



November 30, 2020

Ronkonkoma, New York – Lab Crafters is pleased to announce that Betsy Fouts has joined as their North Area Strategic Account Sales Representative beginning November 30, 2020. Fouts will be covering the northern & mid-west section of the country with her focus on key markets in her region. She will be working under Scott Hegemann, VP of Sales to further grow the business in her region to meet the company’s growth goals.

“Betsy is a proven business professional and has had incredible success working with large complex organizations in both the commercial and healthcare business sectors. Her ability to bring value to customers and service her customers with passion and excellence has served her well in her career.” said Scott Hegemann VP of Sales. “I am confident that Betsy will service her customers in the Pharma, Biotech, Higher Education and Healthcare markets helping them to improve lab spaces for the scientist and students they support.”

Betsy Fouts commented, “I am very happy to join Lab Crafters and be part of our future growth. The opportunity to represent a top US manufacturer in a critical and essential industry is tremendous.”

Fouts has several years sales experience with contract office and materials manufacturers. Recently, Betsy was the Market Manager for the Boltaflex vinyl upholstery line for the contract and distribution segments. Prior to that, she held a strategic sales position with Herman Miller Healthcare. She has enjoyed sales success with both Herman Miller and Knoll Office Furniture in her sales roles. Betsy has a BA from Purdue University.

About Lab Crafters: Innovation drives everything we do for our customers. We improve the performance of laboratories by offering high quality fume hoods, lab casework, lab furniture and accessories while delivering best in class project execution. Our direct employees work with planners, the construction industry and owners to create a highly effective design and installation process. Tailoring the right product solution for the needs of the users enables laboratory staff and students to have a lab that works for them. Our highly adaptable solutions ensure your laboratory solves the needs for today, while allowing for quick and cost-effective adaptability to keep up with the ever-changing needs of the future. Let Lab Crafters help you create the lab of the future for your organization. Please visit us at [www.lab-crafters.com](http://www.lab-crafters.com) to see our extensive furnishing solutions.

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