



August 23, 2021

Tom Schwaller has set September 30, 2021 as his retirement date from Labconco, marking the culmination of a storied 40-year career. Tom's leadership and yeoman efforts to develop sales personnel, establish and build Labconco project business, execute sales programs through our domestic distribution channels and amass an enviable network of contacts (friends really) throughout our industry will all highlight his remarkable legacy.

Tom was initially hired in March, 1980 as a Kansas City-based Sales Engineer before moving to Dallas to become a Field Sales Representative. After a brief one-year gap (1984) working for a distributor, Tom returned to the Labconco fold in August 1985 as our Gulf Coast Sales Representative. He was then lured back to Kansas City to assume the role of National Furniture Accounts Manager in July 1987, and was later promoted to National Sales Manager in September 1993. Tom was appointed to the Executive Committee in January 2001, was subsequently promoted to Vice President of Sales in January 2004, and will retire as our Senior Vice President of Sales, the position to which he was recently promoted. During his tenure, Tom has held ultimate responsibilities for Sales, Marketing, Marketing Communications, Customer Service, Government Sales, Inside Sales, Channel Management, and Sales Engineering. Suffice it to say, at one time or another, he has been accountable for nearly all of our customer-facing responsibilities.

Tom's influence has extended well beyond our Labconco walls through his participation and leadership with industry trade groups including current Chairman of Missouri Biotechnology Association (MOBIO), past Chairman of Scientific Equipment & Furniture Association (SEFA), member of Laboratory Products Association (LPA), Independent Laboratory Distributors Association (ILDA), and others.

While he may be retiring from his 9-5 job in lab equipment, Tom looks forward to spending more time with family, tackling the odd home project, and being on or near the water. We will miss his vast experience and understanding of the lab equipment market, and wish him well in this next chapter.

Sincerely,

A handwritten signature in blue ink, appearing to read "Jeffrey B. Stanton".

Jeffrey B. Stanton
President