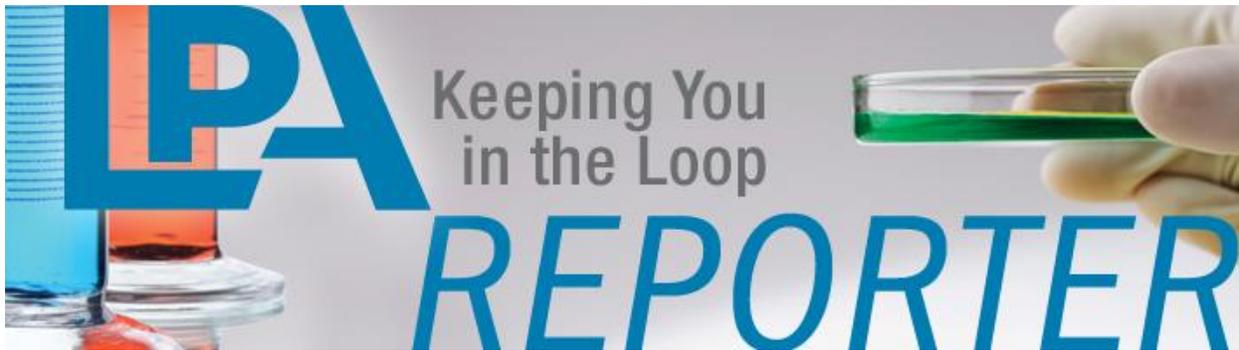


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Laboratory Products Association

April 2017

Dear LPA Member,

Below you will find the April 2017 LPA Reporter.

If you have any questions or comments or if you'd like to see your company's news listed under "Company News" in the next LPA Reporter, please contact us!

Laboratory Products Association

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2017 LPA Spring Meeting

[Register Online](#) or
[Download the PDF](#)

Be sure to register for the LPA Spring Meeting, held May 2-3, and book your room before April 18th at the Pentagon City Ritz-Carlton, just across the Potomac from the Nations' Capital in Arlington, Virginia.

We have an outstanding education program lined up with speakers covering: cyber security; the U.S. and global manufacturing outlook; the 2017 trade landscape; NIH Outlook; challenges/opportunities in the cannabis market; and much more (see the schedule below). In addition, there will be ample opportunities for networking!

Schedule

Tuesday, May 2

7:30-9:00AM	Breakfast/registration
9:00-10:45	Eric O'Neill, <i>Securing Your Company in the Age of Cyber Threats</i>
10:45-11:00	Morning Break
11:00-11:30	Chad Moutray, <i>U.S. and Global Manufacturing Economic Update</i>
11:30-12:00pm	Linda Dempsey, <i>The Trade Landscape in 2017 and Beyond</i>
12:00-1:30	Networking Lunch
1:30-2:15	Dr. Lawrence Tabak, NIH Outlook
2:15-2:30	Afternoon Break
2:30-3:15	Michael Correia, <i>Opportunities & Challenges in the Cannabis Market</i>
3:15-4:00	Rob Smith, Government Affairs Update
4:00-4:15	Peter Schütte, SPECTARIS presentation
5:30-7:30	Reception & Dinner



Join LPA Members for the
2017 LPA Spring Meeting
& stay for the
2017 LPA Capitol Hill Day



7:30-10:00pm Optional Trolley D.C. Monuments Tour

Wednesday, May 3

7:30-8:30AM Breakfast

8:30-10:00 Mike Marks, *Channel Design in the Post-Internet World*

10:00-10:15 Break

10:15-11:30 Alden Mills, *Be Unstoppable: From SEAL Team to Start-ups - The Secret to Success*

11:30 Meeting concludes

The first day concludes with a networking reception and dinner, followed by an optional outing - D.C. Monuments Twilight Tour- where two trolleys will pick members up at the Ritz-Carlton and take them to the Jefferson Memorial, the World War II Memorial, Iwo Jima Memorial, and the Lincoln Memorial. The tour is approximately 2.5 hours and is a live, fully-narrated tour by a licensed tour guide.



[Click here to register for the LPA Spring Meeting today!](#)

About the Ritz-Carlton

[Reserve your room online](#)

Ritz-Carlton Pentagon City
1250 S Hayes St, Arlington, VA
22202

Phone: (703) 415-5000

When making online reservations, please input the group code:

LASLASA

LPA Group Rate: \$259
single/double deluxe room.

Hotel deadline is April 18, 2017



2017 LPA Capitol Hill Day



Immediately following the LPA Spring Meeting, the LPA will hold the **2017**

LPA Capitol Hill Day on May 4th, giving members an opportunity to visit their lawmakers offices. Rooms are available at the special LPA rate \$259 at the DoubleTree Crystal City for May 3rd. Please **book online** before April 15th or mention "LPA" when booking over the phone. An informal dinner will be planned for May 3rd, as well as a breakfast on May 4th to discuss the schedule. Please let **Clark** know if you plan to attend the 2017 LPA Capitol Hill Day, or let us know when registering for the Spring Meeting. You do not have to attend the Spring Meeting in order to attend Hill Day.

Schedule of Events

Wednesday, May 3

Optional Group Dinner (TBD)

Thursday, May 4

8:30am: Group breakfast and briefing at Venable LLP. Transportation on your own via taxi or Metro (Gallery Place stop).

9:15am: Depart for meetings to House and Senate office buildings. Transportation on your own via taxi (5 minutes).

Lunch: On your own with your chaperone while on Capitol Hill.

4:00pm: Meetings conclude.

Other Info

Flights: While the meeting schedules will not be available until a few days prior, plan on your meetings lasting until approximately 4pm. Reagan National Airport is 4.7 miles from the Capitol, 15-25 minutes via taxi depending on traffic.

Luggage: You can leave your luggage and other items at Venable's offices.

Company News



Adam Equipment is pleased to announce the arrival of Tim McGinness as national account manager. McGinness has worked in the chemicals and environmental services industries, with experience managing national accounts, in addition to supervising business development teams. Previously, he served as national account director for Bio-Circle, overseeing the Eastern U.S. account management force and key distributors. He was regional district manager for Safety-Kleen Systems, and regional sales manager for Aramark. As national account manager, McGinness will oversee the regional account management team, as well as various Adam Equipment distributors. He also will represent Adam Equipment at various LPA events. A sports enthusiast, McGinness is involved in local baseball and volleyball organizations in Connecticut.



DURAN GROUP is pleased to announce that following the acquisition of WHEATON Industries and subsequent merger with Kimble Chase, they have now successfully achieved the integration of these three industry-leading brands into a single, unified international brand, **DURAN WHEATON KIMBLE**. The creation of this strong new brand brings together, under one global umbrella, the rich traditions, renowned quality, and complementary product portfolios of these three successful companies. This allows the group to provide customers with a unique and complete range of premium, purpose-built glass products as well as plastic products and fused material-based containers.

The increased manufacturing capacity of DURAN WHEATON KIMBLE makes it possible to optimize global product availability and offer faster and easier access to the products customers need. Customers will benefit from access to the broad range of product offerings, generations of experience and expertise, and unsurpassed service and support that is now available all in one place.

"We are introducing DURAN WHEATON KIMBLE to the research, diagnostics, and specialty pharmaceuticals industries with great pride and excitement, as we feel strongly that it fills a critical need in the marketplace," says David Koi, the new President of WHEATON Industries. "The three corporate brands under the new global branding umbrella of DURAN WHEATON KIMBLE brings with them more than 130 years of successfully serving the life sciences market with excellence."



DURAN WHEATON KIMBLE proudly introduces three new members of its executive team.

David Koi is the new President of WHEATON Industries. Mr. Koi comes to WHEATON from Thermo Fisher Scientific where he was Senior Vice President, Global Portfolio Management, Fisher Scientific Channel. Prior to that, Mr. Koi held various positions in marketing and finance for several large multi-national companies. Mr. Koi received an MBA from Indiana University and a BBA in accounting from the

University of Michigan.

Doug Harris has joined the company as Vice President of Sales and Marketing for WHEATON. Prior to joining WHEATON, Mr. Harris was CEO of NanoDetection Technology Inc., a company developing computer chip-based technology for the rapid detection of multiple biomarkers. He had previously worked in sales and marketing for Meridian Bioscience, Greiner Bio-One North America, and BD. Mr. Harris has a Bachelor of Science degree from the University of Tennessee.

Stephan W. Labonté has begun serving as a member of the Advisory Board of DURAN Group. Previously Mr. Labonté served as Senior Vice President of Category Management and Supplier Relationships at VWR International. He has a Master's degree in biology from Johann Wolfgang Goethe University in Frankfurt, Germany.



SP Industries, Inc. (SP) has announced the appointment of Ian Whitehall as Chief Marketing Officer managing and directing all global marketing for the company's three divisions - SP Scientific, SP Scienceware and SP Ableware.

Whitehall, who joined SP in 2005 through the company's acquisition of Genevac, Ltd. from Thermo Fisher Scientific has served as Chief Sales Officer since 2016. In making the announcement, SP CEO Bill Downs stated, "Ian has done an outstanding job in shaping and managing our sales and service organization to strategically support our diverse product portfolio and routes to market.

SP Industries, Inc. (SP) also announced that Robert (Rob) Darrington has joined SP Industries as Vice President of Marketing for the SP Scientific division. Ian Whitehall, Chief Marketing Officer of SP stated, "In this leadership role, Rob will be heading our product management and technical marketing teams, assuring that SP Scientific product strategies are aligned with the evolution of current and emerging markets, as well as driving continued enhancement and new product development focused on design, reliability, and ease of use."

Welcome to our Newest Members!



ARCTIKO A/S is a Danish company, which is considered one of the leading manufacturers of freezers and refrigerators for the biomedical & life science sector including laboratories, blood banks and hospitals that need safe long-term storage of samples. We export to more than 100 countries and the export represents 99% of our revenue.

ARCTIKO A/S is headquartered in Esbjerg, Denmark. Our aim is to create reliable and user-friendly freezers and refrigerators helping the biomedical & life science sector and ultimately supporting the global health, which is our vision. Our flagship brand is the range of Ultra Low Temperature Freezers (ULUF range) with single compressor technology. "The art of simplicity" is Arctiko's slogan, which

means, that we focus on what is really important to the end user. In doing so, we create simple, user-friendly freezers and refrigerators that are reliable and of high quality. Visit www.arctiko.com for more information. Primary contact is Casper Vinding Morsing, Export Manager.



Drummond Scientific is a manufacturer of a wide range of microdispensers, microinjectors, micropipettes, pipette controllers, and innovative liquid handling tools for the laboratory. Many of our product innovations set new standards for precision, safety, and ease of use. In 1972, we introduced the first Pipet-Aid pipette controller which changed pipetting in the laboratory forever. Visit www.drummondsci.com for more information. Primary contact is Chuck Locke, Vice President of Sales & Marketing.



Gilson, Inc. is a family-owned global manufacturer of liquid handling, purification and extraction solutions for the life sciences industry. We help researchers advance the pace of discovery by creating easy-to-use lab instruments that improve reproducibility and traceability. Since 1957, we've been developing innovative products such as PIPETMAN®. By partnering closely with the scientific community, we're continuously advancing our product offerings and have added automated pipetting systems and software to our portfolio. Backed by worldwide R&D, service, and support, Gilson strives to enable verifiable science and make lab life easier for our customers. Visit www.gilson.com for more information. Primary contact is Ryan Titmas, Vice President Sales, Americas.



MicroSolv Technologies is a privately held company in the USA that acquires, develops and manufactures technologies such as TYPE-C HPLC columns, RSA autosampler vials, syringe filters, HPLC fittings, Capillary Electrophoresis dynamic coatings and other tools for separation sciences. We serve chemistry, medical and clinical R&D, environmental, forensic and biological laboratories worldwide through our distribution network which includes VWR International in North America, Hichrom LTD, ML Sciences, PM Separations and others throughout the world. Originating as a product line in 1992 by Scientific Resources, Inc. (SRI), MicroSolv was formally organized as a corporation in 1997. Visit <https://mtc-usa.com/> for more information. Primary contact is Bill Ciccone, President.



Government Affairs Updates

The LPA has engaged the services of Venable LLP to provide legislative and regulatory advocacy and value to the LPA and its member companies. If you would like to get involved with the Government Affairs Committee, please email [Angie Errera](mailto:Angie.Errera@venable.com).

[LPA Government Affairs Update 4-3-17](#)

Key Nominations, Fiscal 2017/2018 Budget, House/Senate, and ACA/ACHA Updates

[LPA News Release on NIH Funding](#)

The LPA is urging Congress not to decrease Federal funding for the National Institutes of Health (NIH) as outlined in the Administration's recently released budget proposal.

[LPA Announces 2017 Capitol Hill Day](#)

Be Sure to Make Plans to Attend the 2017 LPA Capitol Hill Day on May 4

Go to www.lpanet.org/hillday for more information. Please let Clark Mulligan (cmulligan@lpanet.org) know if you plan to attend no later than April 21.



2017 LPA Capitol Hill Day

German Market Data Available

As part of our collaborative relationship with our German counterpart, SPECTARIS, the most recent data on analytical and laboratory equipment sales in Germany is available for download in the members only area of the website. Please login and go to the [market data tab](#) to download the report provided by SPECTARIS.



www.lpanet.org/marketdata



2017 LPA Annual Meeting
September 30 - October 3
Park Hyatt Aviara Resort
Carlsbad, California

www.lpanet.org/annual



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covers North America & Europe

www.lpanet.org/marketdata

[National Association of Manufacturer's reports and studies](#)

The LPA's membership with the Council of Manufacturing Associations' NAM provides Monday Economic Reports and various studies

www.lpanet.org/nam

[Lab Business World Newsletter](#)

A quarterly newsletter that offers insight into the global market

[Government Affairs](#)

Providing updates, bi-weekly bulletins, and an annual "LPA Hill Day", the LPA is active on Capitol Hill for you

www.lpanet.org/gov

www.lpanet.org/hillday

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