



## NEWS

### FOR IMMEDIATE RELEASE

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### LabSmith Announces Distribution Agreement with JFE Shoji Electronics

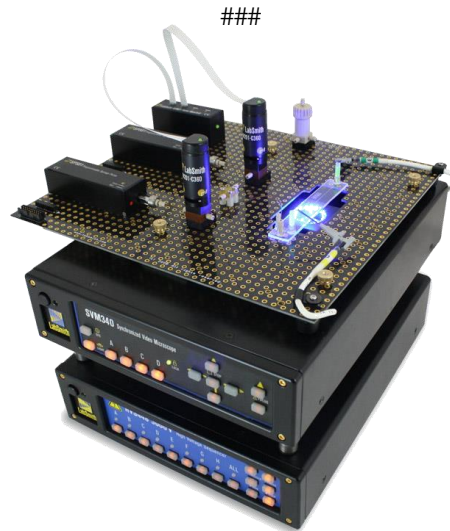
**LIVERMORE, CA (November 18, 2014)** – LabSmith, Inc., a leading microfluidics lab equipment manufacturer, has formalized an agreement with JFE Shoji Electronics to distribute LabSmith’s products into the microfluidics life sciences market in Japan. This partnership gives Japanese scientists working at the interface of microfluidics and the life sciences access to an expansive range of tools for lab-on-chip experiments engineering, chemistry,. JFE Shoji Electronics, a subsidiary of JFE Shoji Trade Corporation, headquartered in Tokyo, Japan, is a distributor providing end-to-end solutions with tools to support customer’s flow chemistry and biology applications.

LabSmith, Inc., based in Livermore, California, expands the JFE Shoji Electronics product range, adding a wide range of tools for innovative laboratory electronic, visualization and microfluidic solutions. Seika Corporation, LabSmith’s first distribution partner in Japan, will continue to serve the Japanese market with the exclusive distribution of the LabSmith LC-series logic controllers.

JFE Shoji Electronics Corporation chief manager, Mr. Terunori Ogasawara, describes the Japanese market in microfluidics for life sciences as growing rapidly. “The government of Japan and local industry are investing heavily in life sciences R&D. Many working in the life sciences see an opportunity to develop new technology for biomedical research and diagnostics by leveraging the microfluidics platform. LabSmith products simplify these experiments. LabSmith tools have the sophistication to enable researchers to perform and automate cutting edge research. LabSmith components used for R&D and prototyping are also suitable for OEM applications in medical devices. We are offer products with such versatility to our customers.”

LabSmith president and CEO, Kirsten Pace agrees, stating “The Japanese investment in R&D across universities, government labs, and industry, creates an opportunity for the adoption and improvement of micro- and nano-technologies for life sciences applications. As life science research leaders move to lab-on-a-chip platforms that leverage the advantages of automation with small dimensional and volume scales, LabSmith tools can remove barriers to their success.”

By partnering, JFE Shoji Electronics and LabSmith can provide Japanese scientists with something more valuable than merely products – local service and support. “JFE Shoji Electronics has both a local presence and a commitment to customer service including product demonstrations, installation and support. I am impressed with both the product knowledge and the application support that JFE Shoji Electronics can offer our customers in Japan, “states Yolanda Fintschenko, Ph.D., Director of Sales, Marketing and New Technologies at LabSmith.



The LabSmith LabPackage for a completely equipped micro-and nanofluidic workstation is shown. LabSmith’s modular design for innovation meets confident control for reproducible results – from proof-of-concept to prototype. A high resolution version of this picture is enclosed.

### About LabSmith, Inc.

LabSmith, Inc. builds laboratory tools that further the art of research. LabSmith products control all aspects of experimentation, including timing, synchronization, high voltage and current sourcing, fluid routing and event capture and visualization. Visit [www.labsmith.com](http://www.labsmith.com).

### About JFE Shoji Electronics

Visit [www.jfe-shoji.co.jp](http://www.jfe-shoji.co.jp).

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