

**Mark your calendars:****Fall Meeting – Nashville, TN**Gaylord Opryland Resort  
& Convention Center  
Oct. 28-31, 2006**2007 Meetings:****PITTCON – ILDA Reception 6:00 PM**

Chicago, IL – Feb. 28, 2007

**Spring Meeting – Pittsburgh, PA**

April 21 – 23, 2007

**Featured Associate - Dynalon Labware**

As most of you may now know, Dynalon Labware is now part of Barloworld Scientific US, a subsidiary of Barloworld Scientific Ltd. (UK). Barloworld Scientific Ltd. is one of the world's leading manufacturers of reusable and single use plasticware, glassware and equipment for the laboratory that include renowned names such as Pyrex (Europe), Azlon, Stuart Instruments, Carbolite, Techne and Jenway.

Dynalon maintains a customer service and large distribution facility in Rochester NY with stock of all plastic labware, Stuart bench top equipment and Carbolite furnaces and ovens. Customer Service for Techne and Jenway is located in their separate location in Burlington NJ.

Although part of a large organization, we pride ourselves on the individual attention and service we provide our dealer network, utilizing our flexibility to offer a wide range of standard and custom fabricated products to meet the requirements of our laboratory customers.

**Featured Distributor – Apple Scientific, Inc.**

Apple Scientific was founded in 1981 and is now celebrating 25 years of serving customer's laboratory needs. Apple serves many markets; however, it specializes in servicing the environmental and government markets as a woman owner small business. Apple represents over 400 manufacturers on a direct basis, and supplements those lines with products purchased from other ILDA members. ILDA is an integral part of how Apple functions as a distributor. Apple participates in nearly all of ILDA's programs and value added services and is proud to be an ILDA member.

**NOTE FROM THE CHAIRMAN:**

Thanks again for the well attended meeting this past spring. We have valuable information with some thought provoking speakers planned for our Nashville meeting. Please plan on attending- this should be good information for distributors and manufacturers alike. Remember, our organization is only as good as the sum of our participating membership. Be ready to take home your valuable Nugget!

Bob Davison, ILDA Chairman, BVA Scientific

Contact information: *Kathi Bretcko, Association Manager, 1-888-878-4532 or kbretcko@ilda.org***2006 ILDA  
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**Welcome**

Welcome:

We're on a roll, this is our second edition of the ILDA newsletter. The past six months have proven to be monumental and controversial for the entire laboratory market. Thermo intends to buy the entire Fisher organization in an epic merger valued at over \$9 Billion dollars. Several small distributors have also merged together. Just when we thought "we'd seen it all", this reverse acquisition by Thermo has topped any merger and acquisition previously known to this industry. No one can say this industry hasn't undergone dynamic change in just the past 26-27 months. More to come, you can count on it. Don't forget the giant, Cardinal Health, which still owns the old Scientific Products clinical organization and is valued at over \$20 Billion dollars; Cardinal could gobble up everyone else if they wanted to. Everyone has a view of this merger and what its impact will be. The BIG QUESTION is; Is this one monopoly too many? Could it be too big for the Fed to swallow? We'll see. It looks like the Fed is challenging a part of the new organization as of August 22, 2006.

The industry trend overall in the past two quarters has been upward in many product and market segments. Many manufacturers have recorded the best 1st quarter in several years and the second quarter has held on for a good first half. The end users and the pharmaceutical industry has finally let loose on the purse strings and allowed new purchases in both supplies and equipment. The Federal sector seems to be stagnant as has been the case for several years now. The EPA and some of the state environmental agencies have loosened up money and are doing or at least inciting new testing in water and ground water due to the arsenic and mercury standards going into effect. The one trend that is troubling to many of us is the continued migration of technology and manufacturing to China. Big pharma has long ago moved most of its packaging to other countries, now they are joining their chemical allies and moving production to China as well.

**Trade Shows:**

Upcoming major shows in the second half. We have noted the shows that ILDA members will be exhibiting.

**\*ACS- Fall, San Francisco, CA – 9/11-13**

- Ace Glass, Inc.
- Barnstead International
- Carbolite – Booth #208
- Wheaton Science

**SBS – Seattle, WA – 9/17-21****Golf Coast Conf. – Galveston, TX – 10/17-18**

- Thermo Electron Corp.

**Neuroscience – Atlanta, GA – 10/15-17**

- Barnstead International
- Wheaton Science

**ISA – Houston, TX – 10/17-19****WEFTEC – Dallas, TX – 10/21-25**

- Thermo Electron Corp.

**AAPS – San Antonio, TX – 10/29-11/2****Eastern Analytical – Somerset, NJ – 11/13-16****Power-Gen Int'l – Orlando, FL – 11/28-30**

- Thermo Electron Corp.

**ASCB – San Diego, CA – 12/10-14**

- Barnstead International
- Wheaton Science

\*Special note: Ace Glass is exhibiting at ACS – if anyone wants to attend contact C. Carney for free exhibit badge.

Visit our website [www.ilda.org](http://www.ilda.org) to learn more**Inside this issue:**

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Spring Meeting Highlights: April 22 through April 24, 2006

ILDA had its Spring Meeting at the Renaissance Philadelphia. The meeting was well-attended by Associate, Distributor and a record number of prospective members. Saturday evening featured the welcome dinner / reception. Bright and early Sunday morning, Steve Drozdow, Vice President and General Manager of Wheaton Science Products kicked off the meeting with his lively presentation on Strategy and Marketing in the Laboratory and Scientific Research Markets. Steve's presentation was well received by the members.

A panel of ILDA associates members: Chuck Carney, Marketing Specialist, Ace Glass; Steve Levine, Executive Vice President, Bel Art Products; and Ed Heirgesell, President, H-B Instruments shared their marketing knowledge with the group.

Steve Levine said, "Every meeting or program you attend provides a wealth of information for you to retain. From all of this, you hope to extract a 'golden nugget' take-away. Or, as Father Guido Sarducci use to say on Saturday Night Live, 'everything you remember 5

minutes after you graduate from school'. My meeting 'diploma' for you is plain and simple- just ASK! Ask your manufacturers, ask your local SBA, ask your colleagues, ask Google, etc. There is no reason for you to reinvent the wheel here. Many have come before you, have tried, failed and succeeded. Why not capitalize on work that has already been done and learn from others that are willing to help you."

The afternoon featured the popular "Mill-Around" session with a record number of distributors in attendance. We had 20 manufacturers displaying new products and programs. Manufacturers and distributors alike love this program as they get individual attention and time to discuss products as well as how and where to sell. Many manufacturers use this time to also introduce ILDA specific sales programs and discounts.

Sunday evening we had a fabulous dinner at the Victor Café which was co-sponsored by Thomas Scientific, Inc., and H-B Instruments. The café features waiters and waitresses who

ILDA FALL MEETING 2006 - October 28 through October 31, 2006

The ILDA Fall meeting will be held at the magnificent Gaylord Opryland Resort and Convention Center in Nashville, Tennessee with worlds of things to do for not only meeting attendees but their spouses. While you are here, experience the legendary sounds of the Grand Ole Opry®, play at Nashville's premier golf course, Gaylord Springs™, enjoy a lunch or dinner cruise aboard the General Jackson® Showboat, get your kicks at the Wildhorse Saloon, or walk to the nearby mall, Opry MillsSM. You can also explore all "Music City, USA" has to offer with our Nashville Sightseeing Tours.

Our Monday, off site dinner will be at the Stock-Yard Restaurant, a historic treasure, which is recognized as one of the top ten steakhouses in the United States. The Stock-Yards closed their doors in 1974, but the classic building would not be shuttered for long. In 1979 after extensive renovations the Stock-Yard re-opened as one of Nashville's top restaurants. Experience dining in an atmosphere

that is significantly relevant to the history of Nashville and enjoy outstanding cuisine with quality of service that is unrivaled.

The meeting will feature three top notch speakers: Patrick O'Dooley will motivate you to become your personal "BEST". Patrick will bring his specific "how to's" to his audiences that they can relate to and start using.

Beth Schneider – Beth will give us "The Secret Weapon to Maximize Your Profits". She will discuss why is it that success comes so easily for some and is such an uphill battle for others? Those who are making it know the secret. The money is in the system! Find out how you can find the money, free time and prestige hiding in your business.

Brent Grover, Evergreen Consulting, LLC, will talk about the "Sacred Cows of Distribution". Brent's presentation will focus on some of the 'sacred cows' of distribution and recommended actions for dealers and suppliers

sang opera. On Monday, we toured ACE Glass, Inc. The tour included several functional areas; lathe, lamp, cutting and tooling areas. We were all awed and impressed by the Ace operation. Many people think that lab glass is made by machines and are surprised how much work goes into making a single piece of specialty labware. A special thank you to Chuck Carney for arranging this educational tour.

We then traveled to Thomas Scientific where we were greeted by Mark Quigley, Vice President of Sales, Jane Oswari, Vice President of Marketing, Jerry Wesner, Executive Vice President of Operations; Pete Forrest, President and Steve Tolmie, Director of Sales. Thomas Scientific is an impressive facility and if you ask any of the members that took the tour, I believe they will tell you that Thomas Scientific is not the "Same Old Thomas". They are focused on growing our relationships with resellers. We had a great question and answer session at Thomas and would like to thank Steve Tolmie for arranging this part of the ILDA program.

who intend to control their own destiny. He will make specific suggestions about what you can do as well as implementation ideas.

As well as an informative panel discussion on: "How can ILDA members help each other Partnerships – one way view of manufacturer/distributor relationship. Manufacturers view this as a one way relationship – what can they do for the distributor but the distributor does not reciprocate. The panel will consist of three associate members and three distributor members.

This meeting will feature the beneficial Mill-Around session which allows our Associate members to showcase their new products. For more detailed information on this exciting meeting, visit our website at <http://www.ilda.org>. On-line registration is EASY at our website at <http://www.ilda.org> or contact Kathi directly at 1-888-878-4532. Don't miss this great opportunity to network with the current ILDA members at the Fall Meeting!!!

PHOTO HIGHLIGHTS - 2006 SPRING MEETING

WELCOME DINNER/RECEPTION



SPEAKERS & MEETING ATTENDEES



MILLAROUND

