



Laboratory
Products
Association

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Annual Report



Laboratory
Products
Association

Here is what some of our members are saying . . .

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, Chief Executive Officer, Excel Scientific

Karen Brooks holds up three Super Bowl rings belonging to Rocky Bleier, former Pittsburgh Steeler and U.S. Army veteran. Bleier was the closing keynote speaker at the 2016 LPA Annual Meeting in Las Vegas, NV.



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, Vice President, Sales Specialists,
VWR International

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 Market Division,
Thermo Fisher Scientific

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

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

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 applied science and life science 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 enables its members to constantly improve their global and commercial success by providing them with unique opportunities in networking and professional development, while utilizing exclusive market information.

NETWORKING

Developing business relationships is paramount for success in the lab products industry. Through its various meetings and events, the LPA provides unparalleled opportunities for senior-level executives and decision makers to connect and develop those crucial relationships.

PROFESSIONAL DEVELOPMENT

The LPA holds a number of professional development events each year, giving members the opportunity to acquire strategic education regarding the industry and business. The Annual Meeting is held in the fall and has more strategic content aimed at executive and senior management. The Spring Meeting is geared for upper- and mid-level management. The LPA also conducts sales and marketing workshops and webinars to keep members' continuing education relevant and engaging.



LPA Member Lancer Sales USA proudly displays their LPA Member sign in their booth during Pittcon 2016.

MARKET INFORMATION

Having a solid understanding of current events in the lab products market is vital for any company in this industry. The LPA provides its members with exclusive and valuable reports that include:

- The *Annual Forecast and Analysis of the Lab Products Market* and the *Mid-Year Market Report*, a compendium of both primary and secondary research on the global lab products market, with market size, history, and forecast included;
- The quarterly *Laboratory Business World* newsletter, which summarizes end-user markets, international markets, and company financial results;
- The annual *Laboratory Purchasing Trends Survey*, which focuses on lab personnel changes, budgets, and equipment purchases in multiple product categories for North America and Europe;
- The monthly *Flash Report*, a snapshot of members' general sales activities;
- A biennial survey on eCommerce trends in the lab; and more.

LEGISLATIVE & REGULATORY ADVOCACY

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



LPA Members tour Berchtesgaden, Germany prior to analytica 2016.

Chair's Message

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

As a mission-driven association, the LPA is focused on meeting the ever-changing needs of its members to enable them to “consistently improve their global and commercial success.” Through the efforts of our Strategic Plan Committee this past year, we updated the LPA Strategic Plan, which will serve as a blueprint to keep the association focusing on its mission and providing value to member companies.

While this Annual Report details the benefit and value we have provided, I want to touch on a few highlights.

Membership in the LPA continues to be solid. At the end of the fiscal year in June, we had 122 member companies and had 8 new companies join during the year. We certainly want to keep this momentum going, and if you know of a company that would be a good fit for membership, please let us know.

Our meetings also continue to grow and provide excellent executive education and networking business opportunities. The 2016 LPA Annual Meeting was held in Las Vegas, Nevada, and was one of the best-attended annual meetings the LPA has ever had with 135 attendees from 77 member companies. In addition, the LPA also held a well-attended Spring Meeting in Boston, Massachusetts, a successful Sales and Marketing Workshop in Philadelphia, and two well-attended breakfast programs at Pittcon.

We continue to meet the needs of our members in the changing legislative and regulatory environment through our government affairs consulting firm in Washington. Ensuring that the legislative and regulatory interests of our members are protected, especially in the changing political climate, is important.

The market reports we provide our members are simply unparalleled. We continue to improve and expand our reports based on member feedback. For example, our *Annual Forecast and Analysis of the Lab Products Market* will incorporate insightful end-user trending data, and our *Laboratory Purchasing Trends Survey* will continue to cover both North America and Europe.



LPA Chair
Stephen Brinkmann

Another great benefit of LPA membership continues to be the meeting and networking rooms we provide at Pittcon, where members can have meetings with customers, network, or take a break. The popularity of the meeting room has increased to the point that we are once again expanding the size of the room for Pittcon 2017, allowing for more meetings to take place.

Speaking of meeting rooms, the LPA had a meeting room at the Analytica show in Munich, Germany this past May for meetings and networking. This is the second consecutive Analytica where we have had a meeting room and it was extensively utilized by our members.

In looking at ways to further our relationship building with other groups, I am pleased to announce that we are developing a collaborative relationship with Spectaris, our German counterpart. We have agreed to share some market data on each other's respective markets, and will be hosting a joint networking function at Pittcon 2017.

As we head into 2017, we will begin planning for our centennial year celebration in 2018. A committee is planning events and activities to make this a memorable year for the association.

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

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

Sincerely,

A handwritten signature in black ink that reads "Stephen Brinkmann". The signature is written in a cursive style.

Stephen Brinkmann, LPA Chair
President & CEO
BrandTech Scientific, Inc.

A Look Back at 2016 . . .

NETWORKING & PROFESSIONAL DEVELOPMENT

Sales & Marketing Workshop

www.lpanet.org/workshops

A sales & marketing workshop was held in February at the Sheraton Society Hill in Philadelphia, Pennsylvania, where Jeanne Jennings of Digital Prism Advisors presented *Management, Measurement, Maximization: Practical Tips for Leveraging Your Customer Relationship Management (CRM) Strategies*. Attendees learned how to communicate effectively and use technology to drive sales, the importance of keeping communication open between all departments, how to generate leads, nurture them, and convert them to customers, and how to create the metrics that are meaningful to the corner office. Everyone was encouraged to bring their laptops and were able to implement what they learned on the spot, which was very well-received by attendees.

Spring Meeting

www.lpanet.org/spring

The 2016 LPA Spring Meeting was held at the Fairmont Copley Plaza in Boston, Massachusetts. The meeting featured a diverse education program: Dr. Bertalan Meskó opened with *The Future of Medicine*; Nancie Copeland Geddings of Live the GoodLife presented *Corporate Wellness*; Bill Kelly engaged members in *Digital Marketing to Scientists: Creating Digital Loyalty*; and K.C. Warawa of KC & Associates closed the day with the *2016 Laboratory Purchasing Trends & eCommerce Report*. The next day opened with Regina Au presenting the *Challenges, Trends, and Opportunities in the Pharma/Biotech Industry* and closed with Dr. Natalie Stavas' inspirational story of *Running Towards Chaos* during the Boston Marathon bombing. There were ample networking opportunities during breakfast and breaks, as well as optional group outings to the Harpoon Brewery and a baseball game at Fenway Park.

LPA Members enjoyed an optional outing to the Boston Red Sox baseball game at Fenway Park during the 2016 LPA Spring Meeting.



Annual Meeting

www.lpanet.org/annual

The 2016 LPA Annual Meeting was held October 1–4 at the beautiful Bellagio Resort & Casino in Las Vegas, Nevada. 135 attendees from 77 member companies attended the meeting, themed *Change. Challenge. Opportunity*. An annual golf tournament, culinary walking tour, and group outing to Cirque du Soleil took place on Sunday. Monday began with the Board Connection Breakfast, providing members an opportunity to discuss ideas and help shape the LPA with the current leadership. The program opened with Andrew Busch, political economist and future growth expert, who presented on the economy and presidential election. Christi Bird of Frost & Sullivan reviewed the *Annual Forecast & Analysis of the Laboratory Products Market* and answered questions on-site. Following the Annual Business Meeting, Daniel Burrus presented *Flash Foresight: Seven Radical Principles That Will Transform Your Business*; and Ed Wallace closed Monday's program with *Creating Relationship Capital*. On Tuesday, opening speakers Rob Smith and Megan Malone of Venable LLP gave an informative rundown of government affairs on Capitol Hill. Closing Tuesday was the inspirational story of Rocky Bleier, Pittsburgh Steelers football legend and Army veteran, who presented his life story, *Leadership through Teamwork, Perseverance & Hope*. The meeting concluded with an optional jeep tour to nearby Red Rock Canyon to build relationships outside of the meeting atmosphere.

LPA at Pittcon

www.lpanet.org/pittcon

Given that a large number of LPA members exhibited at or attended Pittcon, the LPA sponsored several events for its members at the show. A complimentary member networking room gave members an opportunity to relax, get off their feet, and network with fellow members. Adjacent to the networking room was the LPA meeting room, which provided members with quiet meeting space for meetings with customers or potential customers off the busy show floor. In addition, the LPA held two breakfast programs—an International Breakfast focused on the importance of laboratory science for CDC's global public health mission and a Product Manager's Breakfast focused on *Effective Supply Chain Segmentation Strategy*.

LPA at analytica

www.lpanet.org/collab

The international community for laboratory technology, analysis, and biotechnology met at analytica 2016 in Munich, Germany. The LPA provided a private but shared meeting room for LPA members to gather and hold meetings off of the show floor. A small group also took advantage of a free day and did some sightseeing together, and there was a networking reception at the end of the show in the LPA room.

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.

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

These valuable and insightful reports are produced for the LPA by Frost & Sullivan. They cover 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 contains key econometric data on various geographic regions. These are the only reports of their kind covering the prospects of lab products industry.

North American and European Survey of Laboratory Purchasing Trends

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

eCommerce in the Lab Survey

K.C. Associates produces an *eCommerce in the Lab Survey* every two years. This tailored report provided insightful information on changing dynamics on the websites of manufacturers/providers of equipment and products for the laboratory.

Laboratory Business World Newsletter

To provide valuable insight into the world lab products market, the LPA continued to produce a 12-page quarterly review of the global marketplace which included: industry news, end-user markets, international market review, financial results table, and company reports. The report is produced by UK-based *Instrument News*.

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 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.

Government & Regulatory Affairs Advocacy

www.lpanet.org/gov

The LPA continued to be involved in the legislative and regulatory affairs area in an effort to make the voices of its members heard on crucial issues via its partnership with a DC-based government affairs consulting firm. The LPA Capitol Hill Day, held in February, also offered members an opportunity to meet with their representatives and establish a rapport.

Partnerships with Other Associations

www.lpanet.org/nam

The LPA has joined 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 include the *Monday Economic Report*, which is a snapshot of how manufacturing is doing based on key economic indicators, as well as periodic *Global Manufacturing Surveys*.



Attendees from the 2016 LPA Capitol Hill Day in front of the Environmental Protection Agency headquarters in Washington, D.C.

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 2016, the group had over 2,600 members. The group was open to all 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 events and meetings throughout the year.

LPA and Seeding Labs

www.seedinglabs.org

This past year, LPA members partnered with Seeding Labs, a non-profit organization working to provide laboratories in developing countries with desperately needed lab equipment and supplies. By the end of the year, LPA members had donated over \$1,000,000 worth of equipment to Seeding Labs to help in their effort.



LPA Members enjoyed an optional tour of Red Rock Canyon at the conclusion of the 2016 LPA Annual Meeting in Las Vegas, Nevada.



Alex Waluzko of UVP LLC, an Analytik Jena Company; speaker Natalie Stavas; LPA President Clark Mulligan; and LPA Board of Directors Chair Stephen Brinkmann pose for a picture during the 2016 LPA Spring Meeting.

Looking Ahead to 2017 . . .

The environment in which LPA members operate is fluid and constantly changing. As a result, the needs of its members are constantly changing. The LPA will continue to keep a pulse on these changes and be a provider of solutions to its members' unique needs.

Members can count on their industry trade association to constantly improve their global and commercial success by providing them with the unique opportunities in networking, market information, and professional development needed to excel in today's competitive environment.

2016–2017 LPA Board of Directors

CHAIR

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



Brinkmann



Dawson



Stannard



Mulligan

VICE CHAIR

Jim Dawson, President, Heidolph North America

IMMEDIATE PAST CHAIR

Christine Stannard, Vice President of Marketing,
Panasonic Healthcare Company of North America



Apter



Faulkner



Frake



Goodman

PRESIDENT

Clark Mulligan, CAE, Laboratory Products Association

DIRECTORS 2016–2019

Jason Apter, Executive Vice President,
Head of Research Solutions, MilliporeSigma

Michael Faulkner, General Manager & CEO,
LAUDABrinkmann LP

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

Steve Goodman, Vice President, Sales Specialists,
VWR International



Anderson



Costello



Gordon



Simmons

DIRECTORS 2015–2018

Pat Anderson, President, Labconco Corp.

Jennifer Costello, Director of Global Channels,
Corning Life Sciences

Dale Gordon, GM, Account Management,
USCAN/EUROPE, GE Healthcare Life Sciences

Charles Simmons, President & CEO, Thomas Scientific

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



Witte



Cahilly



Hensler



Ruska

DIRECTORS 2014–2017

Bambi Cahilly, President & CEO, Excel Scientific

Dan Hensler Jr., Vice President, Sales & Marketing,
So-Low Environmental Equipment Company

Harry Ruska, General Manager, GFS Chemicals

Kelly Williams, Senior Vice President,
Channel Management, Control Company

John Woods, Director of Corporate Accounts,
Eppendorf North America



Williams



Woods



Ross

OPIA LIAISON

Stephen Ross, General Manager, Product & Marketing
Department, Nikon Instruments

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 effect 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: Dale Gordon

INTERNATIONAL TRADE

OBJECTIVE: To provide opportunities for an exchange of ideas, experiences, instruction by invited speakers, and ongoing communications between members and to provide material on international activities, resources, and other industry-specific information. COMMITTEE CHAIR: Jason Apter

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: Jim Dawson

MEETINGS

www.lpanet.org/meetings

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

MEMBERSHIP & COMMUNICATIONS

OBJECTIVE: To establish and implement programs for continuous membership development, recruitment, and retention. To promote the value of LPA to members and the market place. To build recognition of LPA throughout the industry. COMMITTEE CHAIR: Karen Brooks

SALES & MARKETING

www.lpanet.org/workshops

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



www.opia.org

The Optical Imaging Association (OPIA) is a sub-group of the LPA. The OPIA represents companies that manufacture microscopes and/or products, components and peripherals for microscopy and the microscopy imaging market. The OPIA produces several valuable market statistical reports for its members such as the quarterly U.S. Microscope Report, Video Report, Shared Data Report, and the semi-annual International Microscope Report. In addition, OPIA members meet several times per year in conjunction with industry trade shows to discuss the statistical reports and issues of common interest amongst the members.

OPIA Members

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

LPA Member Companies

www.lpanet.org/directory

Adam Equipment, Inc.
Ahlstrom Filtration LLC
AirClean Systems
Amazon Business
American Laboratory/labcompare
Analytik Jena US
Andwin Scientific
Aqua Solutions, Inc.
AR Corporation
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.
Columbus Chemical Industries
Control Company
Corning Incorporated, Life Sciences
Crystal Technology & Industries
CTR Scientific-Mexico
Custom BioGenic Systems, Inc.
DLAB Scientific, Inc.
DURAN Group GmbH
E Com Inc.
E&I Cooperative Services
Eberbach Corporation
ELGA LabWater
Eppendorf North America
Equipar S.A. DE C.V.
Evergreen Scientific
Excel Scientific, Inc.
Fritsch USA, Inc.
GE Healthcare Life Sciences
GFS Chemicals, Inc.
Glas-Col, LLC
Globe Scientific, Inc.
Government Scientific Source
Grainger, Inc.
Greiner Bio-One, Inc.

Harvard Bioscience
Heathrow Scientific
Heidolph North America
Helmer Scientific
Hettich Instruments LP
Honeywell Burdick & Jackson
Horiba Instruments Inc.
Horizon Scientific, Inc.
I.W. Tremont Co., Inc.
IKA-Works, Inc.
Integrated Liner Technologies Inc.
InterMetro
J. & H. Berge, Inc.
J.G. Finneran Associates, Inc.
Jeio Tech, Inc.
Kimble Chase LLC
KINEMATICA
KNF Neuberger, Inc.
Krackeler Scientific, Inc.
LabChem, Inc
Labconco Corporation
Labrepro, LLC
LabX & Lab Manager Magazine
Lancer Sales USA
LAUDABrinkmann LP
LevGo, Inc.
Medline Industries, Inc.
MettlerToledo, Inc.
MilliporeSigma
Neta Scientific, Inc.
Nor-Lake Scientific
NuAire, Inc.
Ohaus Corporation
Panasonic Healthcare Company
of North America
Parker Hannifin Corporation
Parr Instrument Company
PerkinElmer, Inc.
Plas-Labs, Inc.
Porex Corporation
Qorpak
Rees Scientific
Ricca Chemical Corporation
Sartorius Corporation

Savillex Corporation
Scientific Industries, Inc.
SCIOLOGEX, LLC
Seastar Chemicals Inc.
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
U.S. Pharmacopeial Convention
Velp Scientific, Inc.
VistaLab Technologies, Inc.
VWR International, LLC
Wheaton
Wisconsin Oven Distributors, LLC
Worldwide Glass Resources, Inc.
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.**

The logo for the Laboratory Products Association (LPA) is displayed within a square frame. The frame has an orange border on the inside and a blue border on the outside. The letters 'LPA' are rendered in a large, bold, white sans-serif font against a solid orange background. Below the letters, the words 'Laboratory Products Association' are written in a smaller, white, sans-serif font, stacked on three lines.

LPA

Laboratory
Products
Association

Why the LPA?

Sit down with an LPA Member and you'll soon hear why the networking opportunities, market data, and professional development make membership with the LPA a no-brainer.

Visit www.lpanet.org/join

2017 LPA Industry Calendar

www.lpanet.org/calendar

Join us at an LPA Meeting this year!

MARCH 7, 2017

LPA SPEAKER SERIES BREAKFAST

Pittcon Conference | Chicago, IL

www.lpanet.org/pittcon



MAY 2-3, 2017

LPA SPRING MEETING

The Ritz-Carlton, Pentagon City | Arlington, VA

www.lpanet.org/spring



MAY 4, 2017

LPA CAPITOL HILL DAY

Washington, D.C.

www.lpanet.org/gov



SEPTEMBER 30-OCTOBER 3, 2017

LPA ANNUAL MEETING

Park Hyatt Aviara Resort & Spa | Carlsbad, CA

www.lpanet.org/annual



Laboratory
Products
Association

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