



# Canadian Laboratory Suppliers Association

The Canadian Laboratory Suppliers Association (CLSA) is dedicated to uniting the Canadian scientific supplier community in a non-competitive environment, providing members with resources and opportunities to support their success

## Member Info Packet

### Member Benefits



## 1. INDUSTRY SALES ANALYSIS REPORT

Get access to the most accurate sales analysis report available to Canadian laboratory suppliers. This quarterly report provides detailed sales data by category, region, and industry. Available exclusively to CLSA members, free of charge and ensures complete confidentiality.

#### CATEGORIES

##### Equipment

##### ANALYTICAL

Equipment - General Lab Over \$5K

Equipment - General Lab Under \$5K

##### Particle Size

Molecular Biology

Cell Growth/Microbiology

Microscopes

High Content Analysis

Centrifuges

Liquid Handling

Manual



## McGill

Executive  
Institute

## 2. EDUCATIONAL SESSIONS

Practical and usable strategies to enhance sales results, providing training and sales tools (*Save organization over \$3-5K*)

## 3. TRADE SHOWS



# BIOTECH CONNECT

Membership includes one free annual trade show with Biotech Connect (\$600 value)



## 4. JOB POSTING

Post job opportunities within your company on the CLSA website.

## 5. ANNUAL GENERAL MEETING



Held every May, this meeting offers members a chance to socialize and network. Enjoy updates from the CLSA President, a guest speaker's talk, and a wonderful dinner.



## 6. SOCIAL NETWORKING EVENTS

Participate in various social events throughout the year to network with industry peers - **Take me out to the Ball Game!**

## 7. SALARY & BENEFITS SURVEY

Participate in the only salary survey specific to the industry. This annual survey provides confidential results based on data from companies selling equipment, consumables, and services to the Canadian laboratory market. Free for CLSA members.



## The Board of Directors

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*General Manager*

New England BioLabs

## Quarterly Membership Fees

Based on Sales Volume	Under \$5 million	\$5 million - \$10 million	more than \$10 million
(all membership fees include HST)	<b>\$190.69</b>	<b>\$508.50</b>	<b>\$826.31</b>

Note: membership fees are payable quarterly beginning April 1st of each year and are pro-rated.



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