



Laboratory
Products
Association

Over **100 Years** of
Supporting Science

2019

Annual Report

The Laboratory Products Association

The Laboratory Products Association (LPA) was founded in 1918 as the Association of Scientific Apparatus Makers of the United States following the birth of the U.S. laboratory products industry during World War I. Over the decades, the association has evolved and transformed to what is today the LPA. Since its founding, the LPA has played a vital role in the growth and stature of the laboratory products industry.

Traditionally, 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 Optical Imaging Association (OPIA) is an affiliate association of the LPA whose members are manufacturers of microscopes and microscopy components.

In today's competitive global environment, it is imperative that companies have the resources and tools they need to be successful. The LPA provides its members with unparalleled value to include:

- Opportunities to engage in business networking with senior-level industry executives;
- Insight and data from exclusive market reports on the global lab products industry;
- Cutting-edge executive education featuring world-class speakers;
- Confidence in knowing that their voices are being heard on key legislative and regulatory issues in Washington.

“Personally, I get great value from the opportunities to network with colleagues from around the industry that I probably would not otherwise meet. While many are potential competitors and partners, in the LPA, we are part of a community on a mission, to help scientists develop medical breakthroughs that improve and even save lives.”

—Jennifer Costello, Director of Global Channels,
Corning Life Sciences



Over **100 Years** of
Supporting Science

LPA MISSION

The mission of the Laboratory Products Association is to enable its members to consistently improve 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 the leading association in North America, representing manufacturers, distributors, and other related companies in the laboratory products industry and providing its members with a global perspective for success.

Chair's Message

At the LPA Annual Meeting this past November, I was elected to serve as chair of the LPA. I am very honored to have the opportunity to lead this dynamic organization for the next two years.

As we look back over the past year, I am thrilled to report that it has been another successful and productive one for the LPA. While this annual report will provide detail on the value LPA brings to its members, I wanted to touch on a few highlights.

Despite some mergers and acquisitions within the industry, membership in the LPA continues to be steady. At the end of our fiscal year in June, we had 121 member companies with 9 new companies joining during the year. Having a retention rate of 95%, the LPA is doing excellent amongst trade associations.

Our meetings continued to grow and provide excellent executive education and business networking opportunities. Our 2019 Annual Meeting was held in Napa, California in early November and our Spring Meeting was held in Arlington, Virginia in May. The LPA also held a Sales & Marketing Workshop in Philadelphia and successful follow-up Sales & Marketing Webinar.

Acting on feedback from our members, we have provided new value in a couple key areas this past year; market data and trade show presence.

New Market Data: In addition to the *Annual Forecast & Analysis of the Lab Products Market* produced by Frost & Sullivan, the LPA published three new market reports via Top-Down Analytics (TDA). Our Market Information Committee worked extensively with TDA on these reports—*The Global Outlook for Lab Products*, an *End-user Perspective Study*, and an *LPA Member Business Climate Survey*. The custom market data the LPA provides its members is simply unparalleled.

Trade Shows: While the LPA has had meetings rooms for members to utilize at the past several analytica and Achema shows in Germany, we have been hearing from members that an LPA pavilion at these shows, in which it is more cost effective to exhibit than going solo, would be very beneficial. The decision was made to have a pavilion at analytica 2020 and the stands quickly sold out. The LPA is also planning to have a pavilion at Achema in 2021 in Frankfurt.

We continued our relationship with Mercury PR in providing legislative and government affairs advocacy for our members, they kept us apprised as to what was going on in DC and what it meant for our members. They also organized our third Capitol Hill Day, which had great participation being held immediately following the Spring Meeting.

As we look ahead, the LPA will continue to increase the value of your membership. As always, your feedback, comments, and suggestions are welcome and important in ensuring that we are meeting your needs.

Be sure to take advantage of all the LPA has to offer. If you are not a member, I strongly encourage you to join the LPA and am confident that you will find membership to be a worthwhile investment in your company's success.

Lastly, I want to thank those who have contributed to the success of the LPA this past year to include our committees, Board of Directors, the membership, and LPA staff.

Sincerely,



Kelly Williams, LPA Chair
Senior Director, Channel Management, Laboratory Products
Thermo Fisher Scientific



Kelly Williams, LPA Chair

A Look Back at 2019 . . .

NETWORKING & PROFESSIONAL DEVELOPMENT

LPA at Pittcon

www.lpanet.org/pittcon

Meeting and Networking Rooms

For many members, one of the best benefits of membership are the members-only Meeting and Networking Rooms on the show floor at Pittcon. This year, the meeting room contained a dozen tables that members were able to reserve in hour increments to utilize for meetings with customers as a workspace. The members-only Networking Room provided additional seating, beverages and snacks, and a charging station during the entire show.

LPA Speaker Series Breakfast

www.lpanet.org/speakerseries

The LPA Speaker Series Breakfast had a large attendance to hear Joshua Waldman, PhD, Research Associate for the Cleveland Research Company and Steve Willoughby, Senior Analyst and Partner of the firm. The two gave an insightful presentation on the life sciences industry, the 2019 outlook by end-market, and geography.



Members sign up for tables in the meeting room at Pittcon 2019.

LPA-SPECTARIS Reception

The LPA, in conjunction with SPECTARIS (German industry association in the areas of medical technology, optical, analytical, and laboratory technologies) invited members of both associations to attend a networking reception during Pittcon in Philadelphia. This was an excellent opportunity for members of both organizations to network and get acquainted on a more personal level.

LPA Spring Meeting

www.lpanet.org/spring

The 2019 Spring Meeting was held at the Ritz-Carlton Pentagon City in Arlington, Virginia, where over 50 attendees from 40 company members enjoyed a diverse education program. The meeting featured Steve Battista, who opened with *Building Your Brand, Telling Your Story, Protecting Your House*; Rob Smith of Mercury PR, who presented a comprehensive legislative update; and Dr. Tara Schwetz, Associate Deputy Director, National Institutes of Health, who provided an NIH Outlook. Closing the first day of the meeting was Patrick Wilson, Director, Office of Business Liaison, U.S. Department of Commerce, who presented an International Trade Outlook. On Wednesday morning, Glenn Cudiamat of Top-Down Analytics presented on the just-published *LPA End-User Survey*. Mike Marks of Indian River Consulting concluded the meeting with compelling proof that *Our Emerging Forces of Change Are Not New* and shared tips on how to navigate these changes. Members were then invited to participate in an optional private U.S. Capitol building tour.



The Speaker Series Breakfast at Pittcon featured Josh Waldman and Steve Willoughby from the Cleveland Research Company.

LPA Capitol Hill Day

www.lpanet.org/hillday

The 2019 LPA Capitol Hill Day was held immediately following the Spring Meeting. Members were briefed on where and who they would be meeting on the Hill, divided into groups according to state, given a liaison from the Mercury PR group to facilitate introductions, and given an open floor to express concerns and relay the value they bring to their state. This event for members was truly a worthwhile opportunity for all companies.

LPA Annual Meeting

www.lpanet.org/annual

The 2019 LPA Annual Meeting was held at The Meritage Resort and Spa in Napa, California on November 9–12. Before the meeting began, the LPA allowed for plenty of networking time, with an informal Saturday evening reception, Sunday golf tournament, and food & wine walking tour in Downtown Napa.

The general session included speakers who provided take-aways both professionally and personally. This meeting's opening keynoter was Alex Chausovsky, from the ITR Economics Group, who offered sound advice to members on *Managing in an Uncertain Economy*. Alex was followed by Rob Smith from the LPA's government affairs consulting firm, who provided a detailed legislative and regulatory update and answered questions from members.

After a networking lunch, Cara Siletto presented *They Drive Me Crazy! The Generational Story You HAVEN'T Heard* and gave her insights on the generational challenges we face today. Julia Bramante, who works as a Marijuana Reference Laboratory Lead Scientist for the Colorado Department of Public Health and Environment, provided members with an in-depth discussion on *The Evolving Cannabis Industry from the Laboratory Perspective: Cannabis in the Lab*. Eric Maddox had much to offer in the way of how we listen and how we can improve our listening by presenting his story on *Tracking Saddam: The Power of Empathy Based Listening*. The closing keynoter, Scott Parazynski, an innovator and former astronaut, encouraged members to adapt and overcome obstacles with an *Opportunity and the Obligation to Innovate*.



Members enjoyed an off-site reception and dinner at the Artesa Winery in Napa, California during the Annual Meeting.



LPA members meet with Rep. Raja Krishnamoorthi of Illinois (middle) during the 2019 LPA Capitol Hill Day.

MARKET INFORMATION

www.lpanet.org/marketdata

The LPA provides its members with exclusive reports of the lab products market and industry containing information largely unavailable from other sources. These reports provide members with strategic insights on market trends and key benchmarks to improve their financial and operations performance.

Annual Forecast & Analysis of the Lab Products Market

Frost & Sullivan's Life Sciences Division continued to produce this valuable and insightful report exclusively for the LPA. The 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 Outlook for Lab Products, End-user Perspective Study, and LPA Member Business Climate Survey

This past year, the LPA provided its members with three new reports that were produced exclusively for the LPA by Top-Down Analytics (TDA), a management consulting firm focused on providing strategic services for scientific technology companies for lab and process applications.

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



End-user Perspective Study—This survey, based on responses of end-users in the lab, focused on changes in demographics, budgets, purchasing preferences, and service and support.

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

Monthly Flash Report

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

“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.”

—Steve Goodman, VP & General Manager, Science Education, VWR, A Part of Avantor



LPA COLLABORATION AND PARTICIPATION

Government & Regulatory Affairs Advocacy

www.lpanet.org/gov

Through its relationship with Mercury PR, the LPA continued to be involved in the legislative and regulatory affairs area in an effort to keep members educated on and apprised of crucial issues effecting their businesses. Mercury provided members with frequent updates on many key issues such as NIH and other agency research funding, and the China tariffs issue. Mercury organized LPA's Capitol Hill Day held in early May, which saw a number of members meeting with their elected officials.

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, 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 periodic Global Surveys.

The LPA recently joined ResearchAmerica, a non-profit membership organization that advocates for science, discovery, and innovation to achieve better health for all.

THE LPA ON SOCIAL MEDIA

LPA LinkedIn Group

[in /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 2019, the group had over 2,900 members. 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

[f /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.

“We're not really competing against each other, we're competing to provide the better product for our customers, which is a great thing that I would say. Now it gives us more of a collaborative way to work together. Share the market instead of take each other's market.”

—Eric Stimac, General Manager,
Jeio Tech, Inc.

Looking Ahead to 2020 . . .

The environment in which LPA members operate is fluid and constantly changing. As a result, the needs of its members are constantly changing. The LPA will continue to keep a pulse on these changes and be a provider of solutions to its members' unique needs. Members can count on their industry trade association to consistently improve their global and commercial success by providing them with the unique opportunities in networking, market information, and professional development needed to excel in today's competitive environment.

2019–2020 LPA Board of Directors

CHAIR

Kelly Williams, Senior Director, Channel Management,
Thermo Fisher Scientific



Williams



Frake



Dawson



Mulligan

VICE CHAIR

Kevin Frake, Vice President, Business Development,
Integrated Liner Technologies

IMMEDIATE PAST CHAIR

Jim Dawson, President, Heidolph North America

PRESIDENT

Clark Mulligan, CAE, Laboratory Products Association



Averso



Dougherty



Halsey



Ruska

DIRECTORS 2017–2020

Jim Averso, Vice President, Sales & Marketing, I.W. Tremont

Richard Dougherty, President, LabRepCo

Bill Halsey, Area Business Manager, MettlerToledo

Harry Ruska, General Manager, GFS Chemicals



Anderson



Costello



D'Angelo



Kasberg

DIRECTORS 2018–2021

Pat Anderson, President, Labconco Corp.

Jennifer Costello, Director of Global Sales & Channels,
Corning Life Sciences

David D'Angelo, Vice President Global Portfolio Management,
Fisher Scientific Channel

Liz Kasberg, GM Commercial–Consumables USCAN,
GE Healthcare, Life Sciences

Ryan Titmas, President and CEO, Elementar Americas, Inc.



Titmas



Faulkner



Stevens



Stone

DIRECTORS 2019–2022

Michael Faulkner, General Manager & CEO,
LAUDA-Brinkmann, LP

Leo Stevens, Senior Vice President, Global Pricing,
Analytics & Sales, Cole-Parmer

Warren Stone, Senior Vice President Research & Applied
Solutions, North America, MilliporeSigma

Amy-Jo Yogmas, Vice President, Sales and Channel
Management, Boekel Scientific

Jonathan Yoppi, Vice President, Portfolio Management,
Americas, VWR, a part of Avantor



Yogmas



Yoppi



Huff

OPIA LIAISON

Joe Huff, Head of Business Sector Marketing,
Zeiss Microscopy

LPA Committees

www.lpanet.org/committees

LPA committees help connect members with the association by giving them a stronger voice in the decision-making process and enabling them to contribute their expertise and talents in shaping policies that will affect the association. These committees include:

Government Affairs

www.lpanet.org/gov

OBJECTIVE: To develop and implement initiatives in government and regulatory affairs on issues potentially impacting members and the industry.
COMMITTEE CHAIR: John Woods

Market Information

www.lpanet.org/marketdata

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.
COMMITTEE CHAIR: Harry Ruska

Meetings

www.lpanet.org/meetings

OBJECTIVE: To develop programs and oversee activities of the Annual Meeting and Spring Meeting.
COMMITTEE CHAIR: Ed Hiergesell

Membership & Communications

www.lpanet.org/membership

OBJECTIVE: To establish and implement programs for continuous membership development, recruitment, and retention. To promote the value of LPA to members and the marketplace. To build recognition of LPA throughout the industry. **COMMITTEE CHAIR:** Karen Brooks

Sales & Marketing

www.lpanet.org/workshops

OBJECTIVE: To develop programs and activities within LPA that will enhance the sales and marketing capabilities of member companies.
COMMITTEE CHAIR: John Rux

“I think it’s the size, the breadth, and the depth of what LPA offers that sets it apart from similar organizations. The membership comprises companies of every size and provides that broad brush view of the scientific supplies industry.”

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



Optical
Imaging
Association

www.opia.org

The Optical Imaging Association

(OPIA) is a sub-group of the LPA. The OPIA represents companies that manufacture microscopes and/or products, components and peripherals for microscopy and the microscopy imaging market. The OPIA produces several valuable market statistical reports for its members such as the quarterly U.S. Microscope Report, Video Report, Shared Data Report, and the semi-annual International Microscope Report.

In addition, the OPIA members meet periodically in conjunction with industry trade shows to discuss the statistical reports and issues of common interest amongst the members.

OPIA Members

Bruker Nano
Chroma Technology
Excelitas
GE Healthcare Life Sciences
Leica Microsystems
Nikon
Olympus
Prior Scientific
Zeiss Microscopy

LPA Member Companies

www.lpanet.org/directory

Adam Equipment, Inc.
AirClean Systems
Aldon Corporation
Amazon Business
American Laboratory/Labcompare
Analox Sensor Technology
Analytik Jena US
Andwin Scientific
Aqua Solutions, Inc.
AR Corporation
Arctiko US, Inc.
B Medical Systems S.à r.l.
Binder, inc.
Biomedical Polymers, Inc.
BioMedical Solutions, Inc.
Bioscience International, Inc.
Biotix
Boekel Scientific
BrandTech Scientific, Inc.
BYK Gardner USA
Caframo Limited
Caplugs Evergreen
Caron Products & Services, Inc.
Cascade Sciences
Cole-Parmer
Corning Incorporated, Life Sciences
CTR Scientific-Mexico
Custom Biogenic Systems, Inc.
DWK Life Sciences
E&I Cooperative Services
Eberbach Corporation
Eisco Scientific
Elementar Americas, Inc.
ELGA Labwater
Eppendorf–Americas
Excel Scientific, Inc.
Fisher Scientific
Foxy Life Sciences
Fritsch Milling & Sizing, Inc.
GE Healthcare Life Sciences
GFS Chemicals, Inc.
Gilson, Inc.
Glas-Col, LLC
Government Scientific Source

Grainger, Inc.
Greiner Bio-One, Inc.
Heidolph North America
Helmer Scientific
Hettich Instruments LP
Honeywell
Horiba Instruments Inc.
Horizon Scientific, Inc.
IW Tremont Company, Inc.
IKA Works
Integrated Liner Technologies Inc.
InterMetro Industries Corporation
J. & H. Berge, Inc.
Jeio Tech, Inc.
Kinematica
KNF Neuberger, Inc.
Krackeler Scientific, Inc.
Lab Pro Inc.
LabChem, Inc.
Labconco Corporation
LabRepCo, LLC
Labviva
LabX & Lab Manager Magazine
Lancer Sales USA
LAUDA-Brinkmann LP
LevGo, Inc.
Medline Industries, Inc.
Mettler-Toledo, Inc.
MicroSolv Technology Corporation
Midland Scientific Inc.
MilliporeSigma
Nest Scientific
Neta Scientific
Nuaire Inc.
Ohaus Corporation
Organomation
Oxford Lab Products
Parker Hannifin Corporation
Parr Instrument Company
PHC Corporation of North America
Plas-Labs, Inc.
Porex Corporation
Qorpak/Berlin Packaging
Quartzy, Inc.

Reagents Holdings LLC
Rees Scientific
Ricca Chemical Corporation
Sartorius North America, Inc.
Schuler Scientific
Scientific Industries, Inc.
SCIOGEX, LLC
Sheldon Manufacturing, Inc.
So-Low Environmental Equipment Company, Inc.
SP Industries, Inc.
Spectrum Chemicals & Laboratory Products
SPEX CertiPrep LLC
Sterlitech Corporation
Stockwell Scientific
TCI America
The Baker Company, Inc.
Thermo Fisher Scientific
Thomas Scientific
USA Scientific
VACUUBRAND, INC.
VELP Scientific, Inc.
VistaLab Technologies, Inc.
VWR, a part of Avantor
Wisconsin Oven Distributors
Yamato Scientific America

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.

Solitude is great for vacation but not for business.

Sit down with an LPA Member and learn why the networking opportunities, market data, and professional development make membership with the LPA a no-brainer.



Laboratory
Products
Association

Over **100 Years** of
Supporting Science

Visit www.lpanet.org/join

2020 LPA Calendar

www.lpanet.org/calendar

ATTEND AN LPA MEETING THIS YEAR!



MARCH 3–5, 2020

LPA AT PITTCON

Chicago, IL

www.lpanet.org/pittcon

MARCH 4

LPA
SPEAKER
SERIES
BREAKFAST



MARCH 31–APRIL 3, 2020

LPA AT ANALYTICA

Munich, Germany

www.lpanet.org/analytica



MAY 4–6, 2020

LPA SPRING MEETING

Stephen F. Austin Intercontinental Hotel
Austin, TX

www.lpanet.org/spring

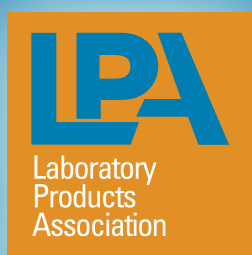


OCTOBER 3–6, 2020

LPA ANNUAL MEETING

JW Marriott Camelback Inn Resort & Spa
Scottsdale, AZ

www.lpanet.org/annual



Over **100 Years** of
Supporting Science

CONTACT US

LPA Office

1114 Fairfax Pike, Box 12
White Post, VA 22663

703.836.1360 PHONE
703.836.6644 FAX

www.lpanet.org

Clark Mulligan, CAE
President
cmulligan@lpanet.org

Angela Errera
Director of Membership,
Marketing, & Communications
aerrera@lpanet.org