

ATA Quarterly News

December 2007



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ATA President Don Bradford (l), ATA President-elect Laura Mistretta (c) and ATA Immediate Past President Andy Minenna (r)



photos courtesy Dr. J. Small

ATA on the Web!

See us at:
<http://www.go2ata.org/>



Presidential Message

December 2007

Don Bradford, ATA President



I trust all of you are full of turkey and contemplating your financial demise after the impending shopping spree required for the holidays!

Well folks it was an interesting national AALAS meeting. I would like to hear from as any of you who would like to comment on the venue. I found it quite nice, but want to hear from you. I would also like to hear from any of you desirous of serving on any committees for ATA. Specifically, we are looking for persons interested in membership, security, meeting venue, speaking or presenting or otherwise participating in ATA/AALAS roundtables, etc. I intend to appoint the committees by year's end so please make me aware of your willingness to serve and participate.

I must also address a less pleasurable subject. The Exhibitor Advisory Council received an unprecedented number of complaints regarding rules violations and just plain misbehavior of exhibitors. As I have reviewed the complaints, it seems to me that maybe it is just the result of the competitive environment we are marketing in. Maybe, it is just youthful exuberance or people just being lazy in their efforts to gain or advance their company's technology level. In either case, it does not reflect well on the "great brain trust" I have been telling everyone that exists within ATA. Shame on any of us who resort to eavesdropping, product and literature pilfering, photography of competitor products, etc. as the R&D efforts of our companies. Surely we are collectively better than that. Certainly we do not want these "techniques" to proliferate.

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ATA Executive Committee

Donald A. Bradford
ATA President
Primate Products, Inc.
7780 NW 53rd Street
Miami FL 33166-4102
Phone: (305) 471-9557
Fax: (305) 471-8983
donbradford@primateproducts.com

Andy Minenna
ATA Past President
Thoren Caging Systems
5632 Cliffron Woods Drive
Cambridge MD 21613
Phone: (732) 310-5432
Fax: (410) 901-9198
Andym@thoren.com
ratman44@aol.com

Laura Mistretta
ATA President-elect
Covance Research Products
PO Box 7200
Denver PA 17517
Phone: (717) 336-4921
Fax: (717) 336-5344
Laura.Mistretta@covance.com

Deb Benner
Secretary-Treasurer
Animal Specialties
And Provisions LLC
2400 Milford Square Pike
Quakertown PA 18951
Phone: (215) 804-0144
Fax: (215) 804-0148
deb@animalspecialties.biz

Newsletter Material

Amy Ingraham
1-800-243-5350
aingraham@pharmacal.com



Presidential Message (continued)

Left unchecked, what do you feel will be the result?

One result that seems certain is that the EAC will be busy with AALAS creating formal complaint procedures, rules of conduct and punishments for failing to adhere to them. I encourage all ATA members to read carefully the rules regarding allowable booth design and rules of conduct as there will be little tolerance to allowing violations to go without consequences in the future. These consequences may well involve loss of “points” or even outright denial of the right to exhibit if violations continue. Please read Eddie Loyd’s article in this newsletter to refresh your memories!

Every effort will be made by the EAC, AALAS and ATA to deal with this current round of complaints regarding these issues at a personal level in the belief that some occurrences happened because of unfamiliarity of the guidelines and rules. I encourage all involved to respond with good faith, to improve the overall decorum of the exhibit area. Anything short of that reflects badly on your companies and the ATA in general.

One thing for certain, we are in a “climate change” environment. ATA must take a leadership role in defining the future of meetings and exhibiting opportunities. We must improve our opportunities to market our products and continue our support to the industry. But we must accomplish our mission in a professional manner. We cannot afford to have the perception of ATA as anything but a professional partner in the advancement of laboratory animal care. Please, don’t expect changes, help create them. Volunteer to serve, share thoughts and give effort to improving the ROI to all in the industry and to improving the image we present to others in our field.

I look forward to working with all who volunteer to serve.



<http://www.go2ata.org/>



*ATA's Don Bradford and
AALAS's Dr. Anne Turner
at the ATA Breakfast 2007*



*AALAS President Bruce
Kennedy at ATA Breakfast*



Charlotte, NC

ATA Meeting Highlights

*Charlotte NC
14 October 2007*

ATA President Don Bradford called the breakfast meeting to order and introduced the AALAS dignitaries in attendance.

2007 AALAS President Bruce Kennedy announced that there was a record 302 exhibitors at this meeting.

2008 AALAS President Chris Newcomer encouraged the ATA to 'think globally but act locally' with its goals, specifically the Strategic Planning Committee's reports. He also encouraged all ATA members to feel free to contact him with any questions or ideas.

AALAS Executive Director Ann Turner welcomed the ATA members and encouraged the ATA to recruit the exhibitors in the hall who were not ATA members. She noted that AALAS has over 13,000 members internationally. AALAS has also undertaken a government relations program in the USA, which will fund research and provide grants to increase the science in animal husbandry, and also increase the public outreach programs. On a more local level, AALAS has outgrown its current building and is in the process of adding on to the structure.

The 2012 meeting will be held in Minneapolis. The ATA noted that this was NOT its choice (ATA wanted anything BUT Minneapolis).

ATA Secretary-Treasurer Deb Benner moved and got approval for the minutes from the mid-year meeting. Deb also requested that all ATA members update their names and addresses AND e-mail addresses with her. Deb will be presenting at the AALAS Leadership Academy on behalf of the ATA. The 2008 Mid-year meeting will be held at the TriBranch Symposium June 2,3,4 in Atlantic City, New Jersey.

ATA President Elect Laura Mistretta reported from the Exhibitor Advisory Committee (EAC) that the 2012 national meeting site (Minneapolis) was chosen because cheaper room costs were offered despite the fact that the proposed dates for the meeting will conflict with the 2012 USA Presidential Election.

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ATA Meeting Highlights (continued)



ATA Breakfast 2007



<http://www.go2ata.org/>

The order of the meetings upcoming is:

2008 Indianapolis
2009 Denver
2010 Atlanta
2011 San Diego
2012 Minneapolis

EAC members and Don, Deb and Laura walked the floor of the convention center to make sure that all booths are in compliance this year. Laura noted that the 2008 prospectus will be mailed January 2008

The 2007 New Product Showcase posters were set up by noon on Sunday of the meeting.

Ted Weaver discussed the LAMA 2008 meeting. The 2007 Puerto Rico meeting was very well attended. Next year's LAMA meeting will be in Portland Oregon on April 4-7.

Patrick Murphy discussed the Turnkey meeting. The 2008 presentation will be in Baltimore MD. There are only 80 booths available, and they will sell fast. There are round tables and regular presentations in the program. Please contact Patrick about this event.

Jim Lemken presented the results of the Strategic Planning Committee. The survey generated by the committee was answered by 82% of the ATA members contacted.

Results were:

The #1 issue was ROI (return on investment).

The ATA needs a new updated mission statement

ATA needs a permanent national meeting review committee

ATA should establish an endorsement committee

ATA should increase its 'volume' on national issues such as

AALAS planning and review

Security issues

Website update

Don Bradford commented on the Strategic Planning Committee's report and on the process involved. He noted that in one year the ATA found out what it needed to do and gave itself

ATA Meeting Highlights (continued)



Deb and Bob, 2007

contact Deb Benner with any changes in your addresses or contact names



solid direction. Future ATA leaders should continue to consult these standing committees to increase the membership's involvement and the unity of the ATA. Not all ATA members have the same interests but all ATA members support AALAS and the 3-R's of research. Accepting these beliefs, everyone is working to eliminate the need for research.

Don felt that the brain trust of the ATA is amazing. He further noted that while AALAS has done very well as an organization, the ATA has not done as well setting up its own house. The ATA needs to improve its own support base in the vendor pool. The ATA should also be involved in building its own legacy as well as its concern with ROI.

Don wants the ATA members to stop asking AALAS to provide the branches with speakers, and get directly involved with the local groups. This continues the concept of "think globally, act locally" that the ATA needs to embrace.

The ATA needs to revisit its mission statement. The general goals of its membership and the endorsement of AALAS need to be incorporated into the mission statement. The ATA needs to revamp its web site, and also needs to set up a referral system for buyers, to encourage lab animal managers to bring the purchasing agents with them to national meetings.

Don proposed six committees to become standing committees of ATA:

- Membership
- Meeting evaluation
- Education
- Training
- Awards
- Security

In new business, Deb Benner asked for volunteers to take over the awards committee work that John Munster has done for years. If anyone is interested please contact Deb or Don.

With no new business, Don Bradford entertained a motion to adjourn, and the meeting was closed.

ATA Exhibitor Rules and Regulations

A reminder.....

Submitted by Eddie Loyd, Past ATA President

RULES



ATA wants to remind you that as an exhibitor you have agreed to accept the rules and regulations contained in the contract you signed with AALAS. A shortened list of the rules are:

- No exhibitor is permitted to enter another exhibitor's booth without permission by that exhibitor.
- No exhibitor shall photograph, videotape or examine in any way another exhibitor's equipment or products without permission by that exhibitor and the executive director.
- Distracting sound and lighting devices are not permitted.
- No live animals.
- Contests, lotteries, raffles, or games of chance are not allowed within the Exhibit Hall.
- Canvassing or distributing advertising matter outside the exhibitor's own space is not permitted.
- The distribution of food or beverages in the exhibit booths is prohibited.
- Exhibitors must agree to abide by show hours. This means timely departure from the exhibit hall after exhibits are closed each day.
- Smoking is prohibited in the hall, including times of setup and dismantling of the booths.

As an exhibitor it is your responsibility to make sure all of your staff and representatives on the exhibit hall floor are aware of these rules and regulations. This includes any guest you allow to enter the floor as well. If you observe any of the rules being broken by other exhibitor's please notify AALAS management and the ATA officers immediately. **Let's work together to keep the AALAS meeting issue free.**

LAMA/ATA Call for Speakers

Keith Knapp and Tracy Lewis

Hello LAMA / ATA Members,

The 2008 LAMA/ATA annual meeting in Portland (Apr. 2-4) may seem a long time from now. In reality, it will be here before we know it!

You can access Call for Speakers form at

[http:// lama-online.org/downloads/08_LAMA_Speaker_Form.doc](http://lama-online.org/downloads/08_LAMA_Speaker_Form.doc)

Please note that the deadline for submission is **October 31, 2007**. Remember, this is a call for platform presentations. LAMA will send out a separate form looking for moderators and break out session facilitators at a later date.

Thanks in advance for your consideration! The success of our meeting depends on the strength of the program.

Tracy Lewis, LAMA Program Committee Member
BioResources Manager
Wyeth Research
One Burt Road
Andover, MA 01810
P: 978-247-2438
F: 978-247-1442
tleyis@wyeth.com



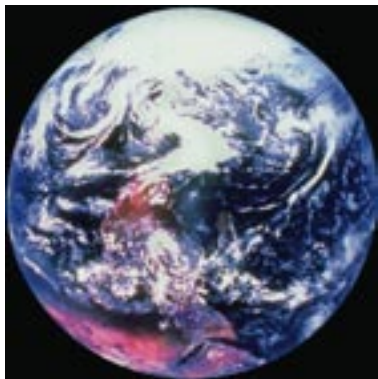
Portland, OR

ATA
Serving the
industry for over
50 years



ATA Members

*did you renew your ATA
membership yet?*



ATAMembers

- Absorption Corp.*
- Allentown*
- Alternative Design Manufacturing*
- Ancare Corporation*
- Andersons/Bed o' Cobs*
- Animal Care Systems*
- Animal Lab News*
- Animal Resource Management*
- Animal Specialties And Provisions*
- Aquatic Habitats*
- Ballard Sheet Metal*
- Barton's West End Facilities*
- BH, Inc.*
- bioBubble, Inc.*
- BioMedic Data Systems, Inc.*
- BioQuell, Inc.*
- BioServ*
- Buxton Medical Equipment Corp.*
- Carter 2 Systems, Inc.*
- Charles River Laboratories*
- Clordisys Solutions, Inc.*
- Colonial Medical Supply Co., Inc.*
- Covance Research Products, Inc.*
- Edstrom Industries, Inc*
- Elm Hill Breeding Laboratories*
- Fangman Specialties, Inc.*
- Faxitron X-Ray Corporation*
- Girton Manufacturing*
- Harlan Sprague Dawley, Inc.*
- Hilltop Lab Animals, Inc.*
- Innovive*
- Instech Solomon*
- Lab Products, Inc.*
- Labconco*
- Life Science Products, Inc.*
- Lithgow Laboratory Services*
- Locus Technologies, Inc.*
- Lomir Biomedical, Inc.*
- Lynx Product Group, LLC*
- Marshall BioResources*
- Matrix Scientific*
- Millbrook Breeding Labs*
- Mrytle's Rabbitry, Inc.*
- Nalge-Nunc International*
- Northeastern Products, Inc.*
- Northwestern / Betterbuilt*
- Nuair, Inc.*
- Omni BioResources, Inc.*
- on + qor*
- Pharmcal Research Labs*
- PJ Murphy Forest Products Corp.*
- Plas-Labs, Inc.*
- Primate Products, Inc.*
- Purina Mills*
- PWI Industries, Inc.*
- RADIL*
- Rees Scientific Corp.*
- Research Solutions/Lenderking*
- Caging Products*
- Ridglan Farms, Inc.*
- Roe BioMedical Products, Inc.*
- Schlyer Machine*
- Scientek Technology Corporation*
- SE Lab Group, Inc.*
- Seamless Technologies*
- Shepherd Specialty Papers*
- Sherwin-Williams*
- General Polymers Div.*
- Sinclair Research Center, Inc.*
- SoBran, Inc.*
- Sterilizing Systems*
- Suburban Surgical Co., Inc.*
- Summit Anesthesia Solutions*
- Swartz Family Sheep Farm*
- Taconic Farms, Inc.*
- Techniplast USA*
- Techspace, Inc.*
- Thoren Caging Systems*
- Three Springs Scientific*
- Topaz Technologies, Inc.*
- Total MRO*
- Transport Container Corp.*
- Tri-State Biomedical, Inc.*
- UNIFAB Corporation*
- VetEquip, Inc.*
- Viking Medical Products*
- W F Fisher & Son, Inc.*
- World Courier*
- Zeigler Brothers, Inc.*
- Zivic Laboratories, Inc.*

ATA Past Presidents

- | | | |
|----------------------------|-------------------------|-----------------------|
| <i>Douglas J. Anderson</i> | <i>Eddie Loyd</i> | <i>Ken Shapiro</i> |
| <i>Deb Benner</i> | <i>Frank Marinaccio</i> | <i>Gilbert Slater</i> |
| <i>Steve Dwyer</i> | <i>Jim McDonald</i> | <i>Lee Wilson</i> |
| <i>Bill Holohan</i> | <i>Andy Minenna</i> | <i>Alger Zapf</i> |
| <i>Peter James</i> | <i>John Munster</i> | |
| <i>Ned Leverage</i> | <i>Floyd Poling</i> | |
| <i>Bob Lemken</i> | <i>Jerry Shapiro</i> | |



ATA Midyear Meeting

*Atlantic City, New Jersey
June 2 - 4 2008*

*in conjunction with the
2008 TriBranch Symposium*

Atlantic City Convention Center, New Jersey

Reminder!

It's time to renew your 2008 ATA Membership!

Invoices are in the mail!



ATA/AALAS
2400 Milford Square Pike
Quakertown PA 18951