



Laboratory
Products
Association

Over **100 Years** of
Supporting Science

ANNUAL
REPORT

2021



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Over **100 Years** of
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www.lpanet.org

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.

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, 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 and life sciences industries;
- 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.

“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.”

Fran Hutson, Head of Global Strategic Distributor Management, Life Science | Research Solutions, MilliporeSigma

Chair's Message

At the LPA Annual Meeting this past November, I was elected as chair of the LPA Board of Directors. I am very honored to have the opportunity to lead this dynamic organization for the next two years. As we look back at the past year, I am thrilled to report that it has been another successful and productive one. While this annual report will provide detail on the value LPA brings to its members, I wanted to touch on a few highlights.

For me, the biggest highlight of the year was being able to see my colleagues once again in person at the LPA annual meeting in Naples, Florida in November. It had been nearly two years since most of us had seen each other and it was wonderful to finally be able to reconnect. We are optimistic that we will continue with in-person events in 2022.

This past year, we launched a new and exciting initiative, the Scientific Advisory Board as a means of garnering unique insight from labs and lab leaders for our members. The first Scientific Advisory Board session was held in April and focused on *Academic Labs in a Post COVID Environment*, and we held a second session in October focusing on the *Cannabis Labs Outlook*.

Another new initiative the LPA created this past year was an LPA Women's Forum with the primary goals of the group being to increase connectivity with the women currently in the LPA and increase engagement of women in general with the LPA through forums, programs, and connections that resonate with women in the industry. The group held two successful virtual events using Zoom and Mentimeter for a real-time pulse on issues and topics of interest.

I am pleased to report, that despite the pandemic, our membership has continued to remain solid. At the end of the fiscal year in June, we had 112 member companies and our retention rate was 95%.



Kevin Frake, LPA Chair

Frost & Sullivan continued producing the *Annual Forecast & Analysis of the Lab Products Market* for the LPA and Top-Down Analytics (TDA) produced *The Global Outlook for Lab Products*, an *End-user Perspective Study*, a *LPA Member Business Climate Survey*, and a report on *Life Sciences Academic R&D Funding*. The custom market data the LPA provides its members is simply unparalleled and only available to LPA members.

We continued our relationship with Mercury PR in providing legislative and government affairs advocacy for our members. Our relationship with Rob Smith and his team have been incisively valuable the past couple years as they have not only kept us apprised as to what was going on in DC, but also gave members the latest industry-specific information pertaining to the pandemic and its impact on our industry.

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

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. I especially want to thank our immediate past Chair, Kelly Williams, for her stalwart leadership in guiding us through the challenges of the pandemic during the past two years.

Sincerely,

Kevin M Frake

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

NETWORKING & PROFESSIONAL DEVELOPMENT

LPA Virtual Spring Meeting

www.lpanet.org/spring

The 2021 Virtual Spring Meeting was well-attended, with over 145 attendees from 60 member companies. Attendees enjoyed a diverse education program during the two-day virtual meeting, which featured Paul Zikopoulos, who spoke on *Future Tech Trends*, followed by focused breakout rooms via Zoom. Rob Smith of Mercury PR, the LPA's government affairs consulting firm, then presented a thorough government affairs update before ending the day with an informal happy hour through the Zoom breakout rooms.

The next day opened with a dynamic presentation from Hamid Ghanadan and Kristin Apple on *Science in a Pandemic—One Year After the Initial Shock & the Next Normal*, followed by focused breakout rooms. The closing keynote speaker, Alison Levine, inspired members with her approach to life in *Pulling Your Weight: Your Biggest Competitive Advantage is YOU*. The day ended with another informal happy hour through the zoom breakout rooms.

LPA Annual Meeting

www.lpanet.org/annual

The 2021 LPA Annual Meeting was held at the Naples Grande Beach Resort in Naples, Florida November 6–9. Before the meeting started, the LPA allowed for plenty of networking time with an informal Saturday evening reception, Sunday golf tournament, and a walking food tour in downtown Naples.

The general session included speakers that provided take-aways both professionally and personally. The meeting's opening keynoter was Frank Abagnale, subject of *Catch Me If You Can* fame, who offered sound advice to members on *Cybercrime, Identity Theft, and Scams*. He was followed by Connor Lokar of ITR Economics, who presented a detailed *Domestic & Global Economic Update* and answered questions from members.

After a networking lunch, Rob Smith of the LPA Government Affairs consulting firm presented a legislative and regulatory update, followed by a roundtable discussion on current industry issues and challenges with our Board Chair and Vice Chair.

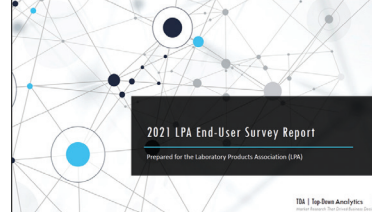
Josh Waldman of the Cleveland Research Company opened the next day with an industry-specific *Life Sciences Outlook and Forecast*. After a short break, closing keynoter Captain Sandy Yawn, Superyacht Captain and series lead of Bravo TV's *Below Deck Mediterranean*, encouraged members to overcome obstacles with *Charting Your Own Course—Despite the Obstacles*.



ABOVE: Winners of the networking event sponsored by the newly formed LPA Women's Forum (left to right): Steve Tolmie of Quartzly and Debbie Segl of Scientific Industries (who tied for 1st place and each received a complimentary registration to the 2022 LPA Spring Meeting in Austin, Texas and an LPA tumbler); Jerry O'Connor of Quartzly; and Patti Mancino of Cytiva. Fran Hutson (far right) is Chair of the Women's Forum Committee.

Members enjoyed catching up during an outdoor reception at the 2021 Annual Meeting at the Naples Grande Beach Resort.





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 strategic 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 Purchasing Trends Survey—This survey covered product selection factors, budgets, growth expectations, COVID-19 impacts in labs, and much more.

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:

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.

LPA Member Business Climate Survey—The primary objective of this report was to gauge the current business climate as a result of the COVID-19 pandemic and understand the key trends that impact the market for laboratory products.

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.

Academic & Life Science R&D Funding—This niche report provided information on the allocation of research funds to help LPA members develop strategies for targeting customers more specifically.

Monthly Flash Report

The monthly *Flash Report* is a monthly sales report of member companies 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. Given the impact of the COVID-19 pandemic several pertinent questions were added this past year to help gauge the impact on the lab products/life sciences industry. Insightful questions were also added to gauge the impact of the supply chain challenges.

BELOW: Fran and Clif Hutson with closing keynote speaker Captain Sandy Yawn (center), of Bravo TV's *Below Deck Mediterranean*.



LPA COLLABORATION AND PARTICIPATION

LPA Scientific Advisory Board

The LPA launched a new and valuable initiative this past year—the LPA Scientific Advisory Board with the primary purpose being to seek the expertise of those in the lab to enhance the knowledge, understanding, and strategic thinking of laboratories for LPA members. Sort of a forum for LPA members to tap into for insight on trends in the lab, ask questions about the lab of the future, etc. The first session was in April which focused on *Academic Labs in a Post-COVID Environment*. Scott Hanton from *Lab Manager* was the moderator and he posed set questions to a panel of four leaders from various academic labs. A second session was held in October focusing on *Cannabis Labs Outlook*. Julia Bramante, who is a lead scientist with the Cannabis Reference Laboratory at the Colorado Department of Public Health, was the moderator and there were four panelists from various cannabis labs sharing their insights.

LPA Women's Forum Committee

Another new initiative launched this past year was the LPA Women's Forum Group, 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. The group held two well-attended webinars in June and September focusing on *Who are the Women of the LPA Today* and the *Journey of LPA Women Leaders*.

“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, Fisher Scientific Channel

Government & Regulatory Affairs Advocacy

www.lpanet.org/gov

Through its relationship with Mercury PR, the LPA continued to keep LPA members apprised of key happenings in the legislative and regulatory areas. Mercury held webinars every couple of months, and provided frequent email updates on key legislative and regulatory issues as well as pertinent information on the pandemic as it relates to the industry. They also 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 their questions/issues.

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 national manufacturing trade associations representing 130,000 companies worldwide. Resources made available to LPA members include the weekly *Monday Economic Report* which is a snapshot of how manufacturing is doing based on key economic indicators, as well as weekly Global Surveys.



The education sessions at the LPA Annual Meeting were very well-attended.

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 2021, the group had over 3,900 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 [/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.

LPA Engagement App

The LPA Engagement App allows members to stay connected with other members using the chat feature, private messaging, and more with over 140 members. The engagement app offers LPA members-only content on any mobile device, such as exclusive market data, the member directory, government affairs and NAM updates at any time.

“When adding up the value (complimentary meetings and webinars, 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, Vice President, Business Development, Integrated Liner Technologies



Frank Abagnale, subject of *Catch Me If You Can* fame, offered sound advice to members on *Cybercrime, Identity Theft, and Scams* at the LPA Annual Meeting.

2022

Looking Ahead to 2022 . . .

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 follow these changes 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.

Board

2021–2022 LPA Board of Directors

CHAIR

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

VICE CHAIR

Amy-Jo Yogmas, President, Boekel Scientific

IMMEDIATE PAST CHAIR

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

PRESIDENT

Clark Mulligan, CAE, Laboratory Products Association

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

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

Bill Halsey, Area Business Manager, MettlerToledo

Michael Klipstein, CCO, Thomas Scientific

Harry Ruska, General Manager, GFS Chemicals

DIRECTORS 2019–2022

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

Michael Faulkner, President & CEO, BMP Medical

Fran Hutson, Head of Global Strategic Distributor
Management, MilliporeSigma

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

OPIA LIAISON

Joseph Huff, Head of Marketing, North America,
ZEISS Research Microscopy Solutions



Frake



Yogmas



Williams



Mulligan



Baudino



Debroczy



Steiner



Titmas



Averso



Falkowitz



Halsey



Klipstein



Ruska



Faulkner



Faulkner



Hutson



Yoppi



Huff

Committees

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:** 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



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.

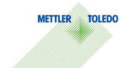
OPIA Members

Bruker
Chroma Technology
Excelitas
Leica
Nikon
Olympus
Prior Scientific
ZEISS

Members

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.

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.



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Visit www.lpanet.org/join

Calendar

2022 LPA Calendar

www.lpanet.org/calendar

ATTEND AN LPA MEETING THIS YEAR!



May 2–4, 2022

LPA SPRING MEETING

Stephen F. Austin Royal Sonesta Hotel
Austin, TX

www.lpanet.org/spring



October 1–4, 2022

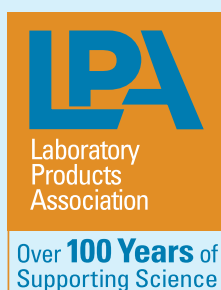
LPA ANNUAL MEETING

JW Marriott Camelback Inn Resort & Spa
Scottsdale, AZ

www.lpanet.org/annual

“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, Head of Global Strategic Distributor Management,
Life Science | Research Solutions, MilliporeSigma



www.lpanet.org

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