

# ATA Quarterly News

August 2008



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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/>



## *President's Message*

### *"Final thoughts"*

At times it seemed like a long time, but now that it's nearly over, my tenure as your President is drawing to an end and it seems like there was not enough time to do all I had hoped to do. Still, I feel confident I will be leaving you in more than capable hands. Those hands of course belong to your incoming President Laura Mistretta.

We have accomplished a lot in the past year and seven months, but not enough I suppose. We took a serious look at what we are and what we want to be. We conducted a critical review, evaluated our strengths and weakness as well as our opportunities and threats and subsequently developed a Strategic Plan. We have formed standing committees (Strategic Planning, Membership, Security and Venue Review) to help spread out our leadership responsibilities and to get more diverse input into the routine functioning of our association. We have developed a venue review plan that will be implemented at this fall's NCAB meeting to help us evaluate each venue and help us find ways to improve the attraction of decision makers to each meeting.

We reached out to the local and district AALAS branches for more involvement in the meeting forums and training events. I believe we have strengthened our support of the branches and have begun the process of improving our collective success at the meetings. We have taken a greater role of responsibility for our desired return on investment.

For the elections this fall, we have a great roster of candidates for the elective positions of the organization from which you will choose your leadership that will succeed Laura. I believe the ATA is more vital and relevant today than at any other time of my 16 years of involvement. I believed you

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## ATA Executive Committee

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### Newsletter Material

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## President's Message (continued)

would step forward to take control of the possibilities for our success. You certainly have done that and I am very grateful for your involvement and service.

Laura will bring greater professionalism to our efforts, but she too will need your continuing support for all we have started to take hold and grow into a truly effective effort. Please give her the same support you have given the organization this past two years. We have only taken the first steps and we all need to be fully supportive of her to solidify our ability to make a difference for the organizations we serve and ourselves.

I will take this moment to thank you for the opportunity to serve you. I regret I didn't accomplish more but hope, in the final analysis, you'll find I served you well. It has been my privilege and honor to represent you. I am immensely proud of you and the collective knowledge and capabilities represented by the ATA. You are a world class group and I feel privileged and proud to be a member.

Donald A. Bradford

## Mid-Year Meeting

ATA MidYear Meeting was held in conjunction with the 2008 TriBranch Symposium, Atlantic City NJm 2 June 2008

Don Bradford and Deb Benner called the meeting to order.

Deb introduced Amber Lange, the 2009 TriBranch Chair, and Carl Newman, the 2008 Exhibit Chair, who briefly reviewed:

- 1) The sign up procedure (the 1-2-3 on line system for signing on booth attendees, etc.)
- 2) The vendor raffle issue
- 3) The vendor survey being conducted during TriBranch

## *Midy-Year Meeting (continued)*



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



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



*Laura Mistretta  
Incoming President  
ATA*

- 4) The drayage company
- 5) The dates for 2009 meeting

Heidi Duffy, the 2010 TriBranch Chair, noted that the committee has not yet signed for specific dates. A brief Q+A of the ATA found that a handful of vendors would prefer the first week of June to avoid conflicts with CALAS, Charles Rivers' Short Course, and other meetings. Additionally some vendors mentioned that they would like another site to be explored (Valley Forge Convention Center, for instance), but the majority of vendors seemed to prefer the Atlantic City site.

Some of the previous issues with the current site (Atlantic City Convention Center) have been corrected or modified, such as locked offices, theft of lap tops, etc. This year the TriBranch program has a full page devoted to 'safety at meetings' with basic tips for personal protection.

Deb is trying to 'grow' the ATA distribution list and asks vendors to update the names of those in their organization who receive the newsletter.

Dr. Ann Turner, AALAS Executive Director, presented the AALAS report. She noted that they already had 275 vendors signed on for the 2008 AALAS National Meeting in Indianapolis. The new AALAS headquarters building in Memphis was coming along and should be occupied in November 2008. Vendors and attendees for this year's national meeting will be pleased to see that the convention center connects via bridges to most hotels.

Don Bradford presented the EAC report with Steve Sussman (Chair of EAC). Steve noted that the EAC has received complaints from vendors at national meetings not being particularly 'nice to one another' and the EAC has devised a complaint form for vendors who have experienced such lack of decorum. The form should be filled out immediately at the time of incident and signed. The EAC will review and consider what ramifications should be dealt to the perpetrators. AALAS has not yet implemented any plan for punishments. Ideas please contact Steve.

Regina Murphy (LAMA) reported on the successful 2008 LAMA Portland Oregon meeting. LAMA has 882 members and is in a drive for 1000. LAMA's 2009 meeting will be in Charleston South Carolina April 1-2. The Double Tree Suites will be the host hotel. This will be the 25th anniversary for LAMA (congratulations!). LAMA is expanding the promotion of the CMAR training programs (there are programs held by NCAB in September 2008,



*Deb and Bob, 2007*

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



and New England in Jan 2009). LAMA is increasing its support of educational venues on the branch and district level.

Andy Minenna asked Regina about a proposed new New England branch meeting where vendor support was being sought. Andy pointed out that vendors already support the Quad Meeting and Tri-Branch, as well as the LAMA meeting, and this additional meeting, which would be held in place of the awards banquet for the branch, would have a negative value for vendors. Andy did note that vendors have asked LAMA for table-top displays and vendor funds are considered for use to lower technician registration for 2009.

Don Bradford took the podium. This is his last meeting, and he did a quick self-evaluation. His greatest achievement as ATA President was the ATA Strategic Plan. He chose 6 people to research six areas of concern to the ATA. These six areas became ad hoc committees, some of which probably should become standing committees of ATA. The committees add continuity to the ATA. In particular, the Venue Review, Membership, and Planning committees should be continued in some fashion for the ATA. Don recommended that this idea be brought to a vote by the ATA. The President of ATA would appoint the committees for a 2-year term. Bob Boyington agreed, saying that this idea had great merit.

Deb Benner solicited nominations for the two open offices. The two offices are President-elect and Secretary Treasurer. The President elect position spends 2 years as Pres-elect, then 2 years as President, and finally 2 years as Immediate Past President, for a total of 6 years in office. Nominated were V. James Lemken and Steve Sussman. The Secretary-Treasurer is a 3-year term. Nominees will be Dee Drye and Amy Ingraham.

An Awards Chair is needed. Anyone having interest in this position, please contact Deb Benner.

The AALAS Leadership Academy has asked if the ATA would again sponsor a technician to ILAM. Bob Boyington suggested that the ATA had offered to do so at one time and we should do so again.

District 4 has asked for speakers at meetings and the ATA is poised to respond.

Don Bradford would like the ATA to look at what its members spend money on at national and local meetings. Could the ATA sponsor some AALAS events?

The ATA does have a line item in its budget to sponsor these events. Deb Benner suggested that the ATA set up a committee to see what events the ATA should sponsor.

With no additional discussion, a motion to adjourn was entertained and passed.

## Candidates Profiles

### *V. James Lemken Nominee for ATA President-elect*



*V. James Lemken*

Jim Lemken has over 20 years of progressive experience in the Life Science industry. Professionally he brings a wide range of functional industry experience across the isle to the organizations and companies in which he has served. As a national member of AALAS he has had the opportunity to occupy several industry seats, including; treasurer positions, chair positions and board member positions on local branches. In addition, a term on the EAC has provided him with a unique position as it relates to many ATA members exhibiting demands and will prove valuable in the future of how ATA will interact with all AALAS and other organizations as well. A post as Strategic Planning Committee chair for the ATA has provided Jim with an insight as to not only what goals are currently important to the Membership, but has also provided a roadmap to achieving these goals. Jim believes “our organization’s position as an advocate for its members should extend beyond AALAS to other organizations in which the greater membership operates”

Part of the recent ATA strategic survey showed that establishing a realistic method for determining ROI as it relates to meetings is important to the membership. In addition, Jim believes that creating a template for all ATA endorsed meetings will help insure that certain expectations of the membership are recognized. “I feel we can accomplish both of these goals by developing a strong relationship with the meeting organizer(s) and communicating our needs to them”

As a voice for ATA members, Jim’s main objective will be to build on the solid foundation of advocacy, industry exposure, and good will that ATA has built over the years. Jim believes that Increasing membership should be one of the primary goals, “without membership it is difficult for ATA to enact significant change” In an effort to continuously move forward Jim thinks ATA must be an advocate “Providing value by acting as an advocate for the greater ATA membership should also be a central goal. Understanding the demands and the needs of the ATA membership will be pivotal in achieving these goals.”

Technology, as it relates to operations is forever changing, and the need for ATA to develop significant changes are here. For example, with an updated more comprehensive web site/electronic interaction Jim believes we can develop a closer, more comprehensive connection to the membership. Jim thinks this “connection” will provide the ATA with better communication; ultimately this will provide the membership the ability to move forward at a more efficient and more effective pace. “As ATA President, first and foremost I will be an advocate, beyond this I will ensure a level of planning and action consistent with both the recently completed strategic plan and with the spirit of how the ATA has developed and served its members over the years”



## *Candidates Profiles*



Jim Lemken holds a Bachelor of Science Degree from Towson University, Towson MD. And a Master of Business Administration (M.B.A.) from Robinson College of Business at Georgia State University, Atlanta, GA.

### *Steve Sussman Nominee for ATA President-elect*

Thank you very much for considering me for the position of President of our ATA. Although my 11 year involvement in the Lab Animal Research Community is short in comparison to others, it nevertheless has been a passion of mine from the 1st day that I became involved in transporting research animals. I was a National Sales Representative for Marken and in this capacity I travelled the country building relationships with customers as well as vendors. At one time, I belonged to 22 different branches of AALAS.

In 2003, I was voted Vendor of the Year by my home AALAS branch, which is Metro NY. In January of 2005 I joined World Courier as National Account Manager. World Courier shares my dedication and commitment to the Lab Animal community. We sponsor local meetings as well as advertise in many branch newsletters and national publications. In 2006 I was elected as President of Metro NY. In this capacity I was privileged to meet with other branch Presidents from around the country. As President of Metro NY, I sat on the board of the District 1 Training Seminar Committee. I am presently the Co Chair of LAMA's Public Relations Committee, as well as the Chair of the EAC which allowed me to participate on the Program Committee for the 2008 National AALAS meeting in Indianapolis.

If I am fortunate enough to be elected as your President, I will continue the work of my predecessors by utilizing the relationships that I have built and maintained in the industry. I will strive to involve new people and new companies in ATA, as well as call on the experience of others who have been involved through many ATA transitions. The continued growth of ATA, our local branches and AALAS Districts, depend on our success in energizing our memberships. My priority as President will be to establish a dynamic partnership between ATA and the EAC so that our two voices are united in seeking solutions to work more effectively with National AALAS



## *Candidates Profiles*



### ***Dee Drye*** ***Nominee for ATA Secretary Treasurer***

I have been involved in the Life Science Community for more than 20 years and have had memberships in ATA, AALAS, and the 12 District #8 Branches for much if not all of that time. I have served on local AALAS Branch committees, Branch BOD's, District Meeting Committees, as District Meeting Chairman, and District #8 Council Vice-Chairman. I am currently a District #8 Council Chairman and District #8 Trustee serving as BOT Liaison to the EAC.

I firmly believe that we must build on the foundation of our previous leadership to make ATA integral to a successful AALAS meeting; whether it's a National AALAS Meeting or a Branch Symposium. We will all benefit from a clearly defined approach that allows guidelines to be understood and success to be duplicated. It is important that ATA help to develop a process that adds value to these meetings, providing opportunity for continued growth of membership, and adding to the spirit of cooperation and commitment between AALAS and ATA. No matter why the membership comes to a meeting; for the educational program or the exhibit hall, what makes the meeting a success should be the same.

### ***Amy Ingraham*** ***Nominee for ATA Secretary Treasurer***



I am honored to have been nominated for the position of ATA Secretary Treasurer.

I have been the ATA Newsletter Editor since 1996 and have published at least 2 issues yearly since its inception.

I have been employed by Pharmacal Research Laboratories since 1987. Prior to that, I managed the Childrens Hospital of Pittsburgh animal care unit. I keep up the "R" in my technologist registry. Education in laboratory animal science is very important to me.

The ATA has a number of challenges to face and overcome. I see the Secretary Treasurer position as one of support and encouragement. My goal is for all vendors be full participants in the ATA, or at the least have the ability to join as a support member.

**ATA**  
**Serving the**  
**industry for over**  
**50 years**



**ATA Members**

*did you renew your ATA  
membership yet?*

*this list is current as of 6 August 2008*



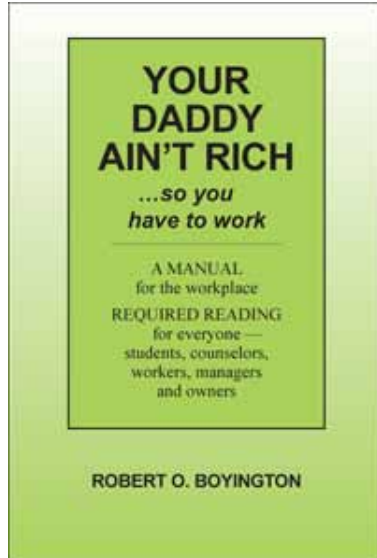
**ATAMembers**

- Absorption Corp.*
- ALN Magazine*
- Allentown*
- Allied Lab Animal Care*
- Alternative Design Manufacturing*
- Ancare Corporation*
- Andersons/Bed o' Cobs*
- Animal Care Systems*
- Animal Resource Management*
- Animal Specialties And Provisions*
- ART'S Way Scientific*
- Barton's West End Facilities*
- BH, Inc.*
- bioBubble, Inc.*
- BioMedic Data Systems, Inc.*
- BioServ*
- Brian X Software*
- Buxton Medical Equipment Corp.*
- Carter 2 Systems, Inc.*
- Charles River Laboratories*
- Class Bio Clean*
- Clordisys Solution*
- Clear H2Os, Inc.*
- Colonial Medical Supply Co., Inc.*
- Covance Research Products, Inc.*
- Edstrom Industries, Inc*
- Elm Hill Breeding Laboratories*
- Girton Manufacturing*
- Harlan Sprague Dawley, Inc.*
- Hilltop Lab Animals, Inc.*
- Innovive*
- Instech Solomon*
- Lab Products, Inc.*
- LaBex of MA Inc*
- Life Science Products, Inc.*
- Lithgow Laboratory Services*
- Locus Technologies, Inc.*
- Lomir Biomedical, Inc.*
- Lynx Product Group, LLC*
- Marshall BioResources*
- Millbrook Breeding Labs*
- Mrytle's Rabbitry, Inc.*
- Nepco*
- Northwestern / Betterbuilt*
- Nuair, Inc.*
- Omni BioResources, Inc.*
- on + gor*
- Pharmaceutical Research Labs*
- PJ Murphy Forest Products Corp.*
- Plas-Labs, Inc.*
- Primate Products, Inc.*
- Priority One Services*
- Purina Mills*
- PWI Industries, Inc.*
- RADIL*
- Rees Scientific Corp.*
- Research Solutions/Lenderking*
- Caging Products*
- Ridglan Farms, Inc.*
- Schlyer Machine*
- Scientek Technology Corporation*
- SE Lab Group, Inc.*
- Shepherd Specialty Papers*
- Sinclair Research Center, Inc.*
- Sterilizing Systems*
- Suburban Surgical Co., Inc.*
- Taconic Farms, Inc.*
- Techniplast USA*
- Thoren Caging Systems*
- Three Springs Scientific*
- Topaz Technologies, Inc.*
- Transport Container Corp.*
- Tri-State Biomedical, Inc.*
- UNIFAB Corporation*
- VetEquip, Inc.*
- Viking Medical Products*
- Vira tek Inc*
- W F Fisher & Son, Inc.*
- World Courier*
- Zeigler Brothers, 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 Secretary-Treasurer Emeritus Pens Book*



Mr. Robert O. Boyington, long-time ATA Secretary-Treasurer and member, has a recently published book now available.

"Your Daddy Ain't Rich.....so you have to work" is billed as a manual for the workplace. Actually, it is very easy to read, informative, and fun.

Bob says the book is a Tool Kit to becoming a valuable employee. He feels that every person should at least have all the proper implements for success, and every company should promote a healthy, benevolent and happy work place.

The section on Business Rules and Methods is laid out so everyone, from novice to seasoned business person, will find something to inspire and something to learn.

For a synopsis and ordering information, go to:

[www.outskirtspress.com/robertboyington](http://www.outskirtspress.com/robertboyington)

## *ATA Annual Breakfast Meeting Set*

Deb Benner has announced that the ATA will meet on Sunday, 9 November 2008, in Indianapolis IN in conjunction with the AALAS national meeting. The breakfast meeting will have a full agenda. Additional information will be forthcoming. Set your calendars now.



## *ATA New Product Showcase*

Don't forget to look for the ATA New Product Showcase at national AALAS in Indianapolis. Eddie Loyd is putting together a terrific program for all participants.



## *ATA Annual Meeting*

**SUNDAY 9 NOVEMBER 2008**

**Indianapolis, IN**

***Convention Center Room 104***

**8:30 AM - 10:00 AM**



ATA/AALAS  
2400 Milford Square Pike  
Quakertown PA 18951