

The background of the cover is a sepia-toned photograph of a laboratory. In the foreground, there are various pieces of glassware, including flasks and beakers, some containing liquids. In the background, a person, likely a scientist, is visible, wearing a lab coat and looking at something off-camera. The overall atmosphere is one of scientific research and discovery.

**LPA**100  
1918-2018

*Supporting a Lifetime of Science*

LABORATORY PRODUCTS ASSOCIATION  
**2017 Annual Report**

# LPA 100

1918-2018

*Supporting a Lifetime of 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/regulatory advocacy.

1918

## LPA VISION

The Laboratory Products Association 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.



LPA members during the 1951 Annual Meeting.

2018

“As we look back at the past 100 years, this association has been instrumental in providing value to its members in so many ways and has helped shape the industry to what it is today.”

—Jim Dawson, President & CEO, Heidolph North America



# 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, applied science, and life sciences 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 enables its members to consistently improve their global and commercial success through unique opportunities in networking, professional development, and providing exclusive industry-focused market information.

## NETWORKING

While traditional networking is just as important as it was in the past, in today's global business environment, developing business relationships is paramount for success in the laboratory products industry. Through its various meetings and events, the LPA offers unparalleled opportunities for senior-level executives and decision makers, as well as on-the-ground sales and marketing teams, to connect and develop those crucial relationships.

## PROFESSIONAL DEVELOPMENT

The LPA has held hundreds of professional development events over the years, providing members with opportunities to acquire a unique education regarding the industry and business. The Annual Meeting is held in the fall and focuses on strategic content aimed at executive and senior

management. The Spring Meeting is geared for upper- and mid-level management. The LPA also conducts sales and marketing workshops and webinars to keep members' continuing education relevant and engaging, as well as sponsors the Speaker Series Breakfast during Pittcon to reach a broader member audience.

## MARKET INFORMATION

Having a solid understanding of current events in the lab products market is vital for any company in this industry. Available reports include:

- The *Annual Forecast and Analysis of the Lab Products Market* and the *Mid-Year Market Report*, a compendium of both primary and secondary research on the global lab products market, with market size, history, and forecasts included.
- The annual *Laboratory Purchasing Trends Survey*, which focuses on lab personnel changes, budgets, and equipment purchases in multiple product categories for North America and Europe.
- A monthly *Flash Report* which provides a snapshot of members' general sales activities.
- Periodic Compensation and Benefits Surveys.
- Market data from SPECTARIS (LPA's German counterpart).
- Opportunities to participate in multi-client end-user surveys.

## LEGISLATIVE & REGULATORY ADVOCACY

As the landscape in Washington continues to change, protecting the interests of LPA members and the industry has become increasingly important. The LPA provides legislative & regulatory advocacy for its members to keep them apprised as to what may impact them and takes action, as needed, to ensure that the voices of its members are heard.



Members enjoy a trolley tour of the Washington, D.C. monuments during the 2017 Spring Meeting.



Members enjoy the evening reception during the 2017 Spring Meeting at the Ritz-Carlton Pentagon City in Arlington, VA .



# Chair's Message

In 1918, twenty-one companies formed the charter membership of the Association of Scientific Apparatus Makers of the United States at the La Salle Hotel in Chicago, IL. The association would evolve and transform over the decades to what is today—the Laboratory Products Association. I am proud to be serving as the Chair of the LPA during this special centennial year. We are looking forward to celebrating this historical milestone and will bring our history to the forefront through interesting articles in our monthly newsletter, a membership video, a centennial page on our website, and a special Annual Meeting in Boca Raton, Florida this November.

As we look back at the past 100 years, this association has been instrumental in providing value to its members in so many ways and has helped shape the industry to what it is today. And, as we look back at the past year, I am very pleased to report that it has been another successful and productive one for the LPA and its membership.

The LPA continues to be focused on meeting the ever-changing needs of its members to enable them to “consistently improve their global and commercial success” per our mission statement.

Membership in the LPA continues to be solid. At the end of the fiscal year in June, we had 121 member companies and had 12 new companies join during the year. Our meetings also continue to grow and provide excellent executive education and business networking opportunities. The 2017 LPA Annual Meeting was held in Carlsbad, California with 118 attendees from 76 member companies. In addition, the LPA held a well-attended Spring Meeting in Arlington, Virginia, a successful Sales and Marketing Workshop in Philadelphia, and a record setting breakfast at Pittcon.



LPA Chair Jim Dawson

The market reports produced by Frost & Sullivan for the LPA are simply unparalleled. This past year, we continued to improve and expand our various market reports based on member feedback. For example, our *Annual Forecast and Analysis of the Lab Products Market* incorporated new and insightful end-user trending data.

We also continued to meet the needs of our members through our legislative and regulatory efforts, meeting and networking rooms at Pittcon, as well as collaborative relationships with other groups such as SPECTARIS (our German counterpart) and the National Association of Manufacturers.

I am grateful for the dedication and hard work of all those who have contributed to the success of the LPA this past year—to include our committees, Board of Directors, membership, and LPA staff. As always, don't hesitate to contact me or the LPA office with ideas and suggestions on how we can make your membership more valuable.

Lastly, I encourage you to take advantage of all the LPA has to offer, much of which is outlined in this Annual Report. If you are not a member, I strongly encourage you to join the LPA, as I am confident that you will find membership to be a very worthwhile investment in your company's success, as it has in mine.

Sincerely,

A stylized handwritten signature in black ink.

Jim Dawson, LPA Chair  
President & CEO  
Heidolph North America



Members at the Lincoln Memorial in Washington, D.C. during the 2017 Spring Meeting in Arlington, VA.



Christi Bird, Senior Analyst for the Life Sciences Division of Frost & Sullivan, meets with members during Pittcon 2017.



# A Look Back at 2017 . . .

## NETWORKING & PROFESSIONAL DEVELOPMENT

### Sales & Marketing Workshops

[www.lpanet.org/workshops](http://www.lpanet.org/workshops)

A well-attended sales & marketing workshop was held in February at the Sheraton Society Hill in Philadelphia, Pennsylvania, featuring Rich Brooks, president of Flyte New Media. Brooks presented the *B.A.R.E. Essentials of Digital Marketing* and gave attendees real-time problems and on-site solutions during his insightful workshop covering a wide array of digital marketing strategies, website optimization tactics and more. Attendees learned how to communicate effectively and use technology to drive sales. Brooks conducted a follow-up webinar in November entitled *How to Generate More Leads and Conversions at Your Website*.

### Spring Meeting

[www.lpanet.org/spring](http://www.lpanet.org/spring)

The 2017 Spring Meeting was held at the Ritz Carlton Pentagon City in Arlington, Virginia, where 77 attendees from 47 company members enjoyed a diverse education program. The meeting featured Eric O'Neill, who opened with *Securing Your Company in the Age of Cyber Threats*, Chad Moutray of the National Association of Manufacturing (NAM) presented *U.S. and Global Manufacturing Economic Update* and Linda Dempsey, also of NAM, presented *The Trade Landscape in 2017 and Beyond*; Dr. James Anderson of the NIH informed members of the *NIH Outlook*; Michael Correia, Director of Government Relations for the National Cannabis Industry Association presented *Opportunities & Challenges in the Cannabis Market*; Rob Smith gave a legislative and government affairs update; and Peter Schütte gave a brief SPECTARIS presentation to close the day. The next day opened with Mike Marks speaking on *Channel Design in the Post-Internet World* and Alden Mills closed the meeting with an upbeat challenge to *Be Unstoppable: From SEAL Team to Start-ups—The Secret to Success*. There were ample networking opportunities during breakfasts and breaks, and an optional group outing after the first day of the meeting on a trolley tour to see some of D.C.'s most iconic monuments.

### Annual Meeting

[www.lpanet.org/annual](http://www.lpanet.org/annual)

The 2017 LPA Annual Meeting was held at the beautiful Park Hyatt Aviara in Carlsbad, California on September 30–October 3. There were 117 attendees from 77 member companies attending the meeting themed *Staying Current, Setting the Trend*. Before the educational program, there was an annual golf tournament and a culinary walking tour in downtown Carlsbad on Sunday, followed by an evening reception for all. Monday morning began with the Board Connection Breakfast, providing members an opportunity to discuss ideas and help shape the LPA with the current leadership. The program opened with Editor-at-Large of *Forbes* and entrepreneur Rich Karlgaard, who taught members *Four Megatrends and Three Best Practices that Will Shape Your Business Future*; Robert DeLorimier of Frost & Sullivan reviewed the *Annual Forecast & Analysis of the Laboratory Products Market*; following the Annual Business Meeting and networking lunch, Robert Stephens, inventor of the Geek Squad, presented *Lessons from the Frontlines: Disruption, One Industry at a Time*; Rob Smith of Venable LLP provided a government affairs update; Emil Gerardi offered his expertise with his presentation on *Talent, Retention, and Employer Branding*; and Alan Morris closed Monday's program with a briefACHEMA overview. Opening speakers on Tuesday, June Lombardi, Senior Director for Scripps Research Institute and Wendi Nelson, a procurement manager, presented *Contracting for Scientific Lab Supplies and Equipment and Optimizing e-Procurement*. Closing the meeting was Olympic silver medalist John Coyle, who encouraged members to change the way they experience time in *The Art of Really Living*. The meeting concluded with an optional whale watching excursion from Oceanside Bay where attendees got to see a rare orca pod!



Members attending the evening reception during the 2017 Annual Meeting in Carlsbad, CA.



Members enjoyed an optional whale watching tour at the conclusion of the 2017 Annual Meeting in Carlsbad, CA.



## LPA at Pittcon

[www.lpanet.org/pittcon](http://www.lpanet.org/pittcon)

Given that a large number of LPA members exhibited at or attended Pittcon, the LPA sponsored several events for its members at the show. A complimentary member networking room gave members an opportunity to relax, get off their feet, and network with fellow members. Adjacent to the networking room was the LPA meeting room which provided members with quiet meeting space for meetings with customers or potential customers off the busy show floor. This room was expanded this past year to accommodate increased use by members. The LPA held a networking reception on the first evening of Pittcon with its German counterpart, SPECTARIS, which was well-attended by members of both organizations. In addition, this past year the LPA restructured the product managers and international breakfasts into one breakfast called the *LPA Speaker Series*, which will focus on cutting edge market and business-related topics. Joshua Waldmann of the Cleveland Research Company spoke to an audience of nearly 60 attendees, where he informed attendees on market trends in *Is Pharma Starting to Pass the Baton to Industrial Customers?*

## MARKET INFORMATION

[www.lpanet.org/marketdata](http://www.lpanet.org/marketdata)

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

### ***Annual Forecast and Analysis of the Lab Products Market and Mid-Year Report***

These valuable and insightful reports have been produced for the LPA by Frost & Sullivan since 2009 and are continually refined based on member input and feedback. They cover the global and U.S. markets for laboratory products to include the size and growth of the total laboratory products market, trends, as well as the product segment markets and end-user market segments.

The *Mid-Year Report* also contains key econometric data on various geographic regions. This past year, the *Forecast & Analysis Report* contained new selected data from the laboratory products purchasing trends survey conducted in conjunction with LabX Media Group.

In addition to these two reports, Frost & Sullivan conducted a new multi-client end-user survey for participating members on Lab Equipment which focused on budgets, product usage, product cycles, preferred brands or vendors, product/vendor satisfaction, and more.

### ***North American Survey of Laboratory Purchasing Trends***

This in-depth survey was once again conducted for the LPA by K.C. Associates and surveyed scientists working in the laboratory to better understand the dynamics of the laboratory products market. The survey addresses areas such as: personnel issues to include the number of people in the laboratory, hiring, and workload changes; spending for lab products by categories; capital and non-capital equipment budgets; and more in both North America and Europe.

### ***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 non-durable sales by month, quarter, and current year-to-date to last year's sales.

## LPA COLLABORATION AND PARTICIPATION

### **Government & Regulatory Affairs**

[www.lpanet.org/gov](http://www.lpanet.org/gov)

The LPA continued to be involved in the legislative and regulatory affairs area in an effort to make the voices of its members heard on crucial issues via its partnership with Washington, D.C.-based government affairs consulting firm, Venable LLP. Rob Smith of Venable spoke at both the Spring and Annual Meetings updating members on what has been transpiring in Washington and what it means to them.



Corning proudly display their LPA Member sign during Pittcon 2017.

Corning Glass Works addressing members at a 1952 SAMA Annual Meeting.

F.F. Shetterly, sales manager, Laboratory and Pharmaceutical Sales Department, Corning Glass Works, Corning, N.Y., addresses a group of scientific instrument and laboratory apparatus company executives at the SAMA Annual Meeting May 6-9, 1952, in the Edgewater Beach Hotel. Seated are R.E. Welch, V.P. and Treas., W.M. Welch Mfg. Co., Chicago; and J.O. Bengston, Pres., Chicago Apparatus Company.





In response to a number of inquiries received from members in February regarding the Border Adjustment Tax (BAT), Venable prepared an informative “brief” on the BAT for members to help them better understand this issue. The BAT was ultimately scrapped from tax reform efforts.

In March, nearly a dozen letters were sent to key leaders in Congress on behalf of the LPA urging them not to decrease funding for the NIH budget as outlined in the administration’s proposed budget. Thanks to overwhelming support in Congress, the cuts were not made.

The 2017 LPA Capitol Hill Day was held in May 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 Venable group to facilitate introductions, and given an open floor to express concerns and relay the value they bring to their state. This opportunity for members is truly a unique and worthwhile investment for all companies.

### **LPA Reporter Monthly Newsletter**

[www.lpanet.org/reporter](http://www.lpanet.org/reporter)

The *LPA Reporter*, the association’s monthly newsletter, shares current and upcoming events of the LPA, networking opportunities, and highlights members-only resources like the job board and career center. The *LPA Reporter* also provides member companies with an outlet for sharing their company news, press releases, staff changes, and accomplishments.

### **Partnerships with Other Associations**

[www.lpanet.org/nam](http://www.lpanet.org/nam)

The LPA joined the National Association of Manufacturers’ (NAM) Council of Manufacturing Associations (CMA) in 2016. The CMA is made up of nearly 260 manufacturing trade associations that work together on behalf of manufacturing in the United States. Resources specifically useful for our members are posted on the LPA NAM page and include the weekly *Monday Economic Report*, which is a snapshot of how manufacturing is doing based on key economic indicators, as well as monthly Global Surveys.



Attendees from the 2017 LPA Capitol Hill Day are pictured at Venable LLP’s offices in Washington D.C.

This past year, the LPA joined Research!America, the nation’s largest 501(c)(3) dedicated to making research for health a higher national priority. Through its membership, the LPA will be able to provide information on their efforts to members including important statistics on research, public opinion survey data, white papers and presentations, and more.

## **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. The group currently has over 2,600 members and is open to all in the lab products and life sciences areas—LPA members as well as end-users. It is the perfect place to build on existing professional relationships and a great resource for making new connections and possible business leads.

### **LPA Facebook Group**

[f /LaboratoryProductsAssociation](https://www.facebook.com/LaboratoryProductsAssociation)

The LPA Facebook page adds value to members by offering another avenue to engage and support B2B among industry colleagues. The page allows members and non-members alike to collaborate and connect in a more casual way, no matter where their work takes them. LPA members are also able to find and share pictures from LPA events and meetings throughout the year on the public Facebook page.



Linda Dempsey (pictured) and Chad Moutray of the National Association of Manufacturers spoke to members at the 2017 LPA Spring Meeting.

“Every time I attend an event, I am inspired to take my business to the next level and walk away with a renewed focus, great ideas and a vision that wouldn’t have otherwise been possible.”

—Bambi Cahilly, CEO, Excel Scientific



# The History of the LPA (SAMA)

**LPA**100  
1918-2018

*Supporting a Lifetime of Science*

While the manufacturing of instruments in America dates back to the colonial period of our history, most scientific and industrial instruments, apparatus, and equipment used in this country prior to World War I was imported from Europe.

When war engulfed Europe in 1914 and disrupted trade, the U.S. laboratory products and supplies industry was born. Four years later, in 1918, a handful of manufacturers, predominantly from the Chicago area, met to discuss the future of the American scientific products industry.

The major concerns for the manufacturers were standardization of instrument parts to expedite war production and repairs in the field, elimination of certain instruments to afford greater output of important equipment for the armed forces, and the possible post-war abolition of duty-free importation of scientific instruments and apparatus to assist in strengthening the young U.S. industry.

Twenty-one companies formed the charter membership of the Association of Scientific Apparatus Makers of America in November of 1918. Many of the original members were acquired or consolidated with other companies over the years. One of those founding members, Eberbach & Son (now Eberbach Corp.) is still a member today and has the distinction of being the oldest member company of the LPA.

The association would evolve and transform over the decades to what is today the Laboratory Products Association. In the 1940s, the name of the organization was changed to Scientific Apparatus Makers Association, better known as SAMA, and later to the SAMA Group of Associations.

Because of the diversity of the products and markets of its member companies, SAMA found it expedient to organize into various product-oriented sections. These sections had



1934 SAMA Annual Meeting, Atlantic City, NJ.



1955 SAMA Annual Meeting, Virginia Beach, VA.



1971 SAMA Annual Meeting, Greenbrier Resort, White Sulphur Springs, WV.





**SAMA**



**LPA**  
Laboratory  
Products  
Association

their own memberships, dues structures, meetings, and unique benefits and programs in addition to those provided by SAMA. The number and structure of these sections changed over time. In 1975, for example, the SAMA sections included: Analytical/Nuclear Instruments; Laboratory Equipment; Measurement & Testing Instruments; Optical; Process Measurement & Control; and Scientific Laboratory Furniture & Equipment.

By the 1980s as the sections had grown considerably in their autonomy, SAMA found itself functioning in more of an administrative capacity, providing offices, equipment, and shared services such as accounting. By the late 1990s, many of the operating sections left SAMA and independently incorporated as separate trade associations.

In 2011, SAMA was comprised of just the Laboratory Products Association and the Optical Imaging Association (formerly the Optical section). Over time, SAMA recognition faded and diminished and the Laboratory Products Association had developed a name for itself as “the” association representing the laboratory products and equipment industry. The SAMA Board of Directors unanimously voted to change the organization from SAMA Group of Associations to Laboratory Products Association (LPA) effective July 1, 2011 to better reflect the true governance, membership, and structure of the association.

Today, the LPA is a dynamic and vibrant association with approximately 120 member companies who are manufacturers and distributors of laboratory products used in scientific research, applied sciences, and life sciences worldwide. Its mission 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/regulatory advocacy.

### **FOUNDING MEMBERS OF SAMA**

The Braun Corporation  
The Brown Instrument Company  
Central Scientific Company  
Chicago Apparatus Company  
Denver Fire & Clay Company  
Eberbach & Son Company  
Eimer and Amend  
William Gaertner & Company  
Hoskins Manufacturing Company  
Humboldt Mfg. Co.  
L.E. Knott & Company  
Leeds & Northrup Company  
Precision Thermometer & Instrument Co.  
Schaar & Company  
Scientific Materials Company  
Spencer Lens Company  
Standard Scientific Company  
C.H. Stoelting Company  
Taylor Instrument Company  
Union Thermometer Company  
Wm. Welch & Company



1993 LPA Annual Meeting, Phoenix, AZ.



2014 LPA Annual Meeting, Napa Valley, CA.



# SAMA → LPA Timeline

1918

- Association of Scientific Apparatus Makers of the United States of America founded at the LaSalle Hotel in Chicago, IL.

1930s

- Laboratory Suppliers section organized (predecessor to LPA).
- National Industry Recovery Act enacted with scientific industry code provided by SAMA.
- Represented industry positions on tariffs, Social Security, minimum wages, anti-lobbying bills, trade promotion practices, and military preparedness.

1950s

- Refined scientific instruments and products classifications used in U.S. Department of Commerce statistics.
- Launched public information programs and published industry opportunity booklets.
- SAMA member company executives served rotating terms as deputy directors in Business and Defense Services Administration of U.S. Department of Commerce.

1920s

- Aided in the publication of the *Review of Scientific Instruments*, the first U.S. journal devoted to the industry.
- Eliminated 3,000 unnecessary sizes and types of lab apparatus.
- Promoted industry standardization; liaised with the National Bureau of Standards to improve the agency's testing facilities.
- Developed a code of ethics for the industry.
- Monitored issues on tariffs, product liability, insurance, and military specifications for instruments.

1940s

- Association name changed to Scientific Apparatus Makers Association.
- Established small Washington, D.C. office.
- Established procedures for issuance of standards in cooperation with other major standards bodies.
- Represented industry positions such as unemployment tax, trade mark legislation, reciprocal trade agreements with Canada, and price regulation.

1960s



1996 LPA Annual Meeting, Amelia Island, FL.



1970s

- Sponsored trade missions to Far East, South America, and Russia.
- Drafted proposal for tax incentives for university R&D.
- Represented industry positions on medical device regulations, government procurement, standards development, export regulations, and accreditation test laboratories.

1990s

- LPA established government affairs group to monitor critical issues.
- Measurement Control & Automation Association withdrew from SAMA and independently incorporated.
- With expansion into life sciences, Analytical Instrument Association changed name to Analytical Life Sciences Systems Association.



1952 SAMA Annual Meeting.

- SAMA headquarters moved from Chicago to Washington, D.C.
- New analytical instruments section formed and known as AIA section.
- Published directory of international standards with counterpart U.S. standards.
- Represented industry positions on Florence Agreement, procurement procedures, domestic production classifications, and others.

1980s

- Represented industry positions on hospital cost containment, instrument appreciation, export licensing, government procurement, hazardous material shipping, and risk retention legislation.
- Instrumental in development and enactment of R&D tax credits for U.S. industry.
- Scientific Laboratory Furniture & Equipment section withdrew from SAMA and independently incorporated as Scientific Equipment and Furniture Association (SEFA).
- Major reorganization of SAMA into four affiliated associations: Analytical Instrument Association; Laboratory Products Association; Measurement, Control & Automation Association; and Optical Imaging Association.
- Surveying section of Optical Imaging Association became Geomatics Industry of America Association.
- Offices moved from Washington, D.C. to Alexandria, VA.

2000s

- Analytical Life Science Systems Association withdrew from SAMA and independently incorporated.
- Member companies of Geomatics Industry Association of America chose to affiliate with Association of Equipment Manufacturers instead of SAMA.
- SAMA Board of Directors voted to change organization name from SAMA Group of Associations to Laboratory Products Association. Optical Imaging Association becomes a subgroup of LPA.
- LPA office moved to White Post, VA.

## Looking Ahead to 2018 . . .

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 constantly 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.



# 2017–2018 LPA Board of Directors

## **CHAIR**

Jim Dawson, President, Heidolph North America

## **VICE CHAIR**

Kelly Williams, VP, Channel Management, Cole-Parmer

## **IMMEDIATE PAST CHAIR**

Stephen Brinkmann, President & CEO,  
BrandTech Scientific, Inc. /  
Vice President & COO, VACUUBRAND, INC.

## **PRESIDENT**

Clark Mulligan, CAE, Laboratory Products Association

## **DIRECTORS 2017–2020**

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

Michael Faulkner, General Manager & CEO,  
LAUDABrinkmann LP

Kevin Frake, Vice President of Sales & Marketing,  
Integrated Liner Technologies, Inc.

Steve Goodman, Vice President, Sales Specialist,  
VWR International

## **DIRECTORS 2016–2019**

Pat Anderson, President, Labconco Corp.

Jennifer Costello, Director of Global Channels,  
Corning Life Sciences

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

Charles Simmons, President & CEO, Thomas Scientific

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

## **DIRECTORS 2015–2018**

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

Bill Halsey, Area Business Manager, Mettler Toledo, Inc.

Richard Jezykowski, President, Elementar North Americas

Harry Ruska, General Manager, GFS Chemicals

## **OPIA LIAISON**

David Rideout, Director of Marketing, Life Science,  
Olympus Corporation of the Americas



Dawson



Williams



Brinkmann



Mulligan



Stone



Faulkner



Frake



Goodman



Anderson



Costello



Kasberg



Simmons



Witte



Averso



Halsey



Jezykowski



Ruska

# LPA Committees

## [www.lpanet.org/committees](http://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](http://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](http://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](http://www.lpanet.org/meetings)

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

### **MEMBERSHIP & COMMUNICATIONS**

[www.lpanet.org/membership](http://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 market place. To build recognition of LPA throughout the industry. COMMITTEE CHAIR: Karen Brooks

### **SALES & MARKETING**

[www.lpanet.org/workshops](http://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



## [www.opia.org](http://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, OPIA members meet several times per year in conjunction with industry trade shows to discuss the statistical reports and issues of common interest amongst the members.

### **OPIA Members**

Carl Zeiss  
Chroma Technology  
Excelitas  
GE Healthcare Life Sciences  
Leica  
Nikon  
Olympus  
Prior Scientific  
Thermo Fisher



# LPA Member Companies

[www.lpanet.org/directory](http://www.lpanet.org/directory)

A&D Weighing  
Adam Equipment, Inc.  
AirClean Systems  
Amazon Business  
American BioTech Supply  
American Laboratory/labcompare  
Analytik Jena, LLC  
Andwin Scientific  
Aqua Solutions, Inc.  
AR Corporation  
Arctiko International  
Binder Inc.  
Biomedical Polymers, Inc.  
BioMedical Solutions Inc.  
Bioscience International, Inc.  
Biotix  
Boekel Scientific  
BrandTech Scientific, Inc.  
BYK Gardner USA  
Cadence, Inc.  
Caframo Limited  
Caron Products & Services, Inc.  
Cole-Parmer  
Columbus Chemical Industries  
Control Company  
Corning Incorporated, Life Sciences  
Cryosafe, Inc.  
Crystal Technology & Industries  
CTR Scientific-Mexico  
Custom BioGenic Systems, Inc.  
Drummond Scientific  
DWK Life Sciences  
E Com Inc.  
E&I Cooperative Services  
Eberbach Corporation  
Elementar Americas, Inc.  
ELGA LabWater  
Eppendorf North America  
Equipar S.A. DE C.V.  
Evergreen Scientific  
Excel Scientific, Inc.  
Fritsch USA, Inc.  
GE Healthcare Life Sciences  
GFS Chemicals, Inc.  
Gilson, Inc.

Glas-Col, LLC  
Globe Scientific, Inc.  
Government Scientific Source  
Grainger, Inc.  
Greiner Bio-One, Inc.  
Harvard Bioscience  
Heathrow Scientific  
Heidolph North America  
Helmer Scientific  
Hettich Instruments LP  
Horiba Instruments Inc.  
Horizon Scientific, Inc.  
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