

ATA Quarterly News

Winter 2011



Contents

Presidential Message	1
Bradford's Garvey Speech	2
ATA Annual Meeting 2010	3
ATA Past Presidents	4
National Meeting Note	4
Proposed Motions for ATA	5
ATA Donations	6
Candidates Invited	6
Exhibit Hall Hours	7
New Web Site for ATA	7
ATA Ad 2011	8
New Products Showcase	9
Updated Members List	11



National AALAS Meeting 2011
San Diego CA

ATA on the Web!

See us at:

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



ATA President Laura Mistretta
and ATA President elect Steve Sussman

Presidential Message

Happy New Year ATA Members

Submitted by Steve Sussman
ATA President



Hello AALAS Allied Trade Association members and welcome to our new year.

My first order of business is to thank Laura Mistretta for her excellent stewardship of ATA for the past 4 years, Laura did a terrific job leading the ATA and growing our membership. Under her leadership, we presented its first ATA-sponsored seminar, "From Our Door to Yours" at both the TriBranch Symposium and the NCAB Symposium. This is just the beginning of ATA involvement in local and regional meetings. This is just one example of Laura's visionary leadership and I thank her very much. She is a tough act to follow.

Congratulations are in order to our Past President Don Bradford for receiving the Garvey Award this year at national AALAS's meeting in Atlanta. His speech was one of the best ever delivered. A well deserved recipient of this award, and also the first ATA member to receive this award.

This year 2011 is a year we hope to bring the ATA into the modern times, with on-line membership renewals, a re-vamped web site, follow up on our strategic goals reports, and in general an upgraded organization designed to support you, our member, and increase our exposure to our customers.

Any member who wishes to volunteer or who has

continued page 2

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continued Presidential Message

questions and concerns, please contact me. I look forward to serving you and encourage you to attend our midyear and annual meetings and discuss your concerns and needs.

Don Bradford's Garvey Award Speech



All of you know that none of us can truly be deserving of an individual award of this nature. It factually takes the combination of mentors, coworkers and families to make each of us what we are and to create the visibility necessary to be individually recognized. If you mentored me, if I worked with or for you, I am indebted to you and you share in this honor. Thank you, AALAS Board of Trustees and all others who had anything to do with making this happen, but most importantly I thank my extended family for all the sacrifices they made to allow me to fully pursue my passion.

I would like to take you on a brief mental journey to help you understand why I am so deeply grateful to receive this honor. I gathered some statistics off the internet about the biomedical research industry. The data I observed indicated that for every person working directly for a biomedical firm, there is a multiplier affect of 3 required to include other people who provide services and support to the industry. The same math applies to our sister fields of health care providers for both humans and animals. The people who work in these combined fields total 5,750,000. Those who are delivering goods and services to those combined professions total 17,250,000 people.

Think about that. That's over one of every 14 adults in the US. You may challenge those figures, but no matter what formula you use to determine the percentage of the population that those in biomedical research and related efforts represent, the numbers are impressive.

It is well known by that if you want to learn about a biomedical research institution's mission statement, just visit the offices of the leadership. But, if you want to know about the heart and the moral compass of the same entity, as it related to animals, visit with its veterinary, husbandry and behavioral staffs. I say to you, that though The AALAS membership is just over 13,000, AALAS represents the heart and the moral compass of those that provide the hands on animal care and welfare in behalf of the over 17 million people involved directly in, or working in support of, the



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



ATA President Laura Mistretta and AALAS Treasurer Deb Benner



Frank Lynch, ATA President Elect



Steve Sussman, ATA President

Don Bradford's Garvey Award Speech

biomedical industry.

AALAS training programs and its basic tenets are world renowned and are employed across the globe. AALAS serves directly the millions who have taken up the fight against disease and suffering. As a result, worldwide, AALAS serves the greater good of billions of people and billions of animals.

Receiving this recognition from AALAS my small contributions to "the care, quality, or humane treatment of animals used in biomedical research" leaves me overwhelmed. I am honored, I am humbled and I am deeply grateful. Thank you so very much for this honor.

ATA Annual Meeting - Atlanta GA 2010

The Allied Trade Association met at the AALAS 61st National Meeting October 11, 2010, in Atlanta Georgia.

Laura Mistretta 2008-2010 President called the meeting to order and appointed Andrea Guy and Ken MacLeod to count the election ballots. The President elect election was awarded to Frank Lynch. ATA thanks both candidates for running.

Don Bradford was acknowledged for receiving the national AALAS prestigious award, The Garvey Award, at the 10 October opening ceremonies. Don's speech was noted as being very informative and very inspirational.

Guests attending the ATA Meeting included the Board of Trustees, national AALAS officers President (Deb Donohoe), incoming President (Bob Dysko) and Treasurer (Deb Benner). Also attending were the LAMA board and president (Cammie Symonowicz).

AALAS President Deb Donohoe was introduced. She congratulated Don Bradford, and welcomed attendees to the Atlanta area.

Brede (Jay and Bruce) noted that they were available all week in the exhibit hall for the vendors.

Laura updated the membership on the Mission-Vision statements and affiliate questions which had been raised at the Mid-year meeting in Atlantic City. The ATA can proceed with an affiliate booth but we will obviously need ATA members to populate the booth during show hours next year. In addition, Laura will be encouraging the Mission-Vision subcommittee to move forward and reach out to all members.

Steve Sussman thanked Don Bradford and Laura Mistretta for

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
Laura Mistretta
John Munster
Floyd Poling
Jerry Shapiro
Ken Shapiro
Gilbert Slater
Lee Wilson
Alger Zapf*

National Meeting Note

Exhibit Hall Days

Continuing at the San Diego National Meeting, the Exhibit Hall will be open Tuesday through Thursday rather than Monday through Wednesday.

The San Diego Exhibit Hall hours will be:

- Tuesday, October 4, 8:30 a.m.–5:00 p.m.
- Wednesday, October 5, 9:00 a.m.–5:00 p.m.
- Thursday, October 6, 9:00 a.m.–1:00 p.m.

from the AALAS web site



ATA Annual Meeting Report (continued)

their 6-year commitments and guidance to ATA. Laura presented Steve with the gavel.

LAMA Report – Cammie Symonowicz discussed the educational opportunities and the Scottsdale AZ 30 March – 1 April 2011 LAMA-ATA meeting. LAMA has a new educational chair (Daphne Molnier) and LAMA reached out to ATA for presentations and session ideas.

Turnkey Update – Patrick Murphy (ALN News) announced the April meeting in Baltimore at the Marriott. In 2012 the meeting will move to the Sheraton in Baltimore. Turnkey's call for papers had overwhelmingly response and there will be round tables that ATA might sponsor and coordinate.

Dr. Ann Turner (AALAS) welcomed all ATA members and reminded us that San Diego was the 2011 date, that Minneapolis was 2012. The new Board of Trustees passed incentives included global affiliate membership and the revamped Bennet Cohen educational funding.

Kate Ewing reported on the Technical Trades Presentations. There were 22 submissions for the 9 slots open. The presentations went well and attendees came in and out to hear specific talks. Kate encouraged AALAS to keep this forum on Sunday.

Eddie Loyd reported on the New Products Showcase. This year there were 19 posters. This is a free showcase for us, and answers the 'what's new' question.

Karen Froberg discussed the Enrichment Record for NJ ABR, which is on line. Articles and advertisements are being solicited.

Patrick Murphy is updating the ATA website. This is a work in progress and we hope that by 2011 members can join or renew membership on line. Graphics and links are being added to the development pages. Patrick and his group are doing this as a volunteer basis for ATA and it is very much appreciated.

This year is the first year AALAS will have exhibits open a day later. Set up is Monday not Sunday. While initially a trial, this will be in effect for 5 years. This was brought about by vendor concerns about costs.

Steve Sussman closed by encouraging members to contact him with concerns, thoughts, and ideas for the future, and anything related to ATA business.

With that, the meeting was moved and seconded to close.

The left over food from our breakfast was donated to an Atlanta food bank.

Proposed Motions for ATA Membership Consideration

These motions will be discussed at the MidYear Meeting in Atlantic City, NJ in June.

MOTION 1:

To separate the current position of SECRETARY-TREASURER into two distinct full voting board positions of SECRETARY and TREASURER. Each position will serve for a 3-year term of office. The positions will be in accordance with the current Article VII Officer section of the bylaws, but divided to two individuals

ARTICLE VII OFFICERS

CURRENT Section 4: Duties of the Secretary-treasurer

The Secretary-treasurer shall keep the minutes of all meetings of the Association, Executive Board and special meetings; maintain a current list of membership; receive and account for all funds of the Association, depositing same promptly in the name of the Association; pay by check any vouchers, properly approved, drawn on the funds of the Association; carry out mail ballot procedures and perform such other duties as requested by the President.

PROPOSED Section 4a: Duties of the Secretary

The Secretary shall keep the minutes of all meetings of the Association, Executive Board and special meetings; maintain a current list of membership; carry out mail ballot procedures and perform such other duties as requested by the President.

PROPOSED Section 4b: Duties of the Treasurer

The Treasurer shall receive and account for all funds of the Association, depositing same promptly in the name of the Association; pay by check any vouchers, properly approved, drawn on the funds of the Association; and perform such other duties as requested by the President.

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MOTION 2:

To establish a non-voting board position of MEMBERSHIP CHAIR responsible for the annual membership drive, updates for the ATA web site, collection of pertinent membership data and processing membership applications. This individual serves at the request of the President of ATA. This individual will follow the Membership requirements as stated in the Bylaws

ARTICLE II MEMBERSHIP

Section 1: Requirements for membership

Any merchant, manufacturer, dealer who purveys to the laboratory research animal profession shall be eligible for membership. One membership shall be accorded to any one company.

Section 2: Admission to membership

Admission shall be given to any applicant, upon payment of annual dues.

Proposed Motions for ATA Membership (continued)

Section 3: Continuation of membership

Any member shall be dropped from the roster upon termination of employment with the member company, or if the member company changes their nominee, in writing, to the Association.

Section 4: Membership Chair

The Membership Chair shall be responsible for the annual membership drive, updates for the ATA web site, collection of pertinent membership data and processing membership applications. This individual will serve at the request of the President of ATA. The Chair must be in good standing as a member of ATA to fill this position.



President Steve Sussman announced that the ATA board voted to make a donation of \$1,000 to the New Jersey ABR for their Enrichment Extravaganza. Steve was involved with this matter because members from ATA had contacted him with their concerns. The NJ ABR moved the date for their Enrichment Extravaganza to coincide with the TriBranch Symposium. Some ATA members were concerned that this would detract from the TriBranch attendance, and others had concerns about the booth space being sold at the EE. Steve and the Metro NY AALAS group (the sponsors of the TriBranch 2011) discussed this and there was a decision with all parties that there would be no vendor booths at EE, but a discount on registration for EE and TriBranch providing that individuals signed up for both at the same time. Steve brought to the ATA the idea that we would make a contribution to the NJ ABR to begin working together.



The ATA will also make a donation of \$2,750.00 to LAMA to help sponsor the keynote speaker at the Annual LAMA meeting.

Candidates Invited

If the motions being brought to the TriBranch for vote by the ATA Board pass, we will need individuals to run for Secretary and individuals to run for Treasurer. This is a three year commitment and Amy Ingraham (current Secretary Treasurer) has offered to help mentor both positions until the end of 2011 (the election results are announced at the ATA Breakfast in San Diego and the individuals are immediately installed to their elected positions).

Please consider throwing your name or the name of a trusted colleague into the ring!

Exhibit Hall Hours

Frank Lynch, ATA President Elect and EAC Chair for 2011, noted that the new exhibit hours (starting in Atlanta at the 2010 meeting) are not truly a 'trial period' but will be in effect until 2016.

The AALAS meeting contract period is five years ahead and the 2016 site selection committee will meet and discuss the 2016 site and will vote on the site based on the current exhibit day format.

The EAC is charged with making recommendations to AALAS concerning the format time changes. EAC will review it again in San Diego once there has been sufficient time to discuss the issue with the exhibitors. While there is not yet a format for this discussion, it is probable that a survey will be done to understand the exhibitor's viewpoint. This would be most likely done after the San Diego meeting. EAC agreed to review the issue since two years will have passed (2010 & 2011) with the current format.

The earliest possible change in the format maybe closer to 2017.



New Web Site for ATA - Thank You Matt Goodwin! *<http://www.go2ata.org/>*



The Allied Trade Association wishes to thank Matt Goodwin of Vicon Publishing (Animal Lab News) for making our entire web site and getting our membership renewals on line! Matt spent hours on this, volunteering his time (and thank you Vicon Publishing for allowing Matt to help us). Matt did this work evenings and weekends for us.

So why is this man smiling?

He updated all the web sites and helped us get a link with Pay Pal to accept your renewals.

Welcome to ATA

The ATA was formed in the late 1950's by a small group of vendors serving our industry. The idea was to have an organized body that could work with AALAS National regarding the needs of vendors exhibiting at national meetings. All of the long-time suppliers to our industry have belonged since the ATA's inception, and many have had employees who have served in an elected leadership capacity for the ATA over the years. ([more](#))

ATA Executive Board Contacts

Thank you AALAS Members

The firms listed below are Allied Trade Association members, which financially support AALAS and its many activities.
Your continued support of our member companies is greatly appreciated.

Absorption Corp	Lomir BioMedical Inc
Allentown, Inc	Lynx Product Group LLC
ALN Magazine	Marshall BioResources
Alternative Design Manufacturing	Millbrook Breeding Labs
Ancare Corp	Molecular Imaging Products Co
Andersons/bed'o'cobs	Myrtle's Rabbitry Inc
Animal Specialties and Provisions	Northeastern Products Corp
Aquatic Habitats, Inc	NuAire Inc
ARM	Omni BioResources, Inc
Art's Way Scientific Inc	on + qor
Bio-serv	Pharmcal Research Labs
BioBubble	PJ Murphy Forest Products Corp
BioMedic Data Systems Inc	Plas-Lab
Robert Boyington	Priority One Services Inc.
Britz and Company	Purina LabDiet
BSI	P.W.I. Industries, Inc
Buxton Medical Equipment Corporation	RADIL
Charles River	Ridglan Farms Inc
Class Biologically Clean	Roe Biomedical Products LLC
Clear H2O Inc	Schlyer Machine
Clordisys Solutions, Inc.	Scientek Technology Corp
Colibri Solutions	SE Lab Group
Colonial Medical Supply co	Shepherd Speciality Papers
Covance Research Products, Inc	Sterilizing Systems
Datesand, Ltd	Suburban Surgical Company Inc
Edstrom Industries	Taconic
Elm Hill Labs	Tecniplast
Euthanex	Thoren Caging Systems Inc
General Anesthetic Services Inc	Topaz Technologies Ltd
Girton Manufacturing Co Inc	Total MRO LLC
Harlan Laboratories In	Tri-State Biomedical, Inc
Hilltop Lab Animals	Unifab Corporation
Innovive, Inc	VetEquip, Inc
Instech	Viking Medical
Lab Products, Inc	ViraTek, Inc
Labex of MA, Inc	WF Fisher and Son
Lenderking Caging Products	World Courier Inc
Life Science Products	Zeigler Bros Inc
Lithgow Laboratory Services	



ATA/AALAS cordially invites interested suppliers to join our organization. Please visit www.go2ATA.org or contact Secretary/Treasurer Amy Ingraham for details: Allied Trade Association to American Association for Laboratory Animal Science; 452 Hahnstown Rd, Ephrata, PA 17522. Email: aingraham@pharmcal.com.

New Products Showcase

Submitted by Eddie Loyd, Alternative Design

The New Product Showcase Exhibit was held again at the 2010 National AALAS Meeting. This was another successful year as we had a total of 23 participating exhibitors. Once again, we were provided a great location at the Conference Center entrance by AALAS and we were also able to put the literature stands in the lounge which gave everyone maximum exposure to AALAS attendees.

This is a great venue that gives members extra visibility to their new products and is a free benefit to ATA members. The requirement to be an ATA member to participate in the New Products Showcase has resulted in increased membership of our association. ATA will be sponsoring the New Products Showcase again at the 2011 National AALAS Meeting in San Diego. A call for exhibit applications will be sent to the designated email address of the ATA membership later this spring.

ATA leadership looks forward to offering this venue again and working with the membership to maximize the visibility of their new products and return on investment in exhibiting at the 2011 National AALAS Meeting in San Diego.

If you are interested in the New Products Showcase, contact Eddie Loyd for more information: 1.800.320.2459 or Eddie Loyd <eddie@altdesign.com>

A brief overview of the Showcase Rules from 2010.....

Explanation of Event

The ATA New Products Showcase is a literature exhibit, sponsored by the Allied Trade Association which is designed to promote better attendance in the Exhibit Hall by key decision makers and to enable ATA members exhibiting new products better visibility.

Qualified Participants

Only ATA members, with "New Products" can participate in the "ATA New Products Showcase". It is critical to the success of this annual event that only those ATA members promoting new products participate in the event. Because the key decision makers' time on the exhibit floor is limited, it is anticipated that they will take advantage of this showcase to quickly identify "what new products" they have interest in and then proceed to the exhibitor's booth to get more detailed information. If products that are not new are exhibited in the "Showcase", the value of the event to the attendee will not be realized and continuation of the program can not be justified. In addition, it is very likely that a company promoting an old product as new will generate a negative impression about the company and the product with the key decision makers.

Manufacture Representatives Rules

Manufacture Representative Organizations, that are current ATA members, may submit a maximum of 2 new products from any of their prospective manufacture lines. Manufacture Representative firms may not submit the same "new product" as their manufacture line. The Manufacture Representative will be notified to submit another product if this happens. If two separate Manufacture Representative firms submit the same "new product" the Rep firm with the least amount of points or less time in with ATA will be notified to resubmit another new product.

Upcoming Meetings

Allied Trade Association Midyear Meeting June 13, 2011

afternoon meeting on set up Monday



2011 LAMA/ATA
27th Annual Meeting
March 30 – April 1
FireSky Resort
4925 North Scottsdale Road
Scottsdale, AZ 85251

2011 TurnKey Conference
The Baltimore Marriott
Waterfront Hotel
April 14-15, 2011
Baltimore, MD USA



TriBranch Symposium 2011
June 13,14,15 2011
Atlantic City Convention Center
Atlantic City, New Jersey



Quad Symposium
Mohegan Sun - Uncasville, CT
May 17-18, 2011



Texas/Louisiana Branch Meeting
April 19-21, 2011
Astor Crowne Plaza, New Orleans, LA



District 6 Regional Meeting
April 13-15, 2011
Embassy Suites
in the Old Market
Omaha, NE

ATA/AALAS
452 Hahnstown Road
Ephrata PA 17522



2011 ATA Members (as of 1 March 2011)

Absorption Corp	Ridglan Farms In
Allentown	Ridglan Farms Inc
ALN Magazine	Schlyer Machine (AUDOUBON)
Alternative Design	Scientek Technology Corporation
Manufacturing and Supply	SE Lab Group
Ancare	Shepherd Specialty Papers
Andersons/bed'o'cobs	SoMark
Animal Resource Management	Sterilizing Systems
Animal Specialties and Provisions	Suburban Surgical
ARM	Suburban Surgical Company Inc
Art's Way Manufacturing Co Inc	Synectic Resources, Inc.
Bio Medic Data Systems	Systems Engineering (SE LAB)
BioBubble	Taconic
Britz and Company	Tecniplast
Buxton	Thoren Caging Systems Inc
Charles River	Three Springs Scientific, Inc
ClorDiSys Solutions	Total MRO LLC
Colonial Medical Supply Co. Inc	Tuttbauer USA
Covance Research Products, Inc	Viking Medical
Edstrom Industries	ViraTek, Inc
Elm Hill	World Courier
Girton	Zeigler Brothers Inc
Harlan	
Hilltop Lab Animals, Inc.	
Innovive, Inc	
Lab Products Inc	
Labex of MA, Inc	
Life Science Products Inc	
Lomir	
Lynx Product Group LLC	
Marshall	
Millbrook Breeding Labs	
Molecular Imaging Products	
(Summit Anesthesia Support)	
Myrtle's Rabbitry Inc	
NEPCO	
NuAire Inc	
Pharmaceutical Research laboratories Inc	
Plas Labs	
Purina LabDiet	
Land O'Lakes Purina Feed LLC	
Research Solutions	