



Laboratory
Products
Association

Over **100 Years** of
Supporting Science

2018

Annual Report

The Laboratory Products Association

The Laboratory Products Association (LPA) was founded in 1918 as the Scientific Apparatus Makers Association. 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 life sciences worldwide. The Optical Imaging Association (OPIA) is an affiliate association of the LPA whose members are manufacturers of microscopy instruments and 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.

“In my experience, the LPA affords its members a tremendous opportunity to network across all management levels of the participating companies and gain valuable industry and business insight knowledge.

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.

The talent and success of the LPA members is unmatched. The wealth of knowledge of the LPA members and their willingness to candidly share their perspectives and experiences is extremely fruitful.”

—Bambi Cahilly, CEO, Excel Scientific



Laboratory
Products
Association

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

It's hard to believe that the LPA has surpassed 100 years of *Supporting Science*. This past year was certainly a special one as we celebrated our centennial and reflected on the past and our roots. Over the past century, 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.

The highlight of the year, our Centennial Dinner Celebration during the Annual Meeting, was a huge success. We had many former LPA and SAMA leaders and their guests attend. Seeing the thrill on their faces as they got reacquainted after many years was priceless. This is truly one of the things that makes the LPA unique. It is a very tight community and family and one that I am proud to be a part of.

As we look back at our centennial year, I am very pleased to report that it has been another successful and productive one. Membership in the LPA continues to be solid. At the end of the fiscal year in June, we had 122 member companies with nine new companies joining during the year.

Our meetings continued to grow and provide excellent executive education and business networking opportunities. Our Centennial Annual Meeting was held at the Boca Resort & Beach Club in Boca Raton, Florida in early November. We had 145 attendees and special guests in attendance and had 75% of member companies represented there. Our Spring Meeting was held in San Antonio, Texas and was also well-attended. The LPA also had a successful Sales and Marketing Workshop in Philadelphia and a record setting attendance at the Speaker Series Breakfast at Pittcon with Josh Waldman and Steve Willoughby from the Cleveland Research Company presenting.

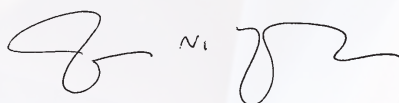
The exclusive market reports produced by Frost & Sullivan continue to be a superb source of data for our members. Acting on member feedback for more granular information and trending data, we have partnered with Top Down Analytics (TDA) to provide several insightful reports in 2019.

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

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. If you ever have ideas and suggestions on how we can make your membership more valuable, please let us know.

Be sure 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 and am confident that you will find membership to be a very worthwhile investment in your company's success.

Sincerely,



Jim Dawson, LPA Chair
President & CEO
Heidolph North America



Jim Dawson, LPA Chair



Jim Dawson, Chair of the LPA Board of Directors (BOD), Clark Mulligan, President of the LPA, Kelly Williams, Vice Chair of the BOD, and Angie Errera, Director of Marketing, Membership, & Communications, pose for a picture during the LPA Centennial Annual Meeting Dinner Celebration.

A Look Back at 2018 . . .



LPA Networking Room at Pittcon 2018



LPA Speaker Series Breakfast at Pittcon 2018

NETWORKING & PROFESSIONAL DEVELOPMENT

LPA at Pittcon

www.lpanet.org/pittcon

Meeting and Networking Rooms

For many members, one of these best benefits of membership are the meeting and networking rooms on the show floor at Pittcon. The LPA continued to provide this great benefit for those attending the show. The meeting room contained a dozen tables that members utilized for meetings with customers and the networking room provided additional seating, refreshments, and a charging station.

LPA-SPECTARIS Reception

For the second consecutive year, the LPA held a reception with its German counterpart, SPECTARIS. This was an excellent opportunity for members of both organizations to network and get acquainted on a more personal level.

LPA Speaker Series Breakfast

www.lpanet.org/speakerseries

The LPA Speaker Series Breakfast had a record attendance to hear Joshua Waldman, PhD, research associate for 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 2018 outlook by end-user markets and geography, and offered the audience an overview of where they saw Amazon and its impact on the industry.

“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



LPA Members utilize the meeting room at analytica 2018 in Munich, Germany.



LPA Members enjoyed a historic tour down the famous San Antonio Riverwalk during the LPA Spring Meeting. Optional outings gave members the opportunity to network outside of the general session setting.

LPA at analytica andACHEMA

www.lpanet.org/collab

In addition to having a presence at Pittcon, the LPA provided members with meeting and networking rooms at two key trade shows this past year—analytica held in Munich, Germany andACHEMA held in Frankfurt, Germany.

These rooms were valuable assets for members attending these shows for meetings or for taking a break and recharging.

LPA Spring Meeting

www.lpanet.org/spring

The 2018 LPA Spring Meeting was held at the Mokara Hotel & Spa on the Riverwalk of San Antonio, Texas, where over 60 attendees from 40 company members enjoyed a diverse education program. The meeting featured David Burkus, who opened with his presentation on *Friend of a Friend: Understanding the Hidden Networks that Can Transform Your Life*; Rob Smith of Venable LLP presented a comprehensive legislative update; Dr. Jian Ling of the Southwest Research Institute presented *Capabilities & Research in Pharmaceuticals and Bioengineering*. Closing the first day of the meeting was a brief presentation on *Medical Technology and Innovation* from Charlie Whelan of Frost & Sullivan. On Wednesday morning, Hamid Ghanadan presented *Catalytic Experiences, Persuading Scientists with Effective Digital Marketing*. Nikki Stone, Olympic Gold medalist, was the meeting's closing keynote speaker on *When Turtles Fly: Finding Your Turtle Effect: Sticking your neck out to reach your goals*.

“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

2018



Over 150 members and distinguished guests celebrated 100 Years of Supporting Science at the Centennial Dinner Celebration during the Annual Meeting.

Centennial Annual Meeting

www.lpanet.org/annual

The 2018 LPA Annual Meeting was held at the beautiful Boca Raton Beach Club & Resort in Boca Raton, Florida on November 3–6. The meeting's opening keynoter was Vito Di Bari, one of the world's premiere futurist, innovation strategist and inspirational keynote speakers. Vito presented his knowledge of emerging tech and provided forecasting of market evolution and success case histories, best practices, and techniques to win the business competition. Alex Chausovsky, Market Researcher, Consultant, and Senior Analyst for ITR Economics, presented ITR's views of what to expect from the economy this year and beyond. Janne Kyttanen, an expert and pioneer in the field of 3D printing, discussed the future of 3D printing for laboratory science. Rob Smith from the LPA's government affairs consulting firm provided a detailed legislative and regulatory update. Closing keynoter,

Lucy Hawking, a renowned science writer and educator, discussed a life spent in science. Creator of the George Greenby books, a series of adventure stories which use dramatic story-telling to explain complex science to young audiences, Lucy had collaborated with several distinguished scientists, including her well-known father, the theoretical physicist Stephen Hawking.

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.



Ralph Boenhke of Eberbach represented the oldest LPA company member and Tom Taylor of Foxx Life Sciences Corp. represented the newest LPA company member as they cut the LPA's centennial celebration cake.



In addition to an annual golf tournament, the LPA arranges for optional outings at the beginning and end of every annual meeting. LPA Members enjoyed a historic tour of Mizner Park and indulged in the best restaurants had to offer during the Annual Meeting.

Annual Forecast & Analysis of the Lab Products Market & Mid-Year Report

Frost & Sullivan's Life Sciences Division continued to produce these valuable and insightful reports exclusively for the LPA. They 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. The *Mid-Year Report* also contained key econometric data on various geographic regions.

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 Advocacy

www.lpanet.org/gov

Through its relationship with DC-based government affairs consulting firm, Venable LLP, 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. Venable provided members with frequent updates on many key issues such as NIH and other agency research funding, and the China tariffs issue. They also provided detailed information on California Prop 65 and its compliance as well as primers and a webinar on the EU General Data Protection Regulation (GDPR).

LPA Reporter Monthly Newsletter

www.lpanet.org/reporter

The *LPA Reporter*, the association's monthly newsletter, shared current and upcoming events of the LPA, 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.

LPA Job Board and Career Center

The LPA helped make online employment connections in the laboratory products industry, both those seeking engaging employment and employers seeking qualified candidates. The LPA is also a part of a larger network which provides employers with access to more resumes when posting a position, called the Engineering & Science Career Network (ESCN).

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 2018, the group had over 2,700 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)

The LPA Facebook page adds value to members by offering another avenue to engage and support B2B. The goal was to harness social media to engage LPA members and non-members alike, in order to collaborate and connect in a more casual way, no matter where their work takes them. LPA members were also able to find pictures from LPA events and meetings throughout the year.

Looking Ahead to 2019 . . .

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.

2018–2019 LPA Board of Directors

CHAIR

Jim Dawson, President, Heidolph North America

VICE CHAIR

Kelly Williams, VP, Channel Management,
Thermo Fisher Scientific

IMMEDIATE PAST CHAIR

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

PRESIDENT

Clark Mulligan, CAE, Laboratory Products Association

DIRECTORS 2016–2019

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

Michael Faulkner, General Manager & CEO,
LAUDA Brinkmann LP

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

Steve Goodman, VP & General Manager,
Science Education, VWR

DIRECTORS 2017–2020

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

DIRECTORS 2018–2021

Pat Anderson, President, Labconco Corp.

Jennifer Costello, Director of Global Channels,
Corning Life Sciences

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

Ryan Titmas, Vice President Sales, Americas, Gilson, Inc.

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

OPIA LIAISON

David Rideout, Executive Director of Marketing,
Life Science Scientific Solutions Group,
Olympus Corporation of the Americas



Dawson



Williams



Brinkmann



Mulligan



Stone



Faulkner



Frake



Goodman



Averso



Halsey



Jezykowski



Ruska



Anderson



Costello



Kasberg



Titmas



D'Angelo



Rideout

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 the LPA to members and the market place. To build recognition of the LPA throughout the industry. **COMMITTEE CHAIR:** Karen Brooks

Sales & Marketing

www.lpanet.org/workshops

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



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 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
Bruker Nano
Chroma Technology
Excelitas
GE Healthcare Life Sciences
Leica
Nikon
Olympus
Prior Scientific
Qimaging/Photometrics
Thermo Fisher Scientific

LPA Member Companies

www.lpanet.org/directory

A&D Weighing
Adam Equipment, Inc.
AirClean Systems
Amazon Business
American Laboratory/Labcompare
Analytik Jena US
Andwin Scientific
Aqua Solutions, Inc.
AR Corporation
Arctiko International
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
Cadence, Inc.
Caframo Limited
Caron Products & Services, Inc.
Cascade Sciences
Cascade TEK Solutions
Cole-Parmer
Columbus Chemical Industries
Corning Incorporated, Life Sciences
CTR Scientific-Mexico
Custom BioGenic Systems, Inc.
Drummond Scientific
DWK Life Sciences LLC
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.
Foxy Life Sciences
Fritsch USA, Inc.
GE Healthcare Life Sciences
GFS Chemicals, Inc.
Gilson, Inc.

Glas-Col, LLC
Government Scientific Source
Grainger, Inc.
Greiner Bio-One, Inc.
Harvard Bioscience
Heidolph North America
Helmer Scientific
Hettich Instruments LP
HighPoint Designs, LLC
Honeywell
Horiba Instruments Inc.
Horizon Scientific, Inc.
I.W. Tremont Co., Inc.
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.
MettlerToledo, Inc.
MicroSolv Technology Corporation
Midland Scientific, Inc.
MilliporeSigma
Nest Scientific
Neta Scientific, Inc.
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
Quartzy, Inc.
Reagents
Rees Scientific
Ricca Chemical Corporation
Sartorius Corporation
Saville Corporation
Scientific Industries, Inc.
SCIOLOGEX, LLC
Sheldon Manufacturing, Inc.
So-Low Environmental Equipment Company, Inc.
SP Industries, Inc.
Spectrum Chemicals & Laboratory Products
SPEX CertiPrep., Inc.
Sterlitech Corporation
Stockwell Scientific
The Baker Company, Inc.
Thermo Fisher Scientific
Thomas Scientific
USA Scientific
VACUUBRAND, Inc.
VELP Scientifica
VistaLab Technologies, Inc.
VWR
Wisconsin Oven Distributors, LLC
Yamato Scientific America Inc.

**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/preview 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

2019 LPA Calendar

www.lpanet.org/calendar

▶ ATTEND AN LPA MEETING THIS YEAR!



MARCH 20, 2019

LPA SPEAKER SERIES BREAKFAST

Pittcon Conference | Philadelphia, PA

www.lpanet.org/speakerseries



MAY 7–8, 2019

LPA SPRING MEETING

Ritz-Carlton, Pentagon City | Arlington, VA

www.lpanet.org/spring



MAY 9, 2019

LPA CAPITOL HILL DAY

Washington, D.C.

www.lpanet.org/gov

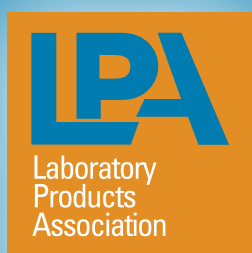


NOVEMBER 9–12, 2019

LPA ANNUAL MEETING

Meritage Resort & Spa | Napa, CA

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