on the LPA Board of Directors for the 2015-2018 board term:

- Pat Anderson, President, Labconco Corp.
- Jim Dawson, President, Heidolph North America
- Dale Gordon, GM, Account Management, USCAN/EUROPE, GE Healthcare Life Sciences
- Charles Simmons, Vice President of Category Management & Ecommerce, Thomas Scientific
- Lisa Witte, President, Research and Safety Market Division, Thermo Fisher Scientific

Others currently serving on the LPA Board of Directors are:

- Jason Apter, Vice President and Managing Director, Asia Pacific, SigmaAldrich, Inc.
- Bambi Cahilly, President & CEO, Excel Scientific
- Steve Goodman, Senior Vice President, Category Management, VWR International
- Dan Hensler Jr., Vice President, Sales & Marketing, So-Low Environmental Equipment Co.
- LeRoy House, President, LabChem, Inc.
- Fran Hutson, EMDMillipore Corporation
- Brad Mahood, Executive Vice President, SP Industries
- John Woods, Director of Corporate Accounts, Eppendorf North America
- Kelly Williams, SVP, Channel Management, Control Company

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