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PIPETTE TIP MARKET OVERVIEW--ANALYSIS OF MAJOR MARKET SEGMENTS

A. USA

1. Medical Device/Clinical Industry
 - a. Healthcare Reform
 - b. Health Care Expenditures
 - c. Cost Consciousness
 - d. Industry Consolidation
 - e. Hospitals
 - f. Industry Diversification
 - g. Physicians
 - h. Population Aging
 - i. Laboratory Regulations
2. Chemical Industry
3. Pharmaceutical and Biotech Industry
4. Environmental Technology Industry
5. Food and Beverage Industry

B. Canada

1. Healthcare Industry
2. Chemical Industry
3. Pharmaceutical Industry

POTENTIAL UNIVERSE OF PROSPECTIVE CUSTOMERS FOR PIPETTE TIPS IN THE USA AND CANADA

A. USA

B. Canada

THE US AND CANADA UNIT VOLUME FORECASTS FOR 200 UL AND 20 UL PIPETTE TIPS

A. USA

B. Canada

THE 200 UL AND 20 UL PIPETTE TIP PRICES AT DISTRIBUTION AND USER/LABORATORY LEVEL: USA AND CANADA

A. USA

B. Canada

THE US AND CANADA SALES FORECASTS FOR 200 UL AND 20 UL PIPETTE TIPS

- A. USA
- B. Canada

SALES AND MARKET SHARES FOR MAJOR SUPPLIERS OF PIPETTOR AND PIPETTES

PROFILES OF SELECTED PIPETTE TIP MANUFACTURERS AND DISTRIBUTORS

Andrew Alliance/Waters
Artel
BrandTech Scientific
Corning Life Sciences
DPX Technologies
Dynex Technologies
Eppendorf North America
Evergreen Scientific
Gibson
Globe Scientific
Hamilton
Integra Biosciences
Mettler Toledo
Nichiryo America
Noble Medical
Sartorius Stedim Biotech
Thermo Fisher Scientific
Tricontinent Scientific/Gardner Denver
TTE Laboratories /TransCat
VWR/Avantor
Wheaton/DWK Life Sciences

STRATEGIC RECOMMENDATIONS

- A. Alternative Market Penetration Strategies
 - 1. Internal Development
 - 2. Collaborative Arrangements
 - 3. Distribution Strategies
 - a. Marketing Approaches
 - b. Product Complexity
 - c. Customer Preference
 - d. Established Suppliers
 - e. Emerging Suppliers
 - f. Major Types of Distributors
 - g. Market Segmentation
- B. Potential Market Entry Barriers and Risks
 - 1. Market Maturity
 - 2. Cost Containment
 - 3. Competition
 - 4. Technological Edge and Limitations
 - 5. Patent Protection
 - 6. Regulatory Constraints
 - 7. Market Challenges