



# Laboratory Products Association

1114 Fairfax Pike, Box 12

White Post, VA 22663

Phone: (703) 836-1360 Fax: (703) 836-6644

## Membership Application

### New Member Information

Company Name \_\_\_\_\_

Address \_\_\_\_\_

City/State or Country/Zip Code or Postal Code \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Company Website and Email \_\_\_\_\_

#### How did you learn about the LPA?

Mailing  Website/internet  Trade Show \_\_\_\_\_

Other: \_\_\_\_\_

#### Please list the names of any LPA Members you may know:

\_\_\_\_\_

#### What other organizations or associations is your company a member of?

ILDA  ALDA  SEFA  GAMBICA  SPECTARIS

Other: \_\_\_\_\_

### Product Information

#### Please check the categories of your company's products:

- |                                                          |                                                            |                                                                                                |
|----------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------------------------------------------|
| <input type="checkbox"/> Autoclaves/Sterilizers          | <input type="checkbox"/> General Laboratory Supplies       | <input type="checkbox"/> Water Purification Equipment                                          |
| <input type="checkbox"/> Balances                        | <input type="checkbox"/> Glassware                         | <input type="checkbox"/> Distributor                                                           |
| <input type="checkbox"/> Baths and Circulators           | <input type="checkbox"/> Incubators                        | <input type="checkbox"/> Electronic Commerce Provider                                          |
| <input type="checkbox"/> Centrifuges                     | <input type="checkbox"/> Ovens/Furnaces                    | <input type="checkbox"/> Trade Publisher                                                       |
| <input type="checkbox"/> Ceramics and Accessories        | <input type="checkbox"/> Plastics                          | <input type="checkbox"/> Our products do not fit in the above categories and are described as: |
| <input type="checkbox"/> Chemicals/Reagents              | <input type="checkbox"/> Refrigerators/Freezers            | _____                                                                                          |
| <input type="checkbox"/> Chromatography Supplies         | <input type="checkbox"/> Safety Products                   | _____                                                                                          |
| <input type="checkbox"/> Filtration Products             | <input type="checkbox"/> Software                          | _____                                                                                          |
| <input type="checkbox"/> Furniture, Fume Hoods, Fixtures | <input type="checkbox"/> Temperature Measurement Equipment |                                                                                                |
| <input type="checkbox"/> General Laboratory Instruments  | <input type="checkbox"/> Tissue Culture                    |                                                                                                |

### Market Information

#### Please check your primary markets:

- |                                     |                                        |                                         |
|-------------------------------------|----------------------------------------|-----------------------------------------|
| <input type="checkbox"/> Biomedical | <input type="checkbox"/> Education     | <input type="checkbox"/> Life Science   |
| <input type="checkbox"/> Biotech    | <input type="checkbox"/> Environmental | <input type="checkbox"/> Pharmaceutical |
| <input type="checkbox"/> Clinical   | <input type="checkbox"/> Government    | <input type="checkbox"/> Other _____    |
| <input type="checkbox"/> Diagnostic | <input type="checkbox"/> Industrial    | _____                                   |

### Membership Agreement

We pledge our financial support to the association through payment of **annual** dues based on our company's annual sales for the previous fiscal year of all products falling within the scope of LPA. We understand that membership in the association is an **annual** obligation.

Signature/Title \_\_\_\_\_ Date of application \_\_\_\_\_

### Membership Category (check one)

Regular:  Manufacturer  Distributor

Associate:  Trade Press/Publisher  Electronic Commerce

### Member Contacts

#### Please choose two representatives:

##### Official Representative:

\_\_\_\_\_  
Name/Title/Email

##### Alternate Representative:

\_\_\_\_\_  
Name/Title/Email

## Membership Criteria

1. **Regular** membership is open to suppliers of products or services used in research and applied science, and life science worldwide. Company must have been in business for a minimum of two years and have annual sales of over 1 million dollars (US).
2. **Associate**
  - a. **Trade Press:** membership is open to trade press and publishers with a demonstrated interest in the industry.
  - b. **Electronic Commerce Provider:** membership is open to companies that provide services and/or software used in e-commerce within the scope of the membership.
3. **Optional Supplemental Branding:** If you wish to list affiliates, sub-companies, or sub-brands of your company in our online membership & product directory, printed market materials, annual report, etc., please list those companies here and add \$995 per additional listing.

## Membership Dues Schedule

Regular member association dues are calculated on **100% of sales in North America plus 65% of rest of world sales** for the most recently completed fiscal year. Calculations are to include the relevant sales volume of all products and services used primarily in research and scientific laboratories. Associate member dues are not based on sales.

**Instructions:** Circle the appropriate category of your sales for your most recently completed business year and remit payment in that amount to the LPA by July 1. Sales reported are **confidential** and are used only for the purpose of determining dues.

### Dues for FY2020

*Please note: determine dues based on sales of products used primarily in research and scientific laboratories*

Annual Sales	Membership Investment In US Dollars
<b>Regular</b>	
Under \$5 Million	\$ 2,350
\$5 - \$15 Million	\$ 4,665
\$15 - \$30 Million	\$ 9,850
\$30 - \$75 Million	\$12,350
\$75-150 Million	\$15,700
\$150 - \$250 Million	\$18,550
Over \$250 Million	\$28,800
<b>Associate</b>	
Electronic Commerce Provider	\$ 6,145
International Distributor	\$ 550

**Payment Information:**  Amex  Visa  MasterCard  
 Check enclosed (payable to LPA)

Account # \_\_\_\_\_

Expiration Date \_\_\_\_\_ Security Code \_\_\_\_\_

Exact Name of Cardholder \_\_\_\_\_

Signature \_\_\_\_\_

Billing Address \_\_\_\_\_

Billing Zip Code \_\_\_\_\_

Dues Amount based on schedule \$ \_\_\_\_\_

*Please note: Annual dues are not deductible as a charitable contribution for income tax purposes, but are deductible as an ordinary and necessary business expense.*



Remit dues to:

LPA  
 1114 Fairfax Pike, Box 12  
 White Post, VA 22663

Email your dues/application to Angie Errera at [aerrera@lpanet.org](mailto:aerrera@lpanet.org)