

# u p d a t e

Charles River Laboratories

Spring 2000

## **A New Millennium, A New Charles River**

**1999** was a year of many exciting things at Charles River, all of which serve to strengthen our company and poise us for future growth.

### **A New Partnership**

We begin the new millennium as a stand-alone company with the support of *Global Health Care Partners*. Our management-led leveraged buyout

from *Bausch & Lomb* was facilitated by *Global Health Care Partners*, an affiliate of the New York investment firm of *DLJ Merchant Banking*.

**Henry Wendt**, former Chairman of *SmithKline Beecham*, and **Robert Cawthorn**, former

Chairman and CEO of *Rhone-Poulenc Rorer* are two of our new partners. They have extensive experience and knowledge in the pharmaceutical and biomedical research industry and are well suited to help guide Charles River to even greater growth and success.

### **A New Acquisition**

We are also pleased to announce our recent acquisition of **Sierra Biomedical**. Sierra, which has

locations in Reno, Nevada and San Diego, California, is a rapidly growing specialty testing

company with particular expertise in both drug safety and efficacy testing. The company is led by an exceptionally qualified management team and will help us in our ongoing effort to expand our presence in pre-clinical markets.

### **A New Marketing and Sales Force Structure**

There has been a reorganization of our U.S. Sales and Marketing departments. These changes will help coordinate the efforts of both our biotech business and our core animal business as we strengthen our preclinical services offerings to our customers.

After 40 years of dedicated and outstanding service to Charles River, **Gil Slater**, whose most recent position was Vice President of Customer Relations and who oversaw the marketing and animal sales departments, has elected to retire from Charles River Laboratories to become Chairman of the *Charles River Foundation*. Gil will assume responsibility for increasing the



**CHARLES RIVER  
LABORATORIES**



*IN AN EFFORT TO PROVIDE current information about Charles River as it happens, this will be our last hard copy mailing of the **UPDATE**. We will instead post "real time **UPDATE**'s" on our website.*

*Log on to [www.criver.com](http://www.criver.com), go to "What's New", then "Newsletters" and watch for our most current information, If you would still like to have **UPDATE** mailed, please contact us at **1-877-CRIVER-1** or e-mail us at [comments@criver.com](mailto:comments@criver.com). If the response is overwhelmingly in favor of continuing the mailing, it will resume.*

visibility of the Foundation and its active involvement in developing and implementing education, industry relations, and other private and public support programs to promote the responsible and ethical use of animals in biomedical research.

Given our recent emergence as an independent company, the *Charles River Foundation* now has the opportunity to play an increasingly important role in Charles River's ongoing industry relations and public education efforts. Gil's experience and reputation make him uniquely suited to re-establishing the Foundation as an active participant in the industry-wide effort to promote continuing education and other initiatives in support of the responsible use of research animals.

**John Foster**, who served as Director of Marketing for our animal business, has resigned from Charles River to pursue another career path. John dedicated 23 years of his career to Charles River and was responsible for continually taking our advertising and marketing efforts to the next level.

**Janet LaBarge**, Director of Biomedical Sales, has been promoted to the position of Executive Director, North American Sales and Marketing. Janet will have responsibility for overseeing Charles River's combined U.S. sales force in support of both the Biomedical and Animal businesses, as well as all related telesales and sales support functions. Janet will also assume responsibility for a newly combined corporate marketing organization, overseeing the current Biomedical marketing staff, as well as the North American Animal marketing and support groups most recently overseen by John Foster.

**Pat McDermott**, Director of U.S. Sales, is now overseeing both the products and services sales force and is responsible for coordinating sales efforts for both our biomedical and animal businesses. Reporting directly to Pat is **Rich Cavallaro**, Eastern Regional Sales Manager; **Paul**

**Bridgeman**, Western Regional Sales Manager; and **Marcia Murphy**, Telesales Manager. Pat reports directly to Janet LaBarge.

## Growing to Meet Customer Needs

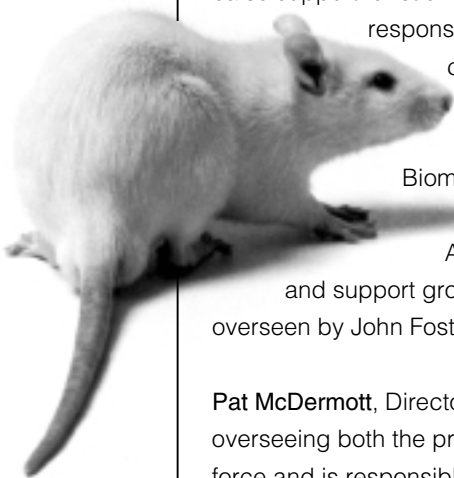
There are many new and exciting expansions going on at Charles River. These expansions will continue to make us the most comprehensive supplier of research models and biomedical services in the world.

Charles River's biopharmaceutical testing facility in Malvern, PA is pleased to introduce our new state-of-the-art process evaluation suites. These suites are used to perform studies requiring BSL2 and BSL3 biocontainment. As with our other process evaluation suites, this area is fully equipped with biological safety cabinets, FPLC systems, incubators, pH and conductivity meters, a lyophilizer, refrigerated centrifuges, spectrophotometers, and other related laboratory equipment and supplies. Accessible from the suites is a walk-in, temperature-controlled cold room to achieve stable and predictable results.

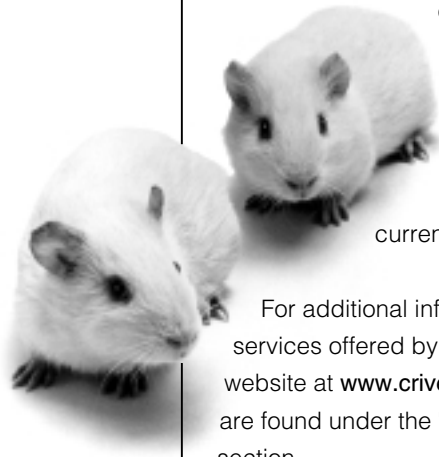
Over the past two years, the Malvern facility has almost doubled in size and capacity. These additional suites are just the latest in a series of expansions to meet our customers' growing needs.

In May, Charles River's Portage, Michigan research model plant opened a newly designed rodent surgery suite. This suite occupies 1,650 square feet on the main campus and supports eight surgery workstations. This more than doubles the existing surgery capacity at Portage. The Portage surgery group provides surgical modifications on rats and mice.

The most common procedures involve vascular catheterizations and soft tissue extractions. The development of this facility is a key component in CRL's efforts to expand the



Visit us:  
[www.criver.com](http://www.criver.com)  
or E-mail us:  
[comments@criver.com](mailto:comments@criver.com)



services offered by the North American Research Models group. This facility provides CRL with some much needed incremental capacity and, when combined with our surgical operations in Raleigh, North Carolina and Wilmington, Massachusetts, allows us to better serve our customers. Additional expansion sites are currently in the planning stages.

For additional information on the surgical services offered by CRL, please visit our website at [www.criver.com](http://www.criver.com). Surgical services are found under the "Products & Services" section.

In an increased effort to provide a higher level of service to the West Coast biomedical market, Charles River is pleased to announce plans to expand our operations in California.

We have recently signed a lease for 6,000 square feet of space in Hollister, California. Our intention is to complete construction for a Gnotobiotics operation in June. This space will hold over 100 isolators for nude and SCID production. Our goal is to introduce breed stock by the end of June, with limited availability by the fourth quarter of 2000. At full capacity, we will produce approximately 2000 female mice per week, further increasing the availability of these important research models.

We plan to expand our Special Animal Services business by opening a facility in San Diego this Fall. The new facility is located in close proximity to our Sierra Biomedical site, paving the way for future synergies between the two operations. This operation will be dedicated to the contract breeding and management of genetically engineered (transgenic, knockout and mutant) mice and rats. The California market for these services is growing rapidly and is best served by local facilities.

These new partnerships, changes and expansions allow us to continue driving the company toward substantial growth while being backed by partners with vast industry

experience and financial strength. Our customers can be assured that we will continue to be deeply committed to providing customers with the highest quality products and services. We will begin the new century as we end the old - constantly improving our services and products in order to continue "contributing to the search for healthier lives".

---

## Charles River Funding for the Future

Charles River has always been active in the research community and believes in the importance of providing financial and professional support to many important projects developed by our colleagues. Here is an update of a couple of these projects.

Early in 1999, Charles River committed \$100,000 to the *American Association of Laboratory Animal Science (AALAS)* to fund a website geared toward educating children on the value of animal research.

This website, [www.kids4research.org](http://www.kids4research.org) is now live and is filled with information for school children from Kindergarten through Grade 12, as well as for parents and teachers. Literature on biomedical research is available, as well as projects and contests designed to stimulate interest in the field of research. Charles River, through the *Charles River Foundation*, will continue to help educate the public, particularly our children, on the absolute need for biomedical research.

Recently, Charles River participated in the initial funding of a project being developed by the *Middle Atlantic Reproduction and Teratology Association (MARTA)* and the *Midwest Teratology Association (MTA)*.

This project has resulted in the creation of a historical control database website, [www.hcd.org](http://www.hcd.org), on developmental and reproductive toxicity. The website allows entry of historical control developmental and reproductive toxicology data from participating laboratories worldwide and provides search capabilities of the database free of charge. This data is an important component in toxicology studies. →

**UPDATE**

is a publication of  
Charles River  
Laboratories  
251 Ballardvale St.  
Wilmington, MA  
01887  
(978) 658-6000

comments:  
comments@criver.com

MARTA and MTA are now focusing on the enhancement of the website, making it as complete, functional and user-friendly as possible. To this end, Charles River has made an additional contribution to further fund the fine tuning of this valuable source.

We continue to offer, under our *Animal Grant Program*, the opportunity for researchers with little or no funding to receive gratis animals from Charles River. Please see the details on our website [www.criver.com](http://www.criver.com).

---

### **2000 Short Course - The Largest Yet**

Charles River's annual *Short Course* for the year 2000 will be held beginning *Monday, June 19th* through *Friday, June 23rd*. *The Production Planning Workshop*, offered in conjunction with the Short Course, is being held on Sunday, June 18th.

*The Charles River Laboratories Short Course on Laboratory Animals* is an extensive program designed to educate and update the biomedical and research communities on current trends and

technological advances. The Course will run an entire week, offering 50 topics broken down into two tracks. Extensive course materials are provided to each recipient, including two volumes of reference material which encompass both tracks. Copies of the text slides for each presentation will also be available.

The Course includes a half-day visit to *Boston* as well as an evening visit to *Harvard Square*. Two networking receptions are also planned for the week, as well as a tour of the Charles River facility for those who are interested. The many social activities provide an arena for each attendee to network with their peers and the Course presenters.

We are also planning our *Continuing Education Series*, to be held in December in *Monterey, California*. Watch for more details.

*For more information on the Charles River Short Course or our Continuing Education Series, please contact Deb Curry at 978-658-6000, extension 1468, or via e-mail at [dcurry@criver.com](mailto:dcurry@criver.com).*