

ILDA
The Independent Laboratory Distributors Association

THE NUGGET

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Welcome : To the third edition of The Nugget

Industry News. The Merger of Two big players in scientific products create a lab industry giant. Thermo Electron and Fisher Scientific were both strong companies that were doing fine on their own. They didn't need each other but their management teams saw an opportunity to make two strong companies even stronger. On May 8 the companies announced their intention to join forces and the completion of the merger was announced on November 9. With more than \$9 billion in revenues projected for next year, the new company is the largest player in the laboratory sector. 2007 will prove to be an interesting year and all eyes will be watching to see what effect Thermo Fisher will have on the industry.

Alcan Global Pharmaceutical Packaging, a division of Alcan, Inc. (Montreal) announced the spin-off of its Wheaton Science Products businesses to River Associates Investments, LLC of Chattanooga, TN. The new company, Wheaton Industries Inc. (Wheaton) will operate as the corporate entity having four divisions: Wheaton Science Products serving the scientific research and biotechnology markets and Wheaton Science Packaging serving the diagnostic and chemical reagent packaging markets in the U.S.A. and Canada, Wheaton Science International serving the scientific research and packaging markets outside the U.S.A. and Canada and Wheaton Glass Warehouse serving the technical tubing and specialty glass markets in the U.S.A. Wheaton is led by a strong, experienced management team which will remain intact and continue to run the business after the spin-off.

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PITTCON 2007:

Below are the ILDA members who are exhibiting at PITTCON. Please take the time to visit their booths.

Booth #	ILDA MEMBER	Booth #	ILDA MEMBER
4266.....	Ace Glass, Inc.	4823.....	Neutec Group, Inc.
2713.....	Ahlstrom Mount Holly Springs, LLC	4085.....	Orbeco-Hellige, Inc.
1548.....	Barnstead International	4537.....	Pharmco-AAPER
1948-1949.....	Bel Art Products	4435	Plas-Labs, Inc.
1549.....	Carbolite (division of Barloworld U.S.)	832-833	PolyScience
1852-1853	H-B Instrument Company	2427.....	Preiser Scientific, Inc.
3477.....	Hanna Instrument Company	1951.....	Ricca Chemical Company
2481.....	Hirschmann, Inc.	1950.....	SpectroPure/Ricca Chemical Co.
964	Kord-Valmark	1437.....	Thermo Scientific
3111.....	LabChem, Inc.	2006.....	Waring Products
2248.....	Millipore	3948.....	Wheaton Science Products
4481.....	Nabertherm, Inc.		

Fall Meeting Highlights: October 28 – October 31, 2006

ILDA had its Fall meeting at the fabulous Gaylord Opryland Resort and Convention Center in Nashville, Tennessee

This was the largest attended ILDA meeting to date!!! Chairman, Bob Davison kicked off the meeting bright and early on Monday morning with the introduction of the new 2007 officers and board members and welcomed new members: Argos Technologies, DOT Scientific, Inc., Millipore/Water Division, Nabertherm, Inc., Neutec Group, Inc., Orbeco-Hellige, Inc. and Thermo Electron.

We had two speakers on Monday; Patrick O'Dooley started the meeting with tremendous enthusiasm *One Down and the B.E.S.T. To Go.* [B.(Begin) E.(Everyday) S.(Selecting) T.(Tremendous)] Patrick stated that a positive attitude is a must in business. Are you a person who brightens a room when you enter or leave? His humor and enthusiasm were quite catching. Patrick's message was well received by the group. Patrick left us with some thought provoking quotes:

- Perception is reality
- Success is a journey not a destination
- Longevity is not a prerequisite for Success
- Where we are is not as important as what direction we are moving
- Change is inevitable – growth is optional

Remember to Think, Act and BE your B.E.S.T. Today and everyday!!

Beth Schneider discussed *The Secret Weapon to Maximize Your Profits* by having the appropriate systems in place within your business. Three steps to create your systems: What are we doing? Where are we going? And finally, How do we get there?

The afternoon featured the "Mill-Around" session with a record 23 manufacturers displaying new products and programs.

Monday evening, was another fun event for the group at the Stockyard Restaurant. The wait staff was extremely entertaining and we were also entertained by the one and only "Elvis Presley". Great food and great fun were had by all.

On Tuesday, Brent Grover, Evergreen Consulting, LLC, talked about the *Sacred Cows of Distribution*. He talked about organizing your business; having a "real" board is essential for companies of all sizes; stop thinking like a small business; how to pay your sales reps and the critical importance of strategic planning for business of all sizes.

For more information on our Fall meeting, visit our website <http://www.ilda.org/eventmeet/pmmeeting.html>

BENEFITS OF ILDA

The question we are most often asked by prospective members is **"What is the Benefit of ILDA?"**

To answer this question, we polled our board of directors.

- For me (and Anachemia) there are many benefits to being an ILDA member. Meeting with our current suppliers at the MillAround, helps with communication. The Mill Around always has possible new sources for products that we now lack, and this opens new avenues for distribution. Presenters at our meetings, (Brent Grover, at the last meeting) suggest possible areas that we can improve both our sales and marketing. Discussions with other distributors help us to be current with things that work for them. Overall, ILDA is a forum where we are able to communicate (network) with suppliers and fellow distributors in our industry. A very valuable resource. – *Del MacNeil, Anachemia Science*
- Sharing beliefs and methods of promoting products. It is especially valuable to see how these ideas relate to demographics. The training component is invaluable. There is always good content to the presentations. They in fact are getting better with each meeting. The opportunity to share and learn timely market information about trends and opportunities in the market place. ILDA is an up to date venue of reliable information. And the professional standard of its members maintains a heightened level of ethics in this area. ILDA members are committed to the profession. – *John Martino, Hanna Instruments*
- The opportunity to work directly with many decision-makers in one stop is tremendously valuable. The member companies provide unfiltered, unbiased feedback on our products and services. This dialogue has led to many improvements that have led to our company's growth. – *Peter Ricca, Ricca Chemical Company*
- Finding a source for products that are needed on a daily basis is a major problem for most ILDA sized dealers. At Apple Scientific, we make both ILDA associate members and distributor members our first stop when looking for a source for products. We are continually looking for less expensive sources for the items we sell. Many of the ILDA associate members have offered us cross references to their competitor's products and the cost plus 5% offered by many of the ILDA distributors is much more attractive than pricing we can get from most of the larger distributors through their third party reseller programs. At ILDA meetings I always learn about new places to source products from fellow ILDA distributors. We also find that many of the associate members are now offering "ILDA Only" pricing which is very attractive. I never leave an ILDA meeting without learning either a better place to get a product that I already buy or a substitute for a product that I now buy elsewhere. It would be difficult to quantify the savings that Apple Scientific realizes because of ILDA, but for sure they are many times the cost of membership and attending meetings. – *Craig Lucas, Apple Scientific, Inc.*

Visit our website: www.ilda.org to learn more.

PHOTO HIGHLIGHTS - 2006 FALL MEETING

MILLAROUND



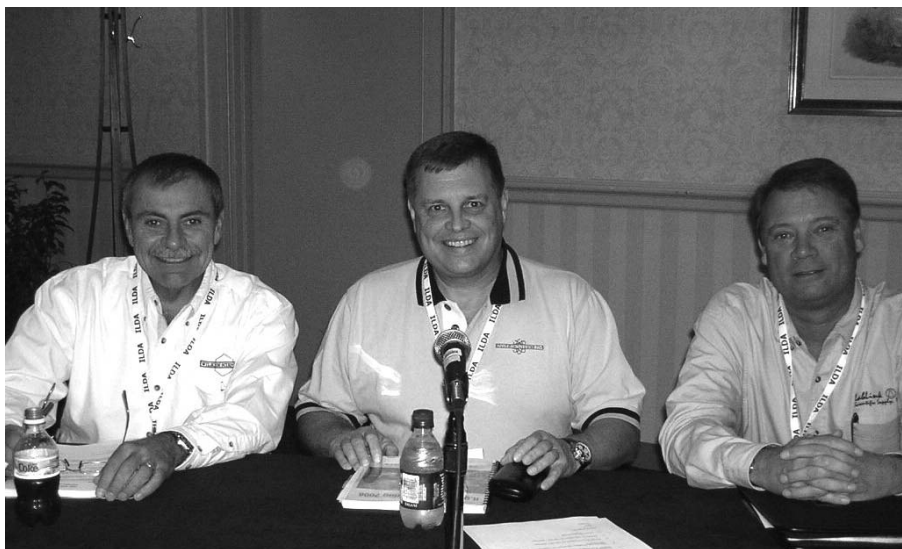
WELCOME DINNER/RECEPTION



ILDA Member Panel



MONDAY NIGHT DINNER & FUN



Mark your calendars:PITTCO - ILDA Reception 6:00 PM
Chicago, IL - Feb. 25, 2007**2007 Meetings:**Spring Meeting - Pittsburgh, PA
April 21 - 23, 2007Fall Meeting - San Diego, CA
October 20 - 23, 2007**Featured Associate - Ricca Chemical Company**

RICCA CHEMICAL COMPANY has been manufacturing chemical solutions for over 30 years and supporting the ILDA membership for almost that entire time. With 3 major brands and over 10,000 products offered, we have something for practically every lab. From pouches and vials to returnable, re-usable totes, we offer the broadest range of custom packaging capabilities made to ours and the customer's exacting standards.

Our multiple facilities - each with a validated USP/EP/JP water system - enable us to save our customers literally hundreds of thousands of dollars in freight costs each year and provide products that meet the most published compendia. In addition to the transportation savings, each week our facilities provide exceptional service by processing approximately 5000 in-stock lines and shipping almost 1300 same and next-day shipments. For more information on Ricca Chemical Company visit their website at <http://www.riccachemical.com>

Featured Distributor - Wilkem Scientific, Inc.

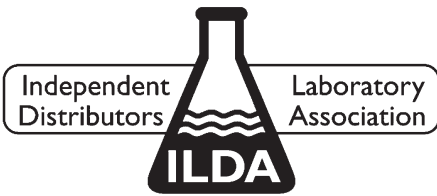
Wilkem Scientific was founded in 1985 by Fran and Jim Wilkie and is a supportive Charter Member of ILDA. During our first decade of service, Wilkem focused on the many industrial quality control laboratories in the New England Region. Plant relocations or closings during the past decade caused us to make adjustments to our business plan to replace these traditional customers with others from many other segments of the market.

Efforts to constantly pursue new and more valuable dealerships has been our priority and has resulted in Wilkem Scientific's broad product offering. Our approach to the market has been via our sales force, printed catalog and E-Commerce site <http://www.wilkem.com>

Throughout our development, we have always appreciated the assistance, advice and friendship offered by our fellow ILDA Members.

NOTE FROM THE CHAIRMAN:

Howdy from Texas! We had a tremendous turn out for our fall meeting in Nashville! WOW! I attribute this to all the changes in our industry and the ever increasing need to stay informed and work together as a group. The only thing we can be sure of is that more change will come- Are you ready? Speaking for myself, the best parts of the fall meeting were Brent Grover's presentation and discussion of the "Sacred Cows of Distribution" and the following group discussion. Coincidentally, shortly after the ILDA meeting, I was invited to a gathering that introduced me to a group organization that helps perform the needs of the "real board". I hope to have additional speakers and group discussions on these and other topics in Pittsburgh. See you there!! - Bob Davison, ILDA Chairman, BVA Scientific



*We request the honor of your presence
at the ILDA "Membership & Prospective Member Mixer"*

*The festivities will be held on
Sunday evening, February 25, 2007
from 6:00 PM to 8:00 PM*

*at The Hyatt Regency Chicago - on Chicago's Riverwalk
The Truffle Room
151 E. Wacker Drive
Chicago, Illinois 60601
312.565.1234*

(Please note: This is NOT the Hyatt at McCormick Place)

*It will be a great way to kick off the Pittsburgh Conference
in Chicago and welcome prospective new members.*

Please complete the following and fax (719-836-9112) your response to ILDA no later than Friday, February 16, 2007

Name(s): _____

Please print

Company Name: _____

Phone Number: _____ Fax #: _____

Email: _____

Yes I will be attending _____ Number Attending: _____

No, I will be unable to attend _____

Any questions feel free to give us a call at 1-888-878-4532.