

# LABORATORY



# ECONOMICS

*Competitive Market Analysis For Laboratory Management Decision Makers*

## GE HEALTHCARE TO BUY CLARIANT FOR \$580M

**G**E Healthcare (United Kingdom), a unit of General Electric, has agreed to buy Clariant Inc. (Aliso Viejo, CA) for approximately \$580 million in cash. The deal, which is expected to close in early December, values Clariant at FIVE times its current annualized revenue of \$115 million. *Continued on page 3.*

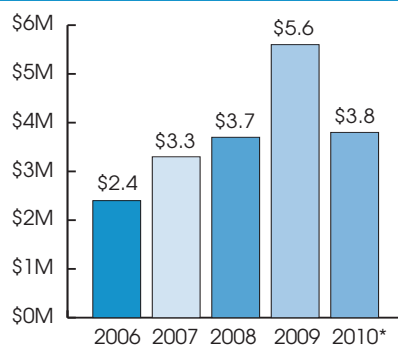
## SONIC TO BUY CBLPATH FOR \$123.5 MILLION

**A**ustralia-based Sonic Healthcare Ltd. is buying CBLPath Inc. (Rye Brook, NY) for \$123.5 million. The deal, which is expected to close in December, values CBLPath at approximately 1.5 times its estimated annual revenue of \$85 million. *Continued on page 2.*

## LAB LOBBY SPENDING TARGETS IN-OFFICE LABS AND REGULATION OF LDTs

**T**en lab and pathology trade groups and companies have spent \$3.8 million on lobbying politicians so far this year, according to data collected from the Center for Responsive Politics. In total, the 10 lab organizations employ more than 60 lobbyists who work to influence healthcare policy decision-makers in government. In particular, trade groups want more regulation of in-office histology labs at physician offices, and limited FDA regulation of laboratory-developed (aka homebrew) tests. *Continued on pages 5-7.*

**Lab Lobby Spending**



\*Year to date through September 30, 2010. Includes American Assn. of Bioanalysts, American Assn. for Molecular Pathology, ACLA, ASCP, CAP, CLMA, Bio-Reference Labs, Genomic Health, LabCorp and Quest Diagnostics  
Source: Center for Responsive Politics

## BOSTON'S BIGGEST UROLOGY GROUP INSOURCING PATHOLOGY

**B**oston Urology Institute LLC (Norwood, MA) plans to open an in-office histology lab early next year that will perform histology, cytology, immunohistochemical and FISH testing, as well as clinical lab testing. BUI is a new group formed by the merger of nine urology groups with 17 offices. The merged group has a total of 21 urologists, making it the largest single-specialty practice in the Boston area. *Continued on page 2.*

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