



LPA

Laboratory
Products
Association

ANNUAL REPORT

2008

LPA MISSION

The mission of the Laboratory Products Association is to provide its members with unique opportunities in networking, market information, and education enabling them to constantly improve their global and commercial success.

LPA VISION

The LPA will be the leading association representing companies in the laboratory products industry providing its members with the value added programs and services they need to be successful.

Here is what some of our members are saying . . .

The LPA provides an opportunity to gain valuable market information and remain current regarding industry news and trends. The Association also offers a collegial network of the industry's most experienced leaders willing to share their knowledge and perspective.

Tim Grogan, Senior Vice President
VWR International

The benefits of membership in LPA are many. I always find something in each meeting program that I can take back and use in my business. The market information is always useful and the opportunities for networking with companies in our industry are outstanding. Membership has proven beneficial to my company.

Dennis Pope, President & CEO
Environmental Express

With all of the membership networking functions and industry specific reports, the LPA is the premier organization for the laboratory marketplace. The addition of value added benefits, including online educational programs and business templates and forms help our organization save both time and money.

Karen Brooks, Vice President
Qorpak

The Laboratory Products Association

The Laboratory Products Association (LPA) is a part of the SAMA Group of Associations founded in 1918. SAMA, the Scientific Apparatus Makers Association, is comprised of the LPA, the Optical Imaging Association (OPIA), and the Geomatics Industry Association (GIA). LPA member companies are manufacturers, distributors, and suppliers of lab products and services such as glass and plasticware, chemicals, equipment and supplies used in scientific research and applied science and life science worldwide.

The LPA works to provide member companies with the tools they need to enhance their jobs and improve their business operations. One of the unique benefits LPA membership brings to its members is the diverse value that it provides. The LPA not only provides programs and networking opportunities for top executives, but programs for mid-level management and reps as well.

NETWORKING & EDUCATION events provide members an opportunity to discuss emerging or current issues with their peers, customers, and other organizations to gain insights and best business practices information. Each year the LPA holds two major meetings and sales and marketing events. The Annual Meeting is held in the fall and has more strategic content aimed at senior management. The Spring Meeting is more topical and is geared for upper and mid-level management. The LPA also sponsors two sales and marketing events a year which are geared towards those at the mid-level management and rep levels.

MARKET AND INDUSTRY REPORTS provide members with access to valuable information that includes industry economic forecasts and trends, industry tracking, and customer survey data.

LPA members receive market information on the industry such as: the *Annual Market Analysis and Economic Forecast*, a compendium of both primary but mostly secondary research about the lab products market, with market size history and forecast included; the quarterly *Laboratory Business World* newsletter, which summarizes the global financial performance of companies, the monthly *Flash Report* of member's general sales activities, end user surveys and other product and market information. The monthly e-newsletter, the *LPA Reporter*, provides valuable industry and business news tailored just for the LPA as well as information as to what is going on within the association and its membership.



Rob Sweeney, Uwe Ross, Peter Binder, and Alex Waluszko at the Annual Meeting.



Speaker Todd Buchholz (center) speaks with attendees during the Annual Meeting in Las Vegas.



Chairman's Message

I am pleased to report that this past year has been a very productive and successful one for the Laboratory Products Association and its members. A year ago, Clark Mulligan had just come on board as the new LPA President and we embarked on a new and important direction to better serve our members and increase the value proposition of membership. We have had a number of accomplishments in terms of membership growth and the development of new programs and services this past year.

In the spring, the LPA Board of Directors approved a new strategic plan and mission and vision statements for the association. The new mission statement better reflects what the LPA is all about, what its core purpose is and the vision statement defines what the LPA aspires to be as it moves forward strategically. The new strategic plan incorporates input from the membership survey conducted last winter and will keep the LPA focused on being an association that is responsive to meeting the needs of its members.

The LPA's committees were re-structured and saw increased participation as well as frequent conference calls or meetings to give members an opportunity to provide input and participate in their association.

At the beginning of our fiscal year in July, membership in the LPA had increased 15% over the previous year to 104 members with 12 new companies joining during the year. Our retention rate was 97%, which is one of the highest retention rates in years. As we spread the word about the value of LPA membership, I am confident our membership will continue to grow.



LPA Chairman James Orcutt



Outgoing Board members (L-R) Ken Ludwig of Millipore, Karen Brooks of Qorpak, and Chuck Grant of SP Industries.

As you will see detailed in this report, the LPA has increased the value of membership in a number of areas. For example, in addition to the in-person meetings and workshops, the LPA increased the opportunities for members to partake in education by sponsoring online webinars on pertinent topics. We will also be launching an online self-paced education program in early 2009 that will further increase the educational value of LPA membership.

There are a lot of people that help to make the success of the LPA possible. Our committees play a vital role in this process and I want to thank all of our committee chairs and their members for their efforts. I also want to thank the members of the LPA Board of Directors for their dedicated service as well as the LPA staff.

Looking forward to 2009, the LPA will continue to increase the value of membership as outlined in our Strategic Plan especially in the areas of market information, networking and education. I am confident, despite the challenging economic times, that you will find your membership in the LPA to be especially valuable to you and your company.



Sincerely,

A handwritten signature in cursive script that reads "Jim Orcutt". The signature is written in black ink on a light-colored background.

James Orcutt, LPA Chairman
President & CEO
New Brunswick Scientific Co., Inc.

A Look Back at 2008— A Year of Continued Success

NETWORKING & EDUCATION

The opportunity to meet and get to know other senior executives in the industry is a primary benefit of membership in the Laboratory Products Association. To achieve this objective, meetings that combine unique networking opportunities with strategic presentations from leading speakers on emerging technologies, innovative management strategies, and new market opportunities continued to be a priority in 2008.

Spring Meeting

The theme of the 2008 Spring Meeting was *Creating, Managing, and Maintaining Successful Organizations* and featured a variety of topics and speakers. These included: Scott Hunter of The Hunter Partnership Alliance, who gave a presentation on *Creating an Outrageously Successful Organization*; Leslie Schweitzer, a Senior Trade Advisor for the U.S. Chamber of Commerce who discussed *Free Trade Agreements with Peru, Colombia, Panama, and South Korea*; Bill Austin of Sales Concepts, Inc. who conducted a marketing program entitled *Lightning, the Iceberg & the Acorn—Finding Your Company's Marketing Cornerstone*; Quintin Lai, a senior analyst covering Life Sciences & Diagnostics for R.W. Baird & Co., who talked about *Trends in the Life Sciences and Diagnostics Sectors*; and Mike Marks of Indian River Consulting Group who discussed *Managing the Distributor-Supplier Relationship*.



Spring Meeting speakers Mike Marks and Quintin Lai.

Annual Meeting

The 2008 Annual Meeting saw a record number of first-time attendees and was appropriately themed *Leading in Challenging Times* focusing on the economic situation and its impact on the industry. The program included: renowned keynoter, Terry Paulson who spoke on *Making Change Work—Reclaiming Optimism and Opportunity*; former White House economic advisor, Todd Buchholz, discussed *How to Compete in a Chaotic Economy* and *Election 2008: The Inside Story on the White House, the Fed, and Congress*; K.C. Warawa, presented the findings of the *LPA's 2008 Purchasing Trends Survey*; Navjot Singh of McKinsey & Company discussed *Trends in Biopharmaceutical R&D*; and green business guru, Joel Makower gave a presentation on *From Here to Sustainability: The Profit (and Pitfalls) of Environmentally Responsible Business*.



Terry Paulson kicks off the Annual Meeting program on *Making Change Work*.

2008

LPA Events at the Pittcon

Given that a large number of LPA members exhibit or attend Pittcon, the LPA sponsors several events for its members at this show. A complimentary member networking lounge gives members an opportunity to relax, get off their feet, and network with fellow members. The LPA also provides members with quiet meeting space for meetings with customers or potential customers off the busy show floor.



Members meet with customers in LPA meeting room during Pittcon.



Jim Smith speaks at the Product Manager's Breakfast during Pittcon.

In addition, the LPA sponsors a Product Manager's Breakfast and an International Breakfast with presentations on pertinent topics. This year's International Breakfast program featured presentations focusing on trade related issues. They included: Leslie Schweitzer, Senior Trade Advisor for the U.S. Chamber of Commerce who discussed the status of major Free Trade Agreements

with Columbia, Panama, Peru, and Korea and Jan Blaho, Business Development Officer with the Export-Import Bank of the U.S (EXIM) who discussed sustaining business profitability in the current environment by using Ex-Im Bank's risk mitigation, marketing, and financing tools to increase international sales.

The Product Managers' Breakfast featured Jim Smith, a long time veteran of the lab products industry, who gave a presentation on *The EDGE of Product Management—Concepts that Challenge the Status Quo*, which explored the basic principles of product marketing focusing on the changes necessary to exemplify leadership for your company/products in the ever-changing competitive marketplace.

Sales & Marketing Workshops

The LPA held a Sales & Marketing Workshop in June in Baltimore, Maryland. The one-day program, *E-mail Marketing Essentials: Everything you Need to Know to Take Your E-mail Marketing to the Next Level*, was conducted by Jeanne Jennings of Jeanne Jennings.com. The program covered standards and best practices and included examples of "best in class" e-mail marketing, industry benchmarks, service providers and legal considerations.

Recognizing the difficult economic environment and tight budgets, in December the LPA held a one-hour webinar instead of an in-person workshop. The webinar, *What's Happening NOW in Email Marketing*, was conducted by Jeanne Jennings and was a continuation of her popular June workshop. To make participating as convenient as possible, the webinar was held on two separate dates with over 50 members participating. Given the convenience and cost-effectiveness of this approach, the LPA plans more Sales & Marketing webinars on hot topics in the future.



Leslie Schweitzer (in red) of the U.S. Chamber of Commerce spoke at the Pittcon International Breakfast and the Spring Meeting on FTAs.



Jeanne Jennings speaks with attendees during her presentation on E-mail Marketing.

MARKET INFORMATION

The LPA is continually striving to identify and meet the unique needs of its members with regards to market information. This past year the LPA provided its members with a number of reports, much of which is unavailable from other sources, and provided members with strategic insights on market trends and key benchmarks to improve their financial and operations performance. Market information is produced under the guidance of the Market Information Committee which ensures that the material is relevant and of current interest to the membership. Among the exclusive market information programs members received in 2008 were:

Annual Forecast & Analysis of the Lab Supply Market

This historic report has been compiled by Copeland Economics Group for over 25 years. The 2008 forecast covered the prospects for the 2008 bioscience/pharmaceutical, industrial, education, government, and patient care markets.

Laboratory Business World Newsletter

To provide valuable insight into the world lab products market, the LPA continued to produce a 12-page quarterly review of the global marketplace which includes: industry news, end user markets, international market review, financial results table, and company reports. In 2008, UK-based, Informa Healthcare/Life Sciences took over the production of this report improving on the already valuable content.

Monthly Flash Report

LPA members' participated in this monthly survey that provided an immediate read on what is happening in the industry, with a comparison of member's durable and non-durable sales by month, quarter and current year-to-date to last year's sales.

North American Survey of Laboratory Purchasing Trends

This in-depth survey conducted for LPA by K. C. Associates is a continuation of the baseline surveys conducted in 2002, 2003, 2004, and 2007. The 2008 survey covered eight product categories, five market segments, and six specific product/service areas, and covered Spending & Budgets, Capital & Non-Capital Equipment Budgets, Workload & Personnel Changes, Changes in Applications, Internet Usage, and other key questions on future spending. It also included information on the importance of brand names and green issues.

The Economy and the Laboratory

This report, produced by K.C. Associates, was based on data collected from nearly 400 respondents and provided an insightful look at how the current economy is affecting the laboratory market in the US and Europe.

OTHER MEMBER PROGRAMS AND EVENTS

In its efforts to enhance the value proposition of membership, the LPA implemented other exciting programs and events in 2008.



LPA partnered with Demand Metric, a web-based consulting firm that researches business best practices and builds practical **Microsoft Office business oriented tools & templates**, to provide a new value added program for

its members. This free benefit provides members with access to over 200 practical business templates and tools which will save them time and money.

The LPA also launched a new **online, interactive job board**, the LPA Career Center (<http://jobboard.lpanet.org>). The LPA Career Center will be a valuable member resource for LPA members looking to fill positions in their companies and for those looking to find positions in the laboratory products industry.



To help raise awareness of the LPA and its members to those in the industry, the LPA sponsored a **networking luncheon** during the American Chemical Society's Annual Meeting in Philadelphia in August.

Looking Ahead to 2009 . . .

There is no question that 2009 will be a challenging year given the current economic environment which will make LPA membership even more valuable. The LPA will continue to be an organization that is responsive to the needs of its members and a provider of solutions to the unique problems member companies face.

An example of this responsiveness is the launching of a valuable online, self-paced education program in January providing members with outstanding online business education while saving them a significant amount of money in the face of tightening budgets. The LPA plans to implement other programs during the year that will enhance the value proposition for members.

In addition, the LPA will continue to put a major emphasis on growing its membership and raising awareness of the association and its members in the industry.

2009

LPA Board of Directors

CHAIRMAN

James Orcutt, President, New Brunswick Scientific Co., Inc.

VICE CHAIRMAN

Stephen Gound, President, Labconco Corporation

PRESIDENT

Clark Mulligan, CAE

DIRECTORS 2008–2011

Edward Abele, Chief Operating Officer, Troemner LLC
 Fran Hutson, Global Director, Sales Force Effectiveness Manager, Millipore Corp.
 Paul McMinn, Vice President, Sales and Marketing, Spectrum Chemicals
 & Laboratory Products
 Christine Stannard, Vice President of Sales and Marketing, Sanyo Biomedical

DIRECTORS 2007–2010

Ronald Baumgartel, Director, Distribution Management, BD
 Yvonne Cangelosi, Executive Vice President, SPEX Certiprep, Inc.
 Richard Darcangelo, Business Manager, General Lab Products,
 Corning Life Sciences
 Timothy Grogan, Senior Vice President, VWR International

DIRECTORS 2006–2009

Guy Broadbent, President, Laboratory Equipment Division,
 Thermo Fisher Scientific
 Richard Dougherty, President, Labrepco, Inc.
 Kenneth Lewis, President & CEO, Seastar Chemicals Inc.
 Laurence O'Connell, Vice President, Global Lab Sales, Pall Life Sciences

OUTGOING DIRECTORS 2005–2008

Karen Brooks, Vice President, Qorpak
 Charles Grant, President/CEO, SP Industries, Inc.
 Kenneth Ludwig, Group Product Manager, Millipore Corp.



Orcutt



Gound



Mulligan



Hutson



McMinn



Stannard



Baumgartel



Cangelosi



Darcangelo



Grogan



Broadbent



Dougherty



Lewis



O'Connell



Brooks



Grant



Ludwig



Steve Gound and Larry O'Connell at the Annual Meeting.

LPA Committees

Serving on an LPA committee helps connect members with the association, gives them a stronger voice in the decision making process, and enables them to contribute their expertise and talents in shaping policies that will impact the association. For information on volunteering to serve on a committee, contact Clark Mulligan at the LPA office.

INTERNATIONAL TRADE

CHAIRMAN: David Edson, Wheaton Science Products
OBJECTIVE: To provide opportunities for an exchange of ideas, experiences, instruction by invited speakers, and ongoing communications between members and to provide material on international activities, resources, and other industry specific information.

MARKET INFORMATION

CHAIRMAN: Christine Stannard, Sanyo Biomedical
OBJECTIVE: To explore, develop and maintain data gathering tools to provide timely and meaningful industry information to the membership. This information includes customer buying behaviors and tendencies, sales and market reports and forecasts and other pertinent information.

MEETINGS

CHAIRMAN: Kenneth Ludwig, Millipore Corp.
OBJECTIVE: To develop programs and oversee activities of the Annual Meeting and Spring Meeting.

MEMBERSHIP & COMMUNICATIONS

CHAIRMAN: Dennis Pope, Environmental Express
OBJECTIVE: To establish and implement programs for continuous membership development, recruitment and retention. To promote the value of LPA to members and the market place. To build recognition of LPA throughout the industry.

SALES & MARKETING

CHAIRMAN: Carol Haley, Anachemia Science
OBJECTIVE: To develop programs and activities within LPA that will enhance the sales and marketing capability of member companies.



Navjot Singh (center) of McKinsey & Co. at the Annual Meeting.



Attendees at the Spring Meeting in Philadelphia.

Member Companies

A&D
Ace Glass Incorporated
Advantage Business Media
Ahlstrom Filtration LLC
AMA Scientific LLC
Anachemia Science
Analytical Products Group, Inc.
Andwin Scientific
BD Biosciences
Bel-Art Products/
Ricca Chemical Company
Binder Inc.
Biohit, Inc.
Bioscience International, Inc.
Boekel Scientific
BrandTech Scientific, Inc.
Buchi Corporation
BYK Gardner USA
Cardinal Health
Cargille-Sacher Laboratories, Inc.
Caron Products & Services, Inc.
Chemical & Engineering News/ACS Pub.
Corning Incorporated, Life Sciences
CTR Scientific
Custom Biogenic Systems Inc.
Daigger
Duran Group GmbH
Eberbach Corporation
ELGA LabWater
EMD Chemicals Inc.
Environmental Express
Eppendorf North America
Equipar S.A. DE C.V.
Esco Technologies Inc.
Excel Scientific, Inc.
Gardner Denver Thomas, Inc./
Welch Vacuum Technology
GFS Chemicals, Inc.
Glas-Col LLC
Government Scientific Source
Grant Instruments
H-B Instrument Company
Heidolph Brinkmann LLC
Horiba Instruments Inc.
I.W. Tremont Co., Inc.
InterMetro Industries Corp.
International PBI Spa
International Scientific
Communications, Inc.
J. & H. Berge, Inc.
J.G. Finneran Associates Inc.
Jeio Tech, Inc.
Jencons Scientific Inc.
Kimble Chase Life Science
KNF Neuberger, Inc.
Kord-Valmark Labware Products
Krackeler Scientific, Inc.
Lab Safety Supply, Inc.
LabChem Inc
Labconco Corporation
LABREPCO, Inc.
LabX
Lauda Brinkmann LP
Mallinckrodt Baker, Inc.
Marvel Scientific
Matheson Tri-Gas, Inc.
Mettler-Toledo, Inc.
Miele, Inc.
Millipore Corporation
Nabertherm, Inc.
Natrix Separations, Inc.
New Brunswick Scientific Co., Inc.
Nor-Lake Scientific
NuAire Inc.
Ohaus Corporation
Pall Life Sciences
Parker Hannifin Corporation
Parr Instrument Company
Pelican Life Sciences
Plas-Labs Inc.
PolyScience, Div. of Preston Industries
Puritan Products
Qorpak
Radleys Discovery Technologies Ltd.
Reagents Inc.
Saint-Gobain Performance Plastics
SANYO Commercial Solutions
Sartorius Mechatronics Corporation
Savillex Corporation
Scientific Industries Inc.
Seastar Chemicals, Inc.
SGE Analytical Science
Sheldon Manufacturing, Inc.
Siemens Water Technologies
So-Low Environmental
Equipment Company
Solar Light Company, Inc.
SP Industries, Inc.
Spectrum Chemicals &
Laboratory Products
SPEX CertiPrep., Inc.
Sterlitech Corporation
The Baker Company, Inc.
Thermo Fisher Scientific
ThermoSafe Brands/Tegant
Thomas Scientific
Troemner LLC
UVP, LLC
VistaLab Technologies, Inc.
VWR International
Wheaton Science Products,
Div. of Wheaton Industries Inc.
Yamato Scientific America, Inc.

2008 NEW MEMBERS

The LPA is pleased to welcome the following companies who joined in 2008:

Advantage Business Media
Ahlstrom Filtration
AMA Scientific
Biohit
Buchi
BYK Gardner
Caron Products
Custom Biogenic Systems
Daigger
Grant Instruments
Heidolph Brinkmann
I.W. Tremont
LabX
Lauda Brinkmann
Nabertherm

2009 LPA Calendar



MARCH 10, 2009

LPA PRODUCT MANAGERS' BREAKFAST

MARCH 11, 2009

LPA INTERNATIONAL BREAKFAST

Pittcon Conference

Chicago, Illinois



APRIL 28–29, 2009

LPA SPRING MEETING

Sofitel Chicago O'Hare

Chicago, Illinois



NOVEMBER 8–10, 2009

LPA ANNUAL MEETING

Charleston Place

Charleston, South Carolina



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Alexandria, VA 22314

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LPA OFFICE

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