

# EPITOME

Winter 2011, Vol. XLVIX, Number 3

## IN THIS ISSUE:

### Feature Article

- ▶ Convention Wrap Up - Awards, New Board of Directors, AND MORE!

### Articles in This Issue

- ▶ ISVMA Cancels 800 Number
- ▶ Draft Recommendations for CVT Roles and Responsibilities
- ▶ Are you Deworming Your Horses Every Few Weeks?
- ▶ Tips for Stressless Office Visits
- ▶ Guardian Angels for Soldier's Pet Announces Official Spokesperson
- ▶ I've Signed Up on LinkedIn. What's Next?
- ▶ Growing a Practice in a Down Economy



## The Importance of Membership

*Michael P. Thomas, DVM – ISVMA President, Board of Directors*

I can remember attending my very first ISVMA Annual Convention in February, 1974. I was a senior veterinary student at the University of Illinois. Dr Small had made it clear to all veterinary students that membership in AVMA and ISVMA was a necessary requirement for any responsible veterinarian. In addition, I met with my first employers, Dr. HR Teegarden and Dr. Don Cihak, at that first convention, about the job I was going to accept upon graduation that spring. Never in my wildest dreams did I think that I would one day be the president of this great professional organization.

To this day, I consider all the great, highly qualified veterinarians that have preceded me as ISVMA president, and hesitate to include myself in their class. How did this happen? It began as a veterinary student, being mentored on the benefits of organized veterinary medicine, and ISVMA in particular. My former employers, former classmates, colleagues, former partner, and family continued the support and encouragement of my involvement in ISVMA as not just a member, but as a volunteer leader as the regional representative to the ISVMA Board of Directors for the Mississippi Valley Veterinary Medical Association.

It is for these same reasons that ISVMA continues to look for ways to support and mentor ALL veterinary students; not just those studying to be veterinarians, but also the veterinary technicians. Two years ago, ISVMA became the first state veterinary medical association to include Certified Veterinary Technicians in their membership roster. With this recent inclusion, ISVMA is exploring ways to reach veterinary technician students as well. ISVMA, I am excited to report, has exceeded the 100 members needed to seat the first CVT on the ISVMA Board of Directors.

*See President's Message page 4*

RETURN SERVICE REQUESTED

1121 Chatham Road, Springfield, IL 62704



**MAILING ADDRESS:**

1121 Chatham Road  
Springfield IL 62704  
Telephone 217/546-8381  
Fax 217/546-5633  
Email [info@isvma.org](mailto:info@isvma.org)  
Website [www.isvma.org](http://www.isvma.org)  
*Advancing the well-being of the veterinary  
profession, animals, the public and the  
environment.*

**ISVMA EXECUTIVE DIRECTOR**

Peter S. Weber, MS, CAE

**ISVMA BOARD OF DIRECTORS**

**Executive Committee**

*President*

Michael Thomas, DVM; Washington IL

*President-Elect*

Stephen Dullard, DVM; Mendota IL

*Vice-President*

Clyde Dunphy, DVM; Springfield IL

*Past President*

Lydia Gray, DVM; Elburn IL

*Treasurer*

Dena Nelson, DVM; Springfield IL

**REPRESENTATIVES TO BOARD**

*Region I*

Michelle Gundlach, DVM; Waterloo IL  
Lynette Hemker, DVM; Greenville IL

*Region II*

Tamara Lutz, DVM; Pana IL  
Dena Nelson, DVM; Springfield IL

*Region III*

Mary Welle, DVM; Urbana IL  
Elizabeth Clyde, DVM; Mattoon IL

*Region IV*

Patrick Fairbrother, DVM; Alpha IL  
Tracy Myers, DVM; Peoria IL

*Region V*

Al Whitman, DVM; Piper City IL  
John Ehrhardt, DVM; McNabb IL

*Region VI*

Robert Ebbesmeyer, DVM; German Valley IL  
Phil Fassler, DVM; Dixon, IL

*Region VII*

Paul W. Arndt, DVM; Lombard IL  
Steven Cairo, DVM; Highland Park IL  
Todd M. Florian, DVM; Lemont IL  
Natalie Marks, DVM; Chicago IL

**Ex-Officio**

*Student Member*

Andrew Hennenfent; Urbana IL

*UI CVM Dean*

Herb E. Whiteley, DVM; Urbana IL

*AVMA Delegate*

George E. Richards, DVM; Danville IL

**ISVMA NEWSLETTER, EPITOME**

*Editor in Chief*

Peter S. Weber, MS, CAE

*Managing Editor*

Brenda Weber

## Important Feedback is Still Needed

### ***Certified Veterinary Technician Roles & Responsibilities***

*Peter S. Weber, MS, CAE – Executive Director*



The ISVMA CVT Roles & Responsibilities Task Force has been working for over a year to develop draft recommendations for review by ISVMA members. The Task Force has developed a comparative list (i.e., a grid) of procedures and the proposed supervision requirement for both CVTs and unlicensed practice personnel.

The Task Force is hoping to receive feedback from ISVMA members to assist in refining recommendations so a final draft can be developed for consideration by the ISVMA Board of Directors. Upon approval from the ISVMA Board, the ISVMA will seek regulatory changes to implement a schedule of procedures and supervision for CVT and unlicensed practice personnel.

The draft grid was developed by the Task Force after they reviewed:

- 1) A survey of ISVMA members asking what procedures and level of supervision they believe is appropriate for CVT and practice personnel;
- 2) A review of the regulations from other states which responded to an ISVMA request for information;
- 3) A review of what is being taught at the accredited veterinary technology schools in Illinois; and
- 4) A second survey of ISVMA members asking what they currently allow their CVT and unlicensed practice personnel to do.

The goal of the Task Force is not to reduce the current procedures that can be performed by unlicensed practice personnel. Rather, the goal is to expand the legal role of CVTs in practice based upon what they are taught and trained to do and what they can do under the appropriate level of supervision.

The current draft is online at [www.isvma.org](http://www.isvma.org). Please take some time to review the draft recommendation from the ISVMA CVT Roles & Responsibilities Task Force and send any comments or suggestions to [peter@isvma.org](mailto:peter@isvma.org). Your feedback will guide the next draft of the Task Force report which will then be reviewed by a joint task force with the ISVMA Legislative Committee and then forwarded to the ISVMA Board of Directors for approval.

This is a bold step forward for Certified Veterinary Technicians and the veterinary profession as a whole. Your membership in the ISVMA gives you the chance to participate in policy changes like these which benefit the Illinois veterinary profession.

Thank you for your support and participation of this important project and the ISVMA.

“The goal of the Task Force is not to reduce the current procedures that can be performed by unlicensed practice personnel. Rather, the goal is to expand the legal role of CVTs...”  
Peter S. Weber

**Feature Article**

- 18 | Convention Wrap Up -  
Awards, New Board of Directors AND MORE!

**Articles In This Issue**

- 04 | ISVMA Cancels 800 Number  
05 | Draft Recommendations for CVT Roles and Responsibilities  
09 | Why Does My Dog Eat Poop?  
09 | Are You Deworming Your Horses Every Few Weeks?  
10 | Tips for Stressless Office Visits  
10 | Guardian Angels for Soldier's Pet Announces Official Spokesperson  
12 | I've Signed Up on LinkedIn. What's Next?  
14 | Growing a Practice in a Down Economy

**PUBLICATION INFORMATION**

The EPITOME is distributed quarterly as a member benefit to all ISVMA veterinarian members and to the libraries at the following: University of Illinois College of Veterinary Medicine (U of I-CVM), Parkland Junior College, Joliet Junior College, Fox College, Rockford Business College. Electronic issues in pdf format are forwarded to CVT Members, U of I-CVM student members, Annual Convention Exhibitors, and Annual Convention Sponsors. A subscription for printed issues may be purchased at a cost of \$75 annually by CVT and DVM student members. All others, a request for subscription may be forwarded to [info@isvma.org](mailto:info@isvma.org). Past issues of the EPITOME beginning with June/July 2004 are available online to ISVMA members at [www.isvma.org](http://www.isvma.org). Articles originating in the EPITOME are available for reprint.

The editor reserves the right to accept, reject or modify material submitted as deemed necessary to accommodate the publication format. Articles, advertisements and other contributions are accepted for publication. Authors will be notified if the submission is deemed inappropriate. Material submitted will be filed unless other arrangements are requested. Opinions expressed by the authors will be their own and not necessarily those of the ISVMA.

**CONTRIBUTING AUTHORS:**

- 02 | Important Feedback is Still Needed  
*ISVMA Executive Director*  
*Peter S. Weber, MS, CAE*
- 01 | The Importance of Membership  
*ISVMA President*  
*Michael P. Thomas, DVM*
- 08 | Hoffmann, Fredrickson Take on New Roles  
*UI CVM, Dean*  
*Herbert Whiteley, DVM*

**DEPARTMENTS:**

- 25 | Classified Advertisements  
20 | E-SOURCE news  
22 | ISVMA Member Services  
07 | New Member Welcome  
07 | News and Notes  
*New Illinois Laws for 2011*  
*Redistricting processing begins*
- 21 | Obituaries/In Memoriam  
- Brennan, Ronald J  
- Kruger, Gordon J  
- Rash, David M  
- Schelkopf, Russell L  
- Trout, H Fred  
- Whalen, Robert F
- 21 | Readers' Forum  
- Does an abandoned animal have to be destroyed?  
- Purchase of prescription dog food outside of clinic  
- Quarantine location for a dog who bites

**SPONSORS**

Contributions from our industry partners are important to the success of the ISVMA. Please support the following companies whose financial support was instrumental to the success of the ISVMA's 2010 Annual Convention, and other ISVMA continuing education programs in 2010-11.

**PLATINUM SPONSORS (\$7,500 and up):****Merial**

Jay Mundinger  
414-688-3366  
[jay.mundinger@merial.com](mailto:jay.mundinger@merial.com)

**Universal Ultrasound**

Peter Brunelli  
914-666-6200x321  
[pbrunelli@universalultrasound.com](mailto:pbrunelli@universalultrasound.com)

**GOLD SPONSORS (\$5,000 - \$7,499):****IAMS Company/P&G Pet Care**

Kelly Weaver  
630-334-1959  
[weaver.kj@pg.com](mailto:weaver.kj@pg.com)

**MidMark****Midwest Veterinary Supply**

800-362-9226  
[online.support@midwestvet.net](mailto:online.support@midwestvet.net)

**SILVER (\$2,500 - \$ 4,999)**

Arthrex Vet Supply  
IDEXX  
Innovative Animal Products  
Novartis Animal Health  
Pfizer, Equine  
Summit Hill Laboratories  
Simmons Education Fund  
University of Illinois, College of Veterinary Medicine

**BRONZE (\$1,000 - \$2, 499)**

Abaxis  
Air Techniques/All Pro Imaging  
Boehringer Ingelheim Vetmedica, Inc.  
Butler Schein Animal Health  
Hill's Pet Nutrition  
Illinois Pork Producers Ass'n  
Intervet/Schering-Plough Animal Health  
Jorgensen Labs

**CONTRIBUTOR (up to \$1,000)**

Christian Veterinary Mission  
Diagnostic Imaging  
Miltex Instrument Co.  
Nutramax Laboratories, Inc.  
Precious Cat  
[Rainbowbridgeforpets.com](http://Rainbowbridgeforpets.com)  
Sound-Eklin  
TransFirst  
Venture Art and Pearls

## President's Message

*Continued from page 1*

Please encourage and support your CVTs in ISVMA membership and involvement as well as your DVM associates.

Why is membership and involvement in ISVMA so important, you may ask? The ISVMA Board of Directors has had much discussion on this and concluded that there are many benefits. There is one, however, that stands as enough reason alone. I'm sure you have heard it before, but, it is worth repeating. That reason is legislative advocacy and the protection of the Veterinary Practice Act. There continue to be many special interest groups that attempt to make changes that reduce the veterinarian's role as the primary veterinary care provider. This year looks to be no different.

As part of last year's Practice Act revisions, changes were made to allow the roles and responsibilities of Certified Veterinary Technicians, and veterinary assistants, to be defined in the rules adopted by the State Veterinary Licensing Board. These changes came from the intensive research and work of an ISVMA Task Force, CVT Roles and Responsibilities Task Force. I had the distinct privilege to chair that committee of six very hard working and dedicated Certified Veterinary Technicians. They are: Caroline Miskell, Charlotte Waack, Janet Johnson, Joyce Barriball, Kelsie Dolezal, and Michelle VanOpdorp. The committee conducted research on current Veterinary Technician College curriculum at the accredited schools of veterinary technology in Illinois and two surveys of ISVMA members – one on what would be the ideal level of supervision for a given task performed by a CVT or a veterinary assistant, and another on what veterinarians currently allow in their practices. A survey of how other state's practice acts define these roles was also studied by the committee.

The committee was reminded, and was very sensitive to the reality, that not all veterinary practices have the availability to hire a CVT presently and must rely on their on-site trained veterinary assistants.

Upon compiling all this information, a grid or spreadsheet, was developed to help differentiate the roles and responsibilities for CVTs and veterinary assistants. The main difference in most cases was clear: the variation in the level of veterinary supervision required.

The grid was then thoroughly reviewed by the ISVMA Legislative Committee and several modifications made. It was next presented to the ISVMA board of directors, and has since been presented to ISVMA membership for review and comments in multiple E-SOURCE newsletters, beginning with the first one on December 13, 2010. These comments are being recorded and passed back to the combined committees of the CVT Roles and Responsibilities Task Force and the ISVMA Legislative Committee for final modifications. Finally, it will be reviewed by the ISVMA Board of Directors before going to the State Veterinary Licensing Board for their public review process.

As you can see, we are far from the final recommendation, but, progress is being made in elevating our Certified Veterinary Technicians to the level they have worked to achieve, while respecting the abilities of the on-site trained veterinary assistants. This will take some time and your input is important to us.

Another one of my goals as an ISVMA regional representative to the board of directors, and now as President of ISVMA, is to define and improve the connection

***"We are far from the final recommendation but progress is being made in elevating our Certified Veterinary Technicians while respecting the abilities of the onsite trained veterinary assistants."***

***-ISVMA President, Michael P. Thomas, DVM***

of the state regional associations with ISVMA. An obvious benefit of this improved connection with the regional associations is in the coordination of continuing education programs held throughout the state. Speaker duplication and scheduling conflicts immediately come to mind; but, there are many other benefits. ISVMA can help with speaker selections, printing of materials, material distribution (both in print and electronically), on-line registration with the ability to receive credit card payments, downloadable meeting notes on-line, and CE certificate record keeping. ISVMA and regional associations have lost the connection that may have been strong long before my time. Gone are the days of the horse and buggy transportation system, when it took maybe a day or more to travel across the state to attend a continuing education meeting. New ties along with improved CE need to be discussed and explored.

As I consider all that ISVMA has done for the veterinary profession and all that I have just listed that I would like to see get accomplished this year, one thing is clear. It takes many minds, hearts and hands to do the work. I thank and congratulate all of you who have served on a committee, task force, board of directors, officer, executive director, and staff or in any other way. For those of you who are currently serving, I look forward to working with you. And for those who are yet to step forward, I encourage you to get involved in your ISVMA.

## ISVMA Cancels 800 Number

The ISVMA Board of Directors voted at their February 2011 meeting to cancel the association's toll free number. It was seldom used by members (an average of fewer than 10 calls per month) and cost the association about \$40 a month. The expense of maintaining the number was no longer justified by the extent of its use. All members should now call our direct line at (217) 546-8381.

*Help the ISVMA's CVT Roles and Responsibilities Task Force  
expand the legal role of CVTs in Illinois.*

## Draft Recommendations by the ISVMA CVT Roles and Responsibilities Task Force

CVTs and unlicensed assistants are currently prohibited by law from surgery, diagnosis and prognosis, prescribing drugs and initiating treatment without prior instruction by a veterinarian. The ISVMA CVT Roles and Responsibilities Task Force developed a comparative list of procedures, as well as proposed supervision requirements, for licensed technicians and unlicensed practice personnel. (Refer to page 2 for basis of roles and responsibilities included in draft report.)

Specific tasks addressed in the report include:

Administer Chemotherapy	Clamp Calves' Tails	Intramuscular + Subcutaneous Inj
Administer Non Rabies Vaccines	Controlled Drugs: Administer Euthanasia	Intravenous inj into catheterized vein
Anesthesia - Induction	Cut down	Intravenous inj into uncatheterized vein
Anesthesia - Endotracheal Intubation	Cystocentesis	IV catheter
Anesthesia - Maintenance	Decapitate for rabies test submission	Lance Abscess
Anesthesia - Monitor Vital Signs	Deciduous Extractions	Male K9 Urinary Catheterization
Animal Restraint	*Dehorn Calves	Microchip Implant
Bacterial Streak and Culture	Dental Extractions	Necropsy-Tissue Sample Collection
Bandage Application	Dental Prophylaxis	Perform Nerve Blocks
Blocked Male Cat- Urinary	Dock Sheep/Pig Tails	Physical examination without diagnosis
Catheterization	Euthanize an animal	Process laboratory samples
*Castrate Calves	Female K9 Urinary Catheterization	Radiological images- acquire/process
Castrate Cats (or any other animal)	Fine Needle Aspiration	Removal of Sutures, Drains, Staples
*Castrate Swine	*Float Teeth	Skin Closure
Casts and Splints	Gingival Resection	*Trim Normal Hooves (excluding equine)
Central Line		Venipuncture

*\*more input needed by Large Animal DVM's*

Visit the ISVMA's website to review, download and return comments or suggestions to the ISVMA at [peter@isvma.org](mailto:peter@isvma.org) to assist the CVT Roles and Responsibilities Task Force in updating their next report for use by the ISVMA Legislative Committee and ultimately the ISVMA Board of Directors for approval.

---

When reviewing the draft report online, refer to the following.

- The grayed out sections indicate procedures that are prohibited at the level of supervision indicated.
- The supervision definitions are in the Veterinary Medicine and Surgery Practice Act passed earlier this year:
  - "Direct supervision"** means the supervising veterinarian is readily available on the premises where the animal is being treated.
  - "Immediate supervision"** means the supervising veterinarian is in the immediate area, within audible and visual range of the animal patient and the person treating the patient.
  - "Indirect supervision"** means the supervising veterinarian need not be on the premises, but has given either written or oral instructions for the treatment of the animal and is available by telephone or other form of communication.
- Where there is a "\*\*\*", the draft policy would include a Grandfather Clause – in which all unregistered assistants that are employed prior to the regulation taking effect may perform these tasks as long as they continue to work for the same practice.



## Welcome New Members

ISVMA would like to welcome the following 165 new members. Thank you for your support! Please help us spread the news about the many benefits of membership in ISVMA – where dues are an investment that pays tremendous dividends!

### Veterinarian Members

Justin W Allen DVM DACVIM; Chicago, IL  
 Geraldine M Aspirin DVM; Des Plaines, IL  
 Donna Michelle Bader DVM; Springfield, IL  
 Julia H Baehr VMD; Chicago, IL  
 Brian J Beasley DVM; Lexington, KY  
 Priya N Bhatt DVM MS; South Barrington, IL  
 Daniel J Bieck DVM; Blackstone, IL  
 Tricia M Bisby DVM; Oak Brook, IL  
 Erin Boileve DVM; Urbana, IL  
 Ashleigh L Brauer DVM; Petersburg, IL  
 Jenna A Breslin DVM; Champaign, IL  
 Kate E Breyer DVM; Woodbury Hts, NJ  
 Heather A Brown DVM; Aurora, IL  
 Sally Jean Bruno DVM; Woodstock, IL  
 Charron D Bryant DVM; Chicago, IL  
 Jason Bundy DVM; Champaign, IL  
 Kristin M Burdorf DVM; Mundelein, IL  
 Kristin J Casey DVM; Manhattan, IL  
 Leslie Chiu DVM; Chicago, IL  
 Jennie B. Christakos DVM; Geneva, IL  
 Laura Lynn Clarke DVM; Barrington, IL  
 Kata Curcija DVM; Naperville, IL  
 J. Christopher Curry DVM; Springfield, IL  
 Ericka R Dailing DVM; Savoy, IL  
 Brian K Davidson DVM; Chicago, IL  
 Amanda M Davis DVM; Naperville, IL  
 David J Deeke DVM; Springfield, IL  
 Ashley L DeFranusco DVM; Savoy, IL  
 Steven T Deisher DVM; Antioch, IL  
 Christopher G Downs DVM; Wauconda, IL  
 Ryan C Downs DVM; Oak Park, IL  
 Holly B Edwards DVM; Xenia, IL  
 Jaclyn A Erwin DVM; Morgan Hill, CA  
 Debra A Evans DVM; Orland Park, IL  
 Kirsten E Fantom DVM; Hawthorn Woods, IL  
 Karen Burgess Ferrero DVM; Lake In The Hills, IL  
 Elizabeth J Fesser DVM; Wentzville, MO  
 Erin L Feucht DVM; Skokie, IL  
 Darin E Flaska DVM; Arlington Heights, IL  
 Brian K Flesner DVM; West Point, IL  
 Kyle M Flessner DVM; Roseville, IL  
 Brooke C Frautschy DVM; Chillicothe, IL  
 Dylan Frederickson DVM; Chicago, IL

See **Welcome** on page 7

## Become a Fan of the ISVMA on Facebook

If you are a regular on Facebook, you've known for over a year that the ISVMA has had a static Facebook Page. The ISVMA Public Relations Committee determined that a Fan Page would be more desirable than a Friend Page.

In Late January of 2011, the ISVMA launched its new Facebook Fan Page! This new page allows for more dynamic and interactive content for anyone that chooses to "Like" the page.

The Public Relations Committee and ISVMA staff are the driving force behind the stream of content that is added regularly. Follow news about Illinois veterinary medicine, veterinary professionals in the news, USDA and other regulatory alerts, legal updates and more!

Due to the fact that the ISVMA Facebook Fan Page has links to many current articles and topics of interest to veterinarians, the E-SOURCE newsletter format will change slightly, to encourage ISVMA members to become a fan of the new Facebook page. The intent is for ISVMA Members to receive regular updates from ISVMA, AVMA and other organizations that bring you news and information you want and need through the Facebook page, with other timely alerts and notices being reported through the E-SOURCE.

Do you have an opinion? Share it with us at [info@isvma.org](mailto:info@isvma.org), 217.546.8381 or leave a post on our wall at [www.facebook.com/ISVMA](http://www.facebook.com/ISVMA).

"Like" the new ISVMA Fan Page!

**Are you a fan of the ISVMA page but aren't seeing us in your Wall feed?**

We asked Dr. Kimberly May, Public Relations Committee Member, for her insights on why this happens and how to fix it. According to May, "There's a complex process going on behind the scenes at Facebook that determines what you see from your friends or pages you've liked on your personal page's Wall. A lot of it is beyond our (and your) control."

Here are some things you can do to make sure you're seeing the ISVMA page's content (and this also applies to other pages you've liked on Facebook).

- 1) Make sure you're a fan of the page by visiting [www.facebook.com/isvma](http://www.facebook.com/isvma). If there's a "Like" box near the top of the page, you're not yet a fan of the page. Click the "Like" box to become a fan.
- 2) On the upper right corner of your Wall, there are two options: "Top News" and "Most Recent." If you're a fan of the ISVMA page but don't see the posts, a good first step is to make sure you're looking at your wall with the "Most Recent" setting.
- 3) Scroll down to the very bottom of your personal page's wall. There's an "Edit options" link on the right side of the light blue/grey bar. Click that link and look at the top item – you have two choices for the "Show posts from" setting: one says "All of your friends and pages," and the other says "Friends and pages you interact with most." Make sure it's set to the "All" option.
- 4) The more you interact with the ISVMA page, the more likely it is to be fed into your Wall's News feed. If you're not seeing any of the ISVMA's posts at all, go to the ISVMA page and "like" a few posts or, preferably, comment on some posts. If you do that a few times, you'll be letting Facebook know that the ISVMA page interests you and you'll eventually see the ISVMA posts show up on your News feed.



## News and Notes

### New Illinois Laws for 2011

Almost 200 new laws went into effect on Jan. 1, 2011. A brief listing of those most likely to affect veterinary professionals include the following. For a full report of the new laws, visit [http://senategop.state.il.us/images/stories/2010/2011\\_jan\\_1\\_new\\_laws.pdf](http://senategop.state.il.us/images/stories/2010/2011_jan_1_new_laws.pdf)

- **Animal Disclosure** (HB 5772/PA 96 1470): Requires animal shelters, animal control facilities, and pet shops to disclose certain information regarding dogs and cats that are being adopted or purchased.
- **Commercial Vehicles** (HB 4673/PA 96 1179): Increases the fine to no less than \$500 for commercial trucks that fail to display the name of the company on the side of the vehicle.
- **Dangerous Animals – Primates** (HB 4801/PA 96 1219): Prohibits a person from having in his or her possession any primate, except at a properly designated facility.
- **Disability Parking** (SB 3309/PA 96 1125): States that 24 hours following a storm or other severe weather incident, property owners can be held responsible for any unreasonable obstruction of a parking place specifically reserved for disabled persons. Also prohibits the accumulation of debris or large objects without providing equivalent alternative parking on site.
- **Dog Fighting** (HB 5790/PA 96 1091): Increases the penalties for dog fighting offenses occurring on property within 100 feet of a school, public park, playground, child care institution, or day care center.
- **Emergency Volunteers** (SB 2541/PA 96 0983): Allows Illinois' emergency management agency to coordinate health or veterinary services while an emergency declaration is in effect.
- **Specialty License Plates** (HB 5193/PA 96 1449): Provides for the issuance of 4 H license plates

### Redistricting process begins

Did you know that the census figures will change how the State of Illinois is represented at the Capitol? The new population numbers will require that each state Senate district have roughly 217,450 persons. Thirty-six out of 59 state Senate districts (27 currently held by Democrats and nine currently held by Republicans) were under that target number, while 23 districts (eight held by Democrats and 15 held by Republicans) had more persons than required, according to the February 25, 2011 newsletter from Christine Radogno, Senate Republican Leader. Lines will have to be redrawn in order to equalize the population.

**Ladies and Gentlemen...**  
Introducing **Radiocat Illinois!**



**The Leader in the Treatment of Feline Hyperthyroidism**

- A one shot deal...one injection of Radioiodine (I-131) is all it takes!
- Over 30,000 cats treated
- Greater than 98% success rate
- Typically 3 days of hospitalization

WE LOVE THEM LIKE YOU DO



**RADIOCAT.**  
Centers For The Treatment Of  
Feline Hyperthyroidism

Rand S. Wachstock, DVM  
David S. Herring, DVM, DACVR  
Co-founders of Radiocat

Radiocat  
312 W. Northwest Hwy  
Arlington Heights, IL  
60004

CONTACT US TODAY  
1-800-323-9729

## Welcome!

*Continued from page 6*

Allison G Genovese DVM; Elmhurst, IL  
 David W Genovese DVM; Elmhurst, IL  
 Joseph P. Gibbs DVM; Western Springs, IL  
 Ellen K Glagola DVM; Darien, IL  
 Christie L Gordon DVM; Orland Park, IL  
 Yoko Haneda DVM; Rockford, IL  
 Joanna M Harchut DVM; Chicago, IL  
 James C Hardiman DVM; Champaign, IL  
 Samantha J Haskins DVM; Norwalk, CT  
 Marie E Hatlelid DVM; Bloomington, IL  
 Ryan K Heaton DVM; Mundelein, IL  
 Gail R Henry DVM; Chicago, IL  
 Alison L Herdes DVM; Flora, IL  
 James R Hill BVSc DVM; Collinsville, IL  
 Jamie E Hoffberg DVM; Glenview, IL  
 Ashley E Houtsma DVM; Frankfort, IL  
 Darren J Imhoff DVM; Fort Collins, CO  
 Emily E Jewell DVM; Virginia, IL  
 Bill J Johnson DVM; Peoria, IL  
 Wesley M Keller DVM; Shelbyville, IL  
 Leanne L King DVM; Aurora, IL  
 Tanner W Kirby DVM; Dieterich, IL  
 Larry W Klaaren DVM; New Lenox, IL  
 Christin M Kohler DVM; Frankfort, IL  
 Sujatha Koya DVM; Round Lake, IL  
 Kirk M Kresse DVM; Virgil, IL  
 Rachael Kuhn-Siegel BS DVM; Peoria, IL  
 Bridget C Lahey DVM; Naperville, IL  
 Laura N Lambruschi DVM; Village Of  
 Lakewood, IL  
 David Laubert DVM; Tinley Park, IL  
 Felicia Y Leung DVM; Middleburg Heights, OH  
 Deborah K Link DVM; Naperville, IL  
 Echo M Love DVM; Holderness, NH  
 Jessica A Lund DVM; Orfordville, WI  
 Carissa L Maas DVM; Cicero, IN  
 Amanda J Mansnerus DVM; Princeton, IL  
 Suzanne M Martin DVM; Plainfield, IL  
 Sarah F Mateles VMD; Mundelein, IL  
 Kimberly K Mayer DVM; Oswego, IL  
 Amy M McCarthy DVM; West Dundee, IL  
 Lisa Moeller DVM; Rockton, IL  
 Lisa Mortensen DVM; Villa Park, IL  
 Stephanie H Moy DVM; Skokie, IL  
 Margaret L Musser DVM; Delaware, OH  
 Alan H Nathanson DVM; Plymouth, IN  
 Kuenming Christine Ng DVM; Pearland, TX  
 Taylor Q O'Brien DVM; Chicago, IL  
 Allison M Ostdiek DVM; Villa Park, IL

*See Welcome on page 11*



Two faculty members have moved into new leadership positions at the College of Veterinary Medicine.

Dr. Wally Hoffmann, who had served as interim director of the Veterinary Diagnostic Laboratory since 2005, has now stepped into a newly created position, interim executive associate dean. Dr. Rick Fredrickson, an anatomic pathologist with the diagnostic laboratory for the past eight years, succeeds Dr. Hoffmann as director of the lab.

In his new role, Dr. Hoffmann will provide high-level, coordinated leadership to the College's three service units: the Veterinary Diagnostic Laboratory, the Veterinary Teaching Hospital, and the Chicago Center for Veterinary Medicine. He will work closely with the faculty who manage the day-to-day operations of these units: Dr. Fredrickson, Dr. Art Siegel in the hospital, and Dr. Tom Graves at the Chicago center.

#### Meet Dr. Rick Fredrickson

You may already have encountered Dr. Rick Fredrickson during the past eight years he's been at the Veterinary Diagnostic Laboratory as an anatomic pathologist, but you are sure to be hearing from him regularly now that he has been named director of the lab.

And he'd like to hear from you as well.

"I am always interested in feedback, both pro and con, from local practitioners and colleagues," says the Illinois native who completed most of his studies in Iowa.

Dr. Fredrickson grew up on a farm in Plato Center, a small town in Kane County, Illinois, and also farmed in Whitewater, Wisconsin. "I've been around cattle and horses all my life. I own 60 acres now and still raise cattle and horses," he says. His agricultural background prompted studies in related fields. He earned two bachelor's degrees—in ag mechanization and in

animal science—followed by a dual DVM and master's in veterinary toxicology from Iowa State University.

When it was time to select a school to complete a pathology residency, Illinois got the edge because of heavy recruiting from Drs. Gavin Meerdink and John Andrews.

Dr. Fredrickson says his career path was most influenced by Dr. Meerdink at Illinois, Drs. Gary Osweiler and Kent Schwartz at Iowa State, and Dr. Andrews—whose career spanned both institutions.

"Dr. Andrews and Dr. Wally Hoffmann did an excellent job of assembling a phenomenal staff in the diagnostic lab," says Dr. Fredrickson. "I hope to continue the standard of service established under these previous directors."

Dr. Fredrickson explains with pride that the diagnostic lab fulfills all three aspects of the university's mission: teaching, research, and service. "For our clients, the emphasis is on service, but we also play an important role in teaching. Senior students spend four weeks on rotation in the lab, where they perform necropsies and learn how pathology and diagnostic testing provide an important adjunct to clinical medicine. It's a nice review of organ systems, pathology, and physiology before the fourth-year students take the board exam," he says.

"With the new curriculum, first- and second-year students also rotate through our lab," he adds, noting that he could tell the second-year students had learned a lot and enjoyed the earlier exposure to the clinical rotations.

"I find that the students are willing to work hard, and they are very inquisitive. They want to learn and they ask a lot of questions," he says. "Our lab offers a great caseload for teaching, ranging from production and companion animals to exotics."

In addition to service and teaching, Dr. Fredrickson notes there is a growing demand and requests for collaborative research.

## Hoffmann, Fredrickson Take on New Roles

*Herb Whiteley, DVM - Dean, University of Illinois - College of Veterinary Medicine*

Recent additions to the diagnostic lab faculty bring a range of special interests that expand the mission of service, teaching, and research:

- Dr. David Coleman, ocular and companion animal pathology
- Dr. Vincent Hsiao, oncology and production animal pathology
- Dr. Kuldeep Singh, oncology and companion animal pathology
- Dr. Adam Stern, dermatopathology and forensics, especially animal abuse cases

To contact Dr. Fredrickson or to subscribe to the monthly one-page newsletter from the diagnostic lab, write to [vdldirectoroffice@vetmed.illinois.edu](mailto:vdldirectoroffice@vetmed.illinois.edu).



The University of Illinois College of Veterinary Medicine offers a Web-based continuing education program specifically developed for busy veterinarians. Veterinary Education Online (VEO) delivers professionally developed university-level courseware in an interactive environment.

Course modules are designed to enhance knowledge and increase clinical skills as well as provide continuing education credit. Modules offered are in:

- ♦ Pain Management
- ♦ Ophthalmology
- ♦ Clinical Small Animal Dentistry
- ♦ Diagnostic Imaging
- ♦ Cytology
- ♦ Parasitology
- ♦ Emerging Diseases

The Office of Public Engagement will grant continuing education credit upon successful completion of courseware assessment, ranging in earned hours of 0.5 to 3 hours per module.

The cost is just a fraction of typical CE courses, can be taken at any time and at your own pace. Visit the VEO homepage at [www.cvm.uiuc.edu/veo/](http://www.cvm.uiuc.edu/veo/) or call the Office of Public Engagement at 217/333-2907.



## Why Does My Dog Eat Poop?

By Andrea Lin

Man's best friend has some baffling habits that sometimes offend man's best sensibilities. Nobody likes to talk about it, but everyone wonders, "Why does my dog eat poop?"

Dr. Kelly Ballantyne, a veterinarian at the University of Illinois Chicago Center for Veterinary Medicine, has a special interest in animal behavior and offers behavior consultations for pet owners. Veterinary behavior integrates medicine, research, learning science, and deductive reasoning, but some behaviors can't quite be figured out.

Dr. Ballantyne says this habit of dogs usually has nothing to do with their health, and it falls into the "unexplainable behaviors" category. While there is no solid answer as to why dogs eat poop, there are some linked behaviors for the majority of the dogs who do. Ironically, the dogs who eat poop tend to be very fastidious. They do not soil their sleeping or resting areas. So contrary to human logic, this behavior is not a "dirty dog" behavior.

There has been limited research on this puzzling question. One study showed that in domestic dogs, those that had been spayed and neutered were 50 percent more likely to eat stool than intact dogs. There is also evidence that dogs that eat quickly are twice as likely as to eat stool as dogs who are picky or slow eaters. If you have a dog that's a picky eater, that behavior might have a positive side! Published findings also indicate that the behavior is most common among basset hounds, shelties, poodles, and various retriever breeds.

The next question that comes up actually is more important: How do you keep your dog from eating poop? Unfortunately, behavior modification does not seem to be a very reliable or effective way to prevent poop-eating. Commercial food additives marketed as addressing this problem also have not been found to be effective. The most effective prevention method is to be diligent. Keep the yard clean and pick up stool immediately after your dog defecates. When walking your dog, have good control with the leash and, well, have great reflexes! So while it isn't completely understood why dogs eat stool, the best advice is to minimize their access.

An archive of Pet Columns from the Univ. of Illinois College of Veterinary Medicine is available online at <http://vetmed.illinois.edu/petcolumns>. Requests for reprints of this article may be directed to Chris Beuoy, [beuoy@illinois.edu](mailto:beuoy@illinois.edu), Veterinary Extension/Office of Public Engagement, Univ. of Illinois College of Veterinary Medicine 217-333-2907.

## USDA Accreditation: Core Orientation Scheduled

Any non-accredited, practicing DVM who is interested in attending a core accreditation training program may participate with the fourth year students, Class of 2011, who will be receiving core training as part of their curriculum. There is no fee to attend.

PRE-REGISTRATION IS MANDATORY, and closes on April 18, 2011.

Contact Dr. Suzett Hexum by email at [suzett.hexum@aphis.usda.gov](mailto:suzett.hexum@aphis.usda.gov) or by phone at 217.246.2950 with questions and to reserve your seat.

LOCATION: 1008 W. Hazelwood Dr., Urbana, IL 61802  
ROOM: Large Animal Clinic, Room 100  
DATE: April 26, 2011  
TIME: 1:00 - 5:00 PM

## Are You Deworming Your Horses Every Few Weeks? Stop Now

It's been ingrained in the minds of most horse owners to deworm their adult animals every 6-8 weeks. According to one equine veterinarian at the University of Illinois Veterinary Teaching Hospital in Urbana, Dr. Dennis French, who has studied equine parasites extensively, this long-held tradition, "is simply not true."

One would never randomly grab an antibiotic off the shelf to treat an infection. The infection first is identified so the appropriate drug can be chosen for the best use of precious time and money. Plus it eliminates exposure to unnecessary chemicals. This same reasoning carries over into the philosophy of deworming horses: several equine dewormers treat various parasites and have varying efficacy lengths. This parallel led Dr. French to develop his own equine deworming protocol; deworm all horses in the spring, find out what horses in the herd are "big shedders," then work on controlling them. "Twenty percent of the horses in a herd shed 80 percent of the eggs," explains Dr. French. So, at most farms, there really are only three to five horses that are infecting the rest of the bunch. Work on eradicating the worms in those animals, and you eradicate the worm problem from its source.

Dr. French's plan isn't just good on paper, he's used it successfully in practice at several large boarding and breeding farms. In addition to getting at the heart of a parasite problem, the plan will benefit the horse owner:

- Decreases pasture contamination;
- Knocks out worms in the highest shedding horses;
- Saves money and time;
- Prevents resistance; and
- Prevents the unnecessary administration of chemicals to horses.

*-abridged from article by the same name by Ashley Mitek. To view this article in its entirety visit: [www.aces.uiuc.edu/news/stories/news5204.html](http://www.aces.uiuc.edu/news/stories/news5204.html).*

*An archive of Pet Columns from the Univ. of Illinois College of Veterinary Medicine is available at [www.vetmed.illinois.edu/petcolumns/](http://www.vetmed.illinois.edu/petcolumns/).*

## Tips for Stressless Office Visits

At their October meeting, members of the University Of Illinois College Of Veterinary Medicine student chapter of the American Veterinary Society of Animal Behavior (AVSAB) received a lunch and learn lecture, followed by some hands-on training, on techniques for better doggy behavior during a veterinary exam.

Sally J. Foote, DVM, of the Okaw Veterinary Clinic in Tuscola led the session. Leeza Chapman, Debbie Gass, and Racheal Green, Certified Veterinary Technicians (CVTs) who work at the clinic with Dr. Foote who also utilize these techniques daily, were present to assist. The foursome showed the students how to reward dogs during all parts of a veterinary visit to produce a less stressful exam for the animal, and in turn, the clinic staff.

The subjects were actual pets of the students in attendance, and varied in size and age. The techniques taught use treats and praise consistently throughout the interactions: walking through doors calmly, getting on a table, and being handled by different people.

Using rewards during the veterinary exam is a new trend in practice. Pets that associate coming to their veterinarian's clinic/hospital as something positive are easier to handle, accept treatment better and can be safer to work around. Owners, veterinary staff, and pets are all happier when there are fewer struggles.

Dr. Foote is the AVSAB member advisor to the student chapter at the University Of Illinois College Of Veterinary Medicine. By providing learning opportunities like these, students can take this information with them as they graduate and begin their professional career. Future hands on learning sessions for less stressful cat exams are planned for the future.

For more about helping your pet be less stressed for their veterinary exams, go to [www.okawvetclinic.com](http://www.okawvetclinic.com) where you will find articles, examples of rewarding, and can sign up for our e newsletter. You may also find out more about the American Veterinary Society of Animal Behavior at [www.avsabonline.org](http://www.avsabonline.org).

## Guardian Angels for Soldier's Pet Announces Official Spokesperson

**Gatesville, TX, January 31, 2011** – Guardian Angels for Soldier's Pet announced today that they have officially gone into a partnership with rising country artist Lucas Hoge as their official spokesperson.

"I am honored to be working with Guardian Angels for Soldier's Pet," said Hoge. "I've made a commitment to supporting our troops and animals over the years, and to find an organization that combines these passions was a perfect match."

Focused on supporting our men and women in uniform who are serving overseas, the organization has reunited over 104 pets with their military service members after a deployment to harm's way. They do this through the generous support of volunteers and a network of over 2,500 potential foster homes across the country.

"We are thrilled that Lucas is joining our cause and helping to get the word out," said Linda Spurlin-Dominik, founder and CEO of Guardian Angels for Soldier's Pet. "The passion that he has towards our military and animals is identical to our organization and we look forward to working with him."

Lucas will help promote the organization to help spread the word about our mission. Lucas will also attend and promote organization's events, fundraisers and media opportunities when available.

### **About Lucas Hoge:**

Lucas Hoge a rising country music artist and TV star. Since arriving in Nashville 10 years ago, Lucas has recorded two acclaimed country CDs, had an original song featured on the WB's Superman show "Smallville", scored an entire HBO series, and "If Only I Could", "Dirt" and "Get The Door" have won several music awards.

"My favorite place to write is when I'm on the road" Lucas says, while traveling to Iraq, Kuwait and Kosovo to perform for the troops he wrote "Medal Of Honor" which is featured on the Music For Our Troops CD. Lucas will head to the Middle East over Memorial Day 2011 with American300 Warrior Tours and Armed Forces Entertainment. Lucas is also working with Not Alone, an organization that helps soldiers adjust to life after war.

Lucas was recently featured on The Today Show, Inside Edition, the Daily Buzz, Fox 17, Tennessee Mornings, Daytime TV and more to promote his TV show "Last Chance Highway" which is seen in over 30 million homes each week on Animal Planet. Lucas also penned and performs the shows theme song, which is now available on iTunes. Guardian Angels for Soldier's Pet [www.guardianangelsforsoldierspet.org](http://www.guardianangelsforsoldierspet.org)

Visit his website at [www.lucashoge.com](http://www.lucashoge.com).

### **About Guardian Angels for Soldier's Pet:**

Guardian Angels for Soldier's Pet is an ALL volunteer 501(c)(3) non-profit military support organization supporting military service members, veterans and their beloved pets through their "Foster Home" and "Military Pet Assistance" programs aimed at reuniting the pet(s) and owners following deployment or an emergency hardship. For more information on providing a foster home, becoming a volunteer, or making a donation to Guardian Angels for Soldier's Pet, please visit [www.guardianangelsforsoldierspet.org](http://www.guardianangelsforsoldierspet.org).

Also, look for the organization on Facebook, Twitter and YouTube!



## Welcome!

*Continued from page 7*

Natalie Padgurskis DVM; Homer Glen, IL  
 Melissa A Pales DVM; West Dundee, IL  
 Christopher J Pauly DVM; Roselle, IL  
 Sonia J Pereira DVM; Bolingbrook, IL  
 Benjamin S Perry DVM; College Station, TX  
 Christina L Ploog DVM; Spring Grove, IL  
 Justin A Powell DVM; Stevens Point, WI  
 Shay A Redfield DVM; Palos Hills, IL  
 Jennifer M Reinhart DVM; Ithaca, NY  
 Lindsay A Reinhart DVM; Newtown, IN  
 Dena J Reinisch DVM; Wheaton, IL  
 Jayme M Richardson DVM; Urbana, IL  
 Don W Roberts DVM; Roundlake, IL  
 Arlene Rodriguez DVM; Hanover Park, IL  
 Julianna M Rowlett DVM; Salem, IL  
 Dusty S Sachen DVM; Skokie, IL  
 Carlos R Sanchez DVM MSc; Brookfield, IL  
 Chris M Schelkopf DVM; Sycamore, IL  
 Jennifer G Schifo DVM; Lemont, IL  
 Molly M Sedarski DVM; Saint Charles, IL  
 Andrew W Sheridan DVM; Chicago, IL  
 Allison K.H. Shobe DVM; Urbana, IL  
 Kathryn M Smith DVM; Joliet, IL  
 Amy J Somrak DVM MBA; Urbana, IL  
 Kimberly L Stevens DVM; Galva, IL  
 Tegan M Stoerger DVM; Urbana, IL  
 Megan W Stout Steele DVM; State College, PA  
 Lesli C Stovall-Layer DVM; Crystal Lake, IL  
 Tumkur Subbaraju BVSc; Chicago, IL  
 Laura A Sweet DVM; Bolingbrook, IL  
 Daniel D Taylor DVM MPH; Spring Valley, IL

Sheila K Taylor DVM; Peoria Heights, IL  
 Kathleen M Van Lanen DVM; Westchester, IL  
 Jason E Verbeck DVM; Champaign, IL  
 Chelsey R Volz DVM; Champaign, IL  
 Adrienne L Wade DVM; Brandon, FL  
 Amy M Wade DVM; Springfield, IL  
 Vivian Y Wen DVM; Atlanta, GA  
 Jeremy H Williams DVM; Chicago, IL  
 Christine Wilmes DVM; Algonquin, IL  
 Mell T Wostoupal DVM; Northbrook, IL  
 Jasmin A Wu DVM; Westmont, IL  
 Kathryn L Wycislo DVM; Savoy, IL  
 Rachel A Yohn DVM; Columbus, WI  
 John R Zimmerman DVM; Hampshire, IL

### CVT Members

Linda J Brown CVT; Urbana, IL  
 Sarah A Clark CVT; Dekalb, IL  
 Darleen M Drake CVT; Arcola, IL  
 Deborah Faught CVT; Midlothian, IL  
 Alinda Higgins CVT; Danville, IL  
 Lynn M James CVT; Rockford, IL  
 Peggy E Jennings CVT; Galva, IL  
 Jodie R Jeskie CVT; Hinckley, IL  
 Chelsea L Kopaskey CVT; Bloomington, IL  
 Christy Langwell, CVT; Downers Grove, IL  
 Shannon Litchfield CVT; Dekalb, IL  
 Heather R Logan CVT; Springfield, IL  
 Angela L Miller CVT; Pana, IL  
 Kelly A Moore CVT; La Grange Park, IL  
 Jessica Mueller BS CVT; McHenry, IL

Jeannie R Nardi CVT; Schiller Park, IL  
 Carol A Nichols CVT; Libertyville, IL  
 Sally A Nosworthy CVT; Naperville, IL  
 Gina Reiner CVT; Aurora, IL  
 Ellen L Roy CVT; Metropolis, IL  
 Michayla P Street CVT; Springfield, IL  
 Katalina E Stuckey CVT; San Jose, IL  
 Nicole M Swallows CVT; San Jose, IL  
 Andrea J. Turrisi CVT; Joliet, IL  
 Kari N White CVT; Greenfield, IL  
 Anne M Winkler CVT; Lemont, IL

### Student DVM Members at the University of IL

Sean Etter; Champaign, IL  
 Nicholas W Marion PhD; Downers Grove, IL  
 Heather P Prochnow; Urbana, IL

Support the  
 Veterinary Medical Political  
 Action Committee!  
 Help our Legislative Committee  
 by making out your check, and  
 mailing your contributions to:



VMPAC  
 1121 Chatham Road  
 Springfield, IL 62704




## When Selling or Buying a Veterinary Practice

Call on the...  **TOTAL PRACTICE SOLUTIONS GROUP**  
 Veterinary Practice Sales

- Practice Sales
- Appraisals
- Associate Buy-Ins
- Seller Representation
- Buyer Representation
- Financial Assistance

**visit: [www.TotalPracticeSolutionsGroup.com](http://www.TotalPracticeSolutionsGroup.com)**  
 for more information on services and practices available

**John Bryk, DVM**  
 Illinois Representative  
 330.948.8888  
 E-mail: [john@tpsgsales.com](mailto:john@tpsgsales.com)

**George R. Sikora, DVM**  
 Illinois Representative  
 Cell Phone: 330.635.0661  
 Toll Free: TPS.4.TPS.SOLD  
 E-mail: [george@tpsgsales.com](mailto:george@tpsgsales.com)

Veterinary practice brokers focused on the financial success and growth of fellow veterinary professionals.



## “I’ve Signed Up on LinkedIn. What’s Next?”

by Ted Janusz

A question I often get asked during my conference presentations is, “I’ve signed up on LinkedIn. What’s next?”

Though LinkedIn does not come with a user’s manual, you don’t need to be a computer whiz to derive immediate benefits from the site.

Let’s first define the social networking niche for LinkedIn.

### The Differences Among the Popular Social Networking Sites

MySpace is a social networking site for bands; and other music and entertainment.

Facebook is a site at which you can “poke” your friends, play games, and post photos on your profile and comments on your friends’ “walls.”

LinkedIn, on the other hand, is like the corporate boardroom. No fun and games here, this site means serious business. It was the last major social networking site to allow photographs. Even now, each LinkedIn user exhibits only one.

### LinkedIn

LinkedIn is a professional contact database launched in May 2003 by Reid Hoffman, formerly of PayPal. Its members can create a profile and network with its more than 90 million members in 200 countries. Members include executives from all Fortune 500 companies.

LinkedIn has the oldest, and wealthiest, users of the major social networking sites:

- Average age – 41
- Six-figure household income
- 2/3rds are male
- 4/5ths have college degrees

### Four Quick Ways to Maximize Your Participation on LinkedIn

Here are four quick and easy ways to maximize your participation on LinkedIn:

In the screen shot below of the LinkedIn application, across the top of the screen, you will find the **Groups** and **More** links.

**1) Groups** – To network with as many people as you can, join as many relevant groups as you can.

For instance, I have joined alumni groups for the three colleges I attended, for the current and former companies for which I have worked, and for my business interests (such as “keynote speakers”). You may want to join one or more of the 270 veterinary groups currently on LinkedIn.

You may never know when these people could help you, or more importantly, when you may be able to help them.

To get started, simply click the **Groups** link at the top of the screen.

**2) Companies** – Let’s say you have been trying to get into Procter & Gamble to offer your veterinary services. With a multinational corporation like that where do you even start? Click on the **More** link at the top of the screen, and then **Companies**.

I did that, then entered the keywords “Procter & Gamble” and clicked the Search button. Under the company profile, I noticed that a 2<sup>nd</sup> degree contact was listed, along with the name of my direct contact who knows her. Using LinkedIn, I could then request an introduction through my direct contact.

Also are listed 22,100 current P&G employees who I am related to through one or more of my Groups. (Now you see

the benefit of taking action under Step 1, **Groups**, above.)

To get started, click at the top of the screen on **More** and then **Companies**.

**3) Answers** – Here you might be able to assist a fellow LinkedIn member.

Perhaps you are the one who could assist this LinkedIn member by clicking the “Answer” button. Even better, you might be able to click the “Suggest an Expert” button.

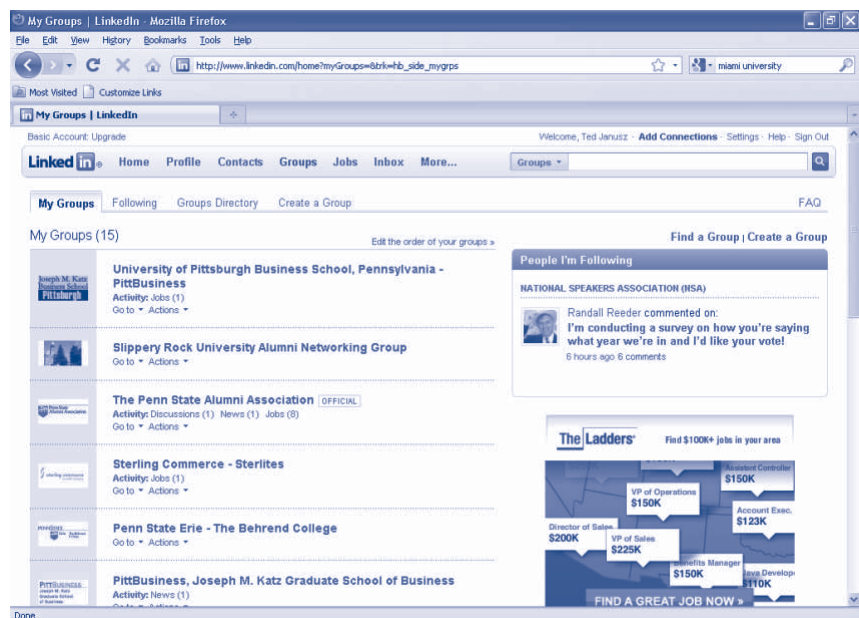
To begin, click at the top of the screen on **More** and then **Answers**.

**4) People** – By clicking on the **Advanced** link at the top right of the screen, just to the right of the magnifying glass icon, you can search for LinkedIn members by criteria such as:

- Name
- Company
- Location
- School attended
- Title

You might be interested in approaching all CEOs in the area to offer your services. You could then do a keyword search on the Title of “CEO.”

See **LinkedIn** on page 13





## LinkedIn...

*Continued from page 12*

You could then look to see who was a direct or even a 2<sup>nd</sup> degree contact. (A 2<sup>nd</sup> degree contact is a direct contact of one of your connections on LinkedIn.)

On a 2<sup>nd</sup> degree contact's profile, you could click the "Get introduced through a connection" link. This will send an e-mail both to your connection and the 2<sup>nd</sup> degree contact.

On average, you will get a positive response from one or both of the contacts about 70% of the time. That percentage is a lot higher than if you tried to cold call the 2<sup>nd</sup> degree contact on your own.

### The Power of LinkedIn

I currently have 205 connections. LinkedIn tells me that I have more than 3.5 million LinkedIn users that I can contact through an introduction from these connections.

That's the power of LinkedIn!

To begin to build your connections, simply click the green **Add Connections** link at the top right of your screen.

### 99% Information and 1% Promotion

"The key to social networking tools is to have lots of connections," says Guy Kawasaki, the original Macintosh evangelist. "It's a numbers game. The more people who are connected to you, the more opportunities you have."

But people don't connect with you because you are promoting yourself to them. People connect with you because you are *informing* them."

Kawasaki concludes by saying, "You need to be informing people 99% of the time and then 1% of the time you can promote your business."

### The New Free TV or Newspaper?

In my conference presentations, attendees often ask me, "Give me the bottom line, how can I use social networking sites to make money?"

There is a danger for businesses to view the social networking sites as the new

television or newspaper, but on which a business can advertise for *free*.

"If you are going to go there, you had better go for the right reasons," says Seth Godin, author of the best-selling book on marketing, *Purple Cow*. "And if your reason is to sell more stuff, please don't bother. It's not going to work. People don't care about you. They just don't."

On the other hand, if you can use social networking sites as ways to connect to real people, just for that sake alone, not because you want to sell anything, then it's a great way to spend a half hour a day."

Godin concludes, "And what we are finding, as a by-product of that . . . yes, in fact, your business will do better, *because you are a trusted member of the community*. Not because you are trying to sell stuff."

Copyright © 2011 Ted Janusz  
*Ted Janusz is a professional speaker, author and marketing consultant who has been invited to appear on **Geraldo at Large** on the FOX News Network to share his business insights. His Website is: [www.januspresentations.com](http://www.januspresentations.com).*

## FEEL TRIUMPHANT

with market leverage for tailored insurance for veterinarians



### Solutions for your practice

Workers' Compensation •  
 Business Property/ Liability  
 • Flood Coverage • Umbrella  
 Liability • Commercial Auto •  
 Employment Practices Liability

### Solutions for your livelihood

Professional Liability • Veterinary  
 License Defense • Professional  
 Extension (Animal Bailee) • Safety  
 and Risk Management Resources

### Solutions for your home

Personal Automobile •  
 Homeowners • Renters  
 ...and much more!

Call **800.228.PLIT (7548)** today for an evaluation of your insurance portfolio and a free premium quotation.

*Insurance and Risk Management for Today's Veterinarian*

Trust Broker and  
 Administrator: HUB International Midwest Limited

# Growing a Practice in a Down Economy

by Linda M. White

New legislation is reducing the number of commercial breeders/puppy mills and retail pet stores that sell pets, resulting in a decrease in the number of new patients to practices. For example, in Pennsylvania, commercial breeders decreased from 303 to 111 from early 2009 to June, 2010<sup>1</sup>. A commercial breeder is defined as anyone that has 100 plus breeding dogs. Licenses for commercial breeders in Pennsylvania are issued based on the size of the operation, ranging from 100 breeding dogs to over 500 breeding dogs in one facility. With additional pending legislation across the country this trend of closures will continue to grow, negatively impacting the entire pet industry. While the closure of commercial breeders/puppy mills is desirable from a humane perspective, this creates a new challenge and opportunity for industry. To see what just one state can represent to the industry, consider the math. In Pennsylvania alone, 192 commercial breeders were closed down by the state, voluntarily closed or moved out of state. If each location housed an average of 250 breeding dogs there is a reduction of 48,000 breeding dogs;  $192 \times 250 = 48,000$ . If each dog has 2 litters per year and averages only 2 living births per litter, there are 192,000 fewer new puppies entering the industry each year from Pennsylvania alone!

In addition to fewer young patients entering the practice, data also reveals the numbers of visits per client are decreasing as are the dollars spent per visit<sup>2</sup>. In addition, The Veterinary Hospital Managers Association (VHMA) released its 2009 Practice Diagnostic Report, stating that *"While client visits and client transactions were down (7 percent fewer visits per client, 4 percent less per transaction, 6 percent less revenue per client), the number of clients seen by doctors decreased by 18 percent. That translates to more clients spending less money". "The average revenue per transaction was down 4%, yet expenses were up 9%, representing a 4% drop in net income to practices."*

Although some say the numbers of pets being euthanized is down, there are still between 3.5 and 5 million pets euthanized annually. More pets are euthanized due

to behavior disorders than neoplastic, metabolic and infectious diseases combined!<sup>3</sup>

The average value of a patient is another key indicator of recent trends. In the beginning of 2009 The American Animal Hospital Association's PulsePoint 5<sup>th</sup> Edition stated a patient was worth \$588 annually. At the end of 2009 the Veterinary Hospital Managers Association VHMA - 2009 Practice Diagnostic Report stated that the annual patient value was \$440. That represents a drop of \$148 per patient. When you calculate the lost revenue from Pennsylvania closings ...192,000 puppies, times the value per patient of \$440 annually, the lost revenue each year is \$84,480,000! These numbers and the real impact that they have on the estimated 24,000 exclusive small animal practices in the U.S. create an urgent need to answer the question: What can a practice do to address these trends and continue to grow in this difficult economic environment?

Research has shown that when the human animal bond is strong, clients are willing to visit the practice more frequently and will spend more per visit.<sup>4</sup> The question, then, is how can the practice help to strengthen the human animal bond? Behavior problems are the primary contributor to the fracture of the human animal bond. How can the practice prevent this fracture? With the number of young pets decreasing, retention and increasing the value of each patient is paramount. The significance of strengthening the human animal bond by implementing a behavior wellness program to attract, retain and increase the value of clients is clear.

Behavior wellness reduces the probability of clients surrendering their pets to shelters and leaving the practice. The Mega Study showed that 72% of clients will ask their veterinarian about behavior issues. Unfortunately by the time a client asks for help with a pet's behavior the pet is five to seven months old. This number ties into the data that Dr Snyder quoted of 38% of pets lose their homes within the first 90 days with their new families<sup>5</sup>. Normal behavior challenges that could have easily been addressed when the pet

was younger have escalated to behavior problems which take a bit longer and more experience to address. The number one reason for canine relinquishment is behavior and the majority of relinquished dogs have been with a family for less than one year!<sup>6</sup> When a client gives up a pet due to behavior, the potential lifetime of income from that pet is lost forever.

In recent years there has been a growing interest in behavior, however integrating behavior into practices has been challenging. Much of this frustration is due to the approach taken toward behavior- emphasizing problem resolution (or treatment of behavior problems) rather than focusing on the prevention or wellness aspect of behavior. Integrating a wellness behavior program into the practice can increase retention and be profitable. Most practices will agree behavior problems are an issue that should be addressed, but there are many concerns surrounding behavior and how exactly to help clients.

The most frequent questions that many practices face when they are willing to implement some level of behavior help to their clients are: who will develop the program, how much time will it take, where will we find the time to offer the new service, how much will it cost and where and when will we deliver this new service?

A practice may choose to embrace behavior wellness programs step-by-step, building on their program's successes (White, 2009<sup>7</sup>). Practices can begin simply and add additional levels of service as their behavior wellness programs mature.

Level one basic behavior wellness program opens communication with the use of simple behavior questionnaires. When preparing the questionnaire, it is important to identify eight to ten of the most common behavior challenges that puppies and kittens face. Examples of these may include housetraining, scratching, biting, etc. Once the behavior challenges have been identified, the practice needs to have on hand resources

See *Growing* on page 15

## Growing...

*Continued from page 14*

that can address these challenges and provide guidance to clients to resolve them. A basic program should be practiced and made a part of the SOPs of the practice before moving forward to an intermediate behavior wellness program.

An intermediate behavior wellness program identifies additional efficiencies by reducing redundancies and freeing veterinary time to see more patients. To accomplish this, the practice needs to identify repetitive information now given to clients by veterinarians during first visits. How much of this information could be offered to clients by current team members in group settings for a fee? The practice can identify team members with an interest in behavior to take on a new role of Patient Behavior Advocate. The Patient Behavior Advocate(s) will lead group orientation sessions and begin training for one on one behavior session in an advanced program.

An advanced behavior wellness program offers Patient Behavior Sessions with one-on-one help for clients. The Patient Behavior Advocate will conduct these sessions under veterinary supervision. This level of personal service trains clients how to address their pet's behavior challenges. Fees can be structured as a

one-off purchase or can be purchased in packages of sessions.

As another option, practices may consider practice-directed outsourcing of behavior wellness. This may be accomplished by utilizing a trusted trainer who uses only reward-based training. Puppysmarts.com now offers practices an opportunity to outsource behavior wellness with information approved by DVMs that are board certified in behavior (DACVBs).

Developing a wellness behavior program allows a practice to take a team approach to incorporating behavior into the practice's overall wellness plans. Practices can turn a profit in an otherwise challenging economy by implementing behavior wellness programs. With behavior wellness programs in the practice, the human animal bond is

strengthened early, before it is threatened and becomes fractured. The bond between the client and the practice is strengthened and the practice will attract new patients, retain a higher number of existing patients, improve client compliance, and increase practice revenue. An additional benefit of implementing behavior wellness programs is well-mannered patients that are easier to work with, making everyone's job easier and less stressful!

*Linda M White is an author, speaker, consultant, and animal trainer with over 25 years of experience working with veterinarians and their patients. Her work combines practice management with behavior. Her book; First Steps with Puppies and Kittens was published by AAHA Press in 2009. Email White at lindaw@lindawhiteandcompany.com.*

### (Endnotes)

- <sup>1</sup> Pet Age Magazine, August 2010
- <sup>2</sup> April, 2010 Veterinary Economics article on Lower transactions put squeeze on 2009 income as stated in DVM360
- <sup>3</sup> K.L. Overall Evaluation and Management of Behavior Conditions - Clinical Neurology in Small Animals - Localization, Diagnosis and Treatment. Braund K.G. (Ed.) International Veterinary Information Service, Ithaca NY (www.ivis.org), 2001, Accessed June 2005 John P. Brown, PhD, and Jon D. Silverman, PhD KPMG LLP Economic Consulting Services
- <sup>4</sup> Special Report JAVMA, Vol. 232, No. 4, February 15, 2008. The Current and Future Market for Veterinarians and Veterinary Medical Services in the United States Executive Summary, May, 1999
- <sup>5</sup> 38% of Pets Nationally - Never Return for a Second Visit! Veterinary Productivity - Dr. Gerry M. Snyder AA, BSc, VDM
- <sup>6</sup> Behavioral Reasons for Relinquishment of Dogs and Cats to 12 shelters Mo D. Salman, Jennifer Hutchinson, Rebecca Ruch-Gallie, Lori Kogan, John C. New, Jr., Phillip H. Kass, Janet M. Scarlett, Journal of Applied Animal Welfare Science, 3 (2), 93-106 Copyright 2000, Lawrence Erlbaum Associates, Inc.
- <sup>7</sup> First Steps with Puppies and Kittens - A Practice Team Approach to Behavior Linda M. White, AAHA Press, 2009

# What's Missing From Your WELLNESS Program?

Nutrition-the cornerstone  
of Wellness and Good Health



Learn how you can offer Health Maintenance Nutrition Services in your practice - please contact us at 800-436-5909 or visit our website at [www.ivetfoods.com](http://www.ivetfoods.com)

Quality Foods at a FAIR Price

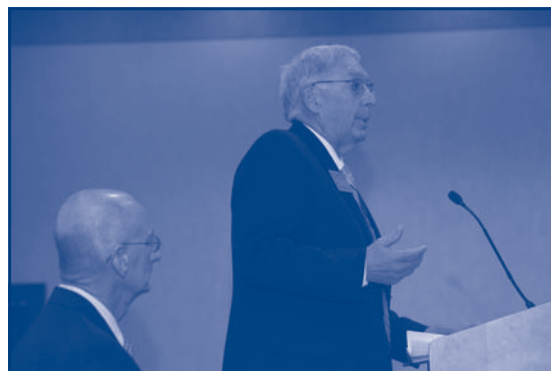


## 2010 ISVMA Annual Meeting

In addition to tremendous educational sessions, an exciting trade show, opportunities to network with old and new friends, good food and fellowship, there is another essential component of Convention that is essential to the health and wellness of the association. The Annual Meeting is a time for ISVMA members to celebrate contributions that colleagues have made to the profession as well as to conduct the business of the association. While an annual business meeting won't be the most exciting part of the ISVMA Convention, it is among the most important. Highlights of this year's Annual Meeting revolved around recognizing ISVMA members for their accomplishments and dedication to veterinary medicine. There were no Constitutional changes (in 2009 the big vote was the addition of the newest veterinary professional members, the CVTs), the financial report continues to show a healthy fiscal position, and the incoming president shared his hopes for his tenure as the association's leader.



*Michelle VanOpdorp, CVT, from Galva Regional Vet Services opened the ISVMA's 128<sup>th</sup> Annual Meeting with the singing of the National Anthem. Show on stage with Michelle is Dr. Lydia Gray. As the ISVMA President, Dr. Gray welcomed Convention attendees to the General Session where she was master of ceremonies and also presided over the ISVMA's Annual Meeting.*



*Speaking on behalf of the AVMA to Convention attendees was our District VI AVMA representative and Chair of the AVMA Executive Board, Dr. John Scamahorn.*



*Dr. William Johnson and Dr. Michael Thomas*



*Dr. Steve Cairo*

*Shown accepting the thanks of incoming President Dr. Michael Thomas is Dr. William Johnson, Region II Representative to the Board, from Griggsville Veterinary Clinic in Griggsville IL. Dr. Johnson and Dr. Lloyd Shaw, Region VI Representative to the Board, from Woodstock Veterinary Clinic in Woodstock IL, were the two regional representative members of the ISVMA Board of Directors whose terms ended in November 2010. Additionally, two members of the Executive Committee completed their terms of service this year. Leaving the Executive Committee were Dr. Shelly Rubin, retired from Blum Animal Hospital in Chicago, IL who concluded his term as ISVMA Past President and Dr. Steve Cairo who finished a two-year term as ISVMA Treasurer. ISVMA appreciates the dedication and commitment to organized veterinary medicine from these four veterinary leaders.*



*Dr. Shelly Rubin and Dr. Michael Thomas*



*Dr. Lloyd Shaw*





*In attendance at the Annual meeting were three of twenty-one ISVMA members who graduated from Veterinary College in 1960. These individuals were honored for the occasion of their 50th anniversary of graduation and were congratulated with a hearty round of applause from the audience. Shown from left to right are Drs. Ronald J Kolar of Western Springs, IL, David M Rash of Geneseo, IL and William J McEniry of Ashton, IL.*



*Also honored at the Annual Meeting for their dedication to veterinary medicine, and their state association, were ISVMA's newest Life Members. Pictured are (left) Dr. William L Augustine, Malta, IL and (right) Dr. Ronald E Gill, West Salem, IL, two of the fifteen ISVMA members who earned the distinction of Life Membership in 2010.*



*ISVMA's Incoming Board President, Dr. Michael Thomas, is shown with outgoing President Dr. Lydia Gray. In Thomas' comments as he addressed the group during the meeting, he recognized Gray's accomplishment as only the second female president in the association's 128 year history. "I strongly suspect that female presidents of ISVMA will not be so uncommon in the future," stated Thomas. "What you have accomplished during your year of leadership has certainly helped pave the way for future female presidents. And your husband, Dr. Todd Gray, can give tips on how to be an outstanding "first gentleman" of the association!" Dr. Thomas will serve his one year term as ISVMA president through next November. He is a 1974 graduate of the University of Illinois College of Veterinary Medicine, and owner/practitioner at Teegarden Veterinary Clinic in Washington, IL.*



*Before passing the mantle to incoming President, Dr. Michael Thomas, Dr. Gray carried out one final act as ISVMA President. To acknowledge her appreciation of the support and encouragement of husband, Dr. Todd Gray, Madame President officially recognized his title as the First Gentleman.*



**The ISVMA and its Board of Directors thank  
Dr. Kristi McCullough,  
ISVMA Director of Education,  
and the volunteer members of  
the 2010 Education Planning  
Committee for an outstanding  
job with this year's program!**

**Chairman  
Jim Park, DVM**

**Committee Members  
Lisa Eller, DVM  
Andrew Hennenfent  
Janet Johnson, CVT  
Kelli Kramer, DVM  
Jamie Schertz, DVM**

## ISVMA Leadership for 2010-2011

Congratulations to the ISVMA's newly elected ISVMA Vice President, Dr. Clyde Dunphy of Capitol Illini Veterinary Services in Springfield and Chatham IL (ISVMA Region II). Vice President is the first of a four year commitment on the executive committee, continuing to President-Elect, President and then Past President. The new board was seated at the Board Meeting held Sunday, November 15, 2010.



*President*  
*Michael P. Thomas, DVM*  
*Washington IL*



*President-Elect*  
*Stephen J. Dullard, DVM, DABVP*  
*Mendota IL*



*Vice President*  
*Clyde Dunphy, DVM*  
*Springfield IL*

## 2010 Outstanding Veterinarians Awards

Each year, two veterinarian members of the ISVMA are recognized for their zeal, passion and dedication to both the animals they care for and to organized veterinary medicine. Nominations for each award, the Erwin Small First Decade Award and the Veterinary Service Award, are accepted beginning January each year through the end of August. The Nominations and Award Committee reviews all nominations at that time for selection.

The **Erwin Small First Decade Award** is given annually to an outstanding recent graduate. These recent graduates of our veterinary colleges are the foundation of another generation of involved and supportive ISVMA members. Among these recent graduates, certain veterinarians distinguish themselves through their contributions and participation in organized veterinary medicine and the Illinois State Veterinary Medical Association. They have volunteered their service on committees and task forces and/or held leadership roles in local VMAs, specialty organizations or national veterinary associations. The Erwin Small First Decade Award recognizes this young professional, who has been practicing veterinary medicine for less than 10 years, who represents high standards of professionalism and demonstrates leadership in programs approved by the ISVMA.

The 2010 Erwin Small First Decade Award recipient is **Dr. Natalie Marks**. Natalie is a 2002 graduate of the University Of Illinois College Of Veterinary Medicine and is an associate at Blum Animal Hospital in Chicago, IL. Dr. Marks has been active as a committee member and Board member for ISVMA, as a Board member of the Chicago Veterinary Medical Association and, at a remarkably early stage of her career, served as President of the Georgia Veterinary Medical Association.



The **Veterinary Service Award** is a meritorious award that honors those giving special attention to, or promotion of, the human-animal bond in Illinois. Additionally, the recipient sets an example to those entering the field of veterinary medicine, must be a member in good standing of the ISVMA and demonstrates outstanding work as an ISVMA member.



The recipient of this year's 2010 Veterinary Service Award is **Dr. Shelly Rubin**, ISVMA Immediate Past President and former owner/partner of Blum Animal Hospital in Chicago, IL. Dr. Rubin has a long history of extraordinary contributions to the profession. He has served on a vast number of committees, councils and officer positions for the AVMA, ISVMA, CVMA and other specialty associations. He has been on the board of the Anti-Cruelty Society (Chicago's oldest and largest shelter), for over 25 years, and developed the shelter medicine extern program with Dr. Small and low income clinic as well. He is also known as an enthusiastic and effective mentor and advocate for veterinary students. In retirement, he is still an outspoken proponent for the profession and the animals we

protect and serve.



## ISVMA 2010-2011 Board of Directors



*Back row, from left to right: Todd Florian DVM, Andrew Hennenfent, Al Whitman DVM, George Richards DVM, Herb Whiteley DVM, Lynette Hemker DVM, John Ehrhardt DVM, Tracy Myers DVM, Michael Thomas DVM, Peter Weber MSCAE, Robert Ebbesmeyer DVM*

*Front row, from left to right: Lydia Gray DVM MA, Patrick Fairbrother DVM, Stephen Dullard DVM DABVP, Michelle Gundlach DVM, Dena Nelson DVM, Natalie Marks DVM, Steven Cairo DVM, Clyde Dunphy DVM, Elizabeth Clyde DVM, Paul Arndt, DVM*

*Missing from the picture: Phil Fassler DVM, Tamara Lutz DVM, Mary Welle DVM.*

## Regional Election Results

Region I—Dr. Michelle Gundlach was elected to her second three-year term. She returns for a second term and maintains her seat.

Region II—Dr. Tamara Lutz was elected to a three year term. She takes over for retiring board member Dr. William Johnson.

Region VI - Dr. Phil Fassler won a contested election to serve a three-year term. He takes the seat of retiring board member Dr. Lloyd Shaw.

Each of the seven constituent regions is represented on the board with a minimum of one representative. Additional representation is assigned, using a formula, based upon the total number of ISVMA members in the region. IN regions where there is more than one representative, their terms of office are staggered to prevent representation from expiring at the same time. Tenure on the board as a regional representative includes a term of 3 years with a limit set of 2 consecutive terms.

To bring issues, praises or concerns to the board, contact your regional representative. (The elected regional representatives are listed on page 2, and can also be found online at [www.isvma.org/about\\_us/boardofdirectors.html](http://www.isvma.org/about_us/boardofdirectors.html).) Your representative will present the information to the full board for consideration.

## ISVMA Leadership Continued from page 18



*Past President  
Lydia F. Gray, DVM, MA  
Elburn IL*



*Treasurer  
Dena Nelson, DVM  
Springfield IL*

## 2010 Trade Show Includes Expanded Wellness Center and CE

Joining the many companies in Exhibit Hall this year were an expanded Wellness Center (flu and tetanus shots were provided, as well as Ovarian Cancer Symptom Awareness information) and a CE-earning demo jointly presented by the IL Department of Agriculture and the USDAAPHIS. The

### ABAXIS

AKC Companion Animal Recovery (AKC CAR)

Alpine Medical, LLC

American Express

Antech Diagnostics

AVID Identification Systems, Inc.

AVMA Group Health and Life Insurance Trust/Rothschild Insurance Group

AVMA PLIT

Bayer Animal Health

Boehringer Ingelheim Vetmedica, Inc.

Butler Schein Animal Health

Central Illinois X-Ray/Allied Professional

Cheshire Partners LLC

Chester Inc. Architectural & Construction Services

Chicagoland Veterinary Dermatology Group

Chicagoland Veterinary Technician Services

Christian Veterinary Mission

Companion Therapy Laser by LiteCure, LLC

Compounding Pharmacies of Illinois

Diagnostic Imaging Systems, Inc.

Diamondback Drugs

DogWatch Hidden Fence

DVM Solutions

Elanco Animal Health

Elsevier/Mosby/Saunders

Embrace Pet Insurance

FI Sales, LLC

Fifth Third Bank

Heska Corporation

Hill's Pet Nutrition, Inc.

Hinsdale Animal Cemetery and Crematory

IAMS Company/P&G Pet Care

IDEXX Laboratories

Illinois Department of Agriculture/Animal Disease Traceability

Illinois State Veterinary Medical Association

See Trade Show on page 21

## Dr. Lydia Gray Presents ISVMA President's Award

The final award presented at the Annual Meeting is one that is given entirely at the discretion of the ISVMA President to a person or persons who have significantly advanced the interests of the veterinary profession, animals the public and the environment. This year was a departure from past practice in that it was not presented to an individual, but rather a group of people. Proclaimed Dr. Gray in her introduction of the award, "They overcame significant adversity to continue to provide effective and high-quality services and programs to the ISVMA membership. Despite the fact that their leader had significant health issues that resulted in two major spinal surgeries, plus the unexpected death of one of their own in June, the ISVMA staff persevered and demonstrated an outstanding commitment to our profession." This year's President's Award was given to the staff of the ISVMA: Jill Blanton, Dr. Kristi McCullough, Tracy Scaduto, Brenda Weber and posthumously to Janet Davis.



*Shown with their awards are the staff and family of Janet Davis. From left to right, Dr. Kristi McCullough, Director of Education and Membership Services, Tracy Scaduto, Finance Manager; Jill Blanton, Administrative Assistant; Brenda Weber, Director of Publications and Exhibitor Relations, Managing Editor of EPITOME; Joe Davis and Alicia Davis, husband and daughter to Janet Davis, Finance Manager 2003-2010.*



*New in 2010 to Exhibit Hall was a demonstration that earned an additional hour of continuing education. Convention attendees were provided an opportunity by the IL Dept of Agriculture and USDA APHIS to learn more about electronic health certificates and USDA accreditation. Show is Amanda Muhlbauer with GlobalVetLink, an electronic health certificate provider used by the Dept of Ag.*





# READERS' FORUM

## ***Does an abandoned animal have to be destroyed?***

**Q** We have an animal that has been abandoned. If we follow all that the Practice Act specifies, and the animal has not been claimed, do we have to destroy the animal?

**A** The text of the Practice Act does not specify that the animal has to be destroyed. The following is part of what is specified in the Veterinary Medicine and Surgery Practice Act of 2004 (225 ILCS 115/18) This is what is written:

"Sec. 18. Unless otherwise contractually provided between veterinarian and client, a veterinarian may dispose of any animal abandoned in his establishment, provided he shall give notice of his intention to do so to the owner at the last known address by certified mail, return receipt requested, and shall allow a period of 7 days to elapse after the receipt is returned before disposing of such animal. But if the owner cannot be located at such address, the veterinarian shall give such notice by publication in a newspaper published and having a circulation in the area in which such owner was last known to reside and shall allow a period of 7 days to elapse after such publication before disposing of such animal."

## ***Purchase of prescription dog food outside of clinic***

**Q** We have a client who is adamant about taking their prescription for dog food to PetSmart, stating they want to go somewhere they can pay less for their pet's food. If this was for a non-controlled substance, we know that by law we have to write them the Rx to take to a pharmacy, i.e. off site purchase. Since PetSmart isn't a pharmacy, is there any liability with sending a client out the door with a prescription for prescribed food?

**A** Pet food is not truly "prescription" in that it is not regulated as a drug by the FDA and is not subject to the State Pharmacy Act. These foods are available only through a veterinarian's recommendation but there is no requirement that the food be purchased at the veterinary clinic where the recommendation is made. Your client has the ability to request the "prescription" for their pet food to purchase it at PetSmart. There is no liability to you to send them out the door with the "prescription" for food.

Keep in mind, if your client takes your "prescription" to another veterinary clinic to purchase the food, the sale would be a retail sale and the clinic selling the food would no longer be able to discharge their tax liabilities on any purchases by paying their suppliers.

## ***Quarantine location for a dog who bites***

**Q** A client has contacted us with a question regarding where their animal must be quarantined after a biting incident. Does their pet have to be held at the local county animal control facility?

**A** According to Illinois law regulating dogs that bite (the Illinois Statute is 510 ILCS 5 Animal Control Act), it states that the dog must be confined under the observation of a licensed veterinarian for a period of 10 days. The law also provides that the veterinarian is responsible for reporting the clinical condition of the animal within 24 hours. At that time, the local officials are informed whether or not the animal is up to date on its rabies inoculations. According to Section 13 of this statute, "When evidence is presented that the animal was inoculated against rabies it shall be confined in a house, or in a manner which will prohibit it from biting any person for a period of 10 days, if a licensed veterinarian adjudges such confinement satisfactory."

(510 ILCS 5/13) (from Ch. 8, par. 363) Sec. 13. Dog or other animal bites; observation of animal. The link to the Animal Control Act is [http://www.ilga.gov/legislation/ilcs/ilcs3.asp?ActID=1704&ChapAct=510 ILCS 5/ChapterID=41&ChapterName=ANIMALS&ActName=Animal%20Control%20Act](http://www.ilga.gov/legislation/ilcs/ilcs3.asp?ActID=1704&ChapAct=510%20ILCS%205&ChapterID=41&ChapterName=ANIMALS&ActName=Animal%20Control%20Act)

[www.isvma.org](http://www.isvma.org)

These Q and A originate from issues that come to the ISVMA office from our members.

The answers are thoroughly researched by the ISVMA staff; when necessary, questions are referred to our legal counsel or the ISVMA's liaison to the IDFPR Licensing Board for their reply. Resources outside those previously mentioned are always cited for reference.

Got a question that you need help answering? Email us at [info@isvma.org](mailto:info@isvma.org). We're here to assist you. Take advantage of this terrific member service!

## ***Trade Show...***

*Continued from page 20*

Illinois Veterinary Medical Foundation  
Innovative Animal Products  
Intervet/Schering-Plough  
Invisible Fence Brand  
IVESCO  
iVET Professional Formulas  
JF McCarthy  
Joliet Junior College  
Jorgensen Laboratories, Inc.  
Klein Law Offices  
Marshfield Labs  
Meril  
Midwest Veterinary Supply, Inc.  
MWI Veterinary Supply  
Novartis Animal Health US, Inc.  
Nutramax Laboratories, Inc.  
PetAg, Inc.  
Pfizer Animal Health  
PKB Animal Health  
Prime Coat Coating Systems  
Rainbowbridgeforpets.com  
Roadrunner Pharmacy  
Royal Canin  
Snyder Manufacturing Company  
Sound-Eklin  
Summit VetPharm  
Total Comp Resources  
TransFirst Health Services  
Universal Ultrasound  
USDA-APHIS  
USDA-FSIS  
Venture Sculpture & Pearls  
Veterinary Pharmacies of America Inc.  
Vetray Technologies by Sedecal USA  
Vetri-Science Laboratories  
Webster Veterinary Supply

## Obituaries –

“He who has done his best for his own time has lived for all times.”

—Johann Von Schiller

**Ronald James Brennan, DVM**, 60, Bloomington, passed away Wednesday, Feb. 9, 2011, at his residence.

Ron was born Dec. 16, 1950, in Fort Dodge, Iowa, the son of Bernard and Eleanor Ricklefs Brennan. He married Cheri Edwards on Aug. 28, 1976, in Osceola, Iowa. Ron served in the U.S. Army from 1971 to 1973 and had served overseas in Germany for one year.

He was a member of the Evangelical Free Church, Bloomington. He enjoyed riding his Harley Davidson. He and his wife enjoyed traveling. They had a summer home in the Lake of the Ozarks. He enjoyed spending time with his family and friends. He was a “people person.”

He had many friends where he worked in the animal health industry for more than 40 years. Ron never met a stranger and he treated everyone with love and kindness.

Dr. Brennan is survived by his wife; his three children, Justin (Laurie) Brennan, Kingwood, Texas; and Jacob Brennan and Joey (Ashley) Brennan, both of Bloomington; and three grandchildren.

Funeral services were held Saturday, February 12 at the Evangelical Free Church, 2910 E. Lincoln St., Bloomington, with military rites. Burial was at Park Hill Cemetery, Bloomington. The family suggests memorials be made to Evangelical Free Church, Bloomington.

---

**Gordon J. Kruger, DVM**, 91, Normal, died at 8:05 a.m. Thursday, Feb. 10, 2011 at Advocate BroMenn Medical Center, Normal.

He was born Dec. 4, 1919, in Hartley, Iowa, the son of John and Ethel Griffin Kruger. He married Helen P. Karasek on July 27, 1940, at Fort Dodge, Iowa. She died July 30, 2009.

Dr. Kruger graduated from the Iowa State College of Veterinary Medicine in 1942 and worked at the University of Illinois Veterinary Extension from 1942 to 1944 prior to opening the Kruger Animal

Hospital on Main Street, before moving it to its current location on West Hovey Avenue in 1950.

He was a member of Epiphany Catholic Church, Normal; the Knights of Columbus; Bloomington Elks; Bloomington-Normal Ag Club; the ISU Redbird Club; Bloomington-Normal Racing Homing Pigeon Club; McLean County Farm Bureau; and Lakeside Country Club.

Dr. Kruger was also a member of the University of Illinois Foundation and was a member and past president of the Mississippi Valley Veterinary Association. He was a member of the Illinois State and American Veterinary Medical Associations, both for more than 70 years. Dr. Kruger served as the veterinarian for both Miller Park Zoo and the Illinois State Fair for many years.

Dr. Kruger had a passion for animals and agriculture, especially raising and showing poultry and waterfowl.

He is survived by three sons, Jim (Mary) Kruger, Bob (Deb) Kruger and Dr. David (Jane) Kruger, all of Normal; one daughter, June (Dr. Warren) Brunton, Bloomington; nine grandchildren; and 23 great-grandchildren.

In addition to his wife, he was preceded in death by one son, Stephen Kruger.

Funeral services were held Monday, February 14 at Epiphany Catholic Church, Normal. Burial was in Holy Cross Cemetery, Normal. Memorials may be made to the Epiphany Building Fund, Midwest Food Bank or Home Sweet Home Mission.

---

**David Milton Rash, DVM**, 74, of Geneseo, passed away Thursday, March 10, 2011 at his home.

Dave was born on April 2, 1936 in Keokuk, IA the son of Milton and Helen (Timberman) Rash. He graduated from Geneseo High School in 1954, and later from the University Of Illinois College Of Veterinary Medicine in 1960. He was united in marriage to Helen Louise Painter

on August 28, 1960 at the Methodist Church in Terre Haute, IL. After serving in the US Air Force, where he served as an officer, Dave worked for a year with Dr. Glenn Hintermeister in Preemption, IL before establishing a solo veterinary practice in Geneseo in 1963. In the summer of 2010, he and Louise celebrated 50 years of marriage and veterinary practice.

He was a member of First Presbyterian Church, Geneseo for 59 years, where he served as an elder and sang in the choir; the American Veterinary Medical Association for 50 years; and the Jaycees, where he received 2nd place at their National Speaking Contest. Dave also was a member and past president of Illinois State Veterinary Medical Association; University of Illinois Veterinary Alumni Association, where he received the Outstanding Alumni Award; 45 year member of Rotary and a Paul Harris Fellow. He served as past president for Geneseo Grid Club, and was a roasted member; the Mississippi Valley Veterinary Medical Association, where he received the Distinguished Service Award. Dave served on the Geneseo Community Unit District School Board for 14 years, and was a board member of Christmas in April, Geneseo Marriage and Family Counseling, Regional Illinois Diabetes Association, Geneseo Community Chest and Chamber of Commerce. He was a volunteer for Junior Achievement and Big Brothers & Big Sisters. Dave coached Little League Baseball and Basketball. He acted in 51 shows from 1968 to 2010 at the Richmond Hill Barn Theater.

Survivors include his wife Louise Rash, daughter Julie Rash Ulven, son-in-law Dr. Matthew Ulven and granddaughter Mieke Elizabeth Ulven; son, Thomas Kurt Rash, daughter-in-law Lisa Hughes Rash and grandson Ethan David Rash.

Memorial services celebrating his life were held Monday, March 14, 2011 at First Presbyterian Church, Geneseo. Per his request cremation rites were accorded and inurnment is in the North Cemetery,

---

*See Obituaries on page 21*

## Obituaries

*Continued from page 22*

Geneseo. Memorials may be directed to the University of Illinois Foundation for the benefit of Veterinary Medical Achievement Fund and First Presbyterian Church.

**Russell L. Schelkopf, DVM**, 80, of Sycamore IL died on Sunday, February 27, 2011, at the DeKalb Area Retirement Center in DeKalb, Illinois.

Born June 30, 1930, in Geneva, Nebraska, he was the son of Issac and Lena (Schrock) Schelkopf.

He married Bernice E. Nuss August 26, 1951, in Sutton, Nebraska.

He was a member of the Sycamore United Methodist Church and Sycamore Rotary.

Russ graduated from Geneva High School in Geneva, Nebraska in 1947 and attended Nebraska Wesleyan, Lincoln, Nebraska in 1947 and 1948. He graduated from the University of Nebraska with a Bachelor of Science in Agriculture in 1952 and received a Master's of Science in 1954. Russ obtained a Doctor of Veterinary Medicine in 1958 and a Doctor of Philosophy Degree in Veterinary Physiology in 1958.

While completing his education, Russ was involved in several organizations which include University of Nebraska, Fraternity of Alpha Zeta (1950), Alpha Gamma Rho Fraternity (1950-51), Gamma Sigma Delta, Honor Society of Agriculture, University of Nebraska (1952), Nebraska chapter of Sigma Xi for Promotion of research in Science (1954), four-year National Science Foundation Fellowship (1954), Honor Society of Phi Kappa Phi, Iowa State University (1957), Society of Phi Zeta (1958), graduate Valedictorian in Veterinary Medicine, Iowa State University (1958), member of Illinois Veterinary Medical Association and American Veterinary Medical Association (1961 to present).

Russ and his wife, Bernice started the Schelkopf Veterinary Clinic in Sycamore, Illinois in 1959, currently Bethany Animal Hospital. He built and operated the first

Swine Specific Pathogen Free Laboratories from 1961-65. He served as CEO and was on the Board of Directors of the Cornhusker Cattle Co. and on the board of the Cornhusker Agriculture Association. He started and continued to operate several companies, including Illini Swine, which sold breeding swine.

Friends and acquaintances knew him as a passionate hunter who hunted worldwide; a passion that developed from his upbringing in rural Nebraska. He donated his collection of taxidermy mounts, which became the Midwest Museum of Natural History, to the city of Sycamore.

He is survived by his wife, Bernice; three sons, Michael Schelkopf of Sycamore, Illinois; Charles (Nancy) Schelkopf and Steven Schelkopf, both of DeKalb, Illinois; and six grandchildren.

A funeral service was held Saturday, March 5 at the Sycamore United Methodist Church, Sycamore IL. Burial took place in the Elmwood Cemetery. Memorials may be made to Russell Schelkopf Memorial Fund. To share a memory or send a condolence, visit [www.olsonfh.com](http://www.olsonfh.com).

**H. Fred Troutt, VMD, PhD, DABVP, DAC**, 74, died Saturday, Dec. 4, 2010.

Dr. Troutt was born on May 14, 1936, in Philadelphia, a son of Eva Demanovich and Harry Frederick Troutt Sr.

Dr. Troutt was preceded in death by his first wife, Mary (Molly) Loesch Troutt, whom he wed in 1958, in 2005.

He married Jan Bourne in 2006 in Vancouver, British Columbia. He is survived by his loving wife; three children and their families, Elizabeth Troutt (Maurice Mierau) of Winnipeg, Manitoba, Sarah Troutt (Chad Colburn) of Salem, Ore., and Andrew (Jan) Troutt of Champaign; one stepdaughter, Elaine Bourne of South Bend, Ind.; and four grandchildren.

Dr. Troutt received a B.S. from the Pennsylvania State University, a VMD from the University of Pennsylvania, an M.S. from Purdue University, and a Ph.D. from University of Missouri, where his study emphasis was in pathology, nutrition and physiology. He was board

certified with the American College of Veterinary Nutrition and the American Board of Veterinary Practitioners.

Dr. Troutt had been a private veterinary practitioner in a mixed practice in Pennsylvania; a staff clinician in food animal medicine and surgery at Purdue University; an assistant professor of food animal medicine and surgery at Purdue University; a research associate with the National Institutes of Health special post-doctoral research fellow, University of Missouri; and an associate professor at University of Georgia, College of Veterinary Medicine. He held professorship positions at Virginia Polytechnic Institute and State University, University of California-Davis and (at the time of his death) the University of Illinois, College of Veterinary Medicine, Department of Veterinary Clinical Medicine.

At UC-Davis, Dr. Troutt was director of Veterinary Medicine Teaching and Research Center. At Illinois, he was head of the Department of Veterinary Clinical Medicine from 1988-1998 and chair of the Food Animal Production Medicine Consortium (a six-university consortium funded by the Pew Foundation); and program coordinator, Strategic Partnership Illinois: Safe Food, Air and Water. In July, 2010, Dr. Troutt accepted the role of interim director of the Veterinary Teaching Hospital in the College of Veterinary Medicine at the University of Illinois.

Since 1968, Professor Troutt served as a consultant regarding food animal health issues, veterinary education programs or food safety concerns to industry, academic institutions, various state agencies and the U.S. Department of Agriculture. He served a consultancy to the World Bank. He served on numerous occasions as panel member and reviewer for a variety of scientific and extension programs sponsored by the U.S. Department of Agriculture, academic institutions and professional societies.

He served as chairman of the American Veterinary Medical Association Council on Education, and as a member of the AVMA Strategic Planning and Council Selection Task Force Committees. He served as chairman of the National

*See Obituaries on page 24*

## Obituaries

*Continued from page 23*

Institute for Animal Agriculture's Animal Production Food Safety Committee and on the board of directors of the American Association of Food Hygiene Veterinarians. He received recognition from numerous professional societies, including American Association of Bovine Practitioners, an Award for Excellence in Preventive Veterinary Medicine (Dairy), and Founders' Recognition, American Board of Veterinary Practitioners.

Over the course of his academic career, Dr. Troutt taught courses in both the clinical sciences (physical diagnosis, food animal medicine, food animal surgery; bovine nutrition) and the pre-clinical sciences (pathology, physiology of digestion, ruminant anatomy and general nutrition).

His instructional responsibilities included basic nutrition for veterinary students and food animal medicine. He lectured in epidemiology and in public health courses to veterinary students and on animal health issues to undergraduate students in the College of Agriculture at the University of Illinois. His research interests included the epidemiology of salmonella infections in cull dairy cattle, zoonotic diseases, and metabolic diseases of dairy cattle.

Over the course of his career, Dr. Troutt presented more than 245 lectures domestically and internationally dealing with a variety of clinical and scientific subjects, and authored or co-authored approximately 60 papers and reports dealing with a variety of clinical and research topics. In addition to scientific presentations, Professor Troutt worked internationally on veterinary issues or programs in Australia, Canada, England, Kenya, Mexico, New Zealand and Uganda.

Throughout his career, Dr. Troutt was the recipient of many honors and awards, including Alpha Zeta, Society of Phi Zeta, Sigma Xi, Gamma Sigma Delta, diplomate (honorary) of American Board of Veterinary Practitioners, National Academies of Practice Executive Committee for Veterinary Medicine and diplomate of American College Veterinary Nutrition.

Dr. Troutt enjoyed landscaping, reading and fishing. He also loved to be near the ocean and particularly enjoyed travel. Fred was a dedicated husband, father, grandfather and educator.

A memorial service was held. Gifts can be made in Dr. Troutt's name to the College of Veterinary Medicine. Checks may be made payable to the University of Illinois Foundation (University of Illinois, College of Veterinary Medicine, Advancement Office, 2001 S. Lincoln Ave., Urbana, IL 61802).

---

**Robert F. Whalen, DVM**, 83, of 1900 Chartres St., La Salle, passed away peacefully on Dec. 31, 2010, in his home.

Dr. Whalen was born June 19, 1927, in St. Mary's Hospital in La Salle to Duke and Mayme (Nertney) Whalen. He married Beverly Linne on Nov. 11, 1955 in Tonica.

He attended St. Patrick's Grade School in La Salle and La Salle-Peru Township High School, where he graduated in 1945. He served in the U.S. Army from 1945-47. He attended the University of Illinois in Champaign-Urbana where he received his bachelor of science degree in 1949 and DVM in 1952. He was the youngest man in the first class of 24 students to get the Doctor of Veterinary Medicine degree at the University of Illinois.

During the summer of 1951, he and his father built the La Salle animal hospital and for the next 52 years, he practiced veterinary medicine there.

Dr. Whalen's interests included Irish history and literature, trees and flying. He traveled to Ireland five times during his life, and spent an entire year with his family in Ireland beginning in 1967. Throughout his life, he planted many rare and unusual trees, particularly beech trees, around his house and animal hospital in La Salle. He owned and flew a seaplane for 22 years. Dr. Whalen helped found the Illinois-Michigan Canal Volunteers, Inc. and initiated the restoration of the canal from Utica to La Salle. The I-M Canal Volunteers' efforts resulted in the canal being designated the first National Heritage Corridor in the United States. In 1997, he was honored as a member of the I-M Canal Sesquicentennial Commission.

Dr. Whalen served on the La Salle Grade School board from 1962-66. He was president of the La Salle Rotary Club from 1966-67 and was responsible for forming the Rotary Club of Mendota in 1967. He was secretary of the La Salle County Conservation District from 1969-73. He was a lifetime member of the Illinois State Veterinary Medical Association and an honor roll member of the American Veterinary Medical Association. He was a member of the Experimental Aircraft Association and Lake Flyers Club. He organized several seaplane fly-ins at Lake DePue starting in 1997.

Survivors include two sons, Tim Whalen and his partner, Aneka Kalicka of La Salle and Seattle, Wash. and Jamie (d'Andre Willis) of Milwaukee, Wis; a daughter, Kerrylyn Whalen-Rodriguez and her four children, Elysia, Katiana, Kurt and Seth of Freeport; and childhood friend, Margareth Strout Gibbs.

He was preceded in death by his wife and his brother, George.

Funeral services were held Friday, January 7 at Mueller and Pagani Funeral Home, La Salle. Burial was at Forest Lawn Cemetery, La Salle. Memorial donations in Dr. Whalen's name may be directed to Illinois-Michigan Canal Volunteers Inc., P.O. Box 1591, La Salle, IL 61301.

*Notices and obituaries are gratefully received and, when space is available, will be reprinted.*  
*Please call the ISVMA office at 217/546-8381.*

### Sign Me Up!

Tired of too much paper? Receive your EPITOME by email each month. Contact the ISVMA office at [info@isvma.org](mailto:info@isvma.org) and let us know!





## 2010 Convention Fundraiser Events

The IVMF Silent Auction Fundraiser held last year at the 2010 Annual Convention in Lombard was chaired once again by IVMF Board Member Dr. Sally Foote, who deserves many thanks for her work coordinating the donations. The proceeds from the silent auction go toward endowing four ISVMA Student Scholarships that were established in 2006.

The silent auction and 50/50 raffle were a great success and netted proceeds of \$5,597, an increase over last year's total. A wide variety of items were donated for the silent auction, including (but not limited to) artwork and jewelry crafted by Illinois artisans, autographed sports memorabilia, wine and cheese produced in Illinois, continuing education sessions and industry related tools. Thank-you's go out to everyone who provided, and purchased, items.

The IVMF Board of Directors would like to thank all those who provided items.

Ancare Veterinary Clinic  
AVMA – PLIT  
Bayer Healthcare, Ltd.  
Boehringer-Ingelheim Vetmedica, Inc.  
Buchheit  
Butler Company  
Chicago Blackhawks Hockey Team  
Chicago Bulls  
Diagnostic Imaging  
Dr. and Mrs. Alan Whitman  
Dr. Amy McNeil – U of I College of Veterinary Medicine  
Dr. Ann Barger – U of I College of Veterinary Medicine  
Dr. and Mrs. Bob Ebbesmeyer  
Dr. George Richards  
Dr. and Mrs. John Erhardt  
Dr. John Trimble  
Dr. and Mrs. Mike Thomas  
Dr. Sally Foote  
Dr. Sophia Yin  
DVM Solutions

Essential Wellness Pharmacy  
Fifth Third Bank  
Flesor Candy Kitchen  
Forsee Vineyards  
Hotel Pere Marquette  
Intervet Schering Plough Animal Health  
ISVMA  
Kues Brothers Auction  
Marcoot Jersey Creamery  
McConnell Publishing, Ltd.  
Merial, Ltd.  
Midwest Veterinary Supply  
Mr. and Mrs. Kirby Pringle  
Mr. and Mrs. Tony Wellen  
Ms. Jane Johnson  
Preckshot Professional Pharmacy  
Rainbow Bridge for Pets  
Royal Canin  
SmartPak  
Stephenson County Farm Bureau  
Venture Sculpture  
Wild Birds Unlimited

## DONATIONS TO ENDOWMENT

At the start of this fiscal year on July 1, 2010, through February 28, 2011 the IMVF has received contributions totaling **\$11,415.72**. The ISVMA thanks those who have forwarded contributions.

To make a contribution to the Illinois Veterinary Medical Foundation (IVMF), a 501(c) 3 charity, visit online at [www.isvma.org/about\\_us/resources](http://www.isvma.org/about_us/resources) or call the ISVMA office at 217/546-8381 for a donor form. Your fully tax-deductible donation should be made payable to Illinois Veterinary Medical Foundation and mailed to:

**IVMF, c/o ISVMA**  
**1121 Chatham Road**  
**Springfield, IL 62704**

To make a contribution with a credit card, submit the IVMF donor form using your card information.

## IN HONOR OF Western English Setter Club

## IN MEMORY OF Clint Franks Memorial Fund *-from Steven McCord*

## IN MEMORY OF

The ISVMA thanks the **Animal Medical Clinic of Springfield** for their contributions in memory of the lives of the following pets:

Abbey	Hey Baby	Pickles
Allie	Honey	Peppy
Angel	Isabella	Presley
Angel	J.R.	Princess
Angel	Jack	Fiona
Bailey	Jackson	Prowler
Bella	Jake	Queenie
Blacky	Jasper	Rat
Blue	Jenny	Roger
Bob	Jingles	Sammy
Bosco	Johnson	Sasha
Brandy	Katie	Sasha
Buddy	Keisha	Savanah
Buzzy	Kenny	Scribblez
C J	Lexy	Sereva
Caleb	Lil Bit	Si
Carmen	Louie	Sierra Belle
Carolina	Lucky	Sissy
Chance	Madison	Shorty
Chico	Maggie	Smokey
Clark	Maui	Smokey
Clyde	Max	Sparky
Coal	Miss Molly	Snow Ball
Cooney	Missy	Star
Daisy	Missy	Sugar
Dumbo	Moglie	Symon
Faith	Muffin	Tails
Fat Cat	Nemo	Tarzan
Gray	Orca	Taz
Gray	Orion	Toby Zo
Henry	Patches	Trudy
Hercules	Paulie	Truffle

The IVMF welcomes contributions that are to celebrate an honor or life milestone as well as to memorialize a loss. Download a donor form from the ISVMA website at [www.isvma.org/about\\_us/foundation.html](http://www.isvma.org/about_us/foundation.html) to submit your memorial. Indicate who you are honoring on the form and give an address where the memorial can be sent.

## E-Source News

What did you miss? Information in an E-SOURCE might not appear in an EPITOME!

To stay informed on all issues from the ISVMA we must have your current email address on file. Your privacy is important to us.

Any email address stays strictly confidential and is used only to conduct the business of the association. Lists are never shared or sold.

Email today at [info@isvma.org](mailto:info@isvma.org) to be put on the E-SOURCE distribution list.

Remember to add [info@isvma.org](mailto:info@isvma.org) to your approved senders list to ensure delivery.



**2011 – Peoria**  
**Second week in November**  
**November 11-13**

**2012 – Lombard**  
**First week in November**  
**November 2-4**

### **December 16, 2010 Volume VIII, No. 8**

- IMPORTANT FEEDBACK NEEDED – IVSMA CVT Roles & Responsibilities Task Force
- Holiday Gift Ideas for Your Practice CVTs
- Bill Exempts Veterinarians from Red Flag Rules
- 2011 Annual Convention & Trade Show – Share Your Ideas!
- AVMA State Legislative Update
- Registration Now Open for the Executive Veterinary Program in Small Animal Ultrasound
- 7 Weirdest Client Requests
- 5 Ways to Make—and Keep—New Clients

### **December 23, 2010 Volume VIII, No. 9**

- Check Your Practice Roster Data Online
- It is a Great Time for Your Associates to Join ISVMA – Take Advantage of the Tax Deduction!
- IMPORTANT FEEDBACK STILL NEEDED – ISVMA CVT Roles & Responsibilities Task Force
- Kroger Recalls Pet Foods Due to Possible Health Risk
- Chicago Officials Suspect Distemper in Raccoons
- Expert: Enzyme Could Cause Rapid Spread of Drug-Resistant Bacteria

### **January 26, 2011 Volume VIII, No. 10**

- Register for the ISVMA Winter 2011 Equine Meeting – February 27, 2011
- Become a Fan of the New ISVMA Facebook Page
- IMPORTANT FEEDBACK STILL NEEDED – ISVMA CVT Roles & Responsibilities Task Force

### **January 31, 2011 Volume VII, No. 11**

- Central Illinois Bull Tests Positive for Rabies
- Merrick Pet Care Recalls Jr Texas Taffy Pet Treat (Item #27077, All Lots Up to and Including 10364) Because of Possible Salmonella Health Risk
- Register for the ISVMA Winter 2011 Equine Meeting – February 27, 2011
- Become a Fan of the New ISVMA Facebook Page

### **February 10, 2011 Volume VII, No. 12**

- Register Now for the Mississippi Valley VMA 107<sup>th</sup> Annual Conference March 2 & 3, 2011
- SucroMate Equine (deslorelin acetate) – Veterinarians
- Register for the ISVMA Winter 2011 Equine Meeting – February 27, 2011
- Become a Fan of the New ISVMA Facebook Page
- USAID Creates Online Mapping Tool to Track Animal Diseases
- Human Meds Trigger Calls to Pet Poison Hotlines
- FDA Announces Upcoming Shortage of Vetsulin for Dogs and Cats in the Critical Need Program

### **February 15, 2011 Volume VII, No. 13**

- Take Action: FDA Looks to Reduce Use of Unapproved Animal Drugs - Docket No. FDA-2010-N-0528
- Veterinarians Applaud Movement by Senate to Repeal 1099 Requirement; Urge House to Act as Well
- Illinois Regional Agro-Terrorism Workshop
- Arizona Man Aims to Reunite Owners, Lost Pets by Going Digital
- First Confirmed 2011 of H1N1 Influenza Virus Infection Reported in Domestic Cat in Wisconsin
- Livestock Boom Risks Aggravating Animal 'Plagues,' Poses Threat to Food Security and World's Poor

# ISVMA Member RESOURCES

## Login To ISVMA Member Center

User name and password are tied to the ISVMA database and default to the following. Once logged in, username and password can be personalized.

**Username:** MMember (initial of first name AND Full last name)

**Password:** 12345 (ISVMA member number)  
(Login is case sensitive)

## Membership Services

### CE Recordkeeping

ISVMA is a designated recorder of veterinary continuing education (CE) in Illinois. Send ISVMA copies of earned CE certificates by fax, mail or email. We'll retain copies for four years as required by regulation. If requested by the member, ISVMA will validate member approved hours to the IDFPF during an audit.

### Frequently Asked Questions

Members' Only section of the ISVMA website lists questions frequently asked that pertain to various areas of the veterinary medical profession: licensure, recordkeeping, sharps removal, prescribing meds, business practices, etc.

### Legal Consultation

To members in need of legal consultation, ISVMA offers access to white papers in our legal reference library free of charge. If an issue involving interpretation of veterinary law or accompanying regulation has not been researched, ISVMA has retained Legal Counsel to provide a complimentary initial consultation.

### Pet Food with Medicinal Purpose

[www.isvma.org/isvma\\_library/pet\\_foods.html](http://www.isvma.org/isvma_library/pet_foods.html)

IL Dept of Revenue have given ISVMA permission to collect required letters from animal food manufacturers which state their branded animal food is sold only to licensed veterinarians. Recreated copies are maintained on the ISVMA website for download and printing to support tax status. The downloaded letter(s) must be kept with the hospital's books and records, and are valid through Dec. 31 of each year.

Help the ISVMA keep the lists comprehensive. Report foods sold that are not included below.

**Hills Prescription Diet**

**iVet Professional Formulas**

**Royal Canin Veterinary Diet**

**IAMS Veterinary Formula**

**Purina Veterinary Diets**

## ISVMA Legislative Relationship Form

ISVMA Executive Director and Legislative Committee track relationships with legislators through the ISVMA Legislative Relationship Form. Information provided gives ISVMA an opportunity to influence laws, rules and regulations affecting the veterinary profession. Examples of relationships with elected officials include:

*Client (next to family, this is as good as it gets)*

*Attend the same church or synagogue*

*Belong to same organizations (i.e. Rotary, Lion's Club, etc.)*

*Children attend school together*

*Classmate, friend, neighbor*

*Served together on a committee, board or project team*

The form can be downloaded from the website ([www.isvma.org](http://www.isvma.org)) or faxed by calling the ISVMA (217/546-5633). Information will be used solely for internal use. Submit completed form annually so information can be kept updated.

## OSHA Resources

ISVMA no longer creates its own OSHA resource. Members seeking current OSHA information are referred to American Animal Hospital Association's website OSHA tools. A number of guides are available for member as well as non member purchase. <https://secure.aahanet.org/eWeb/DynamicPage.aspx?Site=aahastore&Webcode=category&category=Safety%20and%20OSHA%20Tools> Members are also directed to the newly updated edition of **The PLIT Veterinary Safety Manual**. It can be purchased by going to the AVMA's website at <http://avmaplit.com/uploadedFiles/AVMAPLIT/Order%20Form%202009.pdf>.

[www.isvma.org](http://www.isvma.org)



## Sponsored Programs

Take advantage of the following to save money and/or staff time for more productive work for the practice.

### TransFirst Health Services

Provider of transaction processing services and payment technologies tailored specifically for veterinarians.

**Rene Buzicky**

ISVMA@TransFirst.com

800-577-8573 x160

### Diversified Services Group

Licensed collection agency that recovers delinquent receivables.

**Jerry Kane**

jmk@divservgrp.com

888-494-7900

## Numbers You Need

### Illinois Dept. of Finance and Professional Regulation

#### DVM and CVT licensing or renewal

-Average hold time when calling either number is 30 minutes. Lines are for all IDFPF 70 professions, which include over 270 different licenses. Best time to call is 8:30am or between 4:00pm-4:30pm.

#### License Maintenance Unit

217-782-0458

For questions for an active license

#### Technical Assistance Unit

217-782-8556

For questions for new applications

#### USDA APHIS

Animal import and export Veterinary Accreditation Program

**Area Office for Illinois**

217-547-6030

### Waste Haulers of Potentially Infectious Medical Waste

PIMW haulers are listed online or contact the Illinois EPA.

**Beverly Albarracin**

Beverly.Albarracin@illinois.gov

217-524-3289

#### Online listing of haulers

[www.epa.state.il.us/land/wastemgmt](http://www.epa.state.il.us/land/wastemgmt)

Select link "Medical Waste," then select link "PIMW Facilities"

## Want help but don't know where to go?

ISVMA offers a resource that directs callers to the help you want, the help you need. All calls confidential, and never go through the ISVMA office.

Available 24 hours. Callers are contacting a helpline.

**1-800-215-4357**



## Three easy ways to donate to VMPAC!

- Visit online at [www.isvma.org](http://www.isvma.org) and make a secure donation with your credit card.
- Complete the form below and mail to the ISVMA office with your donation (credit card OR check).
- Complete the form at left using your credit card and fax your donation to the ISVMA office at 217/546-5633.

Veterinary  
Medical  
Political  
Action  
Committee

ADVOCACY ON BEHALF OF  
VETERINARY MEDICINE

ILLINOIS STATE  
VETERINARY MEDICAL ASSOCIATION  
1121 CHATHAM ROAD  
SPRINGFIELD IL 62704

PHONE: (217) 546-8381  
INFO@ISVMA.ORG

Enclosed is my gift of \$\_\_\_\_\_.

Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/ZIP \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

The VMPAC accepts checks, VISA or MasterCard

Acct. # \_\_\_\_\_

Exp. Date \_\_\_\_/\_\_\_\_ V-Code \_\_\_\_\_

Signature \_\_\_\_\_

Your gifts to the VMPAC are tax deductible as provided by law.



# CLASSIFIEDS

## Policies and Rates to Advertise

### Display Ads

#### Rates:

\$200	Business Card (Horiz. 3.5" w x 2" h)
\$300	Quarter page (Horiz. 4.75" w x 3" h)
\$300	Quarter page (Vertical 2.75" w x 3" h)
\$500	Half page
\$900	Full page

#### Technical specifications:

File format requested - .jpg, .pdf, .tif. 2 color ads are accepted. Please specify colors as PMS 158 orange and PMS 281 blue; screens accepted; no bleed

### Classified Ads

#### Print Rates

- ISVMA Members pay discounted rate of \$50 for the first 40 words, \$0.35 each additional word
- Non-Members pay \$75.00 for the first 40 words, \$0.45 for each additional word
- Unemployed, ISVMA member may place a "Seeking Employment" ad free of charge for up to 6 months.

#### On-line Rates

- ISVMA Members receive a complimentary posting on the ISVMA website with purchase of print ad.
- Non-Members may pay an additional fee of \$20 to have ad appear in both print and online.
- ISVMA members may choose to pay for ONLY online ad for a MONTHLY fee of \$35. (limit 200 words)
- Non-Members may choose to pay for ONLY online ad for a MONTHLY fee of \$60. (limit 200 words)

#### Counting Words

Any hyphenated word is considered as multiple words, each section counting as one word. If using a post office box, P.O. is considered two words, box is considered one word and the following box number is one word. Cities and states consisting of two words or more are considered as multiples (i.e. Downers Grove would be considered two words). Internet or email addresses count as one word. Telephone numbers (with area code) are considered one word.

If the ISVMA finds a discrepancy in counting that significantly affects the amount owed, you will be contacted by a member of the staff to discuss any refund or excess charge due. If unsure, leave the rate/word count information blank and ISVMA staff will count for you and invoice you for the ad.

### Publication Deadlines, Distribution, Posting

Issue	Publication Deadline	Distribution Schedule
Summer, No. 1	(June 1)	Second Week of July
Pre-Convention, No. 2	(Sept. 1)	Second Week of October
Winter, No. 3	(Dec. 1)	Second Week of January
Spring, No. 4	(March 1)	Second Week of April

#### Publication

Classified ads purchased for online posting, after confirmation of payment, will be posted immediately on the ISVMA website at [www.isvma.org/classifieds/index.html](http://www.isvma.org/classifieds/index.html) and remain online for 30 days. If purchased to also appear in print, the webpage ad will run through the end of the EPITOME publication date in which it will appear.

#### Misprints

If there are errors, notify ISVMA immediately. ISVMA does not accept liability for damages that may result from an error or omission in an ad. ISVMA liability is limited to the first issue of publication.

#### Cancellations

Cancellations are accepted either in writing or by email and must be received on or before the deadline of the scheduled issue.

#### Forwarding instructions

Submit by email to [info@isvma.org](mailto:info@isvma.org) or mail on disk to ISVMA, 1121 Chatham Road, Springfield IL 62704.

**VETERINARIAN SEEKING EMPLOYMENT**

DVM candidate graduating May 14, 2011 seeks full-time employment in the Chicagoland area. Mature, dedicated, previous business communications specialist. E-mail [aeakung@vt.edu](mailto:aeakung@vt.edu) to request resume, references, interview.

Experienced veterinarian seeking employment in the Greater Peoria area. Please e-mail me for resume, CV and references at [rkhuhsiegel71@gmail.com](mailto:rkhuhsiegel71@gmail.com). I am looking for a full-time or part-time opportunity. I am small animal predominate practitioner with equine experience. Trained in equine acupuncture also. Graduated from Iowa State University with my DVM in 2005.

**VETERINARY RELIEF**

Small Animal Relief Veterinarian with over 12 years of practice experience available throughout IL. Please contact me either by e-mail at [amstaff66@sbcglobal.net](mailto:amstaff66@sbcglobal.net) or cell at 618-363-8140.

Small animal medicine/surgery/emergency relief veterinarian available for DuPage and Cook Counties. Will also consider other areas in the state. Available 7 days per week. Please contact Dr. Rosemarie A. Niznik at (cell) 630-915-0156 or [drroseniznik@gmail.com](mailto:drroseniznik@gmail.com).

Small animal/exotic relief veterinarian with over 12 years' experience and 5 years locus experience is available for bookings throughout IL. Resume and references upon request. Andrew Abshier DVM, [andrew.abshier@gmail.com](mailto:andrew.abshier@gmail.com) or 618-977-5769 (voice/text).

1995 IL graduate will provide relief services to small animal clinics in Macon and surrounding counties. Saturdays work well for me. References available on request. Contact Donna Maxwell DVM at 217-864-9697 or [drdonnamaxwell@msn.com](mailto:drdonnamaxwell@msn.com).

Small animal relief veterinarian with 15 years med/emergency experience available throughout IL. Heidi Britt-Sherrock DVM, [cowdocui@aol.com](mailto:cowdocui@aol.com) or 217-899-5353.

Small Animal Relief Veterinarian with over 12 years of experience available throughout IL and St. Louis MO area. Please contact Joann Diaz by (cell) 618-363-8140 or email at [amstaff66@sbcglobal.net](mailto:amstaff66@sbcglobal.net).

Small Animal predominant (limited large animal) Relief Veterinarian with over 20 years clinical medicine/surgery experience. Univ of MO Graduate and Retired Air Force. Will consider all areas of state. Jim Cornelius DVM, (cell) 630-835-8810 (Chicago) or (email) [jimboc1@aol.com](mailto:jimboc1@aol.com).

**Two Postings for One Price!**

The purchase of a classified ad with the ISVMA gives you two times the exposure. Your ad appears online as well as in print. Call to place an ad at 217/546-8381 or purchase online at: [www.isvma.org/classifieds/index.html](http://www.isvma.org/classifieds/index.html).

**IN-STATE OPPORTUNITIES  
SEEKING VETERINARIANS**

Examines, vaccinates and treats animals owned by individuals authorized medical treatment in DOD facilities. Maintains proper and legible animal health records using the SOAP format and prepares reports as necessary. Explains medical findings and prescribes treatments to animal owners. Provides emergency treatment for military working dogs, if they are presented for treatment when military veterinarians are not available. Conducts physical examinations prior to issuance of health certificates and release of rabies quarantine suspects. Performs and interprets laboratory, radiological and diagnostic procedures. Provides veterinary training to assigned military and NAF animal technicians. Veterinary Medical Degree. IL Veterinary Medical License. Seeking IL USDA Accreditation. Certification of continuing education courses completed. Must have a valid driver's license. Please email resume to [Valerie.gaston@navy.mil](mailto:Valerie.gaston@navy.mil) or call 847-688-2110 x103 for information.

Seeking a caring compassionate veterinarian to join our three doctor practice. A motivated and dedicated individual is required with great people skills and a love for small animal medicine. Emergency work not required. Competitive salary and benefit package with potential future ownership opportunities. Please contact Dr. Michelle Leckrone, 618-654-4688, Highland Animal Hospital, Highland IL 62249.

The Mundelein Animal Hospital is seeking an experienced full-time veterinarian. We are a 5 doctor full-service hospital located in the suburbs north of Chicago. The practice opened in 1970 and in 2009 was ranked one of the top ten hospitals in Chicagoland by Consumers Checkbook. We work out of a spacious 5 year old facility. We provide compassionate care and the best possible medicine for our clients. Our compensation package includes insurance, profit sharing, 401K, association dues, and continuing education. Visit our website at: [www.mahonline.net](http://www.mahonline.net). Email resumes to [mundeleinanimalhospital1@yahoo.com](mailto:mundeleinanimalhospital1@yahoo.com) OR Fax resumes to 847-566-5877.

Small animal hospital in Palatine is seeking a full-time or part-time veterinarian(s). We are a 2-doctor, well established, AAHA accredited practice in the northwest suburbs of Chicago. Enjoy work in a low stress atmosphere while practicing high-quality medicine with an excellent, compassionate staff and a high-end clientele. A 35 hour work week with no emergencies offers a great work/life balance. Equipment includes ultrasound, digital radiography, endoscopy, in-house chemistry/hematology, and more. Competitive salary with generous benefits. Please e-mail resume to [animaldox@sbcglobal.net](mailto:animaldox@sbcglobal.net) or contact Dr. Abel at 847-358-6767.

Richmond Veterinary Clinic, an integrative small animal practice, is searching for a third veterinarian. Preference given to individual that has prior experience in homeopathic, nutritional therapies and/or acupuncture certification. Diagnostic and communication skills are essential. Please reply to Dr. Pat Hourigan at [richmondvet@rvetclinic.com](mailto:richmondvet@rvetclinic.com) or 815-678-4700.

Small Animal Practice in Paxton IL is seeking a part-time associate to join our fun loving team. We are a small town, small animal exclusive practice that offers a competitive salary and fun work atmosphere. Please call 217-379-3800 or email [animalclinicofpaxton@yahoo.com](mailto:animalclinicofpaxton@yahoo.com) if interested.

Emergency Veterinarians: Animal Emergency and Referral Center currently has opportunities to join our emergency practice as an emergency veterinarian. We are one of the Midwest's premier 24 hour emergency, critical care and specialty referral practices. Located in Northbrook IL (a northern suburb of Chicago), our emergency and critical care practice services the greater Chicago area. Our specialty referrals come from as far away as WI, IA, MI, OH and of course, throughout IL. Our veterinary services include 24 hour emergency medicine and specialty referral services of internal medicine, orthopedic and soft tissue surgery, cardiology, neurology/neurosurgery, radiology, and specialized imaging. Each specialty department is headed up by a board certified veterinarian, who also sponsor our prospering veterinary internship program. Support staff of 100 includes technicians, technician assistants, receptionists and administrative personnel. The medical center is equipped with a wide range of diagnostic and monitoring equipment to include ultrasound with color flow Doppler, video endoscopes, fluoroscopy, CT and MRI digital imaging. We have a well-equipped in-house laboratory and provide on-site blood banking. AERC maintains a strong commitment to continuing education. Providing CE to our community as well as to our staff is a fundamental part of our core values. As an associate emergency veterinarian, you will have the opportunity to continue to grow your career by participating in CE at our veterinary center, and offering CE to the referring community. We are in search of experienced, energetic, emergency veterinarians that enjoy practicing emergency medicine, and insist on practicing high quality medicine in a fast-paced environment. Our veterinarians celebrate the human-animal bond and can successfully blend what is in the best interest of both the patient and the client. Applicants must have excellent communication skills, be responsive to the referring veterinarians and possess a diverse skill set to handle a busy, and often complicated emergency case load. To learn more about employment opportunities with AERC and our outstanding compensation and benefits package, please contact Sheri Rothschild at 847-564-3109. E-mail your CV and questions to her at [srothschild@aercenter.com](mailto:srothschild@aercenter.com) or fax to 847-564-9604. Visit our website at: [www.aercenter.com](http://www.aercenter.com).

High Volume Low-Cost Spay/Neuter Clinic seeks Medical Director. Must be able to perform 30-35 surgeries per day. Responsible for supervising medical staff and ensuring highest quality compassionate care. Salary ranges from \$70K to \$90K depending on experience. Email resume and CV to [emily@sshspets.org](mailto:emily@sshspets.org).

Full-time associate veterinarian sought for established practice in NW suburb of Chicago. Compassionate, personable, self-motivated individual needed to join our hard-working team. Generous CE allowance plus benefits. Some evenings and Saturdays. Email resume to [illinoisdvm@gmail.com](mailto:illinoisdvm@gmail.com).

Banfield seeks Associate & Lead veterinarians for full-service hospitals in Chicago and the suburbs. Structured Mentorship available to new graduates! Competitive compensation/benefits, well trained support staff, work-life balance, growth opportunities. Contact Chris Brown at 503-922-5283 or [rewardingcareers@banfield.net](mailto:rewardingcareers@banfield.net).

Associate wanted for a multi-doctor practice in Naperville. Modern facility with modern equipment. Great Clientele. Overnight patient monitoring. Large case volume, medical and surgical. Large amounts of orthopedic work. Looking for someone to join our team approach to veterinary medicine. Board Certified veterinary practitioner on staff. 4 day work week with salary starting between \$65,000-\$75,000 plus benefits, please contact Dr. Tom Staudacher, 630-355-5300.

Full-time Associate position is available in a 5 doctor companion animal AAHA-accredited hospital. Located in scenic Saint Charles IL, Gateway Veterinary Clinic offers digital radiology, complete in-house laboratory, ultrasonography, dental radiology, digital monitors, Cornerstone management software and a clientele which allows you to practice a high standard of medicine. An interest in client education, diagnostic medicine, and surgery is a must. Competitive salary with bonus potential, profit sharing plan, excellent professional discounts, vacation and CE. No after-hours emergencies. Send resumes to Kurt Klepitsch DVM, 3225 W Main St, St Charles IL 60175. Email-[gatewayvetclinic@sbcglobal.net](mailto:gatewayvetclinic@sbcglobal.net).

Why not combine high-quality medicine, a stimulating career and great quality of life? Due to our continued expansion we have Associate Veterinarian and Chief of Staff Positions available in Springfield & Champaign IL as well as St. Louis MO. Excellent compensation and benefits provided. Contact Chris Brown at 503-922-5283 or [rewardingcareers@banfield.net](mailto:rewardingcareers@banfield.net).

Full- or part-time small animal associate needed to join our well-trained team. Interest in surgery, medicine and team building desired. Long term commitment preferred. Well-equipped hospital including GI and ear video endoscopy, GE Logiq e Vet ultrasound, full in-house lab, orthopedics capability, laser and radio wave surgery, full body and dental digital radiography and a complete certified physical rehabilitation center. No emergency duties. New graduates welcome. Pekin Veterinary Clinic, 21 Olt Ave, Pekin IL 61554. (Phone) 309-346-5964. Our website: [www.pekinveterinaryclinic.com](http://www.pekinveterinaryclinic.com). Please contact through e-mail at [pekinvet@ntslink.net](mailto:pekinvet@ntslink.net).

Associate Veterinarian needed to join our three doctor AAHA small animal practice located in a North Shore suburb of Chicago. Our well-equipped hospital and excellent staff allows the right person to practice progressive medicine and surgery in a family oriented

environment committed to client service and education. Competitive salary with production incentive and complete benefits provided. Contact Geri Cox DVM, [gericoxdvm@sbcglobal.net](mailto:gericoxdvm@sbcglobal.net) or 847-945-9591.

Ridge Animal Clinic: Part-time or full-time associate needed for companion animal practice SE of Chicago (Lansing IL). Friendly, professional staff. Strong interest in client education is essential. Practice equipped with surgical laser. Competitive salary, benefits and potential ownership. Contact Kerri Katsalis DVM at 708-474-3100 or fax 708-474-2870.

Arboretum View Animal Hospital is seeking a highly motivated full-time general practice veterinarian. This position is to fill a vacancy, of a fourth veterinarian who has pursued a different career path. Candidate should be a dependable, compassionate, self-motivated individual with a positive attitude and a strong team spirit. Candidate must possess a dedication to the pursuit of excellence in the clinical practice of veterinary medicine. Arboretum View Animal Hospital is an AAHA-accredited, 24-hour emergency and critical care, specialty and general practice facility in Downers Grove IL. The staff of veterinarians includes 3 general practice doctors, 2 doctors practicing integrative medicine, 8 emergency doctors, a board-eligible surgeon and a board-eligible neurologist. Boarded doctors include 2 surgeons, an internist, and an oncologist. Our 14,000 square foot, state-of-the-art facility includes 3 surgical suites, full in-house lab, digital radiography, ultrasound, fluoroscopy, in-house CT, on-site MRI, a blood bank, endoscopy, and an underwater treadmill. The General Practice is separate from the Emergency and Critical Care Department, and the GP DVMs have no emergency duty. In January 2008, Arboretum View Animal Hospital joined the BrightHeart Veterinary Centers network of specialty and emergency hospitals. Arboretum View Animal Hospital and the other hospitals in the BrightHeart network, have worked together to raise the standard of veterinary care in our area. The BrightHeart network is comprised of a group of hospitals that has, and will continue, to practice state-of-the-art medicine, perform research and clinical trials, and move veterinary medicine forward in ways we have yet to imagine. We are changing the way that corporate veterinary medicine is seen. Our staff of specialty, emergency and general practice veterinarians and technicians includes some of the most dedicated, compassionate and talented people in our profession. We have an exceptional, hardworking, and upbeat culture. We have a clientele who are dedicated, and typically allow us to provide the recommended care to treat their pet and practice the highest quality medicine. We have highly skilled staff members assigned to each doctor, because we know how important this is to the success of a practice. The job offers a generous compensation package which includes base salary, production, health insurance including medical, dental and vision, 401k, CE allowance, association dues and more. Please feel free to visit our websites, [www.avah.org](http://www.avah.org) and [www.brightheartvet.com](http://www.brightheartvet.com) to learn more about us, or to apply to be part of our team. If you have questions or requests for more information, contact Thomas Lassiter DVM or Alexis Newman DVM at 630- 963-0424 or (email) [anewman@brightheartvet.com](mailto:anewman@brightheartvet.com).

Accepting CV's for immediate consideration for board certified or board eligible veterinary internal medicine specialists, radiologists, cardiologists, neurologists to join a 24-hour emergency & referral practice in Northbrook. Other specialties welcome. Wide range of diagnostics equipment includes CT, MRI with digital imaging, C-arm fluoroscopy, Phillips iE33 cardiac ultrasound, video endoscope, and in-house lab with dedicated staff and on-site blood banking. Join our team of talented and dedicated emergency veterinarians, board certified veterinary surgeon, board eligible criticalist, and experienced, compassionate support team who blend the delivery of quality medicine with exceptional communication and client service. Competitive salary and benefits program. Contact Human Resources: [srthschild@aercenter.com](mailto:srthschild@aercenter.com) and visit our website at: [www.aercenter.com](http://www.aercenter.com).

#### OUT-OF-STATE OPPORTUNITIES SEEKING VETERINARIANS

North Central Veterinary Emergency Center (NCVEC) is seeking a full-time experienced emergency Veterinarian to join our talented team at our state of the art facility adjacent to the Purdue North Central campus in Westville IN. We are looking for a team member who is excited about the opportunity to grow and develop an exceptional emergency hospital. Our ideal candidate will have a passion for emergency medicine, excellent communication skills, love for both animals and people and be a team player. You will have the opportunity to use and expand your skills in clinical medicine and surgery. Our state of the art 9,000 square foot facility opened in 2003 and includes modern surgical suites, an in-house laboratory, and we schedule referral ophthalmology during the weekdays. NCVEC was featured in the February 2005 issue of Veterinary Economics for being named the Merit Award Winner for the Hospital Design of the Year Competition. We provide an excellent compensation package which includes: a competitive salary, very flexible schedule, health insurance, retirement benefits, continuing education allowance and paid time off. Our hospital is also conveniently located about ten minutes from Lake Michigan, an hour's drive from downtown Chicago and about an hour and forty minutes from Purdue University's main campus. Although emergency experience is preferred, we are willing to train the right candidate with a strong interest in emergency medicine. Check out our website at <http://www.ncvec.pnc.edu/>. Please contact Heather Barbour at [ncvec@frontier.com](mailto:ncvec@frontier.com) or phone 219-785-7300 for more information.

#### AVMA GROUP HEALTH AND LIFE INSURANCE TRUST

Fred Rothschild, CLU, RHU and David Rothschild have advised over 400 veterinarians.

For AVMA Group Health and Life information, underwritten by New York Life Insurance Company, New York, NY contact us at 800/673-5040 or [Rothschild-Ins@mcleodusa.net](mailto:Rothschild-Ins@mcleodusa.net) for analysis.



High performance regional referral center in rural IN. Five veterinarian progressive regional referral center in Brownstown, a rural setting between Indianapolis and Louisville IN, seeks mixed animal veterinarian with or without experience. Family-like atmosphere with strong team spirit, and well trained staff. New (1999) 8000 sq ft facility with iso-fluorene, ultrasound, EKG, dental, and in-house lab. 85% small animal and 15% large animal (horses, cattle, pigs, goats). There is shared emergency call. Generous compensation including guaranteed base plus production, medical insurance, continuing education stipend/time off, matching 401K and relocation costs paid. For more information, please send your resume to Victoria Travis MS at [Victoria@travisandassociates.com](mailto:Victoria@travisandassociates.com), call 888-468-5737 or fax 720-207-0340. All inquiries are confidential.

#### PRACTICE PERSONNEL

Wanted – part-time licensed certified veterinary technician for AAHA certified small animal clinic in central IL. Email: [teegardenvetclinic@frontier.com](mailto:teegardenvetclinic@frontier.com) or fax: 309-444-8427.

Certified or experienced veterinary technician wanted for dentistry and oral surgery specialty practice with offices in St. Charles and Chicago. Looking for an energetic team player willing to learn new skills. Experience in client education, dentistry and anesthesia a plus! Email resume to Dr. Charlier, Fox Valley Veterinary Dentistry and Surgery, at [fvvds@sbcglobal.net](mailto:fvvds@sbcglobal.net) or fax to 847-488-0705.

#### PRACTICES FOR SALE IN-STATE

Practice For Sale: Small Animal Practice in Salem established 25 years with Satellite also established in Centralia for 23 years. Gross over \$700,000.00. Equine available. Perfect for DVM family. Great location with home and hospital on 10 acres. Ownership rewards your efforts. Not many opportunities like this anywhere. Call AJ Sprague at 618-322-1912 or email [doc.sprague@yahoo.com](mailto:doc.sprague@yahoo.com). Available now. Will help Finance.

Modern cancer treatment center in bank foreclosure! Ideal for dog/cat cancer treatment center! Would serve all of Southern IL/St. Louis area. CT scanner and a linear accelerator in modern 9,600 SF facility. To view the bldg online go to <http://www.loopnet.com/xNet/MainSite/Flash/Profile.aspx?LID=16336691> or contact Terry Johnson 618-977-8367.

#### PRACTICES FOR SALE OUT-OF-STATE

Tired of working and not getting ahead? Own your own practice!! Be debt free within fifteen years while more than doubling your present salary from day one. Well-established solo small animal practice FOR SALE in southeast MI. Inquiries should be emailed to [johnoliverdvm@yahoo.com](mailto:johnoliverdvm@yahoo.com).

#### SERVICES

Veterinary Hospital Design and Construction - What is possible? How much will it cost? And how to start? We can help answer these questions with: facility planning including complete cost budgets, site evaluation to determine feasibility and cost, and design and construction. Renovations, additions, tenant build-outs, and new construction. For a complementary consultation contact: JF McCarthy MBA CFM, 708-547-5096, [joe.mccarthy@jfmccarthyconstruction.com](mailto:joe.mccarthy@jfmccarthyconstruction.com).

Income Tax Reduction - Current income taxes reduced and cash flow increased with COST SEGREGATION, an IRS approved method particularly effective for veterinary hospitals. For information or complementary consultation contact: Joe McCarthy MBA CFM, 708-547-5096, [joe.mccarthy@jfmccarthyconstruction.com](mailto:joe.mccarthy@jfmccarthyconstruction.com).

Veterinary Video Productions—Videos are a part of business. We offer writing, directing, shooting, editing and production of videos, from broadcast quality to web-ready, at low prices. Over 20 years of experience. 773-494-5419, [vetvideo@gmail.com](mailto:vetvideo@gmail.com).



## IT ALL ADDS UP!



**\$1,000,000<sub>s</sub>** SAVED BY HEALTHCARE CLIENTS

**30,000** HEALTHCARE CLIENTS SERVED

**10** YEARS HEALTHCARE EXPERIENCE

**8** BETTER BUSINESS BUREAU STANDARDS FOR TRUST - A+ RATING

**+ 24-HR/7-DAY** IN-HOUSE HELP DESK

---

**TRANSFIRST®**

How we can add up the savings for your practice?  
Contact the ISVMA-TFHS Program Team today for a customized  
credit card processing analysis today!

800-577-8573

[ISVMA@transfirst.com](mailto:ISVMA@transfirst.com)

