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133 South Fourth, Suite 202,  
Springfield IL 62701

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The *EPTOME* is published every two months by the Illinois State Veterinary Medical Association (ISVMA) 133 South Fourth, Suite 202 • Springfield, Illinois 62701 217/523-8387 • FAX: 217/523-7981 • [www.ISVMA.org](http://www.ISVMA.org)  
*Its purpose is to communicate the business of the association, communicate legislative issues ongoing at state and national levels, and other issues of interest to the membership of the ISVMA.*

#### DEADLINES FOR SUBMISSION

All articles, contributions, classifieds, and display ads must be received in the ISVMA office by the 15th of the following months: February, April, June, August, October, December. For more information or to obtain a rate schedule, go online at [www.ISVMA.org](http://www.ISVMA.org) or call the ISVMA office.

#### MATERIALS FOR SUBMISSION

When mailing material, submit a printed copy of material in Word format accompanied either by computer disk (3 inch) or CD. Pictures should be approximate in size for inclusion and preferable in black and white glossy print. The editor reserves the right to accept, reject or modify material as deemed necessary to accommodate the publication format. Authors will be notified if the submission is deemed inappropriate. Material submitted will be files unless other arrangements are requested. Opinions expressed by the authors will be their own and not necessarily those of the ISVMA.

#### SUBSCRIPTIONS

Members – no charge, included in annual membership dues  
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#### DISTRIBUTION

To ISVMA members, student members of ISVMA, University of IL – College of Veterinary Medicine Library, Parkland Junior College Library and Joliet Junior College Library.

#### CHANGE OF ADDRESS

Submit changes in writing to the ISVMA office at 133 South Fourth, Suite 202, Springfield IL 62701. Changes will also be accepted by e-mail at [info@isvma.org](mailto:info@isvma.org).

#### ISVMA BOARD OF DIRECTORS 2004-2005

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# EPITOME



THE ILLINOIS STATE VETERINARY MEDICAL ASSOCIATION

December/January 2005

Vol. XLIV, Number 10

## WHY YOUR STATE ASSOCIATION?

*Dr. Wesley G. Bieritz, President, ISVMA*



I have been honored to serve as ISVMA President throughout the past year. During my presidency, the focus of the ISVMA Board of Directors and staff has been on essentially four things:

1. Expansion of member benefits.
2. Review and update our governing documents.
3. Regain a healthy financial position for the association.
4. Reach 2000 veterinarian members by July 1, 2007.

ISVMA has made significant progress toward each of these goals during 2004. There is one goal, however, in which we need to support and participation of our members. The Board established a goal of reaching 2000 members by July 1, 2007. We're excited that 303 veterinarians have joined ISVMA in the past year! However, we're still 400 veterinarians short of our goal. The thermometer on page keeps track of our progress in reaching the membership milestone. We include the thermometer in every issue of the Epitome to remind you that we need the support of members to help reach our membership goal.

Do you have an associate that isn't a member of ISVMA? Is there another practice in your area that hasn't been convinced of the importance of the membership investment? Please share a copy of the Epitome with these prospects. Ask them to visit the ISVMA website or give the staff a call to ask for a membership application.

There are approximately 12 million people in the State of Illinois and groups of them have, at times, joined in an attempt to set the policy agenda for our profession. There are only 2700 licensed, practicing veterinarians in the State and we must rely upon each other, collectively and individually, to uphold the

strong principles of veterinary medicine and protect the animals, public and environment that we serve. Our strength comes from the participation of veterinarians in their state association. The collective voice of 2700 veterinarians would have a profound influence on future policy decisions at the state level and would benefit the profession more than any program or service the Board and staff can develop.

Your staff and the Board of Directors will continue to work toward our goals and will constantly reexamine the association to set new priorities. Please help your association achieve its most important benefit – recruit someone to ISVMA membership. Our power and influence grows with the number of veterinarians we serve.

We've targeted 2000 members – but 2700 members should really be our goal.



## THE VETERINARIAN'S ROLE IN PUBLIC POLICY



*Peter S. Weber, CAE  
Executive Director,  
ISVMA*

I began my professional career as a policy analyst for the Illinois House of Representatives and also spent 15 years as a lobbyist. I learned through that experience that legislators value the information they receive from experts and practitioners. The legislature is well represented by lawyers, farmers, small-businessmen, teachers and other professionals. Not one of them, however, is a veterinarian or an expert in veterinary medicine. Legislators depend upon facts and data to make good decisions. When they make bad decisions, it is often the result of either poor or a complete lack of information.

Veterinarians are uniquely qualified to provide information, service and advocacy on important public policy issues including animal welfare, animal health, food-safety, public safety from zoonotic diseases and bioterrorism security. The expertise of the state's 2700 licensed and practicing veterinarians is critical in the development of effective public policy. ISVMA gives veterinarians a voice to assert their influence.

The absence of veterinary expertise on the floor of the Illinois Senate and House of Representatives creates an information vacuum that should be filled by veterinarians. If the veterinarians of Illinois don't offer an opinion on issues of importance to their profession, somebody else will.

Only 18 months ago, a group of well-funded and motivated non-veterinarians were able to hold the Veterinary Medicine and Surgery Practice Act hostage in an effort to obtain concessions that would allow non-veterinarians to engage in activities that were traditionally viewed as the practice of veterinary medicine and were restricted to licensed veterinarians. The threats to professional veterinary medicine continue to grow and veterinarians must become increasingly involved in the exchange of facts and data with legislators and regulators who are responsible for establishing public policy.

ISVMA has been expended tremendous effort to build the capacity necessary to fill the information void in the legislature. The E-SOURCE Newsletter (distributed by e-mail) will keep ISVMA members informed of critical issues and timely information necessary for veterinarians to become effective advocates. We're building a database of relationships between veterinarians and elected officials. Almost every elected official either has a family veterinarian or knows a veterinarian. We've been trying to identify those

relationships so we know which veterinarians can "get the ear" of any legislator. We've also worked hard to help veterinarians understand their important role in public policy.

Legislators count on us for to help them make good decisions. As ISVMA members fill that need, they will advance the well being of veterinarians, animals, the public and the environment.



### *We're setting the goal for new members!*

- Goal: 2000 members by July 1, 2007
- December, 2004 - 1570 members
- July, 2004 - 1563 members
- May, 2004 - 1480 members
- January, 2004 - 1340 members



# Classifieds □ Classifieds □ Classifieds

(from page 22)

## PART-TIME OR FULL-TIME ASSOCIATE

Growing 6-doctor MA practice is looking for an energetic, hard-working, team-oriented individual who would like to use his/her preventative medicine and diagnostic skills. Position open for either PT SA or FT MA associate. Strong support staff of 6 CVT's, with additional office personnel. Rural community located in south central Wisconsin between Madison and Milwaukee. Competitive salary. Benefits include health insurance, 401(k), profit sharing, paid vacation, and CE. On-calls/holidays shared equally. Future partnership potential. Send resume with cover letter Attn: Dr. Robert Farruggio, 959 West Racine St, Jefferson, WI 53549, 920-674-2383, FAX 920-674-3250, jefvet@jefnet.com.

## FULL-TIME ASSOCIATE

Seeking a full-time associate in Channahon, IL just 45 miles southwest of Chicago. Our ideal doctor enjoys educating clients and providing top quality care to pets in a positive working environment. No emergency duty. Teleradiology and access to our area emergency/specialty hospital assures the best possible care for your patients. Practice has a wonderful clientele, excellent staff and supportive team leaders. Excellent salary and benefits. Please contact: Melissa Wallace, DVM, DACVIM, 1-800-966-1822 ext. 5251 or 630-264-2816 or melissa.wallace@vcemail.com or visit www.vcapets.com.

## HELP WANTED: TECHNICIANS/OFFICE STAFF TECHNICIAN/ASSISTANT

Full-time position for vet tech/assistant at 3-doctor, four year accredited AAHA feline only hospital. We are seeking an individual who is laboratory oriented and who will enjoy working in a high-quality practice. Experience an asset; salary commensurate with experience. Uniforms, health and disability insurance, profit sharing, and paid vacation provided. Contact Pat Mages, Chicago Cat Clinic, 773-631-5331.

## TECHNICIAN/RECEPTIONIST

Our growing specialty practices in surgery, internal medicine, neurology, nephrology, oncology, radiology/imaging, emergency & critical care, dermatology, physical therapy and behavior are seeking certified technicians, veterinary assistants and receptionists. For more information contact Carla Berthold, Veterinary Specialty Center, 1515 Busch Parkway, Buffalo Grove, IL 60089; fax 847-459-1848; phone 847-459-7535 x 308; or e-mail at cberthold@vetspecialty.com

## TECHNICIAN

Need a change to a challenging and rewarding career? Animal Emergency and Critical Care Center is emerging as one of the area's fastest growing veterinary centers. Located in Northbrook, Illinois, a suburb of Chicago, our professional staff includes board certified neurologist, cardiologist, surgeons, internal medicine specialists and a team of emergency veterinarians. All are committed to providing cutting-edge care 24/7. We are a high energy, high performing organization providing a learning environment for energetic, skilled technicians. Fax Sheri at (847) 564-9604 or e-mail srothschild@aecce.com. Competitive salary and benefits for the right people. Visit our website at www.aecce.com.

## TECHNICIAN

Two technicians needed for a rapidly growing practice in Arlington Heights, IL. March Animal Hospital recently moved into a beautiful new facility and we need the right persons to join our staff. Will consider assistants as well as certified techs. We have a great staff, and wonderful clients. Salary based on experience, great benefits package. Please contact Dr. Mindy March at 847/ 670-8470 or mmarch51@comcast.net.

## PRACTICES FOR SALE

Established practice and building for sale on Chicago's northwest side. It has been located in the Portage Park area for 30 years and as such has excellent growth potential. \$625,000.00. Please call the Chicago Pet Clinic at 773-283-4627.

Solo small animal practice near Joliet. Grossing over \$500K. Real estate, practice, furnishings and equipment, inventory included. Owner retiring. No money down! Dr. Zydeck 248-891-3932.

Pine Ridge Animal Clinic near Jacksonville, IL is closing October 16, 2004. If you have an interest in owning your own practice, the clinic building, practice equipment and clinic records are for sale. Grossed \$350,000 in 2003. Please contact John Bourn 217-673-3411 or email doc42@csj.net for more information.

Solo practice in Carbondale area. Grossing \$400,000. Clinic, practice, all furnishings, equipment and inventory. Adjoining house available too. Owner retiring. No money down! Dr. Zydeck 248-891-3932.

## SERVICES

### PART TIME RELIEF VETERINARIAN:

Small Animal Veterinarian able to work part time or do relief work in north central Illinois. Contact Dr. Betty Kjellstrom by phone at 815/ 795-5006, email at bann@mtco.com or mail at P.O. Box 57, Marseilles IL 61341.

### VETERINARY HOSPITAL DESIGN AND CONSTRUCTION

New hospitals, additions, or renovation of existing hospitals in Chicago and surrounding communities. Preliminary - facility planning, construction costing, evaluation of potential sites. Design, engineering, evaluation of alternatives, permits, documentation for financing. Construction. JF McCarthy phone (708) 547-5096, email jfmccarthy@ntsourc.com

### AVMA GROUP LIFE AND HEALTH INSURANCE

Fred Rothschild, CLU, RHU and David Rothschild have advised over 400 veterinarians. For AVMA Group Life and Health information, underwritten by New York Life Insurance Company, New York, NY as well as your investment needs contact us at 1-800-673-5040 or frothschild@mony.com for analysis.

### Policy for Classified Advertising

Any classified ad purchased will be posted upon receipt on the ISVMA webpage and the next available edition of the newsletter, the "Epitome". The webpage ad will run through the end of the publication date of the "Epitome" in which it will appear. It will be the responsibility of each advertiser to contact the ISVMA for omissions and errors. MEMBERS: ISVMA members will pay a discounted rate of \$25.00 for the first 35 words and \$0.25 for each additional word. This is a combined rate for publication on the website and in the Epitome. NON-MEMBERS: The rate for any non-member veterinarian is \$40.00 for the first 35 words and \$0.35 for each additional word. In addition, a fee of \$10.00 will be assessed for placement on the ISVMA website. Each advertiser may determine whether they would like to purchase the ad for placement on the web or waive that purchase. There is no option at this time to purchase just a webpage ad for non-members.



# Classifieds □ Classifieds □ Classifieds

## **HELP WANTED VETERINARIANS:**

### **FULL- OR PART-TIME VETERINARIAN**

Seeking additional full- or part-time veterinarian for our growing emergency department. Referral hospital includes board-certified specialists as well as board-eligible specialists. AAHA facility includes three surgical suites, full in-house lab, endoscopy, CT and more. Daytime emergency shifts will be available. Full-time compensation package including base salary, percentage bonus, health insurance, CE and more. Send resume to Alexis Newman, DVM, 2551 Warrenville Road, Downers Grove, IL 60515. Phone: (630) 963-9424 Fax: (630) 963-0537 Website: [www.arboretumviewanimalhospital.com](http://www.arboretumviewanimalhospital.com).

### **ASSOCIATE VETERINARIAN**

Established, AAHA-certified, 10-doctor practice seeking dedicated, team-oriented Associate Veterinarian. 50-year practice offers latest treatments and equipment - voted one of Chicago's best clinics! 60 service-oriented employees offer compassionate quality care. Contact Dr. Sheldon Rubin, 3219 North Clark Street, Chicago IL 60657, email [blumvet@aol.com](mailto:blumvet@aol.com).

### **FULL-TIME ASSOCIATE, SURGEON FULL-TIME ASSOCIATE, INTERNAL MEDICINE**

Cleveland Veterinary Clinic: Newly opened (July 2004) facility in So. Elgin seeks two full-time associates to join professional staff. Need one individual who loves surgery, second doctor whose primary interest is internal medicine. No after hours emergency. Dog lovers encouraged to apply! Attractive salary and benefits package. Send resume to Dr. Cleveland: Fax 847-717-0344, e-mail [JLCDVM@comcast.net](mailto:JLCDVM@comcast.net) or call 847-697-4066.

### **FULL-TIME ASSOCIATE VETERINARIAN FULL-TIME EMERGENCY VETERINARIAN**

General Practice and Emergency - Working as a Patient Care Team! Join the Dundee Animal Hospital team and see what makes us the best in the Midwest! Located in the Northwest Suburbs of Chicago, our general and emergency practice currently employs 17 general practitioners, 3 emergency veterinarians and a well-trained, motivated support staff of 70+ team members. We are AAHA certified and have a superior reputation that is built on a 45-year practice history. Our three hospitals with state of the art, new construction are located in East Dundee, Elgin and Algonquin. We see a large volume of both internal and external referrals in our emergency practice, which is located at our Dundee hospital. We offer patient hospitalization only - no boarding or grooming.

A new associate's responsibilities would include outpatient care, surgery and dentistry. Reap the benefits of having an internal emergency care staff for 24 hour monitoring of your patients, as well as a Practice Administration Team to support the medical professionals' needs.

The emergency veterinarian's position will compliment an existing staff of emergency doctors and support staff specifically trained in emergency medicine. Responsibilities include the treatment of emergency patients from our three hospitals and other area hospitals with an average caseload of 7 - 11 patients per night, or 10 - 15 patients on the Sunday day shift. Other duties involve surgery and the monitoring and continual care of all admitted and transferred hospitalized patients.

Our focus at Dundee Animal Hospital is on teamwork, flexibility, and dedication to quality care. We treat each animal as if it were our own, with great compassion and unsurpassed professionalism. Be an active member of this unique organization and contribute to shaping the future of the practice! If you are interested in more information regarding this opportunity, contact our Practice Administrator, Debra Sisson at Dundee Animal Hospital, (847) 428 - 6114. FAX: (847) 428 - 8213. E-mail: [dsisson@dundeeanimalhospital.com](mailto:dsisson@dundeeanimalhospital.com).

### **ASSOCIATE VETERINARIAN**

Associate Veterinarian needed for a rapidly growing practice in Arlington Heights, IL. March Animal Hospital recently moved into a beautiful new facility and we need the right professional to join our staff. We have a great practice with terrific staff, lots of new equipment, and wonderful clients. Salary based on experience. Great benefits package to include: 2 week paid vacation, association dues, health, dental and malpractice insurance, CE tuition paid as well as additional time off for CE. Please contact Dr. Mindy March at 847-670-8470 or by email at [mmarch51@comcast.net](mailto:mmarch51@comcast.net).

### **FULL- OR PART-TIME ASSOCIATE**

Palatine Animal Hospital: Full or part-time associate wanted for 3 doctor AAHA member hospital in an affluent northwest suburb of Chicago. Base salary and benefits, plus percentage of gross. Reasonable work schedule. No emergencies. Contact Dr. Jim Riordan, 496 W. Northwest Hwy., Palatine IL 60067. Phone: 847/ 359-1688.

*(continued on page 23)*

## DO YOU QUALIFY AS A LIFE MEMBER?

Members of ISVMA are a diverse group. Ranging in age from the newly graduated 20-something to the veteran of 50-plus years, our membership is represented well by all ages. Our current listing of 1577 members specifies that 249 individuals, or 15.8%, are recognized as Life Members.

### **Life Member Status:**

The ISVMA's Constitution and Bylaws define life membership as follows:

"A veterinarian who has been an active member of this Association for 35 years or longer may apply in writing to the Executive Director for life membership status. The request shall be presented to the Board of Directors for acceptance, upon which the status of life membership shall be granted. Life members shall enjoy the same rights and privileges as an active member." (Article I, Membership; Section 5, Life Members)

To apply for life membership status, apply in writing to the Executive Director, Peter Weber, at 133 South Fourth Street, Suite 202, Springfield IL 62701. Upon presentation to the Board of Directors for acceptance, Life Membership will be designated.

### **Life Member Fees:**

In the recent past, there has been some confusion regarding the payment of dues of life membership status. Since 1988, the ISVMA Constitution and Bylaws have not provided the right to waive dues when an Active Member becomes a Life Member. There is a



## MAKE YOUR VETERINARY PRACTICE SOAR!

ISVMA is offering a series of one-day regional mini-conferences in April 2005. These programs are designed to assist veterinary practices improve client relations, patient medical compliance and the practice's bottom line! Nationally acclaimed consultant Karyn Gavzer will present:

***"It's not what you say; it's how you say it -- Tips and strategies for effective client communications."***

Karyn Gavzer is a practice management consultant specializing in marketing and training. She has worked in pet health care sales and marketing for over 15 years and served as director of marketing for the American Veterinary Medical Association. She has spoken on practice management and marketing at veterinary meetings around the world. Gavzer has an MBA and is a certified veterinary practice manager. She serves on the board of the Association of Veterinary Practice Management Consultants and Advisors.

The program will be held offered from 9:00 a.m. until 4:00 p.m. at the following locations and dates:

- |                    |   |
|--------------------|---|
| - Oak Brook        | April 10  |
| - Peoria           | April 17 ( <i>Registration information arriving soon!</i> ) |
| - Fairview Heights | April 24  |

ISVMA thanks Fort Dodge for their generous sponsorship of all three offerings of this important program.

This program is being held on Sundays in order to maximize the opportunity for entire practice teams to participate. It is being repeated in three locations to encourage attendance statewide!

Everyone in your practice (receptionists, veterinary technicians, veterinarians, groomers, etc.) will benefit from this presentation and – just as importantly – their participation will benefit your practice!

*\*This program meets the requirement for 6.0 hours of continuing education credit.*

# EPITOME News & Notes

## ***"Potentially Infectious Medical Waste — A Summary of Regulatory Requirements"***

Due to questions that have come through the ISVMA offices this past month, we are making available to our members information supplied through the Illinois Environmental Protection Agency. The brochure, "Potentially Infectious Medical Waste -- A Summary of Regulatory Requirements", gives an overview of the general requirements prescribing the standards and criteria for the handling of Potentially Infectious Medical Waste (PIMW). The requirements found in the Illinois Environmental Protection Act, and the Illinois Pollution Control Board's regulations, are listed in this brochure with the intent to inform to reduce the occupational and environmental health risks that occur during the storage, treatment, transport, transfer, and disposal of PIMW.

To obtain a copy, a copy of the brochure may be found online on the legislative page in the ISVMA's Member Center, [www.isvma.org/membercenter.aspx](http://www.isvma.org/membercenter.aspx). It can also be faxed or mailed upon request by calling the ISVMA office at 217/523-8387.

For the complete requirements, please see Title XV of the Illinois Environmental Protection Act and 35 Illinois Administrative Code: Subtitle M.

## ***Update on ProHeart®6 INjectibale Heartworm Product for Dogs***

On September 21, 2004 the Veterinary Drugs Directorate (VDD), a division of Health Canada, the Canadian federal department that oversees health matters, met with representatives from Wyeth/Fort Dodge Animal Health as part of the ongoing post-market surveillance of the veterinary heartworm preventative, ProHeart 6.

Based on Health Canada's assessment at this time, an immediate recall is not warranted for ProHeart 6 in Canada. Health Canada will continue to evaluate the safety data on this product. In particular, the VDD will review American adverse experience data and complementary post-market studies.

To access the entire update from the Health Canada website, visit [http://www.hc-sc.gc.ca/vetdrugs-medsvet/proheart\\_injectable\\_dogs\\_e.html](http://www.hc-sc.gc.ca/vetdrugs-medsvet/proheart_injectable_dogs_e.html).

### ***How to Login to the Member Center***

Username = Your Last Name (ex. Smith)

Password = Work Phone (ex. 2175238387\*)

\*note: the phone number contains no dashes

## ***ISVMA Committee Update***

Last month this column highlighted both the Membership Committee and the Laboratory Committee and introduced its members. Following are three more of the 17 committees carrying out essential duties. Membership is by annual appointment of the ISVMA President. Visit the ISVMA's website at [www.ISVMA.org](http://www.ISVMA.org) for a complete listing of all ISVMA committees.

### **EDUCATION COMMITTEE**

The 2004-2005 Education Committee is comprised of 14 members. Chaired by Dr. Scott Keller, the committee's primary purpose is to plan the ISVMA Convention and obtain sponsorships. The education committee wants to provide a conference where you can have fun, conduct business, network, and socialize with colleagues.

Many exciting additions are in the works for the November 4-6, 2005 annual convention to be held at the Crowne Plaza Hotel in Springfield. Dr. Kevin Fitzgerald has been secured as the keynote speaker. Dr. Fitzgerald, a board certified veterinarian, is widely recognized from appearances on his television show "Emergency Vet" on Animal Planet as well as hosting HBO's "Women of the Night Comedy Special." He has been featured in People Magazine, Parade Magazine, NBC's "Nightly News" and "The Maury Povich Show" and has been performing stand-up comedy since 1986. Dr. Fitzgerald will provide an entertaining and humorous start to our Saturday evening social event. Opportunities for continuing education will begin on Friday evening with two options: a practical look at current practice management or you may choose from a couple of

*(continued on page 8)*





## ***ISVMA Sponsors Another New Member Benefit Program - VetCentric***

Our profession has experienced significant changes over the last couple of years. The growth of online pharmacies has shifted more than a hundred million dollars in veterinary product sales annually away from veterinarians. Also, the AAHA compliance report has shown that our clients are not as compliant as we would like. So the question is this: How can ISVMA practitioners minimize the impact of online pharmacies, improve client compliance and still keep up to date with patients' clinical needs?

ISVMA wants to continually support our practitioner members, providing opportunities to practice at a higher standard and make it financially rewarding. To that end, we are pleased to announce our sponsorship of VetCentric.

In reviewing VetCentric's business model and practices, ISVMA found the pharmacy to be highly supportive of the veterinary profession. With VetCentric, you're in control of patient care, yet your clients still enjoy the convenience of home delivery for prescriptions and veterinary therapeutic diets. It's the first and only veterinary pharmacy in the U.S. that not only maintains but also enhances your relationship with your clients and their pets. By encouraging patients to rely on their veterinarian's rather than local or online pharmacies for their home-delivered pet prescriptions VetCentric also helps strengthen the clinic-client bond.

In a recent customer satisfaction survey, 99% of those participating ranked VetCentric's Prescription Management Service as excellent. The convenience of the company's home delivery coupled with its customer reminder system has resulted in better pet health with medication and therapeutic diet compliance levels significantly exceeding industry standards.

This relationship with VetCentric brings special benefits exclusively for ISVMA members, including: *Improved pet owner compliance; A veterinary-friendly alternative to online pharmacies that fail to protect veterinarians' relationship with their clients and patients; Protection of clinic revenue, as VetCentric works as an extension of your pharmacy; A 2% annual discount on all VetCentric purchases (excluding diets) for all ISVMA members* [1]

VetCentric is a complete pharmacy delivering a wide selection of medications ranging from heartworm, flea and tick preventives to complex compounded preparations, as well as prescription and therapeutic diets. VetCentric delivers nationwide to all 50 states, putting more than 4,000 brand-name veterinary and human medicines within your reach, but without taking up valuable space in your inventory.

Here's how VetCentric can help you enhance the veterinarian-client-patient relationship and make your practice even more effective:

- You authorize all prescriptions, so you are always in control
- Your clients are more likely to stay in compliance with your medical directives because home delivery is so convenient and VetCentric provides so many tools to help remind clients about how and when to use medications

[1] Please see enclosed VetCentric documentation for rules regarding discounted prescriptions.

- Your partnership with VetCentric promotes regular office visits, as they remind you each month when scripts are expiring, so you can decide whether to continue therapy or request a recheck visit

- You preserve and build revenue by keeping control of your prescriptions

- You can optimize practice inventory, so your staff can stay focused on patient care

- Optimized inventory means you have more space for patient care and improved clinic cash flow

- You continue to set your pricing and markups – and profitability – by prescription or product

VetCentric makes it easy for our veterinary partners to use our service. It's simple to become a partner:

- Registration is free
- Pay no fee to use VetCentric's services
- No annual contract is required
- You are not locked into using VetCentric exclusively

And it's easy to be a partner. We make the scripting process painless, and you can communicate your prescriptions to VetCentric by phone, fax or Internet.

VetCentric keeps veterinarians at the center of pet health care, and that means more satisfied clients and healthier pets. Preserving and strengthening the veterinarian-client-patient relationship is VetCentric's first priority. That's why ISVMA has sponsored their program along with several other state veterinary associations around the country.

Stop losing clients and revenue to online pharmacies whose success depends on taking you out of the picture. Call 1-888-874-2811. A VetCentric Practice Specialist will answer your questions and help you register as a veterinary partner.



## MESSAGE FROM DEAN HERBERT WHITELEY

*University of Illinois College of Veterinary Medicine*



The fall semester is in full swing. In September we launched the latest iteration of the veterinary student mentoring program.

A tailgate party held before an Illini football game brought together students and ISVMA members. Mentoring provides a rewarding opportunity for you to interact with your colleagues-to-be and to contribute an important service to the College and the profession through organized veterinary medicine.

This fall also saw the launch of Veterinary Education Online—VEO, for short—our Internet-based program of continuing education any time, anywhere. VEO was designed to meet the needs of busy practitioners, especially those in small or remote practices, with little time or budget to travel for continuing education. Courses in pain management, diagnostic imaging, dentistry, ophthalmology, cytology, parasitology, and emerging diseases are immediately applicable to everyday practice issues.

After enrolling you have 60 days to complete a course from any computer with Internet connectivity, and you'll have access to experts at our College if you have questions not covered in the course materials.

Go to [www.VEOillinois.org](http://www.VEOillinois.org) to "tour" the program and to enroll. The VEO program was funded in part by grants from the Alfred P. Sloan Foundation and U of I Online and is managed by the College's Office of Public Engagement under the leadership of Dr. Christine Merle, assistant dean.

We're getting good comments from the practitioners who have already taken a course. We are very interested in hearing from you how we can continue to find innovative ways to bring knowledge and value to Illinois veterinarians. I'm also hoping that those of you joining us for Fall Conference in October will attend the investiture program for the College's first endowed chair. On the day before the conference starts, Dr. Paul Cooke will be invested as the Field Chair in Reproductive Biology. Please join us on Wednesday, October 13, at 4 p.m. for this historic event. R.S.V.P. to [advancement@cvm.uiuc.edu](mailto:advancement@cvm.uiuc.edu) or call 217/333-2762.

If you'd like to share your comments on any of these topics, you can reach me at [dean@cvm.uiuc.edu](mailto:dean@cvm.uiuc.edu).



—Herb

### *ILLINI Alumni Reunions*

A number of classes plan to celebrate milestone reunions this fall. For more details, contact the College at [www.cvm.uiuc.edu/advancement](http://www.cvm.uiuc.edu/advancement) the class member(s) listed.

#### *Class of 1964*

Contacts: Drs. George Doering, Joe Dorner, Fall Conference, Oct 15, Urbana Country Club

#### *Class of 1974*

Contacts: Drs. Clyde Dunphy, Al Kreher  
Fall Conference, Oct 13-14  
Hospitality suite at Hawthorn Suites, Champaign Dinner, (Location TBD)

#### *Class of 1979*

Contact: Dr. Delores Lipton  
Fall Conference, Oct 14 (following alumni awards ceremony), The home of Dr. Delores Lipton, Champaign

#### *Class of 1994*

Contact Chuck Wiedmeyer  
Fall Conference, Oct 15, The home of Dr. Allan Paul, Champaign

### ATTENTION: VETERINARY STUDENT MEMBERS!

Does your spouse or significant other feel left out of the vet school experience? Would your spouse or significant other like to network, share coping strategies, or just make friends?

If so, bring them to the First-ever Open House of the Auxiliary to the Illinois State Veterinary Medical Association!

**Who:** All Veterinary Students and Spouses and Significant Others Are Welcome!!

**What:** Open House

**When:** Thursday, October 14, 2004  
Time: 4:00 – 5:00 p.m.

**Where:** The new! Vet Med Café,  
1st Floor, VMBSB

**Sponsor:** The Auxiliary to the ISVMA

Please R.S.V.P. today!  
(Lois Meerdink at 333-4483 or [lmeerdin@uiuc.edu](mailto:lmeerdin@uiuc.edu))

# Continuing Education Calendar

(from page 17)

## NOVEMBER 19–20:

**TNAVC – PENSINGER VETERINARY POST-GRADUATE INSTITUTE** Hyatt Newporter, Newport Beach, CA. "Current Ophthalmology" 14 RACE approved CE hours. Speakers: Dr. Reuben Merideth, Diplomate of American College of Veterinary Ophthalmologists since 1981; Dr. Randall Scagliotti, DVM; Dr. Allison Hoffman, DVM and Dr. Tiffany Blocker, DVM. Two-day immersion course is designed to familiarize general small animal practitioner with diagnosis and treatment of common eye disorders. Format will include interactive participation in the evaluation of case presentations. To download a brochure, go online at [vetpostgrad.com/contact.html](http://vetpostgrad.com/contact.html) or for more information send requests to NAVC-Pensinger Veterinary Postgraduate Institute, 5003 SW 41st Blvd., Gainesville FL 32608. Tel: 1-800-756-3446. Fax: 325-336-6827.

## NOVEMBER 19–21:

**ENDODONTICS 1, ORAL PATHOLOGY, AND RADIOLOGY.** Animal Dental Center of Baltimore; 24 CE hours. Beginner to intermediate level. Course content: interactive lectures and wet labs: Vital pulpectomies, root canal therapy on single and multi-rooted teeth and competency in taking and interpreting oral radiographs. Instructors: Drs. Ira Luskin & Tiffany Brown. For more information contact Dr. Ira Luskin, Animal Dental Center, phone: 410-828-1001; e-mail: [Training@AnimalDentalCenter.com](mailto:Training@AnimalDentalCenter.com); web site: [www.AnimalDentalCenter.com](http://www.AnimalDentalCenter.com).

**NOVEMBER 20–21: BASIC EXOTIC ANIMAL ENDOSCOPY** Exotic Animal, Wildlife And Zoological Medicine, Department Of Small Animal Medicine & Surgery, College Of Veterinary Medicine, University Of Georgia, Athens, Georgia 30602-7390. (1.5 Hrs From Atlanta International Airport) Instructors: Dr Stephen J. Hernandez-Divers, BSc(Hons), BVetMed, CBiol MIBiol, MRCVS, Dipl. RCVS Zoological Medicine RCVS Specialist in Zoo and Wildlife Medicine and Dr Sonia M. Hernandez-Divers DVM, Dipl. ACZM.

This basic to intermediate level course is designed to teach the uses and practical applications of diagnostic and surgical endoscopy in birds, reptiles and small mammals. Fundamental knowledge of avian and reptilian anatomy is assumed. Over 8 hours of practical lab time to practice and develop your skills in anesthetized reptiles (iguanas) and birds (pigeons) scheduled for euthanasia. On completion of this course you will leave with a certificate of training, printed notes containing all the tutorial materials, a laminated endoscopy image library for client education and endoscopy service marketing. For registration and hotel information contact Sandi Kilgo at [skilgo@vet.uga.edu](mailto:skilgo@vet.uga.edu) or 1-706-542-1451.

## DECEMBER 2004

**DECEMBER 4–8: 50TH ANNUAL CONFERENCE** Denver, CO. American Association of Equine Practitioners' annual convention. Over 100 CE credits from which to choose. For information contact AAEP at 859-233-0147 or visit online at [www.aaep.org/convention.php](http://www.aaep.org/convention.php).

**DECEMBER 11-12: ADVANCED AVIAN AND REPTILE ENDOSURGERY** Exotic Animal, Wildlife And Zoological Medicine, Department of Small Animal Medicine & Surgery, College of Veterinary Medicine, University of Georgia, Athens, Georgia 30602-7390 (1.5 Hrs From Atlanta International Airport) Minimally invasive techniques utilizing endoscopy and radio-surgery. Veterinary endoscopy training symposia, in association with Karl Storz Veterinary Endoscopy America, Inc. and Ellman International, Inc. Instructor: Dr Stephen J. Hernandez-Divers, BSc(Hons), BVetMed, CBiol MIBiol, MRCVS, Dipl. RCVS Zoological Medicine RCVS Specialist in Zoo and Wildlife Medicine This is an advanced course and knowledge of avian and iguanid anatomy is assumed. In addition, registered veterinarians must be experienced with the basic principles of rigid endoscopy, or have recently completed a basic endoscopy course prior to taking this advanced endosurgery program. Over 10 hours of practical lab time to practice and

develop your skills in anesthetized (nonrecovery) pigeons and iguanas. For registration and hotel information contact Sandi Kilgo at [skilgo@vet.uga.edu](mailto:skilgo@vet.uga.edu) or 1-706-542-1451.

**DECEMBER 15: UROLOGY/ NEPHROLOGY.** Program offered by the Chicago VMA. Speaker is Dr. Dennis Chew. For more information contact the CVMA at (630) 325-1231.

## JANUARY

### JANUARY 8–12: NORTH AMERICAN VETERINARY CONFERENCE.

Orlando FL. Over 1200 scientific sessions, 40 wet labs, 80 master classes, 16 meet the professor luncheons and a huge veterinary exhibit hall. Main Venue – the Gaylord Palms Resort. Orland World Center-Marriott is the Host Hotel. Scientific labs will be held at the Caribe Royale Resort. For more information, visit online at <http://gainesville.tnave.org/portal/> or contact in writing at 5003 SW 41st Blvd., Gainesville FL 32608. TEL: 1-800-756-3446. Registration inquiry FAX: 352-375-4145.

**JANUARY 22–23: MOCK PRACTICAL EXAMINATION.** Animal Dental Center of Baltimore. Instructors: Drs. Ira Luskin & Tiffany Brown. This mock exam is recommended for candidates who have previously taken or will take the AVDC examination, or who have taken advanced level CE courses. For more information contact Dr. Ira Luskin, Animal Dental Center, phone: 410-828-1001; e-mail: [Training@AnimalDentalCenter.com](mailto:Training@AnimalDentalCenter.com); web site: [www.AnimalDentalCenter.com](http://www.AnimalDentalCenter.com).

**JANUARY 28–30: INDIANA VETERINARY MEDICAL ASSOCIATION 121ST ANNUAL MEETING.** Sheraton Indianapolis Hotel & Suites, For more information contact the Indiana VMA at 309 West Washington Street, Suite 202, Indianapolis IN 46204. Tel: 1-800-270-0747. FAX: 317-974-0985. Online: [www.invma.org](http://www.invma.org).



**Jack K. Schaefer, DVM**

Medical Director  
VCA Aurora Animal Hospital

**Thomas Turner, DVM**

Medical Director  
VCA Berwyn Animal Hospital

**Dermatology****Kristin S. Holm, DVM**

American College of Veterinary  
Dermatology

**Lynn P. Schmeitzel, DVM**

American College of Veterinary  
Dermatology

**Jennifer Matousek, DVM**

American College of Veterinary  
Dermatology

**Lindsay McKay, DVM**

Resident in Dermatology

- Intradermal Testing
- Diagnosis and Management of Ear Disorders
- Comprehensive Allergy Management

**Neurology****Alan J. Parker, MRDVS, PhD**

American College of Veterinary Internal  
Medicine (Neurology)  
European College of Veterinary  
Neurology

**Heidi Barnes, DVM**

Practice Limited to Neurology

- Diagnosis and Therapy
- EMG/BAER
- MRI
- Myelogram/Spinal Tap
- Seizure and Paralysis Management
- Neurosurgery

**Ophthalmology**

- Treatment of Diseases of the Eye
- Glaucoma Diagnosis and Management

**Internal Medicine****Frank Norton, DVM, MS**

American College of Veterinary Internal  
Medicine

**Terry L. Medinger, DVM, MS**

American College of Veterinary Internal  
Medicine

- Ultrasound/Echocardiography w/Color Flow Doppler
- General Internal Medicine
- Endocrinology
- Rhinoscopy/Bronchoscopy
- Endoscopy/Cystoscopy

**Radiation Oncology****Jayne Looper, DVM**

Practice Limited to Radiation Oncology

- Definitive Radiation Treatment for Companion Animal Tumors
- Palliative Treatment for Cancer Pain
- Radiation Therapy

**Radiology****Nancy E. Love, DVM**

American College of Veterinary  
Radiology

**Matthew Bischoff, DVM**

American College of Veterinary  
Radiology

**Jason Crawford, DVM**

American College of Veterinary  
Radiology

- Ultrasonography
- General Radiology
- Computed Tomography
- MRI

**Oncology/Hematology****Pedro A. Boria, DVM**

Practice Limited to Medical Oncology

- Care of Cancer Patient
- Chemotherapy
- Tumor Biopsy & Localization
- Medical Management of Pain

**Surgery****Thomas Turner, DVM**

Practice Limited to Surgery

**Steven Abel, DVM**

Practice Limited to Surgery

- Orthopedic
- Soft Tissue
- Total Hip and Knee Replacement
- TPLO

**Critical Care****Sheila McCullough, DVM**

American College of Veterinary Internal  
Medicine

**Todd Duffy, DVM**

Practice Limited to EM/CC

- Traumatology
- Transfusion Therapy
- Acute Enteral and Parenteral Nutritional Support
- Intensive Monitoring
- Advanced Analgesia & Anesthesia

**Emergency Medicine****Jennifer Surmick, DVM****Margaret Lobitz, DVM****James Sievers, DVM****Barbara Hanek, DVM****Karina Flinn, DVM****Alicia Harris, DVM**

## VCA Aurora Animal Hospital

2600 West Galena Blvd. • Aurora, IL 60506  
(630) 896-8541  
Fax (630) 896-8594

## VCA Berwyn Animal Hospital

2845 South Harlem Ave. • Berwyn, IL 60402  
(708) 749-4200  
Fax (708) 749-4269



## COLLEGE ALUMNA FEATURED IN HALFTIME SPOT

Dr. Rosemary LoGiudice, University of Illinois - B.S. Agr. Science '77, B.S. Vet. Med. '79, D.V.M. '81, was filmed last June for this year's national halftime spot to be aired on ABC, ESPN, and CBS during Illini football and basketball games. She was one of about a dozen alumni selected for the spots, which feature alumni at various locations on campus saying such things as "This is where I learned to teach" and "This is where I learned to lead."

Dr. LoGiudice was filmed in the College's nuclear scintigraphy suite with Attila, one of the Trakehner horses that were part of the Kosterka estate gift to the College. Her line was "This is where I learned to heal."

In the final segment of the spot, all the alumni say, "This is where I learned to live."

After many years owning a very successful mostly equine practice in Manhattan, Illinois, Dr. LoGiudice took a position as assistant director for Membership and Field Services and SAVMA Advisor at the American Veterinary Medical Association about 3 years ago.

She flew her plane to Urbana for the shoot and wowed the production crew with her professional and enthusiastic delivery. Be sure to watch for her and Attila during the games later this year. To view the spot online, check out the campus website where it can be viewed as streaming video at <http://www.uiuc.edu/features/alums/>.

— Article reprinted with permission from "Veterinary Report", Spring/Summer 2004.



### *Special Events at this year's 85th Fall Annual Conference for Veterinarians at the University of IL – College of Veterinary Medicine!*

Be a part of Illini history by attending The Investiture Program scheduled for Wednesday, October 13th at 4:00 p.m. The College invests its first endowed chair holder, Dr. Paul Cooke holds the Field Chair in Reproductive Biology and is an international leader in research into the basic mechanisms of reproduction. A reception will follow at 5:00 p.m. Please R.S.V.P. to the Office of Advancement at 217/333-2762.

Thursday evening, October 14th, meet and greet at the Evening Social Hour in the courtyard outside the Large Animal Clinic auditorium at 5:00 p.m., where there will be beverages, hors d'oeuvres, and raffle prizes. At 5:30 p.m., the party will move to the Large Animal Clinic Auditorium for the College/Alumni Awards Ceremony, where the Auxiliary to the Illinois State Veterinary Medical Association will award \$1,000 scholarships to veterinary students. The Alumni Association and College will jointly present the 2004 Dr. Erwin Small Distinguished Alumni Awards and the Special Service Award. Professor Ted Lock will also be recognized in honor of his retirement.

For more information on programs and conference speakers, visit the Fall Conference website at [www.cvm.uic.edu/ope/fallconf/index.html](http://www.cvm.uic.edu/ope/fallconf/index.html).

Visit online to register at [www-s.cvm.uic.edu/fallconf](http://www-s.cvm.uic.edu/fallconf) or obtain registration information and forms by contacting the College. Call the Office of Public Engagement at 217/333-2907.

## ISVMA Committee Update

(from page 4)

wet labs. The entire weekend will have many other topics for those interested in exotics, food animals, equine, small animals, and veterinary technology. In a change from the past, the annual meeting will be held during a Sunday breakfast rather than a banquet lunch. All who attend will not only benefit and enjoy the changes and additions, but will recognize the familiar that still remains a part of our annual event.

An expanded exhibit hall will be available, allowing contact with the profession's many vendors and distributors. There will be a Second Annual Job Fair which should prove to be even more productive than the first. The University of Illinois will conduct student interviews, and the Auxiliary has plans for some fun excursions for all.

### Committee Chair:

Dr. Scott Keller, Region 5, Joliet IL;

**Small Animal Section:** Dr. Stephen Juriga, Region 5, Oswego IL; Dr. Ralph Hamor, Region 3, Urbana IL. **Exotic**

**Section:** Dr. Peter Sakas, Region 7,

Niles IL. **Equine Section:** Dr. Lydia Gray, Region 3, Woodstock IL; Dr. Lisa Eller, Region 3, Arthur IL; Dr. Michael Boero, Region 3, Mahomet IL. **Large**

**Animal Section:** Dr. William J. Armbruster, Region 2, Hartsburg IL.

**Vet Tech Section:** Dr. Walter Stein, Region 5, Joliet IL; Ms. Jeanne Vitoux; Ms. Jan Walters.

### Committee Members At Large:

Dr. Shelly Rubin, Region 7, Chicago IL; Mr. Peter Weber, Executive Director, Springfield IL; Mrs. Dana Saal, Convention Coordinator, Springfield IL

## ANIMAL WELFARE POLICY TASK FORCE

This task force was formed by ISVMA 2004-2005 president, Dr. Wes Bieritz, with the intention of proactively researching and developing related positions for the association. Since its inception, the group has grown to fifteen active members with diverse backgrounds: companion animal, food animal, laboratory animal, and association veterinarians as well as lay people from humane associations and media backgrounds. This makes for a broad range of experiences from which to draw.

Co-Chaired by Dr. Emil Baukert and Dr. Gail Golab, the task force's mission defines its goals as follows: "To develop and recommend positions, policy, and programs, based on an appropriate blend of science, ethics, and morals, that will enhance the ability of Illinois veterinarians and the ISVMA to respond appropriately to animal welfare-related issues."

One of the first issues that has been brought before the task force by the ISVMA is to consider what is and is not appropriate use of live animals in veterinary continuing education programs.

### Task Force Co-Chairs:

Dr. Emil Baukert, Small Animal Practitioner, Region 7, Skokie IL; Dr. Gail Golab, AVMA, Region 7, Schaumburg.

### Task Force Members:

Dr. Taylor Bennett, Lab Animal Medicine, Region 7, Chicago IL; Dr. Richard Collins, Swine Practitioner, Region 6, Dixon IL; Dr. Lydia Gray, Hooved Animal Humane Society, Region 6, Woodstock IL; Dr. Gregory Mauck, Small Animal Practitioner, Region 3, Sullivan IL; Dr. Shelly Rubin, Small Animal Practitioner, Region 7, Chicago IL; Dr. Joseph Rudolphi, Farm Animal Practice, Region 1, Noble IL; Dr. Sherri Williams, Feline Practice,

Region 2, Springfield IL; Mr. Steve Dale, WGN host for "Pet Central" radio show; Ms. Lauren Malmberg, Humane Society Director; Mr. Steve Notaro, Director of Champaign-Urbana Humane Society.

### Ex Officio Members:

Dr. George Richards, Legislative Committee Chair, Region 3, Danville IL; Mr. John Ryan, ISVMA Lobbyist, Springfield IL; Dr. Wes Bieritz, ISVMA Board President, Region 3, Danville IL.

## HUMAN-ANIMAL BOND/ANIMAL WELFARE COMMITTEE

This committee was formed to advance awareness and understanding of the bond between animals and the humans around them, and to address issues of animal welfare. To date, this committee's main contribution has been the development of the Animals Contributing To Society (ACTS) Awards. Awards for four separate categories of achievement, Hero, Volunteer, Professional, and Human-Animal Bond Award are given to an animal and/or person who has made an extraordinary contribution to their owners' lives, their neighborhood, or their community.

### Committee Chair:

Dr. Emil Baukert, Region 7, Skokie IL;

### Committee Members:

Dr. Taylor Bennett, Region 7, Chicago IL; Dr. Lydia Gray, Region 6, Woodstock IL; Dr. Cecilia Burke, Region 7, Mundelein IL; Dr. Gail Golab, Region 7, Schaumburg IL; Dr. Mary Baukert, Region 7, Skokie IL.





# Continuing Education Calendar

(from page 16)

November 11–12: 12TH ANNUAL IOWA STATE UNIVERSITY SWINE DISEASE CONFERENCE Scheman Building, Iowa State University, Ames, IA. The annual swine disease conference covers new and emerging technologies and procedures that can be applied to improve production and product safety and quality. For program information, visit online at <http://www.ucs.iastate.edu/1104/swine.htm> or contact James McKean at [x2mckean@iastate.edu](mailto:x2mckean@iastate.edu). For registration information, email University Conference Services at [confreg@iastate.edu](mailto:confreg@iastate.edu) or write University Conference Services at 102 Scheman, Ames, Iowa 50011. Tel: (515) 294-6222.

NOVEMBER 13– 14: 2004 CONTINUING EDUCATION ANIMAL BEHAVIOR CONFERENCE: CURRENT TOPICS IN COMPANION ANIMAL BEHAVIOR University of Wisconsin School of Veterinary Medicine, Madison, WI. Speaker is Karen Overall, MA, VMD, PhD, Dipl. ACVB, ABS Certified Applied Animal Behaviorist. For more information, please contact Ginger at [gbtempleton@att.net](mailto:gbtempleton@att.net).

NOVEMBER 16– 17: 24-HOUR MBA (MIXED-ANIMAL BUSINESS ADMINISTRATION): VITAL SKILLS FOR VETERINARY PRACTICE OWNERS COLLEGE OF VETERINARY MEDICINE h. Richard Adams Conference Center, Colombia, MO. The seminar is intended to

be highly interactive with the intention of discussing the business aspects of introducing new ideas into a practice and how these new ideas can be bundled to attract new clients or provide additional services for existing clients. Dr. Larry Firkins from the U of IL will present four insightful sessions on interpersonal communications and Drs. Tom Fangman, Bob Larson and Richard Randle from the U of MO will discuss the potential profitability associated with adopting and implementing new philosophies into a veterinary practice. Contact College of Vet Med, Veterinary Medicinal Extension & Continuing Education, A331 Clydesdale Hall, Univ of MO, Columbia MO 65211. TEL: 573-882-7848. FAX: 573-884-9139. Email: [cellarc@missouri.edu](mailto:cellarc@missouri.edu).

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# Continuing Education Calendar

(from page 15)

**OCTOBER 17-19: AAFP FALL CONFERENCE** San Francisco, CA. Offered by the American Association of Feline Practitioners. For further information call Melinda Kuest, Meetings Coordinator at 615/301-3050 or visit online at [www.aafponline.org](http://www.aafponline.org).

**OCTOBER 20-23: ACVO ANNUAL CONVENTION** Washington DC. The annual conference will be at the Grand Hyatt Hotel and is open to ACVO Diplomates, general practice DVM's, residents/interns to the ophthalmology program and technicians. The annual conference offers on average 15-20 credit hours. Online links for general information and registration can be found at [www.acvo.com/meetings/conferences.htm](http://www.acvo.com/meetings/conferences.htm).

**OCTOBER 20 -24: IVAS BASIC COURSE SESSION I** Houston, TX. The Int'l Veterinary Acupuncture Society is opening registration for a basic course in veterinary acupuncture. Course consists of four 5-day sessions, 4-8 weeks apart. Rest of course schedule: Session 2-November 17-21, Session 3-January 19-23, Session 4-February 23-27, Exams April 2-3. The Course is open only to licensed veterinarians. An annual scholarship of the course tuition fee may be awarded to one veterinarian from a developing country or to a faculty member of a veterinary school or college. Further details may be obtained by contacting: The International Veterinary Acupuncture Society, P.O. Box 271395, Ft. Collins, CO 80527-1395. Phone: (970) 266-0666. Fax: (970) 266-0777. E-mail: [office@ivas.org](mailto:office@ivas.org).

**OCTOBER 21-28: 47TH ANNUAL MEETING** Sheraton Greensboro Hotel, Greensboro, NC. The American Association of Veterinary Laboratory Diagnosticians has a detailed schedule for its annual meeting online at [www.aavld.org](http://www.aavld.org). (annual meeting; events schedule) Registration is available by downloading a copy of their form or you can contact them at: AAVLD, PO Box K227, Richmond, VA 23288 USA. FAX: (804) 285-3367.

**OCTOBER 22: CL DAVIS SYMPOSIUM: DIAGNOSTIC NERUOPATHOLOGY AND NEUROMUSCULAR PATHOLOGY** In conjunction with AAVLD Annual Meeting at the Sheraton Greensboro Hotel, Greensboro, NC. 8 hour CE. Topics include diagnostic neuropathology and neuromuscular pathology particularly neurology for the pathologist, the handling of nerve and muscle tissue for diagnostic pathology and how to avoid common errors in neuropathology, spinal cord and brain lesions in dogs and cats, including tumors and infectious diseases, and mucocutaneous neuropathology. Tuition of \$125 includes refreshments, CD of presentations and continuing education credits. Please Pre-register to guarantee receipt of materials. Registration is through CL Davis and is separate from AAVLD Annual Meeting registration fees. Information is available by calling 847-367-4359 or online at <http://www.afip.org/CLDavis>.

**OCTOBER 27-31: THE DOGS! AND CATS COURSE: DIAGNOSIS AND TREATMENT OF BEHAVIOR PROBLEMS FOR THE VETERINARIAN** Purdue University, West Lafayette, IN. Course provides information on diagnosis, treatment and prevention of behavior problems in dogs and cats with emphasis on diagnosis and differential diagnosis of behavioral problems, application of behavior modification techniques and behavioral pharmacology. This course is limited to veterinarians and veterinary technicians accompanying veterinarians. Cost of registration is the same for either a veterinarian alone to attend or for a veterinarian plus a veterinary technician team to attend. To download a registration form, visit online at [http://www.vet.purdue.edu/animalbehavior/pages/dogs/dogs\\_vet.htm](http://www.vet.purdue.edu/animalbehavior/pages/dogs/dogs_vet.htm).

## NOVEMBER 2004

**NOVEMBER 2-4: 100TH MISSISSIPPI VALLEY VETERINARY MEDICAL ASSOCIATION MEETING** Par-a-Dice Hotel and Casino, Peoria, IL. 12 hours of CE. Available to veterinarians and staff. Speakers include Dr. Greg Ekdale on team building, Dr. Matt Miller on cardiology.

Notes will be available online this year at no charge. Printed notes will be an additional \$20, available in advance only. Wednesday evening program to honor our past presidents; in addition Royce Elliot, the comedian. For more information contact Dr. Michael Thomas by email at [tvc2@dtmsped.net](mailto:tvc2@dtmsped.net), phone 309-444-2311 or by fax 309-444-8427.

**NOVEMBER 4-6: 24TH ANNUAL VCS CONFERENCE** Kansas City, MO. Information is not currently available on the Vet Cancer Society website, [www.vetcancer-society.org](http://www.vetcancer-society.org). For information, contact VCS, Barbara J. McGhee, Executive Director, P.O. Box 1763, Spring Valley, CA 91979. Phone: (619) 474-8929.

**NOVEMBER 5-6: TNAVC – PENSINGER VETERINARY POST-GRADUATE INSTITUTE** Fiesta Inn, Tempe, AZ. "Radiology and Ultrasound" Speaker: Dr. Eric Hergesell, UC Davis. 14 RACE approved CE hours. Course will be heavily clinically based and will be organized around a lecture and discussion format. Topics: diagnostic radiology of the thorax and abdomen with coverage of positional radiographic techniques and contrast procedures. To download a brochure, go online at [vetpostgrad.com/contact.html](http://vetpostgrad.com/contact.html) or for more information send requests to NAVC-Pensinger Veterinary Postgraduate Institute, 5003 SW 41st Blvd., Gainesville FL 32608. Tel: 1-800-756-3446. Fax: 325-336-6827.

**NOVEMBER 5-7: FIRST ANNUAL J.T. VAUGHAN EQUINE MEDICAL CONFERENCE FOR THE PRACTITIONER** Auburn University of Veterinary Medicine, AL. More than 19 CEU's will be available in the study of Equine Neurology and Lameness. Guest speaker is Dr. Tommy Divers of Cornell University, internationally renowned equine internist. Format is lecture followed by wet labs. The conference is named for Dr. Tom Vaughan, former dean of the College of Veterinary Medicine. He'll kick off the conference on November 5 with his talk, "History of the Horse." For more information, call 1-800-483-8633 or 334-844-3699.

(continued on page 17)

## WELCOME!

ISVMA would like to welcome the following 49 new and returning members (who joined between August 12, 2004 and September 27, 2004). ISVMA is still growing toward the Board established goal of 2000 members by July 1, 2007. Please help us spread the news about the many benefits of membership in ISVMA – where dues are an investment that pay tremendous dividends!

Dr. Diana L. Wilson  
Dr. Felicia Y. Leung  
Dr. Sara Estrick  
Dr. Steven T. Deisher  
Dr. Megan Borgstrom  
Dr. Elizabeth M. Davis  
Dr. Charles E. Carmichael  
Dr. Philip N. Bane  
Dr. Dannielle G. Jackson  
Dr. Julius Linas Brinkis  
Dr. Marva F. Davis  
Dr. Randall Scagliotti  
Dr. Mark Bobofchak  
Dr. Jennifer Bochnowski  
Dr. Cari A. Setzler  
Dr. Kevin L. Marion  
Dr. Debra A.H. Agapito

Dr. Samuel J. Vainisi  
Dr. Heather J. Kaese  
Dr. Daniel J. Teasdale  
Dr. Deni L. Ianakov  
Dr. Melissa McDearmon  
Dr. Jennifer E.M. Baker  
Dr. Laura Brown  
Dr. Kristen D. Colleran  
Dr. Karla B. Hart  
Dr. Nathan A. Jurgena  
Dr. Lynlee A. Wessels  
Dr. Julie L. Mattson  
Dr. Jamie L. Flanagan  
Dr. Steven G. Sisler  
Dr. Tia D. Simms  
Dr. Joel D. Huffman  
Dr. Cecilia A. Friberg

Dr. Chris E. Hart-Lizer  
Dr. Tina E. Stortzum  
Dr. Valerie J. Vogel  
Dr. Elizabeth Robertson  
Dr. Colleen M. O'Keefe  
Dr. Esther Ling  
Dr. Jonathan C. McCormick  
Dr. Sean E. Snyder  
Dr. Kristi L. McCullough  
Dr. James Adams  
Dr. Renee Leveille  
Dr. Elisabeth Girard  
Dr. Dawn Karnicki  
Dr. John Kasmerksy  
Dr. Elizabeth Peironnet Barnes



*Healthy Practices.  
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## 67<sup>TH</sup> ANNUAL MSAA/AAHA MEETING

A TWO-DAY LEARNING AND NETWORKING EXPERIENCE

NOVEMBER 10-11, 2004 · DAVENPORT, IOWA

The MSAA/AAHA Meeting is ideal for anyone on the veterinary practice team. It is a friendly regional gathering of veterinarians, managers, practice owners and technicians for two days of continuing education and networking. Anyone is welcome to attend; no association memberships are required.

### What You'll Learn

This year's MSAA/AAHA Meeting includes both scientific and management topics:

- Feline Internal Medicine Update by Michelle Gaspar, DVM
- Better Medicine ... Better Business by Fritz Wood, CPA, CFP

- The Art of Compliance: Are Your Patients Receiving the Care You Recommend? by Todd Towell, DVM, MS, DACVIM.

### Why You Should Attend

- Learn the latest information on feline internal medicine and high-performing teams
- Network with your peers and meet new colleagues
- Take a break from your practice and reconnect with your profession
- Bring an additional member of your practice for a discount registration

TO REGISTER FOR THE MSAA/AAHA MEETING, CALL 800/883-6301 OR VISIT [WWW.AAHANET.ORG](http://WWW.AAHANET.ORG).

# ISVMA FORUM

Following are actual questions that have recently been asked of ISVMA staff members:

**Q:** *Can I withhold medical records from a client that refuses to pay their bill?*

**A:** The Veterinary Medicine and Surgery Practice Act does not include any provision that gives veterinarians a lien right that would allow them to retain the records of an animal treated by them until the owner pays the charges for that treatment. There is also nothing in the general lien acts (pertaining to other occupations and professions) that indicates that the legislature ever created such a remedy. There also doesn't seem to be any indication that there is a common law (non-statutory) veterinarian's lien. ISVMA counsel cautions any veterinarian against attempting to withhold records as security for the payment of the charges due for the treatment of the animal to which the records apply. It is also possible that the Veterinary Licensing and Disciplinary Board might view this as "unprofessional conduct" on the part of the veterinarian. It is possible that if someone were to attempt to assert such a right, some Illinois Court might well decide that there is such a common law lien. However, ISVMA legal counsel believes that the most conservative and safe approach is to avoid the exposure to a Departmental inquiry and the attendant expense and stress by returning such records upon request.

**Q:** *Can a veterinarian fill the prescriptions issued by another veterinarian in cases where the animal is the patient of the veterinarian prescribing, and the veterinarian filling the prescription has no relationship to the animal or its owner?*

**A:** This issue seems to be controlled by the Illinois Pharmacy Act, the relevant portions of which are:

Sec. 5. Application of Act. (a) It shall be unlawful for any person to engage in the practice of pharmacy in this State and it shall be unlawful for any employer to allow any person in his or her employ to engage in the practice of pharmacy in this State, unless such person who shall engage in the practice of pharmacy in this State shall be first authorized to do so under the provisions of this Act.

Sec. 5.5. Unlicensed practice; violation; civil penalty. (a) Any person who practices, offers to practice, attempts to practice, or holds oneself out to practice pharmacy without being licensed under this Act shall, in addition to any other penalty provided by law, pay a civil penalty to the Department in an amount not to exceed \$5,000 for each offense as determined by the Department. The civil penalty shall be assessed by the Department after a hearing is held in accordance with the provision set forth in this Act regarding the provision of a hearing for the discipline of a licensee; (b) The Department has the authority and power to investigate any and all unlicensed activity; (c) The civil penalty shall be paid within 60 days after the effective date of the order imposing the civil penalty. The order shall constitute a judgment and may be filed and execution had thereon in the same manner as any judgment from any court of record (Source: P.A. 89-474, eff. 6-18-96.); (d) "Practice of pharmacy" means the provision of pharmaceutical care to patients as determined by the pharmacist's professional judgment in the following areas, which may include but are not limited to (1) patient counseling, (2) interpretation and assisting in the monitoring of appropriate drug use and prospective drug utilization review, (3) providing information on the therapeutic values, reactions, drug interactions, side effects, uses, selection of medications and medical devices, and outcome of drug therapy, (4) participation in drug selection, drug monitoring, drug utilization review, evaluation, administration, interpretation, application of pharmacokinetic and laboratory data to design safe and effective drug regimens, (5) drug research (clinical and scientific), and (6) compounding and dispensing of drugs and medical devices. *(continued on page 14)*

## New Member Service: ISVMA Retains Law Office

ISVMA has retained the Springfield law office of Stratton, Giganti, Stone & Kopec (<http://www.stratton-law.com>) in order to offer an important new member service. ISVMA now has a program for Free Initial Legal Consultation.

Call ISVMA if you are in need of legal consultation that involves interpretation of a veterinary law or accompanying regulation. If the ISVMA has background on the question in their legal reference library, we will share the information with you in order to help clarify the legal issue. If it has not been researched, ISVMA will forward the question to the Stratton Law Offices. They will provide a complimentary initial consultation for any ISVMA member (answering any question that requires minimal research).



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## Continuing Education Calendar

### **OCTOBER**

**OCTOBER 9TH : 23RD ANNUAL FALL CONFERENCE FOR VETERINARY TECHNICIANS** Park Inn, Urbana, IL.

Speakers include Mr. Marcella Ridgeway of U of I Small Animal Hospital, "Stopping Unstoppable Diarrhea"; Dr. Jesse Nagy of U of I Large Animal Hospital, "MRI, CT and Nuclear Medicine: Which Should I Use"; Dr. Britany Benson of U of I Large Animal Hospital, "Prepurchase Equine Examinations"; Dr. Melanie Otte of U of I Small Animal Hospital, "Diabetes Mellitus: It's Symptoms, Diagnosis and Treatment" and "All About Blood Pressure: Monitoring Devices, Hypertension and Hypotension." For more information contact Parkland College Office of Admissions and Records at 2400 West Bradley Avenue, Champaign IL 61821 or fax 217-373-3830.

**OCTOBER 9TH: 14TH ANNUAL ACVS SYMPOSIUM** Denver, CO. Lectures: Maxillofacial Trauma Management, Palate Surgery, Diagnosis of Oral Neoplasia, Surgical Management of Neoplasia, Local Anesthesia in Oral Surgery, Management of Dental Trauma, Periodontal Surgery, Tooth Extraction Techniques, Laboratory: Mandibular Fracture Repair, Interdental Wiring and Intraoral Splinting. For more information email: [Reiter@vet.upenn.edu](mailto:Reiter@vet.upenn.edu)

**OCTOBER 13TH: NEUROLOGY.** Program offered by the Chicago VMA. Speaker is Dr. Rod Bagley. For more information contact the CVMA at (630) 325-1231.

**OCTOBER 14TH -15TH: 84TH ANNUAL FALL CONFERENCE FOR VETERINARIANS** U of IL-College of Veterinary Medicine, Urbana, IL. Thursday social hour with alumni awards and Saturday's tailgate party and football game against Michigan. 12 hours of CE. For information call (217) 333-2907 or visit online at [www.cvm.uiuc.edu/ope/fallconf](http://www.cvm.uiuc.edu/ope/fallconf).

**OCTOBER 14TH – 17TH: NESTLE PURINA NUTRITION FORUM** St. Louis, MO. American Academy of Veterinary Nutrition is hosting an open, scientific meeting for veterinary nutritionists, veterinarians and others with an interest in dog and cat animal nutrition. For information, contact Dr. Wilbur Amand, Executive Director, 6 North Pennell Road, Media, PA 19063 or e-mail at [wbamand@aol.com](mailto:wbamand@aol.com).

*(continued on page 16)*



## ISVMA FORUM

*(from page 10)* Sub-section (k-5) "Pharmacist" means an individual health care professional and provider currently licensed by this State to engage in the practice of pharmacy. (a) "Pharmacy" or "drugstore" means and includes every store, shop, pharmacy department, or other place where pharmaceutical care is provided by a pharmacist (1) where drugs, medicines, or poisons are dispensed, sold or offered for sale at retail, or displayed for sale at retail; or (2) where prescriptions of physicians, dentists, veterinarians, podiatrists, or therapeutically certified optometrists, within the limits of their licenses, are compounded, filled, or dispensed; or (3) which has upon it or displayed within it, or affixed to or used in connection with it, a sign bearing the word or words "Pharmacist", "Druggist", "Pharmacy", "Pharmaceutical Care", "Apothecary", "Drugstore", "Medicine Store", "Prescriptions", "Drugs", "Medicines", or any word or words of similar or like import, either in the English language or any other language; or (4) where the characteristic prescription sign (Rx) or similar design is exhibited; or (5) any store, or shop, or other place with respect to which any of the above words, objects, signs or designs are used in any advertisement.

Sec. 4. Exemptions. Nothing contained in any Section of this Act shall apply to, or in any manner interfere with: (a) the lawful practice of any physician licensed to practice medicine in all of its branches, dentist, podiatrist, veterinarian, or therapeutically or diagnostically certified optometrist within the limits of his or her license, or prevent him or her from supplying to his or her bona fide patients such drugs, medicines, or poisons as may seem to him appropriate;

ISVMA legal counsel recommends a conservative approach to this issue and argues that it is always better to avoid legal problems than to have a clever defense. Taking that same conservative approach, the Pharmacy Act does not apparently permit one veterinarian to fill the prescriptions for another, treating veterinarian. To do so would cause the veterinarian filling the prescription to fall within the definition of a "pharmacy", and would cause the other provisions of the act to apply. A veterinarian might be able to engage in the practice of filling the prescriptions for another veterinarian and never be caught, but the penalties for operating an unlicensed pharmacy are such that the risk is one that most professionals would not want to run. Absent a formal written opinion from the Department of Financial and Professional Regulation, ISVMA legal counsel recommends that Illinois veterinarians do not fill the prescriptions of other veterinarians except in circumstances as described below.

ISVMA was also asked whether the veterinarian who is being asked to fill the prescription can satisfy the requirements of the exemption provisions of the act by examining the animal in question and confirming the diagnosis and prescription of the treating veterinarian. ISVMA legal counsel believes that this idea might work, but it is strongly suggested that the veterinarian filling the prescription do more than give the animal a quick look over. In order to maximize the chances of falling within the exemption, the veterinarian being asked to fill the prescription ought to examine the animal in sufficient detail to be able to render a professional opinion that the earlier diagnosis was correct and that the drugs or medicines prescribed are appropriate. He or she may also want to actually open some sort of file that shows that this was done in the event that someone later asks to see these records.

*The preceding legal information was researched and provided by the Springfield law firm of Stratton, Giganti, Stone and Kopec.*

**Please call ISVMA, send us an email, or call with any questions you may have. With permission, we may print your question, along with the researched answer, in the next issue of EPITOME.**

### **E- Source: The ISVMA's Electronic Newsletter**

"This is a great way to keep in contact. Hope more members use this resource." ISVMA Member Dr. Badertshcer, Arboretum Animal Hospital

The E-Source is a vital and up-to-the-minute newsletter that is transmitted at least twice a month to the membership of the ISVMA. Topics that have been addressed include "New 'FairPay' Overtime Rules Will Affect Most Veterinary Practices", "Increased Canine Distemper Detected in Chicago", "Reading Between the Microchips: Coalition Calls for Scanners That Read All Chips to Help Reunite Lost Pets and Families", "What is the Coalition for Reuniting Pets and Families?" and "New IDFP Rules Available on ISVMA Website".

A quick review of this edition of the Epitome will show that the E-Source materials aren't always part of ISVMA's printed media. Timely topics come and go. The way to stay informed is through the E-Source.

If you are not currently receiving our electronic newsletter, contact us by e-mail and ask to be added to the distribution list. This is a member service you shouldn't be missing!



**TO PLACE YOUR AD  
IN THE EPITOME,  
please contact ISVMA  
at 217-523-8387!**



## ISVMA Member Spotlight



The ISVMA Member Spotlight is a new feature in the *Epitome* newsletter. Each future issue of the *Epitome* will introduce you to veterinary practices in Illinois that are leading the way for organized veterinary medicine.

### Hawthorne Animal Hospital, Ltd.

In 1957, Dr. Merrill Ottwein opened the Hawthorne Animal Hospital in Glen Carbon, Illinois and worked as a solo practitioner. Hawthorne Animal Hospital consisted of Dr. Ottwein working out of his home and providing mixed animal veterinary care.

Hawthorne Animal Hospital opened its first building in 1959 and, over the years, there were four additions to the original building. Dr. Joe Helms and Dr. Arthur Lippoldt (ISVMA Life Member) joined the practice in the early 1960s and, at the time, dairy cattle were a large part of their practice. By 1992, the St. Louis metropolitan sprawl had overrun most of the farming operations in and around Glen Carbon and Hawthorne Animal Hospital became a small animal hospital.

Dr. Philip McKinney joined Hawthorne as an associate in 1973 and eventually bought into the practice. Dr. Paul Myer joined the practice in 1989 and bought into the practice in 1997 when Dr. Helms retired. Upon Dr. Lippoldt's retirement in 2000, Dr. McKinney and Dr. Myer became the ownership partners of Hawthorne Animal Hospital, Ltd.

From its humble beginnings in Dr. Ottwein's home, Hawthorne Animal Hospital, Ltd. has grown into a very successful small animal hospital. They currently have six veterinarians in

practice and employ a staff of 40 non-veterinarians. They constructed a new 12,000 square foot building in July 2003 that features 8 examination rooms, 2 surgery rooms, on-site x-ray, ultrasound, endoscopy and laboratory and upscale boarding facilities. They also operate a satellite clinic in Troy, Illinois.

Dr. McKinney and Dr. Myer provide membership as a benefit of employment for their veterinarians. Dr. Myer points to ISVMA networking opportunities as one of the greatest values of membership. He understands that veterinarians who work cooperatively and share their ideas and experiences improve both their own performance and the quality of veterinary care for their clients, patients and the public.

The following doctors from Hawthorne Animal Hospital, Ltd. are members of ISVMA:

Dr. Arthur Lippoldt  
*(Life) Member since 1964*

Dr. Philip McKinney  
*Member since 1972*

Dr. Paul Myer  
*Member since 1986*

Dr. Jennifer Davis  
*Member since 1994*

Dr. Nathan Jurgena  
*Member since 2004*

Dr. Tia Simms  
*Member since 2004*

Dr. Jennifer Baker  
*Member since 2004*

The treatment of  
choice for  
Feline Hyperthyroidism

RADIOCAT has approval to  
release patients 3 days after  
treatment.



## ISVMA SPONSORS ANOTHER NEW MEMBER BENEFIT PROGRAM: ELECTRONIC CHECK RECOVERY

If your practice receives even one bad check per quarter, you are losing money - even if you finally collect the checks. The ISVMA now sponsors a free, federally approved electronic bad check recovery program that virtually solves all bad check problems and helps practices improve their bottom line.

Federal Check Recovery, Inc. (FCR) will work with ISVMA members to eliminate the high cost, lost time and embarrassment associated with the traditional process of collecting bad checks.

Traditional dishonored check recovery takes anywhere from one to four months from the time the check is written to the time the funds are returned to the recipient account. Your practice loses the use of these funds, the check-writer's bank charges you fees (most often \$2-10) for each collection, and your staff time is used on collecting the debt. Furthermore, your practice incurs mailing and telephone costs, actual loss of never collecting the funds and the potential of losing clients due to the embarrassment (and sometimes anger) associated with your staff trying to collect on the debt owed.

FCR collects a large percentage of bad checks within 5-7 business days and most of the rest within 30 business days (approximately 5% of all bad checks are really bad or fraudulent and are seldom collected by anyone).

FCR offers a professional, low key and non-intrusive outsource alternative to

solve a big problem for any practice. FCR collects 100% of the face amount of the check plus any fees that your practice may have incurred. This process is done entirely between the check writer bank and Federal Check Recovery National Processing Center computers. Everyone saves face and the clients are not intruded upon, nor are there any conflicts generated.

FCR charges your practice nothing for the electronic recovery service. Their income source is the state mandated service fee charged to the writer of the dishonored check. 100% of the electronically recovered funds plus any bank fees incurred by your practice are returned to you each Friday. So far this year, Federal Check Recovery, Inc. has collected over \$2 million for their clients.

*The way the system works is simple:*

1. Your practice gives FCR permission to collect the bad checks you receive and your bank is instructed to forward any dishonored checks they receive for your account directly to the National Processing Center after the first bounce.

2. The National Processing Center immediately converts the paper check to digital data. Then the National Processing Center routes this information via computer through the Automated Clearing House (ACH) to the check writer bank computers. (All checks in this country are cleared through ACH)

3. The computers interface and confirm if the check writer has enough funds in his/her account to cover the face amount of the dishonored check plus any applicable charges.

4. If the interface is positive, the money is immediately withdrawn from the check writer account and is electronically sent to the National Processing Center

which, in turn, electronically transfers 100% of the face amount plus any applicable charges into your checking account on Friday of each week.

5. If the interface is negative, the verification process continues until the funds are available and transferred.

6. If the account is marked Account Closed or Stop Payment, the National Processing Center turns the check over to their hard collection division which begins the detailed legal procedures to pursue the check writer until the funds are recaptured for you and replaced in your account. (Because of the steep additional legal costs associated with hard collections, there is a small amount charged for this service).

Because this collection process is accomplished electronically, the recovery has little impact on your practice/client relationships. Everything is done very quickly behind the scenes and is handled as an accounting procedure. Your client will not even know that you are aware of his/her mistake because they think it is all done in the banking system and they are relieved at not being embarrassed. Your staff will no longer be responsible for making the difficult and time consuming collection calls.

ISVMA believes that their members will benefit from outsourcing the distasteful and costly collections process to professionals - especially because it will cost you nothing!

If you want more information, fax your name, address, telephone and fax number to Federal Check Recovery, Inc. at (573) 256-6542 OR visit their website ([www.nsfexchange.com](http://www.nsfexchange.com)) OR call Dr. Billings Chapman at (573) 489-4214.





## ISVMA Member Spotlight

The ISVMA Member Spotlight is a new feature in the *Epitome* newsletter. Each future issue of the *Epitome* will introduce you to veterinary practices in Illinois that are leading the way for organized veterinary medicine.

### Animal Medical Clinic, Ltd.

In south suburban Chicago, two veterinarians were working in separate clinics less than two miles apart. One had graduated from Iowa State University and the other from Purdue University. In a situation that could have led to intense competition, these two doctors chose a different path.

Dr. George Atkins and Dr. Thomas Powell became close friends. In their two practices, they cooperated on emergencies and referred cases to each other regularly. They discovered that their personalities complimented one another and they had similar goals for their families.

They wanted to own a Midwestern practice in a less urban environment. They relocated to Springfield, Illinois when they heard there was a practice for sale. Dr. Dennis Johnson (who is a Life Member of ISVMA) had opened Animal Medical Clinic in Springfield in 1972. It was a mixed equine and small animal practice. Dr. Johnson had an interest in doing more equine medicine, so he sold Animal Medical Clinic to Atkins and Powell in 1979 and spent the next 25 years in practice at Lemen Veterinary Clinic in Decatur, Illinois.

Animal Medical Clinic, Ltd. became a small animal practice under the

ownership of Atkins and Powell. Dr. Powell became heavily involved in leadership positions with ISVMA. He served on the Legislative Committee, two terms on the ISVMA Board of Directors and chaired the Long Range Planning Committee in 1979. He also served two terms on the Veterinary Licensing & Disciplinary Board and served as the Board's chairman.

Dr. Atkins indicated that there is an important reason the veterinarians at Animal Medical Clinic, Ltd. belong to ISVMA. It is because of the power of a collective voice on legislative and regulatory issues that impact the veterinary profession.

*Editorial Note: It is especially important to point out that volunteer leadership from people like Dr. Powell makes that collective voice so strong.*



**If your practice experiences one bad check every three months, it can result in significant bottom-line loss, even if you finally collect the funds!**

### Announcing Federal Check Recovery, AT NO COST, to ISVMA Members!

- Electronically recovers 100% of the face amount of the bad check.
- Electronically recovers any bank charges you may have incurred due to the bad check.
- Using the most sophisticated/high tech software, recovers any bad checks.
- You receive your funds in a fraction of the time traditional collection methods take.

It is a POWERFUL program that solves a thorny problem and helps support ISVMA programs and services at NO COST TO YOU!

For more information, visit [www.nsfexchange.com](http://www.nsfexchange.com), or contact Dr. Billings Chapman at [BChapman@nsfexchange.com](mailto:BChapman@nsfexchange.com), or call 573.489.4214