

ATA Quarterly News

August 2009



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*ATA President Laura Mistretta
and ATA Immediate Past President Don Bradford*

ATA on the Web!

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



Presidential Message

From Laura Mistretta

I find it amazing that we are already into the second half of 2009! I hope that each of you are enjoying the summer weather and will have time to relax with family and friends.

We had a very productive mid-year meeting in June and I found the interaction of the group very rewarding and want to give my “thanks” to all who were active participants in the meeting. We may not always agree but with continued open discussion, we will move the organization forward and gain additional benefits for our members.

In the spirit of keeping everyone informed, I would like to update the group on some actions that have taken place since the June meeting.

On the discussion regarding EAC represented as a AALAS committee or council – Steve Sussman and I had a very informative meeting with Betty Cartwright and based upon recent changes at AALAS there is no difference to EAC and our ability to have representation at the AALAS mid-year meetings whether we are a committee or council. From a budget perspective, as with any committee or council within AALAS, we have the ability to request funding through the established budget avenue.

Regarding the concern of conflicting branch and regional meetings – I am in the process of communicating with each branch president to discuss our desire to have an ATA liaison on their leadership councils. I will need an



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ATA Executive Committee

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ATA member within each branch to be this representative and I will be calling upon you in the near future. An additional goal is for ATA to sponsor educational programs/roundtables at the local and National meetings. We have had preliminary discussions and hope to create a process going forward.

Site selection and venue review – a committee will be established to create the process by which ATA will bring forth a united voice to AALAS and the BOT. ATA and EAC have a total of 4 votes on a 7 vote decision and a united voice is a majority.

My goal as your President is to keep you informed and please do not hesitate to contact me at any time.

Enjoy the rest of the summer!

Laura

Mid Year Meeting

ATA Midyear Meeting
Atlantic City Convention Center
8 June 2009

Laura Mistretta (Covance), ATA President, called the meeting to order and introduced honored guests: Ann Turner, PhD, AALAS Executive Director, Deb Benner, AALAS Secretary-Treasurer, Ray Butler, District 2 Trustee, Deyanira Santiago, District 2 Trustee. There were some new attendees: Covance, WJJ, Transportec and Topaz.

Laura encouraged individuals to volunteer for committees.

The minutes from the annual meeting in Indianapolis were approved.

Amber Lange, the 2009 TriBranch Chair, provided an update on the meeting. There were 900 registered for the meeting, despite the economy's influence on travel in our field, and the worldwide issues with potential pandemic impact. Amber encouraged all vendors to fill out the exhibit hall survey and also encouraged vendors to partake in the all day beverage service at the back of the exhibit hall. Vendor Exhibit Chairs Ken



*ATA President Laura Mistretta
and ATA President-elect Steve Sussman*



*Bob Boyington presents Don Bradford with the ATA
Past President honor and plaque at the ATA Breakfast*



Deb Benner and Bob Boyington

Mid Year Meeting

Shapiro (Pharmacial) noted that 110 booths had been sold for this year. Amber noted that non-compete time has been provided this year for exhibitors. The 2010 TriBranch hopes to go on line for vendor registration.

Deb Benner (ASAP, LLC) spoke to the 2010, 2011, and 2012 TriBranch meetings, which will be in Atlantic City. She requested that members take the time to complete the vendor survey.

EAC Report – Steve Sussman (World Courier) discussed the site selection issue for 2014 (the ATA had been informally polled and favored San Antonio, which ultimately was given the bid for the meeting from AALAS). Steve had just returned from the Joint Chairs-Trustee meeting in Memphis. One issue that came up was the Technical Trades Presentation, which has become more popular in the last few years. The EAC favored not to have multiple speakers from one company doing separate topics. If a company wanted 3 people to present under the same topic and in the same 20 minute time frame, that would be fine. The EAC also indicated it wanted to choose speakers if too many vendors indicated they wanted to present at the Technical Trades Showcase. Vendors who wish to do a Technical Trades presentation at national should submit via the EAC or ATA. A reminder, the rules say the presentation can not specifically promote the presenter's company, but should be scientific in nature.

The EAC is exploring the possibility of initiating a commercial membership in AALAS (AALAS has currently a three tiered membership plan, bronze, silver and gold levels). The EAC is also working with the possibility of a Commercial Member of the Year Award on a national level. At this point in the discussion, the thought is that an individual, rather than a company, would receive the award. Some discussion followed. Don Bradford spoke against the award saying that it drew a line between 'commercial' and 'regular' membership. Deb Benner noted that currently national has several awards that have limited nominees. Commercial members can be nominated for all the current awards that are offered by national AALAS. Laura asked the membership to speak with Steve Sussman about this issue.

Deb Benner (AALAS Secretary-Treasurer) gave an update on an issue which first was brought to her attention at the LAMA meeting.

ATA Past Presidents

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

ATA Members

*Absorption Corp
Allentown Caging Equipment Co., Inc.
Allied Laboratory Animal Care Con.
Serv
ALN Magazine
Alternative Design Manufacturing
Ancare Corporation
Andersons / Bed o' Cobs
Animal Care Systems
Animal Resource Management
Animal Specialties And Provisions
Aquatic Habitats Inc.
Art's Way Scientific Inc
Barton's Farms and Biologicals
BH, Inc.
Bio Medic Data Systems, Inc.
Bio-Serv
BioBubble, Inc.
Brain x software international Inc
Buxton Medical Service Corporation
Carter 2 Systems, Inc.
Charles River
Class Biologically Clean, Ltd
ClearH2O
Clordisys Solutions, Inc.
Colonial Medical Supply Co., Inc.
Covance Research Products, Inc.
Edstrom Industries, Inc
Elm Hill Breeding Laboratories
Girton Manufacturing Co., Inc.
Harlan
Hilltop Lab Animals, Inc.
Instech
Innovive*

There was some controversy concerning the site selection process in which exhibitors felt that their wishes not to choose Minneapolis as a National meeting site were ignored.

The exhibitors and ATA members in attendance did not understand why Minneapolis was chosen. They felt that they had no representation in National AALAS when it came to site selection.

The site selection committee always consists of at least TWO ATA members. (In the case when Minneapolis went to the Board there were 4 ATA members on the committee) they choose 3 or 4 cities that have submitted bids to go to the BOT.

An action resolution is written and they are brought before the BOT for an official vote. Further on in this newsletter, Deb explains the process by which a site is selected and voted on by the BOT.

Sally Thomas (Thoren) stated emphatically that until the EAC is officially a full standing committee, we as vendors have no say except to lobby our trustees.

Laura Mistretta encouraged us to move forward. The ATA members in attendance wanted to know how to get a vote on national AALAS matters such as site selection that directly affect ATA.

Resolution: when issues come up that the ATA feels strongly should be considered; the ATA Secretary will contact all seated AALAS Board of Trustee members and express our opinions.

The second LAMA generated issue concerned using a third party to organize meetings. This brought **Andy Minenna (Thoren)** to put forward that AALAS should have a 4-year cycle for sites (cycling through the same 4 cities). Steve Sussman asked for a show of hands from the ATA members. This was unanimous. Laura Mistretta will organize a committee to pursue this.

Ken Shapiro (Pharmacal) stated that ATA does not market itself nor does it garner member support and consensus. He suggested that the ATA go to the EAC to get our opinions heard.

Don Bradford (Primate Products) stated that our membership base is shrinking. We do not use our power, and we either must step up to the plate, or continue to wither.

ATA Members

Lab Products, Inc.
Labex
Land O' Lakes Purina Feed LLC
Lenderking Caging Products
Life Science Products, Inc.
Lithgow Laboratory Services
Locus Technology, Inc.
Lomir Biomedical, Inc.
Lynx Product Group, LLC
Marshall Bio Resources
Millbrook
Molecular Imaging Products Co.
Myrtle's Rabbitry, Inc.
Northeastern Products, Inc.
Northwestern Systems Corp.
NuAire, Inc.
Omni BioResources, Inc.
on+qor
Pharmacial Research Labs, Inc.
PJ Murphy Forest Products Corp.
Plas-Labs, Inc.
Primate Products, Inc.
Priority One Services, Inc.
PWI Industries, Inc.
RADIL
Rees Scientific
Ridglan Farms, Inc.
Robert Boyington
Roe Biomedical Products
S E Lab Group Inc
Schlyer Machine
Scientek Technology Corporation
SE Lab Group, Inc.
Shepherd Specialty Papers
Sinclair Research Center, Inc.
Sterilizing Systems
Studylog Systems Inc
Suburban Surgical Co, Inc.
Taconic Farms, Inc.
Tecniplast
Thoren Caging Systems, Inc.
Three Springs Scientific, Inc.
Topaz Technologies, Ltd
Total MRO LLC
Transport Container Corp.
Tri-State Biomedical, Inc.
Unifab Corp.
VetEquip, Inc.
Viking Medical Products
Viratek, Inc.
VISI-LINE, Inc
W F Fisher & Son
Webster Veterinary Supply
World Courier, Inc.
Zeigler Brothers, Inc.

Mid Year Meeting

Dr Ann Turner (AALAS) presented a brief update on AALAS (national office). The new facility is open and inhabited, new programs are being considered, and the national meeting in Denver looks to be very successful. She announced that the 2014 meeting would be October 19-23 in San Antonio. The contract was signed. Denver's facility is very nice. Dr. Turner did note that the economy in decline and traditionally western sites meetings are lesser attended.

The ATA questioned Dr. Turner about getting our voice heard. She suggested that we could work to restructure the organization, and suggested that with the EAC moving from an advisory to a standing committee, this is promising.

The Turnkey Conference has signed for Baltimore for the next 2 years and is open to suggestions for the 2012 site.

Eddie Loyd (Alternative Design) brought up the ATA New Products showcase. He was disappointed that he did not get a lot of feed back from the last national show. Eddie is considering having a poster area outside the turnstiles point, and a lounge for the New Products area. Eddie put on an email to the ATA members with the application for this showcase, but needed another volunteer to work on this. Denise volunteered to assist.

Bob Boyington's brochure was applauded.

The FBR ProResearch program in Atlantic City was in full swing. The FBR is seeing an increase in animal rights activities and increased threats to researchers. We were encouraged to look around Atlantic City for their billboards.

Bill Clarke (ASAP LLC) from the AALAS Foundation mentioned the educational outreach program the Foundation has undertaken. This is the Whyville.net program, which he soundly endorsed. Bill also noted that the Foundation has changed its board structure.

Steve Benigni (Allentown) announced the LAMA meeting for 2010 in Clearwater Beach, Florida, April 7-9. LAMA is re-branding and will change its web site soon. The call for abstracts will begin shortly.

In new business, there was discussion on the conflicts with districts and local meetings, all vying for ATA support. ATA members noted that AALAS has a national calendar, Grace

ATA
Serving the
industry for over
50 years



***ATA Membership Meeting
and Breakfast 2009
Denver CO***

Colorado Convention Center
Denver, Colorado
Sunday 8 November 2009
8:30am-10:30am
Room 102



Mid Year Meeting

Aranda keeps a national calendar, and both of these are easy to check on line, but apparently local meeting organizers rarely check other schedules. ***ATA members are encouraged to become involved in local activities, and to address the calendar issues on a local level.***

Also in new business, the proposal to have an introductory ATA membership (on a junior level) was brought up, as a means to attract new members and encourage vendors to consider ATA. Those in attendance were not enthusiastic. They felt that offering a discount would diminish the value of the membership. Laura Mistretta encouraged everyone to bring in new members.

The meeting was adjourned. The EAC midyear meeting immediately followed the ATA meeting. The EAC members were invited guests for the ATA meeting.

Amy Ingraham - 29 June 2009

TriBranch Update from Deb Benner

TriBranch locks in to Atlantic City for 3 more years...

Atlantic City has proven to be the home of a successful TriBranch Symposium since the closing of the Adam's Mark. Since then, we continuously research new locations to improve the meeting AND keep the AC people on their toes.

After another round of review and property evaluations, we come back once again to Atlantic City. This time we have negotiated a 3 year contract with the Sheraton and the AC convention center.

The dates for the future meetings are as follows:

June 14, 15 and 16 2010 - DVB Hosting

June 13, 14, and 15 2011 - METRO/New York Hosting

June 11, 12 and 13 2012 - New Jersey Hosting

Please mark your calendars!

BOT Votes for 2014

Submitted by Deb Benner

The 2014 National AALAS meeting will be held in San Antonio, Texas. It won in an 11 to 9 vote, second was New Orleans.

Deb Benner reported on the process that is used to choose the national meeting site. There are official National meeting Specifications that cities must qualify for to be considered. Many items are considered when selecting a site for review. Items such as room rates, food and beverage, audiovisual equipment, electric, internet drops, cleaning and trash removal to name just a few.

AALAS has not locked into rotating between 3 or 4 cities for several reasons. It would be difficult to agree on just 3 or 4. In addition, what cities have to offer changes from year to year. A city may not qualify one year but due to growth may qualify in a future year. It would also have an impact on the local branches if the meeting came back to their branch every 3 or 4 years. Not to mention the disadvantage of other members who are not located in "set" city rotation and would not normally get to go to the NM would never have the opportunity of having the NM in their town.

Bids are received from various cities based on the area of the country we are due to be in that year. All information is compiled and forwarded to the Site Selection committee for review.

That committee is chaired by the Past AALAS President and consists of 2 EAC members and 2 ATA members, the Immediate past program chair, the current program chair along with Betty, Ann and legal counsel as ex officio members.

That group narrows down the 3 or 4 cities that go to the BOT for a vote. An action resolution is prepared to go to the BOT.

It is the responsibility of the Board of Trustees to vote on the site for the National Meetings.

Deb suggested that you learn who the trustees are in your district and keep them informed of issues that are important to you as a commercial member. The trustees are the individuals that vote and make policy for AALAS. The Executive Director does not vote on site selection. The AALAS President does not vote unless there is a tie.

The trustees are the leadership members you need to voice your opinions to.

Don't forget the ATA
Breakfast in Denver CO this
year!



The ATA Membership Meeting (breakfast) is scheduled
in the Convention Center
8:30am-10:30am
Room 102 (102-104 combined)



ATA/AALAS
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Ephrata PA 17522