

The logo for the Laboratory Products Association (LPA) consists of the letters 'LPA' in a bold, blue, sans-serif font. The 'L' and 'P' are connected at the top, and the 'A' is slightly larger and positioned to the right. The logo is set against a solid orange square background.

LPA

Laboratory
Products
Association

Over **100 Years** of
Supporting Science

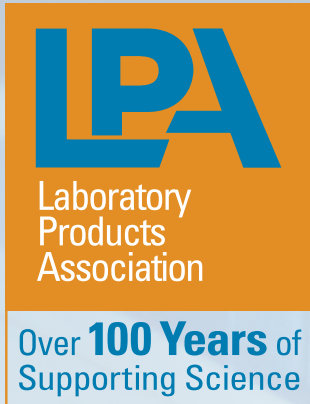
www.lpanet.org

The year '2023' is written in a large, bold, blue, sans-serif font. The numbers are slightly shadowed, giving them a three-dimensional appearance. The '2023' is centered horizontally and partially overlaps the 'ANNUAL' text below it.

2023

ANNUAL

REPORT



www.lpanet.org

LPA MISSION

The mission of the Laboratory Products Association is to enable its members to enrich their global and commercial success by providing them with unique opportunities in networking, market information, education, and government affairs advocacy.

LPA VISION

The LPA will be a leading global association serving manufacturers, distributors, and other related companies in the laboratory products industry, providing its members with a global perspective for success and competitive advantage.

Established in 1918 as the Association of Scientific Apparatus Makers of the United States, the **Laboratory Products Association (LPA)** has undergone significant evolution, emerging as the premier organization in the laboratory products industry. Its inception during World War I marked the birth of the U.S. laboratory products industry, and since then, the LPA has consistently played a pivotal role in shaping the industry's growth and stature.

Comprising manufacturers, distributors, and suppliers, LPA member companies specialize in providing a diverse range of lab products and services, including glass and plasticware, chemicals, equipment, and supplies. These offerings are integral to scientific research, applied science, and life science applications worldwide.

The Optical Imaging Association (OPIA) stands as an affiliated association of the LPA, comprised of manufacturers of microscopes and microscopy components under its umbrella.

In today's fiercely competitive global landscape, success hinges on access to essential resources and tools. The LPA stands as a strong ally for its members, offering unparalleled value through:

Business Networking. Providing exclusive opportunities for members to engage with senior-level industry executives, fostering valuable connections and collaborations.

Market Insight. Delivering exclusive market reports on the global lab products industry, equipping members with vital data to navigate the dynamic marketplace.

Executive Education. Offering cutting-edge educational opportunities featuring world-class speakers, ensuring that members stay at the forefront of industry trends and innovations.

Advocacy and Influence. Empowering members with confidence by ensuring their voices are heard on key legislative and regulatory issues in Washington.

As the laboratory products industry continues to evolve, the LPA remains committed to providing invaluable support, resources, and advocacy for its members, and together building a durable scientific community.

“The LPA continues to evolve to meet the everchanging needs of the members, even after 100 years of serving science. This is one of the best places for industry leaders to make connections and access resources that help navigate the present and future opportunities and challenges.

The value of LPA, found in the strength of the members, continues to provide insightful market reports, relevant scientific and market forums, along with leadership connections that are invaluable. Driving inclusion with diverse companies as members keep engagement rich, and launching new programs like the recent Women's Forum is just another example of adding leadership strength to the organization.”

Fran Hutson, Life Science Business Partner, Diversity, Equity and Inclusion, MilliporeSigma

I am honored to share the remarkable achievements of the Laboratory Products Association (LPA) over the past year. Serving as the Chair of the Board of Directors, I am thrilled to report another year of success and productivity for our mission-driven association dedicated to enhancing the global and commercial success of our valued members.

Throughout this year, our unwavering commitment to meeting the evolving needs of our members has been the driving force behind our accomplishments. The LPA, with its focus on consistent improvement, has demonstrated its effectiveness in fostering growth and prosperity. As you review this Annual Report, you will find a detailed account of the significant benefits and value we have delivered. Allow me to highlight a few key achievements.

Our membership remains robust, boasting 119 member companies. Notably, we welcomed 10 new companies this year, contributing to an impressive retention rate of 96%. If you are aware of a company that aligns with our values and goals, please do not hesitate to recommend them for membership.

Our meetings have been nothing short of outstanding. From the Spring Meeting in Arlington, Virginia, featuring a well-attended Capitol Hill Day, to the Annual Meeting in Amelia Island, Florida, both events provided exceptional executive education and invaluable business networking opportunities. Additionally, our sales and marketing workshop in Boston, focused on leveraging AI, garnered the highest ratings ever.

Our partnerships with industry experts, including Frost & Sullivan, Top-Down Analytics, and the Cleveland Research Company, yielded six strategic market reports and insightful industry data, setting a benchmark for the value we offer our members.

The Scientific Advisory Board maintained its commitment to gathering key insights from labs and decision-makers, ensuring we stay at the forefront of industry advancements.

The Women's Forum Committee organized successful events during LPA Meetings, enhancing strategic networking and fostering wellness through engaging discussions and virtual sessions.

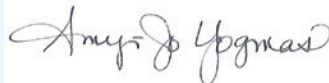
Our collaboration with Rob Smith and Platinum Advisors in legislative and government affairs advocacy proved instrumental in keeping us informed about developments in DC and their implications for our members.

Your feedback is invaluable in shaping our direction, and we welcome your comments and suggestions. It is through this collaborative effort that we ensure our actions align with the objectives outlined in our Strategic Plan.

In closing, I extend heartfelt thanks to those who contributed to the LPA's success this past year—especially Vice Chair Fran Hutson, immediate Past Chair Kevin Frake, the Board of Directors, committees, membership, and our dedicated LPA staff.

Here's to another year of continued success and growth.

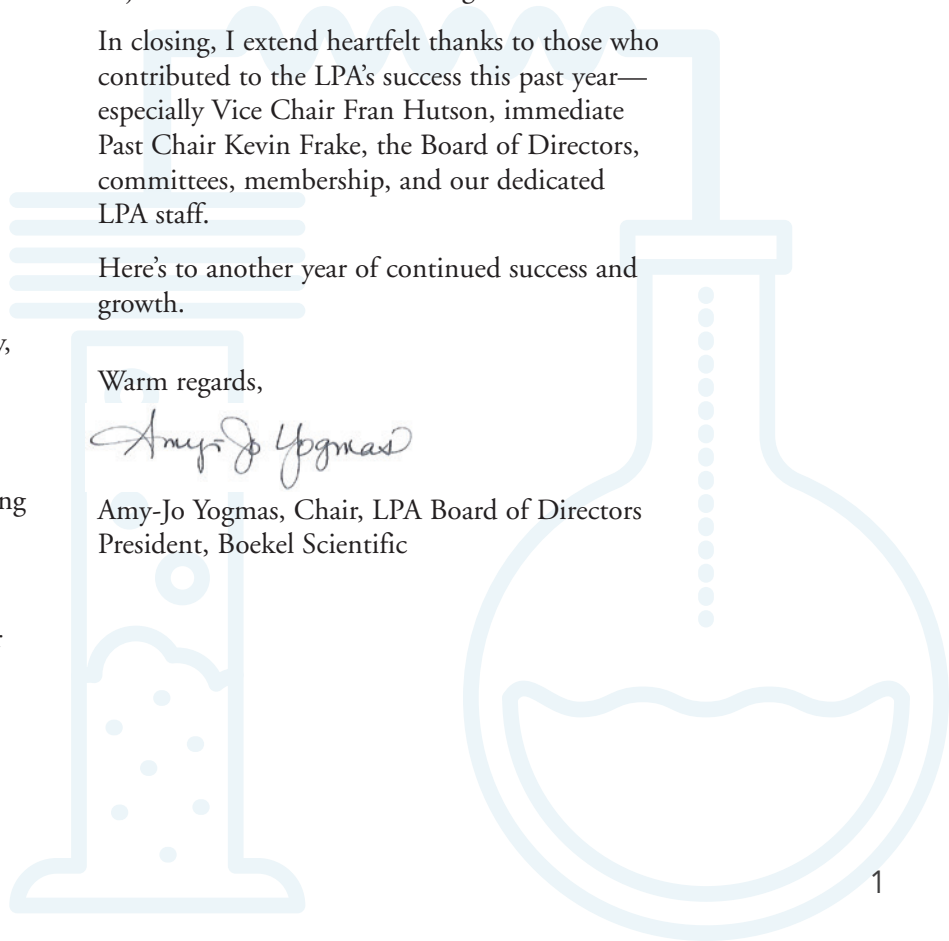
Warm regards,



Amy-Jo Yogmas, Chair, LPA Board of Directors
President, Boekel Scientific



Amy-Jo Yogmas, LPA Chair



NETWORKING & PROFESSIONAL DEVELOPMENT

LPA Spring Meeting

www.lpanet.org/spring

The 2023 Spring Meeting, held in Arlington, VA from May 1-3, brought together a vibrant community of 65 attendees representing 36 member companies. The two-day event featured an enriching education program that kicked off with Hamid Ghanadan's insightful presentation on *The State of Science in 2023: Priorities & Outlooks of the Life Sciences Industry*.

Subsequently, Rob Smith & Tony Hobbs, the LPA's government affairs liaisons, delivered a comprehensive *Government and Regulatory Affairs Update*. Following a networking lunch, Jeannie Walters shared her expertise on creating a proactive customer experience, guiding attendees on how to transition customers from "Curious" to "Converted."

A notable addition to this year's agenda was the Roundtable Forum, featuring Board of Directors Chair Kevin Frake and Vice-Chair Amy-Jo Yogmas. Utilizing Mentimeter, they engaged attendees in discussions on pressing topics such as inflation, supply chain impacts, workforce productivity, and how the LPA is addressing members' needs through scientific advisory board sessions, workshops, and webinars.

The day concluded with a networking dinner and an optional outing to Nationals Park for a MLB game, providing a casual setting for continued discussions. The closing keynote speaker, Ginger Kerrick, delivered an inspiring talk on *Leadership Lessons from Mission Control*, leaving attendees with valuable insights and motivation to drive innovation in their respective fields.



Attendees gained valuable insights into industry-specific topics during the LPA Spring Meeting held at The Ritz-Carlton, Pentagon City.



LPA Chair Kevin Frake and Vice Chair Amy-Jo Yogmas co-hosted the roundtable session at the Spring Meeting in Arlington, VA.

LPA Capitol Hill Day

Directly following the LPA Spring Meeting, LPA Capitol Hill Day provided members with a dedicated afternoon. This unique opportunity allowed participants to convene in one centralized location, facilitating interactions with staffers from various congressional offices on Capitol Hill. Members had the chance to engage with key congressional staffers from their home districts, fostering important connections and discussions during this concentrated and impactful session.

LPA Annual Meeting

www.lpanet.org/annual

The 2023 LPA Annual Meeting, themed *Reconnect & Restore*, unfolded at The Ritz-Carlton, Amelia Island in Florida from September 30 to October 3. A total of 106 attendees, representing 62 companies, gathered for a rejuvenating experience that seamlessly blended networking opportunities with a thoughtfully curated educational program.

The event commenced with a Saturday evening beachfront Chair's Reception, setting a welcoming tone for the gathering. Attendees further bonded during an on-site Sunday golf tournament, brunch on the intracoastal waterway, and a downtown stroll, creating a relaxed yet productive atmosphere. Sunday evening brought everyone together for a reception and dinner held at the resort.

The LPA Women's Forum played an active role in enhancing the Annual Meeting experience. Sunday's Morning Meet-Up wellness event encouraged members to embark on an early morning beach walk, culminating



LPA Capitol Hill Day attendees experienced a productive day together in the Longworth House Office Building, Agriculture Committee Hearing Room, as staffers came to them this year rather than members splitting up and walking the Hill.



[Left] LPA Members kayaked down Lofton Creek in Amelia Island, Florida after the 2023 LPA Annual Meeting in October.



[Right] LPA Members enjoyed an outing to Nationals Park for a MLB game, providing a casual setting for networking during the Spring Meeting.

in a complimentary beverage at the on-site coffee shop. Monday evening featured a Trivia and First-Call event at the lobby bar, which featured a twist on the traditional old-fashioned, allowing members to engage in lively trivia with an opportunity to participate in the first-call.

The program's educational segment commenced on Monday with Shawn Kanungo exploring *Strategy in a World of Disruption*. Following this, Connor Lokar from the esteemed ITR Economics Group provided an insightful overview of the domestic and global economy. Josh Waldman of the Cleveland Research Company then presented a *Life Sciences Industry Update* after a networking luncheon. The day concluded with the association's Annual Business Meeting, followed by a well-received trivia event before the evening reception and dinner.

The second day began with a detailed *Legislative and Regulatory Update* by Rob Smith and Tony Hobbs, the LPA's Government Affairs liaisons. Following a short break, the program concluded with an inspirational keynote by Maja Kazazic, urging members to forge ahead in turbulent times. Post-meeting, many attendees extended their networking experience with a relaxing kayaking excursion along a nearby creek, creating lasting memories of camaraderie and professional growth.

LPA at Pittcon

www.lpanet.org/pittcon

The LPA ensured ample opportunities for its members to connect with clients and colleagues during the entire

duration of the show. The dedicated LPA Networking Room served as a welcoming space where members could enjoy a beverage, grab a snack, take a seat to regroup, and engage in valuable networking with fellow members.

The LPA Meeting Room remained a valuable asset, providing members with a private yet shared space amidst the bustling show floor to conduct meetings. Additionally, a well-received happy hour, jointly hosted by LPA and LabX/*Lab Manager Magazine*, marked the conclusion of the first day, creating a vibrant atmosphere for attendees to unwind, forge new connections, and strengthen existing professional relationships.

LPA Sales & Marketing Workshop

www.lpanet.org/workshops

This past year the LPA held a timely Sales & Marketing workshop in Boston, Massachusetts with Christopher Penn, Co-founder TrustInsights. Penn delved into the practical applications of AI, particularly emphasizing large language models. The workshop aimed to demystify the technology underpinning widely-used tools like ChatGPT, Microsoft Bing, Google Bard, and others.

Attendees were immersed in an informative session where they gained insights into the functionality of these tools, a comprehensive understanding of their workings, and practical know-how on harnessing their capabilities. The workshop equipped participants with the knowledge and skills necessary to effectively leverage AI in the dynamic realms of sales and marketing.



Before the Annual Meeting got started in Amelia Island, some LPA members relaxed on the waterfront during an optional brunch.



LPA Members at Pittcon enjoy a Happy Hour co-sponsored by the LPA and LabX/*Lab Manager Magazine*.



LPA Members learned how to apply AI marketing strategies during the Sales & Marketing Workshop in Boston.

MARKET INFORMATION

www.lpanet.org/marketdata

The LPA offers its members privileged access to exclusive reports on the lab products market and industry, presenting information that is predominantly unavailable from other sources. These meticulously crafted reports serve as invaluable resources, furnishing members with deep insights into market trends and essential benchmarks to enhance their financial and operational performance.

What sets these reports apart is the extensive collaboration with our members, ensuring that their perspectives and expertise are integral to the content. By leveraging these insights, our members are equipped with a competitive edge, enabling them to make informed decisions and propel their organizations towards greater success.

Frost & Sullivan Market Reports

Frost & Sullivan's Healthcare & Life Sciences Practice continued to produce two key reports for the LPA:

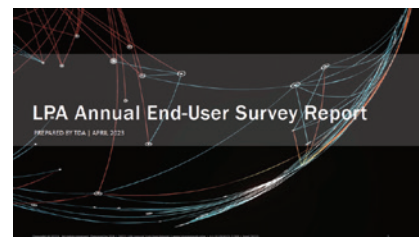
Global Market for Laboratory Products—This robust report covered the global and U.S. markets for laboratory products to include the size and growth of the total laboratory products market, as well as the product segment markets, and end-user market segments.

Global Laboratory Products Purchasing Trends Survey—This survey covered product selection factors, budgets, growth expectations, post-COVID19 and supply chain impacts in labs, and much more.



LPA Member Business Climate Survey—The primary objective of this report was to gauge the current business climate of LPA member companies and understand the key trends that impact the market for laboratory products.

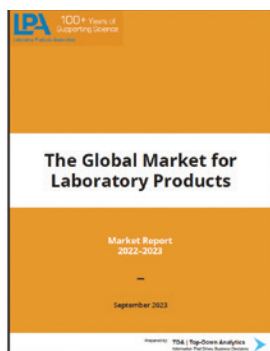
Laboratory Products End-User Survey—This survey, based on responses of end-users in the lab, focused on changes in demographics, budgets, purchasing preferences, and service and support.



Top-Down Analytics Reports

The LPA also continued its relationship this past year with Top-Down Analytics (TDA), a leading provider of competitive intelligence and benchmark data for scientific and life sciences products. Reports produced for the LPA included:

The Global Market for Laboratory Products—This report focused on market size and growth estimates as an aid to LPA members for planning and performance benchmarking purposes.



Monthly Flash Report

The *Flash Report*, a monthly sales update from member companies, serves as a dynamic tool offering an immediate insight into industry trends. This comprehensive report includes a detailed comparison of members' durable and nondurable sales on a monthly, quarterly, and year-to-date basis against the previous year's figures. It provides a quick, yet thorough, snapshot of the industry landscape.

“The LPA provides its members with an ever increasing and powerful range of benefits. The market reports are insightful and the education programs are both up to date and useful to personnel at all levels in our member organizations.”

Lisa Witte, President, Research and Safety Division, Thermo Fisher Scientific

MORE OUTSTANDING VALUE FOR MEMBERS . . .

LPA Scientific Advisory Board

The LPA continued its impactful Scientific Advisory Board, hosting a highly attended virtual session. The hour-long sessions of the Scientific Advisory Board are integral to harnessing the expertise of individuals immersed in laboratory environments. The primary goal is to enrich the knowledge, understanding, and strategic thinking of laboratories for the benefit of LPA members. The March session was particularly noteworthy, centering on the theme *BioPharma and Biotech Workflows: TODAY*. Guided by the skilled moderation of Hamid Ghanadan from The Linus Group, the session delved into key insights and trends in these dynamic fields.

LPA Women's Forum Committee

www.lpanet.org/women

The LPA Women's Forum Group continued to be very active this past year holding monthly zoom committee meetings, as well as a productive zoom on International Women's Day with speaker Nichol Luoma, Vice President of University Business Services & Sustainability Operations Officer for Arizona State University, who discussed *Trends in Higher Education* and ASU's role in *Advancing the Public Enterprise Model*. In addition, the Women's Forum sponsored another zoom event with Shivani Nadarajah, a Senior HR Director by day and comedian by night, who brought a creative spin on how to tell a work appropriate joke with *Humor in the Workplace*.

The primary goals of these events are to increase connectivity with the women currently in the LPA and increase engagement of women in general with LPA through forums, programs, and connections that resonate with women.

Government & Regulatory Affairs Advocacy

www.lpanet.org/gov

Throughout the year, the LPA remained committed to keeping its members well-informed about crucial developments in legislative and regulatory domains through its partnership with Rob Smith and Tony Hobbs of Platinum Advisors. Rob and Tony conducted informative webinars, disseminated regular email updates highlighting key legislative and regulatory issues, and maintained a meticulous regulation tracking system. This system effectively flagged any pertinent rules and regulations published through the *Federal Register* ensuring that member companies were promptly informed. They orchestrated a highly successful Capitol Hill Day event immediately following the Spring Meeting in May. This event not only garnered substantial attendance but also facilitated meaningful engagement between LPA members and key stakeholders on Capitol Hill.

LPA Reporter Monthly Newsletter

www.lpanet.org/reporter

The *LPA Reporter*, the association's monthly newsletter, shared current and upcoming events, industry news briefs, networking opportunities, and resources for everyone in the lab products industry. The *LPA Reporter* also provided member companies with an outlet for sharing their company news, press releases, new product information, staff changes, and accomplishments.

Partnerships with Other Associations

www.lpanet.org/nam

The LPA continued its membership in the National Association of Manufacturer's (NAM) Council of Manufacturing Associations (CMA). The CMA is made up of nearly 260 manufacturing trade associations that work together on behalf of manufacturing in the United States. Resources made available to LPA members include the *Monday Economic Report* which is a snapshot of how manufacturing is doing based on key economic indicators, as well as monthly Global Surveys.



Participants enjoyed a walk on the beach and a beautiful sunrise during what has become an annual wellness event, the Sunday Morning Meet-Up at the LPA Annual Meeting, sponsored by the LPA Women's Forum Committee.

LPA Student Engagement Initiative

The LPA is actively engaged in an initiative aimed at fostering awareness among students about the laboratory products industry, with the overarching goal of inspiring fresh talent to embark on careers in the commercial side of science. This initiative comprises a dynamic five-part video series featuring moderated discussions with industry members, covering a diverse array of topics intended to encourage and inspire students to explore potential career paths within this sector.

The LPA envisions these videos serving as valuable resources, intended to be shared widely among university department heads. This initiative marks the commencement of an educational campaign by the association, with the objective of introducing and nurturing the next generation of LPA members.

For a firsthand look at these insightful discussions, we invite you to visit our YouTube page (www.youtube.com/@LaboratoryProductsAssociation), where the videos are available for viewing. Don't forget to subscribe to stay updated on future releases and be part of our journey to cultivate and introduce the future leaders of the LPA!

LPA LinkedIn Group [/groups/1941786](https://www.linkedin.com/groups/1941786)

As the value and participation in social networking groups rose, so did membership in LPA's LinkedIn group. By the end of 2023, the group had over 4,200 likes and 816 people following our company page. The LPA also follows and reposts content from members on a regular basis. The group was open to all who are in the lab products and life sciences areas—LPA members as well as end-users—and was a great resource for making new connections and possible business leads.

LPA Facebook Group [/LaboratoryProductsAssociation](https://www.facebook.com/LaboratoryProductsAssociation)

With almost 1,000 followers, the LPA Facebook page adds value to members by offering another avenue to engage and support B2B. Using social media to encourage industry colleagues to collaborate and connect in a more casual way, no matter where their work takes them, has been a welcome additional outlet. LPA members were also able to find pictures from LPA events and meetings throughout the year.

LPA YouTube Channel [@LaboratoryProductsAssociation](https://www.youtube.com/@LaboratoryProductsAssociation)

The LPA YouTube channel offers members a convenient platform to access educational and informative videos produced by the association. This channel not only serves as a valuable resource for individual members seeking insights but also provides an effortless means to share these videos with colleagues and potential new members.

LPA Engagement App

The LPA Engagement App facilitates seamless connections among its members through features like chat, private messaging, and more, boasting a community of over 230 members. This dynamic app provides exclusive LPA members-only content accessible on any device, including global market data, the member directory, and timely updates on government affairs and regulatory issues, ensuring members stay informed and connected at their convenience.

LOOKING AHEAD

2024

TO 2024...

In an ever-evolving business landscape, the dynamics within which LPA members operate undergo continual change. Recognizing this, the LPA remains vigilant in monitoring these shifts and is committed to adapting its offerings to serve as a proactive provider of solutions tailored to its members' needs.

The LPA pledges to be attuned to these fluctuations and empower our members with the tools and insights necessary to navigate the complexities of the marketplace successfully. Members can rely on their industry trade association to facilitate their journey toward enhanced global and commercial success.

CHAIR

Amy-Jo Yogmas, President, Boekel Scientific

VICE CHAIR

Fran Hutson, Life Science Business Partner, Diversity, Equity, and Inclusion, MilliporeSigma

IMMEDIATE PAST CHAIR

Kevin Frake, President, Integrated Liner Technologies

PRESIDENT

Clark Mulligan, CAE, Laboratory Products Association

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Ken Falkowitz, Senior Vice President, Global Business Development, DWK Life Sciences LLC

Dave Hazel, Key Accounts Manager, Greiner Bio-One North America

Randy Kinkade, Vice President, Americas Commercial, Thermo Fisher Scientific

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Jeff Stanton, President, Labconco Corporation

Jonathan Yoppi, Vice President, Global Consumables and Safety/CES Strategy, VWR

DIRECTORS 2021-2024

Amy Baudino, Senior Director of Portfolio Management, North America, Fisher Scientific Channel

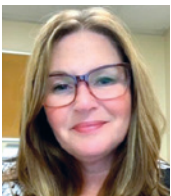
Steve Lucas, Director, NA Commercial Operations and Global Key Accounts, Corning Life Sciences

Laura Steiner, President, Horizon Scientific

Ryan Titmas, Vice President of Sales, Lucid Scientific

OPIA LIAISON

Ryan Hrejsa, Product Marketing, Americas, Leica Microsystems



Yogmas



Hutson



Frake



Mulligan



Cincotta



Falkowitz



Hazel



Kinkade



Crispin



Stanton



Yoppi



Baudino



Lucas



Steiner



Titmas



Hrejsa

www.lpanet.org/committees

LPA committees play a pivotal role in fostering a robust connection between members and the association. By providing members with a more influential voice in the decision-making process, LPA committees empower individuals to contribute their expertise and talents. Through collaborative engagement, LPA committees create a dynamic platform where members not only contribute to the association's direction but also actively shape its future by sharing their valuable insights and skills.

Government Affairs

The Government Affairs Committee is tasked with working closely with the LPA's government affairs consulting firm to:

- Identify and monitor proposed legislation and regulations that may impact members and the industry and keep members apprised of and educated on these issues.
- Take grass roots action as needed.
- Plan and organize the association's Capitol Hill Day every two years.

Market Information

The Market Information Committee is tasked with:

- Overseeing the production of various market reports produced for the LPA by Frost & Sullivan and Top-Down Analytics, overseeing the monthly Flash Report, other periodic reports, and the Scientific Advisory Board.

Meetings

The Meetings Committee is tasked with:

- Overseeing the activities of the Annual and Spring Meetings to include identifying pertinent topics for the education sessions and assisting in finding and vetting high-caliber speakers.

Membership & Communications

The Membership Committee is tasked with:

- Providing input on membership recruitment, engagement, and retention to include identifying potential members, reaching out to them, articulating the value proposition, and assisting in membership recruitment activities and events.

Sales & Marketing

The Sales & Marketing Committee is tasked with:

- Developing educational programs (both in-person and virtual) and activities that will enhance the sales and marketing capabilities of member companies as well as serving as a forum to exchange ideas and best practices.

Women's Forum

The Women's Forum Committee is tasked with:

- Providing a platform to increase connectivity with women currently in LPA and driving engagement of women in general with LPA, and better position LPA for future engaged women leaders.
- Sponsoring events and activities at LPA meetings to foster connectivity and engagement.



www.opia.org

The Optical Imaging Association (OPIA) operates as a specialized subgroup within the LPA, focusing on the representation of companies engaged in the manufacturing of microscopes and related products, components, and peripherals for the microscopy and microscopy imaging market. OPIA plays a crucial role in providing its members with insightful market statistical reports, including the quarterly *U.S. Microscope Report*, *Video Report*, *Shared Data Report*, and the semi-annual *International Microscope Report*.

Members of the OPIA convene regularly throughout the year, often in conjunction with industry trade shows. During these meetings, participants engage in discussions regarding the presented statistical reports and address common concerns and interests shared among the association's members. This collaborative approach ensures that OPIA members stay well-informed, connected, and equipped to navigate the dynamic landscape of the optical imaging industry.

OPIA Members

Chroma Technology
Evident (Olympus)
Excelitas
Leica Microsystems
Nikon Instruments
Prior Scientific
Zeiss

MEMBER COMPANIES

www.lpanet.org/directory



Not an LPA Member? Join Today!

Membership in the LPA can be a vital and strategic investment in your company's future. Visit www.lpanet.org/join for more information on how to join or call (703) 836-1360.

www.lpanet.org/calendar

2024

Attend an
LPA Meeting
this year!



April 1–3, 2024

LPA SPRING MEETING

The Grand Hyatt
Nashville, TN

www.lpanet.org/spring



November 9–12, 2024

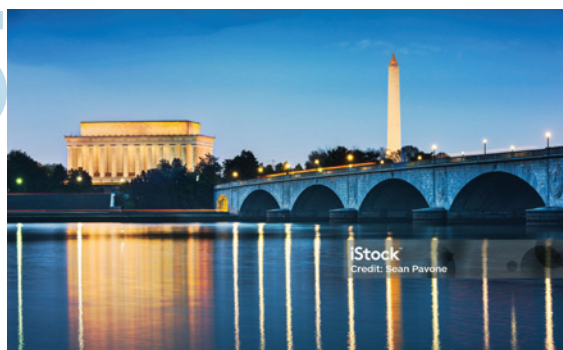
LPA ANNUAL MEETING

J.W. Marriott Camelback Resort & Spa
Scottsdale, AZ

www.lpanet.org/annual

2025

Save the
Dates!



May 5–7, 2025

LPA SPRING MEETING

The Ritz-Carlton, Pentagon City
Arlington, VA

www.lpanet.org/spring

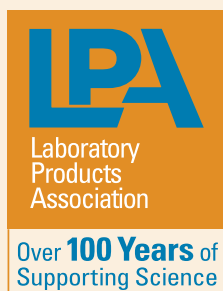


November 2–4, 2025

LPA ANNUAL MEETING

Opal Sands Resort & Spa
Clearwater Beach, FL

www.lpanet.org/annual



www.lpanet.org

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