

2025 Annual Report

LPA

Laboratory
Products
Association

Over **100 Years** of
Supporting Science

www.lpanet.org



Established in 1918 as the Association of Scientific Apparatus Makers of the United States, the **Laboratory Products Association** (LPA) has evolved alongside the laboratory products industry itself. Born during World War I, the LPA helped give rise to the modern U.S. laboratory products industry and has remained a driving force in its advancement for more than a century.

Today, the LPA represents manufacturers, distributors, and suppliers providing critical laboratory products and services, including glass and plasticware, chemicals, equipment, and consumables that support scientific research, applied science, and life science innovation worldwide.

The Optical Imaging Association (OPIA) continues to operate as an affiliated association of the LPA, representing manufacturers of microscopes, imaging components, and related technologies.

In an increasingly competitive and rapidly evolving global environment, the LPA delivers value to its members through:

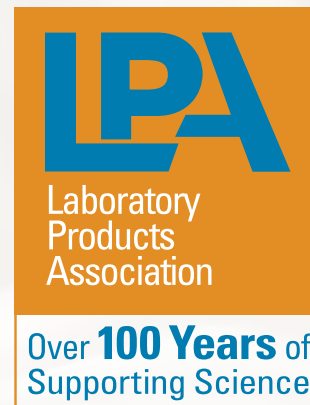
Business Networking. Executive-level connections that drive collaboration and opportunity.

Market Intelligence. Exclusive, data-driven insights unavailable elsewhere in the industry.

Executive Education. Forward-looking programs that equip leaders to navigate change.

Advocacy and Influence. A strong, informed voice on legislative and regulatory issues impacting the industry.

As the industry continues to transform, the LPA remains focused on growth, relevance, and measurable impact—ensuring its members are positioned for continued success and long-term competitive advantage.



www.lpanet.org

“The work that the government affairs committee does directly impacts the core tenets of LPA’s mission. We provide important information, education, and government and legislative advocacy for our members. Our advocacy helps all people within the industry, with the broad base of LPA members—what is good for the membership is good for the industry as a whole.”

Philip Farinelli, Vice President Supplier Management, GSS and Chair, LPA Government Affairs Committee

LPA MISSION

The mission of the Laboratory Products Association is to enable its members to enrich their global and commercial success by providing them with unique opportunities in networking, market information, education, and government affairs/regulatory advocacy.

LPA VISION

The LPA will be a leading global association serving manufacturers, distributors, and other related companies in the laboratory products industry providing its members with a global perspective for success and competitive advantage.

Chair's Message



Fran Hutson, LPA Chair

The past year has been marked by strong progress and notable accomplishments for the Laboratory Products Association (LPA). As Chair of the Board of Directors, I am proud and privileged to report another highly successful and productive year for our mission-driven association, focused on advancing the global and commercial success of our member companies.

Our achievements this year were driven by an unwavering commitment to meeting the evolving needs of our members. With a continued focus on continuous improvement, the LPA has demonstrated its ability to deliver meaningful value and support growth across our community. This Annual Report provides a comprehensive overview of the benefits and impact we have delivered, and I would like to highlight several key achievements.

Our membership remains strong and stable, with 118 member companies. We welcomed nine new members during the year and achieved an outstanding retention rate of 95%. In addition, we added a new membership category for start-up companies which lets them take advantage of all the LPA has to offer. This level of engagement reflects the relevance and value of the LPA. If you know of a company that aligns with our mission and would benefit from membership, I encourage you to recommend them.

LPA meetings continue to be a cornerstone of our value proposition. Both the Spring Meeting in Arlington, Virginia, and the Annual Meeting in Clearwater, Florida, delivered exceptional executive education and high-quality business networking. We also hosted a sales and marketing workshop in Philadelphia focused on leveraging artificial intelligence for business growth. In addition, the LPA served as a supporting partner of the inaugural Analytica USA trade show in Columbus, Ohio, where we provided a dedicated meeting space for our members.

We strengthened our market intelligence offerings through continued partnerships with Frost & Sullivan and Top-Down Analytics, delivering five strategic market reports to our members. These insights have been especially valuable in supporting informed decision-making amid ongoing economic and market uncertainty.

The Scientific Advisory Board continued its important work of gathering insights from laboratories and key decision-makers, including sponsoring a well-received session at the Spring Meeting featuring a diverse panel of academic researchers.

The Women's Forum Committee organized impactful events during LPA meetings, promoting strategic networking and professional wellness for all LPA members through both in-person and virtual programming.

We also launched a new government affairs partnership with Venable LLP, enhancing our ability to monitor and communicate legislative and regulatory developments in Washington, D.C., and their potential implications for our members.

As always, member feedback is essential in shaping our priorities and direction. Your insights help ensure that our initiatives remain aligned with the goals outlined in our Strategic Plan and continue to deliver meaningful value.

In closing, I extend my sincere thanks to everyone who contributed to the LPA's success this past year—our Board of Directors, committee volunteers, member companies, and the dedicated LPA staff.

We look forward to another year of continued growth, engagement, and success.

Warm regards,

A handwritten signature in black ink that reads "Fr Hutson" with a stylized flourish at the end.

Fran Hutson
Chair, LPA Board of Directors
Head of Global Life Science, Inclusion & Belonging,
MilliporeSigma

A Look Back at 2025 . . .

Networking & Professional Development

LPA Spring Meeting

www.lpanet.org/spring

The 2025 Spring Meeting was held May 5–7 in Arlington, Virginia. With 62 attendees representing 41 member companies, the meeting focused on the intersection of policy, research, and market forces shaping the future of the life sciences industry.

The meeting kicked off with a compelling keynote by Mike Abrashoff, who challenged attendees to treat each situation like *It's Your Ship* with proven ways to *Achieve Breakthrough Performance!* Calley Means, Senior Advisor to Health & Human Services Secretary Robert F. Kennedy, provided a thorough update on the Make America Healthy Again (MAHA) initiative and more.

After a networking lunch, attendees engaged in a scientific advisory panel, together with the moderator Scott Hanton of *Lab Manager Magazine*, the LPA gathered lab managers and principal investigators from top academic laboratories nationwide to discuss the state of research funding and its challenges. Rob Smith and Tony Hobbs of Platinum Advisors closed the day with an in-depth *Government and Regulatory Affairs Update*. That evening, members enjoyed an optional twilight trolley tour of some of the most iconic D.C. monuments.

The following morning began with Dameka Williams of Strategic Directions International (SDi), part of the Science and Medicine Group, presented *Leveraging Market Research to Drive Innovation in Life Science Product Development*.

The meeting wrapped up with an engaging session by Rich Karlgaard on *Navigating the Future: The Intersection of Technology, Economic Trends, and Politics*.

LPA Annual Meeting

www.lpanet.org/annual

The 2025 LPA Annual Meeting, themed Sea, Sand, & Strategy, took place from November 2–4 at the Opal Sands Resort & Spa in Clearwater, Florida. There were 118 attendees representing 61 companies gathered for a dynamic mix of networking, professional development, and industry insights.

The event began Sunday morning with the Morning Meet-Up wellness event, sponsored by the LPA Women's Forum Committee, which allows attendees an opportunity to take a scenic sunrise walk with colleagues. In addition, an off-site golf tournament and a walking foodie tour along the Clearwater waterfront set the stage for meaningful connections. The evening welcome reception and dinner provided a relaxed atmosphere to officially kick off the meeting.

Monday's educational program featured:

- Connor Lokar (ITR Economics) on economic trends and market forecasts
- Hamid Ghanadan on *Turbulence, Trust, and Technology*
- Josh Waldman (Cleveland Research) leading a Life Sciences Industry Update & Roundtable
- And the LPA Annual Business Meeting



The LPA Spring Meeting featured a Scientific Advisory Panel that brought together lab managers and principal investigators from top academic laboratories nationwide to discuss the state of research funding and its challenges. Moderated by Scott Hanton of *Lab Manager Magazine* (far right).



LPA Spring Meeting attendees enjoyed a twilight tour of some of the most iconic D.C. Monuments with Old Town Trolley Tours, which included the Jefferson Memorial, the World War II Memorial, Iwo Jima Memorial, the Lincoln Memorial, and many more!



LPA Board of Directors Chair Fran Hutson and Vice Chair Ryan Titmas attended the 2025 LPA Capitol Hill Day, which immediately followed the LPA Spring Meeting in Arlington, VA.

“What keeps me engaged with the LPA year after year is the quality of relationships I’ve built with fellow members. Combined with the actionable market intelligence we receive, it’s an organization that truly understands our mission, supporting the researchers who are advancing science every day.”

Ryan Titmas, Global Vice President Sales, Lucid Scientific and Vice Chair, LPA Board of Directors

That evening, members were invited to participate in team trivia, sponsored by the LPA Women’s Forum Committee. During the reception, participants were randomly paired using scientific-themed tokens and used their phones to play general trivia with colleagues. Afterwards, a networking dinner followed.

Tuesday began with a *Regulatory & Legislative Update* from James Twadell and the team from Venable LLP. The meeting concluded with a thought-provoking keynote by Meshell Baker on *Igniting Confident Resilience in a World of Uncertainty*, which left attendees inspired. To cap off the experience, attendees were invited to a pool-side happy hour, where members received a complimentary beverage using their team trivia tokens before heading back home.

LPA at analytica USA www.lpanet.org/analytica

The LPA took part in the inaugural analytica USA tradeshow, held in Columbus, Ohio. The LPA Meeting & Networking Room offered members a place to rest, recharge, and hold private meetings, with beverages and snacks available throughout the day. The LPA also held a Membership Luncheon for LPA members, as well as prospective members wishing to learn more about the LPA.

LPA Sales & Marketing Workshop www.lpanet.org/workshops

In October, the LPA hosted an intermediate-level Sales & Marketing Workshop, led by Rich Brooks, in Philadelphia, Pennsylvania. Rich Brooks is founder and president of flyte new media, and a nationally recognized speaker on entrepreneurship, digital marketing, and social media. The day explored practical, real-world applications of AI across marketing and sales, with members gaining a clear understanding of where and how AI could be integrated into existing workflows.

The session examined how organizations protected and projected their brand voice in an AI-assisted environment, where AI delivered the most value—and where it fell short—and how its growing influence reshaped SEO, content visibility, and competitive differentiation. Attendees also addressed the challenge of standing out in a landscape where AI-generated content is ubiquitous, while preserving authentic human connection within increasingly automated communication.

Opening keynote speaker, Connor Lokar, Senior Forecaster for ITR Economics, presented a highly-anticipated forecast during the LPA Annual Meeting in Clearwater, Florida.



LPA Women’s Forum Committee Chair Dr. Megan Devine and LPA Government Affairs Committee Chair Phil Farinelli attended the 2025 LPA Capitol Hill Day, which immediately followed the LPA Spring Meeting in Arlington, VA.



LPA Annual Meeting attendees participated in an optional golf tournament at Cove Cay Golf Club in Clearwater, Florida.



Annual Meeting attendees are seen here participating in the roundtable discussions. The 2025 LPA Annual Meeting had 118 LPA members in attendance, representing 61 companies at the Opal Sands Resort & Spa in Clearwater, Florida.

Market Information

www.lpanet.org/marketdata

The LPA offers its members privileged access to exclusive reports on the lab products market and industry, presenting information that is predominantly unavailable from other sources. These meticulously crafted reports serve as invaluable resources, furnishing members with deep insights into market trends and essential benchmarks to enhance their financial and operational performance.

What sets these reports apart is the extensive collaboration with our members, ensuring that their perspectives and expertise are integral to the content. By leveraging these insights, our members are equipped with a competitive edge, enabling them to make informed decisions and propel their organizations towards greater success.

Frost & Sullivan Market Reports

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

Q4 Addendum: 2025 Global Market for Laboratory Products—Given the delivery date (October) of the Frost & Sullivan Global Market Report, the report did not contain Q3 2024 data. This “Addendum” includes updated secondary research and analysis from Q3 sources.

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, supply chain impacts in labs, and much more.



Top-Down Analytics Reports

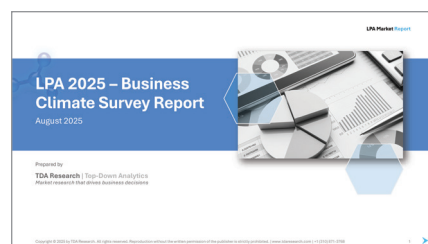
The LPA also continued its relationship this past year with Top-Down Analytics (TDA), a leading provider of competitive intelligence and benchmark data for scientific and life sciences products. Reports produced for the LPA included:

2025 Global Outlook for Laboratory Products—The purpose of this report, produced for the LPA by Top-Down Analytics (TDA),

is to provide information on market size and growth estimates on an annual basis as an aid to LPA members for planning and performance benchmarking purposes.



2025 LPA Business Climate Survey—The primary objective of this report is 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 *Flash Report*, a monthly sales update from member companies, serves as a dynamic tool offering an immediate insight into industry trends. This comprehensive report includes a detailed comparison of members' durable and nondurable sales on a monthly, quarterly, and year-to-date basis against the previous year's figures. It provides a quick, yet thorough, snapshot of the industry landscape that is only available to members who participate.



The Venable LLP team presented a *Government and Regulatory Update* at the LPA Annual Meeting held in Clearwater, Florida.

More Outstanding Value for Members . . .

LPA Student Engagement Committee

www.lpanet.org/CareersInCommercialScience

In 2025, the LPA Student Engagement Committee attended college career fairs to bring awareness to the industry and LPA, as well as the companies the individuals work for.



Looking ahead, the committee seeks greater member participation in networking events, guest speaker opportunities, and future initiatives to strengthen student-industry connections.



LPA Student Engagement Committee chair Jim Averso of I.W. Tremont (left), pictured with his son, Porter (middle), and committee member John Faulkner of BMP Medical, participated in a career fair at Bryant University in Smithfield, Rhode Island on February 26.

LPA Scientific Advisory Board

The LPA continued its impactful Scientific Advisory Board, hosting an in-person Scientific Advisory Board at the LPA Spring Meeting. Moderated by Scott Hanton, PhD, Editorial Director for *Lab Manager* Magazine, the panel focused on topics including the impact of NIH funding cuts and grant indirect costs; steps labs were taking to navigate financial uncertainty; the current grant process and how institutions were adapting; and the effects of tariffs on research and lab operations.

LPA Women's Forum Committee

www.lpanet.org/women

The LPA Women's Forum Group continued to be active this past year holding monthly zoom committee meetings and planning special events during in-person meetings. The group sponsored a Morning Meet-Up at the Spring Meeting in Arlington, Virginia, which included a walk and a cup of coffee together.



The summer was also filled with a unique event—the LPA Women's Forum Summer Book Club featuring *The Let Them Theory* by Mel Robbins. Discussions on this

powerful mindset shift that can transform both personal and professional relationships, ultimately leading to greater success in business, were held monthly:

- June 25 discussion: Let's Talk "Letting Go" or "Let Them"
- July 23 discussion: Where Did "Let Them" Take You?
- August 20 discussion: How Has "Let Them" Changed You?

During the Annual Meeting, the committee held their annual Morning Meet-Up on the beach, followed by bagels and beverages with the golfers. The Committee also held a successful Team Trivia during an evening reception.

Guided by a mission to foster connection, engagement, and leadership—and a vision of a stronger, more inclusive LPA—the Women's Forum continues to inspire men and women across our industry, delivering meaningful, member-driven experiences focused on professional growth, guidance, and real-world connections.

Government & Regulatory Affairs Advocacy

www.lpanet.org/gov

Throughout the year, the LPA remained committed to keeping its members well-informed about crucial developments in legislative and regulatory domains through its partnership with Venable LLP.

Jim Twaddell, Senior Policy Advisor, serves as LPA's primary contact. He is supported by Deepti Loharikar, Senior Policy Advisor, Tim Ursprung, Policy Advisor, and Aaron Muench, Legislative Policy Analyst. Together, the Venable team will:

- Monitor and report on legislation and regulations impacting our members, the life sciences sector, and scientific research;
- Keep members informed and engaged on critical policy issues;
- Deliver in-person presentations at the LPA Annual Meeting and Spring Meeting;
- Host webinars for members on an as-needed basis;
- Support grassroots advocacy efforts;
- Plan and coordinate our Capitol Hill Day every two years.

Jim and his team conducted their first in-person presentation at the 2025 LPA Annual Meeting, emailed weekly updates highlighting key legislative and regulatory issues, and maintained a meticulous regulatory tracking system.

LPA Career Center

www.lpanet.org/career

The LPA has secured exclusive lower pricing for members to post job openings on the LPA Career Center, making it easier and more affordable to connect with top talent in the industry. When you post a position, your job listing automatically gains additional exposure by appearing on major aggregate job boards such as SimplyHired, Indeed, and Google Base—at no extra cost. This added reach helps attract more qualified job seekers to your openings.

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 comprised of 260 national manufacturing trade associations representing 130,000 companies worldwide 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 LinkedIn Group

[/groups/1941786](https://www.linkedin.com/groups/1941786) and
[company/laboratory-products-association](https://www.linkedin.com/company/laboratory-products-association)

As the value and participation in social networking groups rose, so did membership in LPA's LinkedIn group. By the end of 2025, the group had over 4,413 members and 1,255 people following our company page. The LPA also follows and reposts 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](https://www.facebook.com/LaboratoryProductsAssociation)

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

LPA YouTube Channel

[@LaboratoryProductsAssociation](https://www.youtube.com/@LaboratoryProductsAssociation)

The LPA YouTube channel offers members a convenient platform to access educational and informative videos produced by the association. This channel not only serves as a valuable resource for individual members seeking insights but also provides an effortless means to share these videos with colleagues and potential new members.

Looking Ahead to 2026 . . .

2026

In a business environment that continues to evolve at a rapid pace, the landscape in which LPA members operate is constantly shifting. The LPA remains closely attuned to these changes and is committed to adapting its programs, resources, and initiatives to proactively support our members' evolving needs. We strive to stay ahead of emerging trends and challenges, ensuring that the Association remains relevant, responsive, and forward-looking.

By maintaining this focus, the LPA positions itself as a trusted, indispensable resource for its members. Our goal is to equip member companies with timely insights, practical tools, and meaningful connections that enable them to confidently navigate complexity, seize opportunity, and succeed in an increasingly competitive global marketplace.

2025–26 LPA Board of Directors

CHAIR

Fran Hutson, Head of Global Life Science, Inclusion & Belonging, MilliporeSigma

VICE CHAIR

Ryan Titmas, Global Vice President Sales, Lucid Scientific

PRESIDENT

Clark Mulligan, CAE, Laboratory Products Association

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Nathan Ladd, Vice President, Sales, Labconco Corporation

Stuart Smith, Vice President, Cole-Parmer (Antylia Scientific)

DIRECTORS 2024–2027

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Stephen Lucas, Director, Americas Commercial Operations, Corning Life Sciences

Tim Montondo, Vice President of Sales, Eisco Scientific

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OPIA LIAISON

Stephen Ross, Director of Science and Research, Nikon Instruments



Hutson



Titmas



Mulligan



Hurley



Ladd



Smith



Kofel



Lucas



Montondo



Steiner



Camp



Hazel



Roth



Williams



Ross



Our membership in the Laboratory Products Association has been invaluable, connecting our leadership team with industry peers and supporting services, like executive marketing workshops, while providing the most reliable and detailed market reports available, that help inform our company's strategic decisions.”

Laura Steiner, President, Horizon Scientific; LPA Board of Directors;
and LPA Women's Forum Committee

LPA Committees

www.lpanet.org/committees

LPA committees play a pivotal role in fostering a robust connection between members and the association. By providing members with a more influential voice in the decision-making process, LPA committees empower individuals to contribute their expertise and talents. Through collaborative engagement, LPA committees create a dynamic platform where members not only contribute to the association's direction but also actively shape its future by sharing their valuable insights and skills.

Government Affairs Committee

Works closely with the LPA's government affairs consulting firm to:

- Identify and monitor proposed legislation and regulations that may impact members and the industry and keep members apprised of and educated on these issues.
- Take grass roots action as needed.
- Plan and organize the association's Capitol Hill Day every two years.

Market Information Committee

- Oversees the production of various market reports produced for the LPA by Frost & Sullivan and Top-Down Analytics, as well as overseeing the monthly *Flash Report*, other periodic reports, and the Scientific Advisory Board.

Membership & Communications Committee

- Provides input on membership recruitment, engagement, and retention to include identifying and reaching out to potential members, articulating the value proposition, and assisting in membership recruitment activities and events.

Sales & Marketing Committee

- Develops educational programs (both in-person and virtual) and activities that will enhance the sales and marketing capabilities of member companies as well as serving as a forum to exchange ideas and best practices.

Student Engagement Committee

- Works on an initiative to help raise awareness to students about the laboratory products industry with the objective being to inspire new talent to join the commercial side of science.
- Raises awareness of the LPA in an increasingly important component of job markets—internships and entry level candidates.

Women's Forum Committee

- Provides a platform 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.
- Sponsors events and activities at LPA meetings to foster connectivity and engagement.



www.opia.org

The Optical Imaging Association (OPIA) operates as a specialized sub-group within the LPA, focusing on the representation of companies engaged in the manufacturing of microscopes and related products, components, and peripherals

for the microscopy and microscopy imaging market. OPIA plays a crucial role in providing its members with insightful market statistical reports, including the quarterly *U.S. Microscope Report*, *Video Report*, *Shared Data Report*, and the semi-annual *International Microscope Report*.

Members of the OPIA convene regularly throughout the year, often in conjunction with industry trade shows. During these meetings, participants engage in discussions regarding the presented statistical reports and address common concerns and interests shared among the association's members. This collaborative approach ensures that OPIA members stay well-informed, connected, and equipped to navigate the dynamic landscape of the optical imaging industry.

OPIA Members

Chroma Technology
Evident Scientific
Excelitas
Leica Microsystems
Nikon Instruments
Prior Scientific
Zeiss

LPA Member Companies

www.lpanet.org/directory



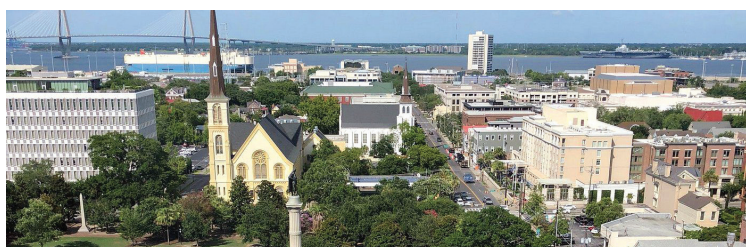
NOT AN LPA MEMBER? JOIN TODAY!

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

Join Us at an LPA Meeting!



April 20–22, 2026

2026 LPA SPRING MEETING

Francis Marion Hotel, Charleston, SC

www.lpanet.org/spring



November 1–3, 2026

2026 LPA ANNUAL MEETING

The Lodge at Torrey Pines, La Jolla, CA

www.lpanet.org/annual

Find the LPA This Year!

March 7–11, 2026

PITTCON

San Antonio, TX

www.lpanet.org/pittcon



March 24–27, 2026

ANALYTICA

Munich, Germany

www.lpanet.org/analytica



Laboratory
Products
Association

Over **100 Years** of
Supporting Science

www.lpanet.org

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