

**Designer and Manufacturer of Disposable Plastics for Laboratories and the Worldwide Marketplace
creating Endotoxin Free Pipet Tips and Centrifuge Tubes in an Earth Friendly Manner**



**Jim Happ
President**

Labcon North America
www.labcon.com

**Interview conducted by:
Lynn Fosse, Senior Editor
CEOCFO Magazine**

CEOCFO: Mr. Happ, according your site Labcon® North America is building an “Earth Friendly” company. What is the concept?

Mr. Happ: The concept is to use as little non-replaceable resources as we can and to impact the earth as little as possible. We are trying to use the least amount of water, the least amount of materials and the least amount of energy to do what we do. We cut our water, electricity and materials substantially in the last twenty plus years. We have been working on this since 1994.

CEOCFO: How do you know when it makes sense to cut back on something and either not loose quality or cost or time? What goes into the considerations?

Mr. Happ: Certainly, we cannot lose money. You cannot go to the extreme of giving away your time and your products. However, you can make an intelligent decision and realize the payback which traditionally is measured in two years. If you could not pay it in two years companies would not move forward. Our consideration is much longer than that, especially when you get into things like solar energy or energy efficient machinery that is going to last for twenty or thirty years, you do not need to make a two year payback. The solar panels are pretty much cash neutral for seven years. While we start to see profit after seven years on the solar panels, you can market the solution from the beginning and know that you are making the ethically correct choice.

CEOCFO: Would you tell us about the range of products Labcon offers?

Mr. Happ: It is mostly liquid handling and storage for laboratories, drug discovery, hospitals or universities. We make a lot of Pipet Tips and centrifuge tubes. We make them primarily out of medical grade polypropylene resin. We make about six million parts a day and we ship all over the world. The pipet tip market is approximately forty five million pieces a day. We make about seven percent of the pipet tips used worldwide daily. The centrifuge tube market is probably several million tubes a day and we make four hundred thousand a day. These are growing markets as there is a lot of healthcare and a lot of research needed to meet the world’s needs. The products are also used in forensic science and in industrial applications such as petroleum or dairy.

CEOCFO: For those of us that have probably never thought of most of these items, what are the challenges in making a quality product? What goes into it and how have you come up with quality so that so many people are turning towards you?

Mr. Happ: We have been making this range of products since 1975. We have been in business since 1959. We have a lot of experience doing this. We partnered with a firm to build a sterilization facility next door to us in Petaluma. We have been sterilizing products since the 1970’s. The quality has to do with accuracy and cleanliness. With our focus on