



Laboratory
Products
Association

Over **100 Years** of
Supporting Science

The background of the entire page is a photograph of laboratory glassware. In the foreground, a test tube is filled with a yellow liquid. Behind it, several other test tubes are visible, some containing different colored liquids (blue, green, red). A pipette is shown in the upper right, dispensing a drop of yellow liquid into one of the test tubes. The background is a soft, out-of-focus blue.

2022 Annual Report



Laboratory
Products
Association

Over **100 Years** of
Supporting Science

www.lpanet.org

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

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

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

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.

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, with highlights 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.

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

As the Chair of the Laboratory Products Association's Board of Directors, I am very pleased to report that the past year has been another successful and productive one for the association and its membership.

Being a mission-driven association, the LPA is focused on meeting the changing needs of its members to enable them to "consistently improve their global and commercial success." While this Annual Report details the benefit and value we have provided, I wanted to touch on a few highlights.

Membership in the LPA continues to be solid, with the past year increased to 119 member companies. We had 12 new companies join during the year and our retention rate was 96%, which is excellent. If you know of a company that would be a good fit for membership, please let us know.

We had outstanding attendances at our meetings this past year. Our Spring Meeting was held in Austin, Texas in early May and we had a record attendance of 110 (our average spring meeting attendance is around 75). We had 134 attendees at our Annual Meeting in Scottsdale, Arizona in October. Both meetings provided excellent executive education and business networking opportunities.

We continued our relationships with Frost & Sullivan and Top-Down Analytics, who produced a total of six strategic market reports for LPA members. The industry-specific reports we provide our members are simply unparalleled in the value they provide.

The Scientific Advisory Board maintained sessions as a means of garnering key insight from labs and those who make purchasing decisions.

The Women's Forum Committee has continued successful events during LPA Meetings that increased strategic networking and provided wellness events and continued supporting a diverse industry through focused discussions via Zoom.

We conducted a compensation and benefits survey, which was the first one we have done since 2014. Participating companies received a complimentary copy of the survey when it was completed in June.

Lastly, we continued our relationship with Rob Smith and his team at Platinum Advisors in providing legislative and government affairs advocacy for our members. Rob kept us apprised as to what was going on in DC and what it meant for our members.

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 and carrying out our Strategic Plan.

Lastly, I want to thank those who have contributed to the success of the LPA this past year, especially my Vice Chair, Amy-Jo Yogmas, the Board of Directors, committees, membership, and LPA staff.

Sincerely,

Kevin M Frake

Kevin Frake, Chair, LPA Board of Directors
President, Integrated Liner Technologies



Kevin Frake, LPA Chair

A Look Back at 2022 . . .

2022

NETWORKING & PROFESSIONAL DEVELOPMENT

LPA Spring Meeting

www.lpanet.org/spring

The 2022 Spring Meeting was held May 3–4 in Austin, TX, which is the first time the LPA has held a meeting in the Texas capital. The meeting saw a record 110 attendees from 55 member companies.

Attendees enjoyed a diverse education program during the two days, which featured Joe Hanson, a science writer, biologist, video producer and educator, and creator of PBS's 'Be Smart' on YouTube, who opened with an insightful presentation on *Science, COVID and Where Do We Go from Here?*. Following Hanson, Rob Smith, the LPA's government affairs liaison, provided a detailed *Government and Regulatory Affairs Update*. After a networking lunch, Josh Waldman of Cleveland Research Company resumed with a *2022 Life Sciences Industry Update*. New this year, the day closed with a Roundtable Discussion with Board of Directors Chair, Kevin Frake and Vice-Chair Amy-Jo Yogmas, who used Mentimeter to get instant feedback from attendees on hot topics surrounding diversity in the industry, the economy, increases in raw material costs, labor/workforce challenges, supply chain issues, and what a post-COVID workplace looks like.

The next day opened with a dynamic presentation from Lisa Ryan, an engagement and retention expert and culture consultant who presented *Manufacturing Engagement in a Post-COVID World*. The closing keynote speaker, Shawna Suckow closed the meeting with effective implementations to help members shift strategies, tools, and processes to meet the quickly evolving demands of this unpredictable marketplace.

LPA Annual Meeting

www.lpanet.org/annual

The 2022 LPA Annual Meeting, *Adapt & Adjust*, was held at the JW Marriott Camelback Inn Resort & Spa in Scottsdale, Arizona on October 1–4. The meeting presented the 134 attendees with ample networking time before the educational program began with a Saturday evening Chair's Reception, Sunday golf tournament, and a foodie walking tour in downtown Scottsdale. In addition, the LPA Women's Forum sponsored a Morning Meet-Up wellness event that encouraged members to get up and moving for an early morning walk/run around the property, followed by a complimentary beverage at the on-site Starbucks. Sunday evening was a treat, with the reception and dinner held outside at the resort's western-themed Mummy Mountain, complete with a s'mores station and ax throwing for the adventurous ones!



The Spring Meeting in Austin, TX had record attendance and members were eager to catch up in person.



New this year to the Spring Meeting, the first day closed with a Roundtable Discussion with Board of Directors Chair Kevin Frake and Vice Chair Amy-Jo Yogmas.



LPA President Clark Mulligan (right) with retired LPA member Jerry Finneran (center) and partner Gerri Sesok.



At the conclusion of the Annual Meeting, members took advantage of an optional Off-Road Jeep Tour of the Sonoran Desert.

The program kicked off on Monday with an Executive Forum comprised of industry leaders and was moderated by Fran Huston, Life Science Business Partner, Diversity, Equity and Inclusion for MilliporeSigma.

Panelists included Jim Dawson, President of Heidolph North America; Laura Steiner, President of Horizon Scientific; Heather Ahlborn, Senior Vice President and Head of Commercial Americas for MilliporeSigma; and Michael Faulkner, President of BMP Medical. Each participant provided valuable input on the changing business landscape shaping the industry on lessons learned from the COVID-19 pandemic and how the industry can be better positioned to respond in the future; the impact of supply chain disruptions; the future of the workplace; and ideas on how to approach diversity, equity, and inclusion.

After the Executive Forum, Rob Smith, the LPA's Government Affairs liaison, provided a detailed *Government and Regulatory Update*. Following a networking luncheon, Josh Waldman of the Cleveland Research Company presented a *2023 Life Sciences Industry Update*. The day concluded with the association's Annual Business Meeting, followed by an evening reception and dinner.

Kicking off the second morning of the education program was Connor Lokar of the prestigious ITR Economics Group, who delivered an eye-opening presentation on the domestic and global economy and what can be expected going in to the next year. After a short break, closing keynoter Kate O'Neill encouraged members to think about *How Data and Technology Shape the Future of Meaningful Human Experiences* and

make their decisions accordingly. After the meeting concluded, many attendees kept the networking going with an Off-Road Jeep Tour through the Sonoran Desert.

LPA Sales & Marketing Workshop

www.lpanet.org/workshops

This past year the LPA held a Sales & Marketing workshop in Alexandria, Virginia with Rich Brooks of Flyte New Media presenting on *How to Market Online in a Post-COVID World*. This interactive and day-long workshop saw Rich cover numerous topics, to include how the customer journey has evolved since COVID; how to improve your visibility with search engines (including e-commerce SEO); which social media channels will help you reach your customers; how to implement video into your marketing; how to track your results once Google Analytics disappears; and more.



LPA members enjoyed an informal reception the evening before the Sales & Marketing Workshop in Alexandria, Virginia.



(Left to right) Jim Dawson, Laura Steiner, Fran Huston (moderator), Heather Ahlborn, and Michael Faulkner formed the Executive Forum panel at the Annual Meeting in Scottsdale, AZ.

MARKET INFORMATION

www.lpanet.org/marketdata

The LPA provides its members with exclusive reports on the lab products market and industry containing information largely unavailable from other sources. These reports provide members with insights on market trends and key benchmarks to improve member's financial and operations performance. They have been produced with extensive input from members to ensure they are providing the best strategic value.

Frost & Sullivan Market Reports

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

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

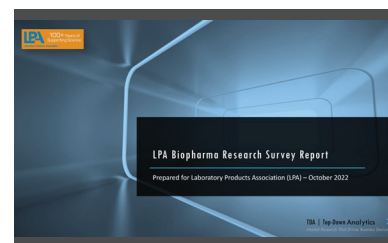
Global Laboratory Products Purchasing Trends Survey—This survey covered product selection factors, budgets, growth expectations, supply chain impacts in labs, and much more.



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

Biotech & Biopharma Research Survey

This report focused on how a customer's purchasing experience can be improved; what recent trends in labs can be better supported with services or specific product features; and how needs vary among researchers involved in different workflows.

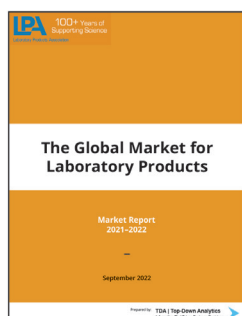


Top-Down Analytics Reports

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

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

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



Monthly Flash Report

The monthly *Flash Report* 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. Given the impact of supply chain challenges, several pertinent questions were added this past year to help gauge the impact on the lab products/life sciences industry.

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

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

MORE OUTSTANDING VALUE FOR MEMBERS . . .

LPA Scientific Advisory Board

The LPA continued the valuable Scientific Advisory Board this past year holding two well-attended virtual sessions. The primary purpose of these hour-long Scientific Advisory Board sessions was to seek the expertise of those in the lab to enhance the knowledge, understanding, and strategic thinking of laboratories for LPA members. The first session was held on January 20 focusing on *Academic Labs Outlook* with Scott Hanton of Lab Manager serving as the moderator. The second session was held on April 28 focusing on *BioPharma and Biotech Workflows: Today and Tomorrow* with Hamid Ghanadan of The Linus Group serving as the moderator. Both sessions had five panelists (lab managers and principal investigators) sharing their unique perspectives and insights with LPA members.

LPA Women's Forum Committee

www.lpanet.org/women

The LPA Women's Forum Group continued to be very active this past year holding monthly zoom committee meetings, as well as a productive Zoom *Inviting a Woman's Perspective*, with the primary goals being to increase connectivity with the women currently in the LPA and increase engagement of women in general with LPA through forums, programs, and connections that resonate with women.

Government & Regulatory Affairs Advocacy

www.lpanet.org/gov

The LPA continued to keep LPA members apprised of key happenings in the legislative and regulatory areas via its relationship with Rob Smith and his new firm, Platinum Advisors. Rob and his team held several update webinars this past year, provided frequent email updates on key legislative and regulatory issues, implemented a new regulation tracking system to flag any rule and regulation published through the *Federal Register* and/or by the White House of interest to member companies, and assisted members individually with questions/issues they have had.

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.



Some of the attendees of the Annual Meeting's Morning Meet-Up sponsored by the LPA Women's Forum Committee.

LPA LinkedIn Group [/groups/1941786](#)


As the value and participation in social networking groups rose, so did membership in LPA's LinkedIn group. By the end of 2022, the group had over 4,200 likes and 816 people following our company page. The LPA also followed and reposted content from members on a regular basis. The group was open to all who are in the lab products and life sciences areas—LPA members as well as end-users—and was a great resource for making new connections and possible business leads.

LPA Facebook Group [/LaboratoryProductsAssociation](#)

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

LPA Engagement App

The LPA Engagement App allowed more than 230 members to stay connected. The engagement app offered access on any device at any time to LPA members-only content such as exclusive market data, the member directory, government affairs and NAM updates.



“When adding up the value (market reports, government affairs support, access to the Scientific Advisory Board sessions, etc.) the LPA provided approximately \$200,000 in value to each member company this past year. Not a bad return on your dues investment.”

Kevin Frake, President, Integrated Liner Technologies

Looking Ahead to 2023 . . .

2023

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

2022–2023 LPA Board of Directors

CHAIR

Kevin Frake, President, Integrated Liner Technologies

VICE CHAIR

Amy-Jo Yogmas, President, Boekel Scientific

IMMEDIATE PAST CHAIR

Kelly Williams, Senior Director of Sales, Eastern Zone US, Thermo Fisher Scientific

PRESIDENT

Clark Mulligan, CAE, Laboratory Products Association

DIRECTORS 2022–2025

Michele Crispin, Vice President, Global Sales & Marketing, J.G. Finneran Associates, Inc.

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

Dawn Jackson, Vice President, Sales, Antylia Scientific

Jeff Stanton, President, Labconco Corporation

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

DIRECTORS 2021–2024

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

Amy Debroczy, Director of Global Channels, Corning Life Sciences

Laura Steiner, President, Horizon Scientific

Ryan Titmas, Vice President of Sales, Lucid Scientific

DIRECTORS 2020–2023

Jim Averso, Co-President, Partner, I.W. Tremont

Ken Falkowitz, SVP, Business Development, DWK Life Sciences LLC

Bill Halsey, Area Business Manager, Mettler Toledo

Michael Klipstein, CCO, Thomas Scientific

Harry Ruska, General Manager, GFS Chemicals

OPIA LIAISON

Ryan Hrejsa, Product Marketing, Americas, Leica Microsystems



Frake



Yogmas



Williams



Mulligan



Crispin



Hutson



Jackson



Stanton



Yoppi



Baudino



Debroczy



Steiner



Titmas



Averso



Falkowitz



Halsey



Klipstein



Ruska



Hrejsa

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. The Scientific Advisory Board is a sub-committee of the market information committee. 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: Kelly Williams

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: Dan Hensler

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

Women's Forum

www.lpanet.org/women

OBJECTIVE: To increase connectivity with women currently in LPA; drive engagement of women in general with LPA; and better position LPA for future engaged women leaders. COMMITTEE CHAIR: Fran Hutson



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.

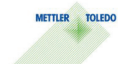
In addition, the OPIA members meet several times per year in conjunction with industry trade shows to discuss the statistical reports and issues of common interest amongst the members.

OPIA Members

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

LPA Member Companies

www.lpanet.org/directory



Not an LPA Member? Join Today!

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

LPA Industry Calendar

www.lpanet.org/calendar

2023

Attend
an LPA
Meeting
this year!



May 1–3, 2023

LPA SPRING MEETING & CAPITOL HILL DAY

The Ritz-Carlton Pentagon City
Arlington, VA

www.lpanet.org/spring



September 30–October 3, 2023

LPA ANNUAL MEETING

The Ritz-Carlton Amelia Island
Amelia Island, FL

www.lpanet.org/annual

2024

Save the
Dates!

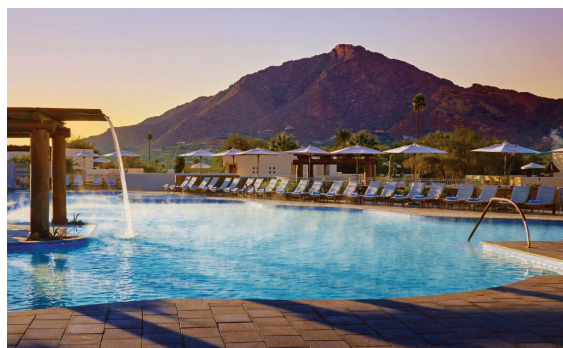


April 1–3, 2024

LPA SPRING MEETING

The Grand Hyatt
Nashville, TN

www.lpanet.org/spring

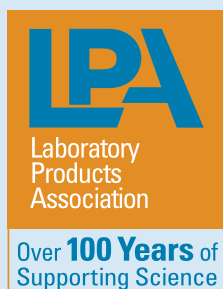


November 9–12, 2024

LPA ANNUAL MEETING

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

www.lpanet.org/annual



www.lpanet.org

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