



Laboratory Products Association

October 2015

Dear LPA Member,

Below you will find the October 2015 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!

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Mark Your Calendars for the LPA Sales & Marketing Workshop - February 2nd

The LPA will be having a Sales & Marketing Workshop on February 2, 2016 at the Sheraton Society Hill in Philadelphia, Pennsylvania.

Jeanne Jennings of Digital Prism Advisors (www.dprism.com) will be conducting a comprehensive program on customer relationship management (CRM). Don't miss this opportunity to learn how to maximize your sales team performance. Watch for program and registration details soon.

Visit www.lpanet.org/workshops.

2015 LPA Annual Meeting

Register [HERE](#) for the 2015 LPA Annual Meeting at the beautiful Four Seasons Resort in Palm Beach, Florida.

The rooms are filling up fast so please reserve your room **today if you are planning to attend (*see rooming info below). In order to enjoy the special LPA rate, attendees must reserve their room no later than October 18.**

With over 100 members already registered, you don't want to miss this opportunity to connect with your colleagues. Click [HERE](#) to log in and see who is attending the meeting, optional outings, and/or bringing a guest.

There will be various networking opportunities for members to relax and enjoy at the Annual Meeting outside of the educational aspect, including affordable optional outings like our annual golf tournament, Sunday brunch, and a private yacht cruise at the conclusion of the meeting.

We also have an excellent education program lined up to help members master the shifting sands, with insight into workforce trends, economic trends, the future of healthcare, and changing the game in order to win!



**Seth
Mattison**

The Shift: Building Next Generation Enterprises for a Next Generation Workforce



Seth Mattison is an internationally renowned expert on workforce trends and generational dynamics. As Founder and Chief Movement Officer of FutureSight Labs, he advises many of the world's leading brands and organizations on the key shifts happening around talent management, change and innovation, leadership, and the future of work.

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Company News



IKA Works, Inc. had two reasons to celebrate

August 21st, 2015: celebrating its 30th year in the United States; and officially inaugurating its new building next to its old location on Northchase Pkwy SE, Wilmington, NC.

Pictured is owner, René Stiegelmann and local Managing Director, Refika Bilgic with Lea and Tara after the inauguration of the new IKA building for the North American expansion and renovation project in Wilmington, NC.



BioCision, LLC today announced that the United States Food and Drug Administration (FDA), Center for Devices and Radiological Health, accepted its Device Master File (MAF) submission for the ThawSTAR automated cell thawing system. This FDA Master File (reference number

MAF2643) encompasses information pertaining to the specifications, materials and quality and manufacturing processes used in producing the ThawSTAR automated cell thawing system.

LPA to have Meeting Room at analytica 2016



The LPA will once again have a meeting and networking room at analytica 2016 in Munich, Germany, May 10-13. If you are planning to attend, exhibit, or walk the show floor, you may utilize the LPA room for meetings, breaks, networking, or as a base of operations. The LPA is delighted to be continuing its partnership with analytica.

Thinking about exhibiting at analytica 2016? If you have been considering exhibiting at analytica 2016, we have been informed that space is filling up quickly. Now is the time to book your stand. Please contact Ann-Kristin Piel and let her know you are an LPA member and she will be glad to assist you:

Ann-Kristin Piel, Munich International Trade Fairs, Phone: 646-437-1012, apiel@munich-tradefairs.com

Industry & Business News

HEADLINES AT A GLANCE

- Google's 'Major Bet' on Life Sciences
- Thermo Fisher Scientific Completes Acquisition of Alfa Aesar to Significantly Expand Laboratory Chemicals Offering
- Purdue to Advance Freeze-Drying Technology Through Rocket Science
- The Gold Standard for Texture Analysis
- Biotech Is Opening Up to Coders
- Diagnostics Breakthrough Brings Viral Sequencing to Doctors' Toolkit
- A Fast Cell Sorter Shrinks to Cell Phone Size
- IBM Platform Computing Solutions for Life Sciences
- Millville Glassmaker Purchased by European Company
- Making a Difference With Open Source Science Equipment
- Phenomenex and Tecan Team Up
- Autoclaves Suited to Sterilizing Larger Bulky Items

NEWSBRIEFS

Google's 'Major Bet' on Life Sciences

Genetic Engineering & Biotechnology News (10/01/15) Vol. 35, No. 17, Philippidis, Alex

Several developments show how Google is looking to gain prominence in life sciences. In August, Google, Sanofi, and Joslin Diabetes Center launched a collaboration to develop new digital technology and tools for diabetes. Google also is joining Dexcom to develop next-generation versions of its continuous glucose monitor, which will combine Google's miniaturized electronics platform and Dexcom's sensor technology. In addition, Google is working on a wristband to track patients' vital signs, light exposure, and noise levels, to be used by healthcare providers or in clinical trials. Google Genomics has joined the Broad Institute of MIT and Harvard to develop

computing infrastructure for storing and processing large genomic datasets. The company also is developing a nanodiagnosics platform for early disease detection. Google co-founder Sergey Brin in August disclosed plans to spin out the life sciences team into a separate company. This team consists of about 150 scientists working on various healthcare projects, and Brin says they will "continue to work with other life sciences companies to move new technologies from early stage R&D to clinical testing."

Purdue to Advance Freeze-Drying Technology Through Rocket Science

Purdue University News (09/29/15)

Purdue University has created LyoHUB, a new lyophilization consortium aimed at improving freeze-drying technology. The project is funded by a \$453,623 planning grant from the National Institute of Standards and Technology's Advanced Manufacturing Technology Consortia program. Lyophilization, which removes water from materials to make them more stable and lengthen their shelf life, is a high-priority challenge, said Elizabeth Topp, head of Purdue's Department of Industrial and Physical Pharmacy. While it is important for developing many drugs and vaccines, the current lyophilization process is costly and has not changed in decades. The process requires large pieces of equipment with only a few sensors to provide information on its progress. Processing one batch of material can take several days. Alina Alexeenko, an associate professor of aeronautics and astronautics, says that the Purdue team plans to use aerospace engineering principles in the project, because the conditions required for lyophilization are similar to outer space. The consortium hopes to develop sensors that are less bulky and better distributed within the system, along with developing standards for lyophilization equipment performance, testing, and validation. The consortium includes representatives from the Food and Drug Administration and other government agencies, equipment manufacturers, and end-product users.

The Gold Standard for Texture Analysis

Laboratory Equipment (09/15) Freeman, Chris; Freeman, Claire

Texture analysis measures the mechanical properties of a product, usually a food, and how it affects the sensory experience of a human or animal. Over the years, researchers have developed definitions that relate a product's sensory properties to the instrumental properties calculated from a two-cycle texture profile analysis (TPA) test. Texture analyzers apply controlled forces to a product and record its response based on force, deformation, and time. A texture analyzer operates in either compression or tension modes, and each may use cyclic testing. This allows the technologist to impose conditions that can help determine a sample's true real-life physical characteristics. TPA has a strong ability to characterize a food product. For example, the Back Extrusion Cell is a test accessory often used with a texture analyzer to evaluate cooked rice. The cylindrical cell is filled with cooked product, and a disc-shaped plunger penetrates into the sample and then pulls back out to simulate chewing. Data and calculations for the amount of energy required to compress the rice, and how the properties of the rice change, can be used to evaluate qualities such as "springiness" and "chewiness."

Biotech Is Opening Up to Coders

Popular Science (09/22/15) Grushkin, Daniel

Programming skills are finding a place in bioengineering, as many automated tools require different types of code. Several companies are producing tools to help researchers program new organisms. Biotech company Synthace last year released Antha, the first open-source programming language that works across different biotech machines. Coders can write commands in Antha that direct all equipment in a lab, allowing researchers to perform complex experiments more easily and to share how they did so. Users of the Arcturus BioCloud service can design basic bioengineering experiments through an online interface and send the directions to a pipetting robot at a remote lab. The service then displays the results. OpenTrons has produced a pipetting robot that is 10 times less expensive than conventional machines. Users can download instructions for an experiment, calibrate the

robot, and then run the experiment.

Diagnostics Breakthrough Brings Viral Sequencing to Doctors' Toolkit

Medical Xpress (09/22/15)

Scientists at the Center for Infection and Immunity at Columbia University's Mailman School of Public Health have developed a breakthrough genetic testing method to detect and sequence viruses. The Virome-Capture-Sequencing platform for Vertebrate viruses (VirCapSeq-VERT) has a sensitivity comparable to polymerase chain reaction assays, but it also allows for simultaneous testing for hundreds of viruses and provides near-complete sequence of their genomes. Describing their new system in the journal *mBio*, scientists use VirCapSeq-VERT by choosing genetic pieces from among nearly 2 million known viruses. These pieces are used to form a probe, which is introduced alongside material taken from the sample to be tested. A magnetic process selects segments from the sample that match the probe, and the segments are analyzed using high-throughput sequencing. Scientists used VirCapSeq-VERT to test for a wide range of viruses, finding that the new method yielded 100- to 10,000-fold increases in viral matches compared with conventional high-throughput tests. The system also can detect and collect genetic information about viruses even when as much as 60 percent of its sequence does not match the probe, allowing it to catch mutations of a suspect virus. The system costs about \$40 when testing for 20 viruses.

A Fast Cell Sorter Shrinks to Cell Phone Size

Phys.Org (09/22/15)

Researchers at Penn State have developed a new lab-on-a-chip cell sorting device that uses acoustic waves. Commonly used commercial fluorescence activated cell sorters are bulky and costly, and can present biohazard concerns for operators. In the journal *Lab on a Chip*, researchers describe an acoustic cell sorter with throughput that can compete with commercial fluorescence activated cell sorters. The new system can sort about 3,000 cells per second and has the potential to sort more than 13,000 cells per second. This speed is possible by using focused interdigital transducers to create standing surface acoustic waves. A narrow acoustic field allows the sorting to take place at high speed while manipulating individual cells. Use of a lab-on-a-chip system makes it compact and inexpensive: about the size and cost of a cell phone. Adding optics makes the device about the size of a book.

IBM Platform Computing Solutions for Life Sciences

Inside HPC (09/16/15)

Many workflows in life sciences require large amounts of computing power and data for effective and efficient processing. Organizations have different computing requirements, based on application profiles, user requirements, and ISV licensing restrictions. The IBM Platform Computing solutions feature components for managing in-house and cloud-based technical computing workloads. These solutions include IBM Platform HPC, IBM Platform LSF, IBM Platform Cluster Manager, and IBM General Purpose File System. IBM also developed reference architecture-based platforms for speeding up the implementation phase of applications such as Accelrys, CLC bio, Gaussian, InfoSphere, and mpiBLAST. The use of proper software tools with detailed reference architectures can reduce time-to-market and improve use of IT assets.

Millville Glassmaker Purchased by European Company

NJBIZ (09/15/15) Strauss, Eric

Millville, N.J.-based Wheaton, a maker of scientific glass products, has been acquired by Duran Group, a laboratory glassware company. Wheaton was acquired from parent Incline Equity Partners for an undisclosed

amount. Both firms serve the life science and health care markets, but Wheaton's success is focused in North America, while Duran is popular in Europe. The deal closed on Sept. 15.

Making a Difference With Open Source Science Equipment

Michigan Tech News (09/10/15) Mills, Allison

A new study by researchers at Michigan Technological University shows promise in the digital manufacturing of open-source hardware for laboratories. In *Science and Public Policy*, the authors compiled economic data on the effectiveness of open-source scientific hardware. Lead researcher Joshua Pearce, an associate professor of materials science and engineering at Michigan Tech, says that digital manufacturing of open-source hardware will make science cheaper and more accessible. Instead of spending millions to replace quickly aging equipment, the money could be redirected to developing open-source tools that are "upgradeable and transformable." Pearce and his group created customizable 3-D printable models of syringe pumps, using open-source CAD software and off-the-shelf motor parts. The cost was \$97 for a single pump and \$154 for a double pump. The team posted the designs and codes on Youmagine and Thingiverse, and had 1,035 downloads in just 10 months. Each download counterbalanced the cost of purchasing a syringe pump. Pearce noted that major funders such as the National Science Foundation and the National Institutes of Health could help improve open-source validation.

Phenomenex and Tecan Team Up

Lab Manager (09/09/2015)

Phenomenex, Inc. and the Tecan Group are collaborating to co-market Phenomenex Strata and Strata-X SPE sorbents adapted to Tecan's Freedom EVO series of robotics workstations. These automated solid phase extraction (SPE) sample preparation solutions are geared to high-throughput customers in pharmaceutical research, clinical, and food testing environments using mass spectrometry detection methods. Under the global agreement, Tecan will provide instruments and automation support, while Phenomenex will provide extraction chemistries and application and method development through its PhenoLogixSM group. With SPE, compounds in mixtures are separated before chromatographic analysis. Phenomenex Strata and Strata-X SPE sorbents remove contaminants, including phospholipids, and are offered in several selectivities for a wide range of analytes.

Autoclaves Suited to Sterilizing Larger Bulky Items

Scientist Live (09/04/2015)

Priorclave designed the Priorclave Q63 with a cylindrical chamber that has a taller profile, making it suited for sterilizing larger, bulky items and small, taller items in a single process. The autoclave has a 320-liter capacity, a 630 mm chamber, and a loading height of 725 mm. It includes the Quickseal single-action door opened fitted with thermal and pressure locks that prevents the door from being opened at load temperature above 80°C and pressures above 0.2 bar. The Q63 uses forced-air cooling to reduce cycle times and automatic timed free-steaming for improved air removal. It can be used for sterilizing applications such as media preparation, liquids and diluent, waste, and glassware instruments. Operating settings are programmed through the Tactrol 2 microprocessor controller, and a clear control panel with digital displays provides continuous status information. Tactrol 2 includes pre-set actions in case of power failure or low water levels. The Priorclave front loading Q63 autoclave incorporates epoxy coated panels and frame members treated with an antibacterial agent that has been shown to reduce bacterial growth by up to 99.99 percent.

2015 LPA ANNUAL MEETING

— SCHEDULE —

Saturday, November 7, 2015

5-8 PM - Informal Reception

Sunday, November 8, 2015

**8:30 AM - Golf Tournament, Falls Golf & Country Club
(optional)**

11:30 AM - Four Seasons Brunch at Graze (optional)

**6-9:00 PM - Reception & Dinner at Four Seasons Pool
Terrace**

Monday, November 9, 2015

8-9 AM - LPA Board Connection Breakfast

9 AM-3:30 PM- General Session

9-10 AM - Seth Mattison, The Shift

**10:15-11:15 AM - Robert Smith, LPA Government/
Regulatory Affairs Report**

11:30 AM-Noon - Annual Business Meeting

12-1:30 PM - Networking Luncheon

**1:30-2:30 PM - Andrew Friedman, The Washington
Update and the Effects on Small Businesses**

2:45-3:30 PM - Christi Bird, Annual Market Report

6-9 PM - Reception & Dinner

Tuesday, November 10, 2015

8-9 AM - Open Networking Breakfast

9-10 AM - Dr. Bertalan Meskó, The Future of Medicine

**10:15-11:15 AM - J. B. Bernstein, Sometimes to Win,
You Have to Change the Game**

11:15 AM - Meeting Adjourns

1-4 PM - Lady Delray Private Yacht Tour (optional)

— MASTERING THE SHIFTING SANDS —

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Four Seasons Resort
2800 South Ocean Boulevard
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LPA Room Rate: \$259

[Reserve your room here](#)



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The LPA has additional rooms in the group block available from November 6 - 11, 2015, should guests wish to come prior to the meeting, or stay after. All reservations must be guaranteed by a valid credit card at the time of booking. A two-night deposit for the first and last nights' room rate plus tax is required at the time of reservation. Credit cards are automatically debited. If a credit card is not available, the reservation must be made directly with the Resort. A seven-day cancellation policy applies to all reservations. If a reservation is cancelled or changed

fewer than seven days prior to expected arrival, the full deposit or prepayment will be retained by the Resort. The same policy applies to no-shows. Any material changes requested within the cancellation period are subject to approval by the Resort.