



Laboratory Products Association

120 Storage Solutions Lane, 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:

- ☐ Autoclaves/Sterilizers
- ☐ Balances
- ☐ Baths and Circulators
- ☐ Centrifuges
- ☐ Ceramics and Accessories
- ☐ Chemicals/Reagents
- ☐ Chromatography Supplies
- ☐ Filtration Products
- ☐ Furniture, Fume Hoods, Fixtures
- ☐ General Laboratory Instruments

- ☐ General Laboratory Supplies
- ☐ Glassware
- ☐ Incubators
- ☐ Ovens/Furnaces
- ☐ Plastics
- ☐ Refrigerators/Freezers
- ☐ Safety Products
- ☐ Software
- ☐ Temperature Measurement Equipment
- ☐ Tissue Culture

- ☐ Water Purification Equipment
- ☐ Distributor
- ☐ Electronic Commerce Provider
- ☐ Trade Publisher
- ☐ Our products do not fit in the above categories and are described as:

Market Information

Please check your primary markets:

- ☐ Biomedical
- ☐ Biotech
- ☐ Clinical
- ☐ Diagnostic
- ☐ Education
- ☐ Environmental
- ☐ Government
- ☐ Industrial

- ☐ Life Science
- ☐ Pharmaceutical
- ☐ Other

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: ☐ Electronic Commerce ☐ Trade Press

☐ Start-up Company

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. **Start-ups membership** is open to start-up companies that are developing or commercializing novel products or services within the life science equipment and consumables sector, with a demonstrated focus on innovation and scalability. Company must have been in business less than two years and have annual sales under 1 million dollars (US).
3. **Associate**
 - a. **Electronic Commerce Provider:** membership is open to companies that provide services and/or software used in e-commerce within the scope of the membership.
 - b. **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. Sales reported are **confidential** and are used only for the purpose of determining dues.

Dues for FY2027

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

Annual Sales	Membership Investment In US Dollars
Regular	
☐ Under \$5 Million	\$ 2,450
☐ \$5 - \$15 Million	\$ 4,850
☐ \$15 - \$30 Million	\$10,195
☐ \$30 - \$75 Million	\$12,850
☐ \$75-150 Million	\$16,320
☐ \$150 - \$250 Million	\$19,250
☐ Over \$250 Million	\$29,950

☐ **Start-up Member Dues Schedule:**

First year 50% off the lowest regular member dues rate

\$ 1,200

Second year 25% off the lowest regular member dues rate

\$ 1,800

Third year would be based on the regular member dues schedule.

Associate

Electronic Commerce Provider	\$ 6,325
Supplemental Branding	\$ 995

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 completed application and payment to:
LPA, 120 Storage Solutions Lane, Box 12
White Post, VA 22663

Or email your dues/application to Angie Errera at aerrera@lpanet.org