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## Vendors assisting in training programs, part 2

The Fruits of Education column in March 2013 began a discussion of ways in which vendors can contribute to training in lab animal institutions. I called them the branches supporting the tree, making up the training canopy and providing the Fruits of Education. Vendor trainers can introduce a change of pace—dare I say fun?—to a session. Here I identify some additional training ‘branches’ (Table 1).

Fellow trainers have shared specific examples in which vendors have participated as instructors. These include speaking on murine and rabbit diseases; donating a study guide on a disinfection program; leading hands-on demonstrations pertaining to autoclave maintenance; developing modules for the American Association for Laboratory Animal Science (AALAS) learning library; presenting at vendor nights at local meetings; conducting chemical safety and MSDS training; holding a workshop on how to implant microchips; explaining feed, nutrients, compounding diets and terms like ‘homogeneity’ and ‘contaminants’; and bringing materials to class (e.g., a Tecniplast representative gave me a Double Decker rat cage, which I use to train on space requirements and enrichment fulfillment).

Before inviting a vendor into your facility to give a workshop or demonstration, you may need to obtain IACUC (ethics committee) approval, verify the training and qualifications of the company

representative or even conduct an initial animal facility orientation including an occupational health assessment. You should make sure that the training location has been properly set up with audiovisual equipment and other items needed for a successful learning opportunity.

Many of the persons working for commercial entities probably once worked in laboratory animal facilities themselves. Several vendors are certified by AALAS, and many companies hire individuals who have managed or directed facilities. Don’t be afraid to ask vendor representatives about their experience and background to learn how they can contribute to your training program. Many have ‘been around’—visiting facilities in their current jobs and previously working in vivaria—and are likely to have a breadth of experience to share. To wit, vendors often lead sessions at Laboratory Animal Management Association meetings (<http://www.lama-online.org/>) when the allied trades (<http://www.go2ata.org/>) participate.

The Laboratory Animal Welfare and Training Exchange (LAWTE) established the concept of commercial training partners, or CTPers, to recognize commercial entities that provide training in the lab animal discipline. **Box 1** lists the CTPers at the 2011 LAWTE conference in San Antonio, TX.

Finally, “Don’t Forget the Vendors” is the title of a training tip by Stacy Pritt and

### BOX 1 | LAWTE CTPers.

Allentown  
 American Association for Laboratory Animal Science  
 Americans for Medical Progress  
 The Andersons  
 Animal Care Systems  
 Animal Care Training Services  
 Aquaneering  
 Association of Compliance Testing  
 Bio-Serv  
 Charles River Laboratories  
 Drexel University College of Medicine  
 Edstrom  
 GlaxoSmithKline  
 Harlan Laboratories  
 Integrated Vivarium Solutions  
 The Jackson Laboratory  
 LOMIR  
 Molecular Imaging Products  
 Pfizer  
 Pharmacal  
 Purina Lab Diet  
 Rees Scientific  
 Tecniplast  
 Texas Society for Biomedical Research  
 Veterinary Bioscience Institute

Paula Samalonis (now Clifford), published in *TechTalk* (9, 3; 2004). It emphasizes the theme of these columns and puts another tool in the box of a trainer.

**TABLE 1** | Training ‘branches,’ an update since the March column

Organization	URL	Contact
SOMARK Innovations	<a href="http://www.somarkinnovations.com/">http://www.somarkinnovations.com/</a>	<a href="mailto:learnmore@somarkinnovations.com">learnmore@somarkinnovations.com</a>
CSBR/CBRA	<a href="http://www.ca-biomed.org/">http://www.ca-biomed.org/</a>	<a href="mailto:info@ca-biomed.org">info@ca-biomed.org</a>
PRIM&R	<a href="http://www.primr.org/">http://www.primr.org/</a>	<a href="mailto:info@primr.org">info@primr.org</a>
Sol Del Mar, Inc.	<a href="http://www.soldelmarinc.com/">http://www.soldelmarinc.com/</a>	Laura Jones <a href="mailto:laura@soldelmarinc.com">laura@soldelmarinc.com</a>
Scientists Center for Animal Welfare	<a href="http://www.scaw.com/">http://www.scaw.com/</a>	Lee Krulisch <a href="mailto:info@scaw.com">info@scaw.com</a>
The Jackson Laboratory	<a href="http://courses.jax.org/">http://courses.jax.org/</a>	<a href="mailto:coursesandconferences@jax.org">coursesandconferences@jax.org</a>
Drexel University College of Medicine Master of Laboratory Animal Science Program	<a href="http://www.drexelmed.edu/Home/AcademicPrograms/ProfessionalStudiesintheHealthSciences/AnimalSciencePrograms/MasterofLaboratoryAnimalScience.aspx">http://www.drexelmed.edu/Home/AcademicPrograms/ProfessionalStudiesintheHealthSciences/AnimalSciencePrograms/MasterofLaboratoryAnimalScience.aspx</a>	Erin Vogelsong <a href="mailto:Erin.Vogelsong@drexelmed.edu">Erin.Vogelsong@drexelmed.edu</a>
The Animals in Science Education Trust	<a href="http://www.animalsinscienceeducationtrust.org.uk/">http://www.animalsinscienceeducationtrust.org.uk/</a>	<a href="mailto:contact@as-et.org.uk">contact@as-et.org.uk</a>