

KVMA

Kentucky Veterinary News

From the Kentucky Veterinary Medical Association

KVMA MISSION: To PROMOTE, IMPROVE, AND ADVOCATE FOR THE VETERINARY PROFESSION.



SPRING 2019

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Editor

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A message from KVMA regarding Sales Tax Imposed on Small Animal Veterinary Services.

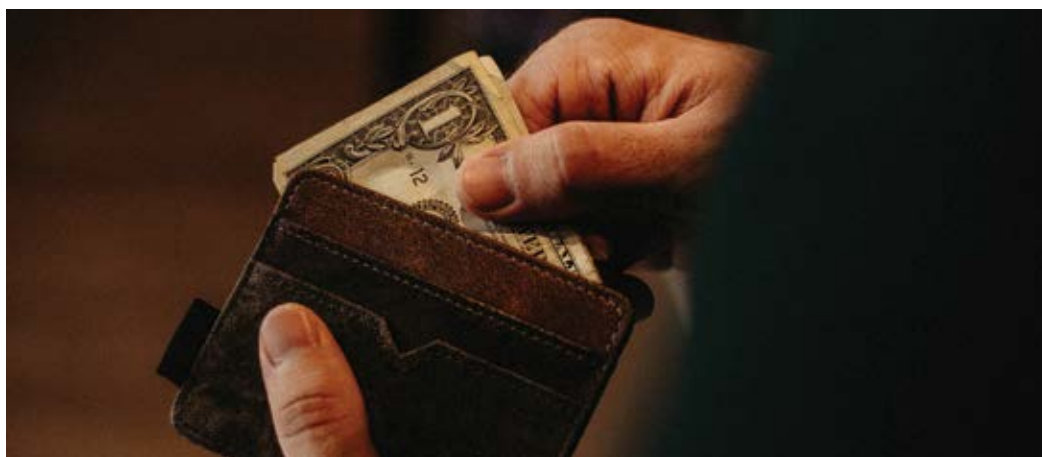
January 2019

The Kentucky Veterinary Medical Association would like to provide an update on issues related to the sales tax imposed on small animal veterinary services that was passed in the 2018 session of the Kentucky General Assembly.

While the tax was passed by the legislature last spring without any notice or warning, the KVMA quickly mobilized to have the governor veto the provision. The governor vetoed the legislation, but the legislature overrode his veto. The KVMA sought legal advice on options to fight implementation of the tax. It was determined that there was no legal recourse. The KVMA continues to meet with the Revenue Cabinet and members of the general assembly to discuss options and alternatives. The legislature's leadership has said that repealing the tax is not an option but the KVMA is devoting significant resources to making improvements: amending the provision so that services are taxed like goods (resale) and taxing consumable products one time (at the end point of use).

Kentucky has had an agreement with the general assembly that is unique to our state and very important to preserving our strong relationships within the state and out of state universities. We have veterinary seats at universities where our Kentucky students pay the in-state tuition and the general assembly pays the difference between that and the out of state tuition. The cost, which is continually escalating, is over 5 million dollars per year. We are committed to preserving these seats for our Veterinary Profession and the participation by the general assembly to fund these seats. The KVMA is proud of the 68 years that we have had our reciprocal agreement with Auburn University College of Veterinary Medicine (AUCVM) and the 46 years with Tuskegee University College of Veterinary Medicine (TUCVM).

If you would like additional information, please contact the office at Kentucky Veterinary Medical Association. 866-226-5862 or info@kvma.org. ♦



MARK YOUR CALENDAR! October 4 - 6, 2019 ~ The Galt House Hotel, Suite Tower, Louisville, KY
108th Kentucky Veterinary Medical Association Annual Meeting and 46th Mid-America Veterinary Conference

President's Message

Hi KVMA Colleagues,

How can I help?

What are we (the KVMA) doing well and where can we make some improvements?

Those are my questions for you. As members of this association, I want your feedback.

We, the KVMA Board, realize that YOUR needs continue to evolve over time as the world and profession continues to shift around us (and many times with us). As part of that evolution, numerous things are happening all at once in our association. Here are just a few to share.

- We are working diligently to finalize programming for our fall Mid America Conference. KVMA President-Elect, Dr. Bonnie Barr, is leading us to an energized and updated conference; which includes a trip to the Kentucky Derby Museum and CE sessions on exotics. **Make sure to save the dates - October 4 to 6, 2019.**
- The KVMA Website is being overhauled and updated to keep us current, mobile friendly, and more accessible.
- We are reviewing and likely updating our bylaws. Be on the lookout for more information soon.

Our membership numbers are growing; by now you should have received renewal notification. I appreciate your continued membership and support of KVMA. We would love to see it grow by 25 percent (or more) this year! If you haven't renewed yet, I encourage you to do so NOW at https://www.kvma.org/general/register_member_type.asp? We also ask you to be an advocate for the KVMA and remind the other veterinarians of the benefits of their state association.

What are the benefits? Membership gives you access to continuing education, fellowship, advocacy, and unique programs. The Animal Hall of Fame, Distinguished Service and Veterinarian of the Year are all amazing opportunities to highlight how awesome our KVMA members are.

The Power of Ten Leadership Program will be opening applications for the 2019-20 class soon. Be on the lookout for those notifications Do you know a recent graduate you see potential in? Please encourage them to apply for the P10.

Kentucky veterinarians and technicians have a voice on our KVMA Board and opportunities on the national stage are available too. The next KVMA Board Meeting is on March 20 in Frankfort and we welcome your attendance - come and see what your board members do.

As an aside, the AVMA has openings for nominations on councils, committees, and liaison roles where Kentucky Veterinarian Professionals can keep our voice heard. Check out the AVMA website (<https://www.avma.org/Members/Volunteer/Pages/default.aspx>) to learn more. Don't wait, as some positions close on April 1.

I finish this email wishing you a beautiful spring and again ask you, how can I help?



Dr. Jennifer K. Quammen
KVMA President





Spotlight Member:

Dr. Kristan K. Hodges

KVMA News Editor

I am asked, “When did you know you wanted to be a veterinarian?” A better question might be when did I not want to be a veterinarian. The answer to that is I can’t remember such a time. I recall a picture of me as a lad trying to figure a way to successfully bandage my dog’s foot. He had cut a pad and it wouldn’t stop bleeding. Each of my rudely-applied attempts he had quickly and expertly removed. I don’t recall how that episode turned out...only that my mother nearly did not survive him tracking blood all over her floor.

After graduating from AU/CVM in 1976, I worked in a three-doctor practice until opening my own practice in January of 1987. The practice grew and thrived until a brain hemorrhage forced me out of practice in April 1998. Months of grueling therapy finally got me to a physical point where I could function. I trained and was certified as an adult reading tutor, teaching adults to read who could not do so. A year and a half later I was offered a year as a fill-in instructor teaching upper level biology courses at a local college and I took it. I loved teaching, but soon learned that they preferred pure academics over the practitioner. I next helped a purely equine lab convert to include small animal endocrine testing. In a year and a half, I had worked myself out of a job.

Soon thereafter, I was walking across a parking lot when I suddenly could move no further. I was having a stroke, a cerebellar stroke to be exact. My left carotid artery was 95% occluded. Surgery got me flowing again but the damage was done. My balance was a thing of the past. Later, one more insult...a medication that did not work well for me caused an extreme loss of weight and condition and I landed in a wheelchair in a nursing and long-term care facility, where I remain today. Fortunately, it is one of the better facilities in the state. I can walk short distances with the assistance of a walker.

Along this tortuous pathway came the need for someone to be the editor of the Kentucky Veterinary News, the newsletter of the Kentucky Veterinary Medical Association. This is something I could do from anywhere. Have laptop, will travel! Being one who enjoys writing, I applied for and got the position. That was many years ago, now, and I have never regretted the move. I have had the opportunity to make many changes and, I hope, improvements in the newsletter to bring it up to the standards our association deserves. I am eternally grateful for the chance to serve KVMA in this way and am always open to thoughts members may have for new things or improvements.

Kristan K. Hodges, DVM
Editor, Kentucky Veterinary News



Meet Your Executive Board

In this first KVMA News of the new year, we would like to introduce the KVMA Executive Board for 2019. We asked each to tell you a bit about themselves. We thank each for their willingness to serve and encourage you to consider playing an active part in your KVMA.



Dr. Jen Quammen KVMA President

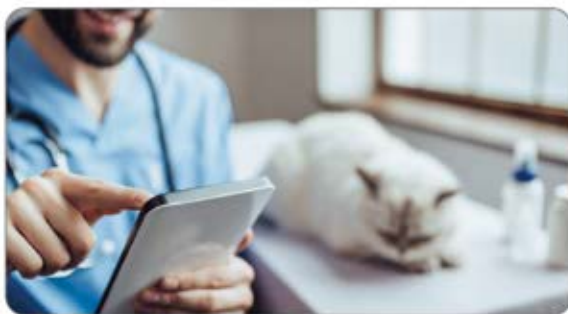
I LOVE Veterinary Medicine, but I don't always like everything about it. Have you felt that way? That's why my interest in organized medicine started immediately upon graduation. I wanted to have a voice in and understand how decisions were made within Kentucky, but also on the national level, and not just from a political standpoint, but from an educational one as well.. Once that decision was made, I quickly found myself on my local association serving as the representative to the KVMA. My learning curve was steep, and I happily landed among friends who supported me along the way. Those individuals have been not only my sounding board, but guides and mentors. Outside of the KVMA, I have made the time to be engaged in the national association and a large leadership community. Having a local, state and national voice and engagement have been the perfect recipe - they help me understand how the pieces fit together and

compliment one another, but also helped me understand how Veterinary Medicine fits into this ever changing society. My professional role is also ever evolving. In 2014, my partner and I launched a business focused on personal development and well being of Veterinarian Professionals. Veterinarian Coaching was founded to help the Modern Veterinarian Thrive in life, love, and career. Since starting a second business as a relief veterinarian, my life has become "richly scheduled." Having two businesses for many can be overwhelming, but it has also allowed me to walk the talk of leading a fulfilled life AND remaining passionate about Veterinary Medicine. In some ways I get to help even more animals by helping the professionals that take care of them. I love to travel and owning my schedule has allowed me to spend about a third of my time traveling for Veterinarian Coaching or relief work. Maintaining a sound mind and body is important to me, and, for me, that means kettlebell sport, which I continue to learn and develop my techniques. I firmly believe in the quote by an unknown author "When writing the story of your life, don't let anyone else hold the pen."

Board bios continued on pg. 13

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2019: Where Are We In Veterinary Medicine?

By J. A. Keith, DVM, MBA, MEcon, CVJ

Understand that 2018 was a challenging year in the financial markets. There were two significant corrections and a 4th quarter that wiped out most of the forward progress of the year. While things are starting to stabilize somewhat, there are a few lingering concerns which may affect the conditions this year. Among them: trade wars and tariffs, a slowing global economy, Brexit, a maturing business cycle, a divided US government, and other political considerations. Despite the 'doom and gloom' scenarios, GDP is forecasted to increase by more than 2%, unemployment is still fairly low and interest rates have not risen by much as the US economy dramatically improved over the past 2 years. Remarkably, inflation remains below its historic level of 3.36%. Importantly, the Federal Reserve seems to have a firm grip on its responsibilities and is mindful of the impact it has when raising short-term rates. Most of that may mean little to many of you, but it does to your bottom line. We are seeing dramatic changes in our industry and it beckons to pay attention to the economic structure in your hospital.

First, more and more outside entities are moving into your pharmacy. If you are not paying attention, you are losing this valuable income source. Let's focus on the Heartworm and Flea/ Tick prevention market. Historical-

ly, veterinarians have profited from the sale of pharmaceuticals and food inside the office. Our *fees* have been a bargain since the inception of the profession. For some reason, veterinarians have seemingly always undervalued our services. Subsequently, to help offset our low fees, we have recouped the difference in sales. Those sales will be precipitously diminishing sooner rather than later. This will cause a monumental shift in the way we do business.

We all remember the entrance of PetMed Express. Initially, they were more of an annoyance than much of a threat. They were competitive, but not by much. Fast-forward to 2019. The online platform has changed. One of the largest sellers of pet food and accessories sold your clients food, built up a customer base, marketed to them, created loyalty and now has begun to sell pharmaceuticals to *your clients cheaper than you can buy them*. Don't believe me? Look at the www.Chewy.com website. They are undercutting you by miles. Add to that the plan for Amazon to enter the veterinary market in 2019 (1). They too will beat what you actually pay the distributors. How in the world will you compete with a company that is valued at \$116 billion? You won't. You will lose the battle no matter how little you charge for Heartworm and Flea/ Tick products. Clients are wanting the cheapest costs (like all of us) and convenience. Yes, there will always be some degree of sales in your office, but they will be miniscule compared to what you are used to seeing. What do you do? Remember, you are just a pawn for the pharmaceutical industry. You are their best salesperson. They made money and got you to market their products - FREE! How so, you ask.

Yes, we all made profits by selling these products. At the same time, clients put trust in your recommendations and became loyal to the goods you sold. Now, manufacturers have a loyal customer base and will sell the same goods to the online competitors cheaper than they will sell them to you. They will deny it and that is mostly true. However, they have another system to alleviate the pressure we give them about selling in the 'Gray Market'. (This is another discussion altogether and if you want to know how it works, contact me privately). Keep mindful that Drug Manufacturers answer to the shareholders - not you. They must make a profit and don't really care much about the strategy to get it. Fair? Yep. Welcome to capitalism. You CAN survive IF you know how.

Again, I can say with great confidence that most hospitals are far below the level at which our clients can

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2019: Where Are We In Veterinary Medicine? (cont.)

pay for veterinary services. I work with 100 or more practices every year and all but a few are charging clients appropriate fees. With the advent of pharmaceutical losses, practices need to shore up their fee schedule---yesterday! That is not to say overcharge, but rather align what you charge based on the local economic demographics. Get a value-based fee schedule prepared for your practice and follow it. Discounting feels good, but does not pay the bills.

Low-cost practices feel the hardest hit upon change in our industry. If you fail to pay staff a suitable wage, turnover will be common - and that is a huge expense. Additionally, failure to make a profit drags down cash flow and prevents you from acquiring new equipment and maintain great care. No practice ever discounted themselves into prosperity. Additionally, I have never understood group discounts (multi-pet, senior, breeder, police, fire, etc.). Why would you do that? I do not get a discount at the pediatrician because we have three children. Stop financing your clients' desire to have a pet(s). It does not make sense despite what you may believe.

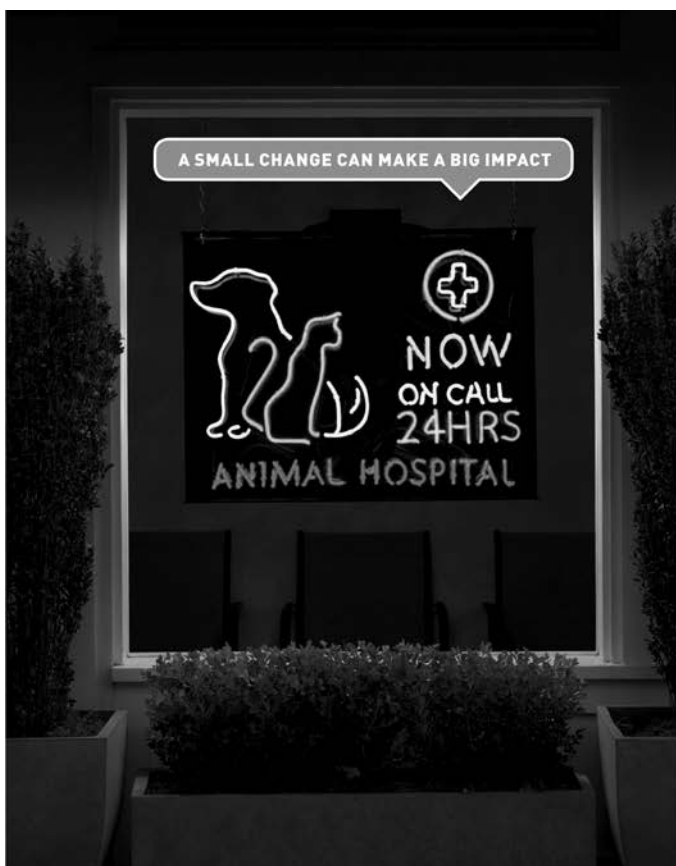
Do not buy a piece of equipment that you cannot justify. Yes, it is nice to have the latest technology. However, you need to pay for it AND make a profit. Most of us

performed thousands of operations before lasers became en vogue. These tools may make your job easier and be better for your patients, but you must also have a clientele that will pay for their use. There are ways to determine if an equipment purchase may work your hospital. If you need help, please contact me and I can forward the information.

In conclusion, NOW is the time to take a long and hard look at what you charge to perform your duties --- you know, those things you were taught to do in school. You cannot continue to rely on your pharmacy to drive profit. It will always have a part of the hospital income but, with time, less and less. There's a multitude of ways to enhance your practice's bottom line. I will continue this discussion in upcoming newsletters. The landscape is changing and you had better pay attention.

If it is predictable, it is preventable. ♦

(1) **James, Katie**; November, 2018, *What's Amazon Doing in the Pet Consumables Market?*, DVM360, p.8
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Is There a Ceiling for Veterinary Costs?

By J. A. Keith, DVM, MBA, MEcon, CVJ

The short answer is, YES. Veterinary costs have risen ~65% on average in the last 10 years (1). “Cost of Living” expenses (COA) in the same period have increased roughly 1.5% (2). Quite a discrepancy. Advances in care, cost of new pharmaceuticals, equipment (lasers, in-house chemistry machines, digital radiography, etc.) and employee-associated costs are mainly to blame. Historically, owners used discretionary income to pay for pet care. Most practices saw this evidenced by the ‘Great Recession’ some 10 years ago. Poorly run practices actually shuttered the doors...and there were many. I personally know of two. We simply cannot continue to see our fees rise at this pace. The sad fact is that 70% of United States citizens could not write a check today for \$1000.00.

So then, what is the answer? If we can’t continue to raise fees, how do we stay in business? Well, you have to keep up with costs, but the primary way to offset your accounts payable is to become more efficient and there are multiple ways to achieve this goal. First and foremost, you must contain the largest part of your expenditures – staff costs. Other strategies include inventory management, benefits review, production by associate veterinarians, eliminating missed charges, and charging for what you do.

First, eliminate overtime altogether but make sure you have appropriate staff for the time of the day and time of the year. Most practices see a decrease in revenue in the winter months, so plan accordingly as to not be over-staffed. Pay your nurses and support staff well and expect them to perform their duties. What I find in many practices is that everyone may look busy, but there is duplicity in tasks. For example, the inventory count does not necessarily need to be done 4 times a week. Many employees are skilled in *looking* busy, but are just finding small tasks in hopes that someone else will do the ‘big stuff’. Get rid of toxic and work-brittle employees that contribute very little to your practice. If you create a culture of hard work, you’ll find that more gets done by everyone. Additionally, practices that are very successful have many things in common, and one of those is they all have a well-trained staff. Train the nurses to do the tasks that do not require a veterinarian – laboratory work, surgical prep and clean-up, dispensing medications, in-patient monitoring, etc.

I know, inventory management is *boring*. I hear this all of the time both in my own office and in practices I work with. However, this is an area that is often overlooked. Your practice software can provide valuable information on products and management of inventory. A ‘turn’ is the time it takes to empty one bottle/ carton/ box/ bag of a consumable. It may be pharmaceuticals, gauze, in-

jectables, fluids, etc. Use the software to determine the hospitals normal turns of all items you stock. It takes a little time to get it set up, but the return is that you tend to not overstock (which is lost revenue), have items go out-of-date, and always have needed quantities. In large practices, there is often one person that specifically works only with managing this part of the operations. Is there *really* a benefit to saving 3% by purchasing 6 months’ worth of flea control products? NO! It sits on the shelf and creates opportunity for theft and the savings you get is generally much less than if you took that same money and put it in a mutual fund for 6 months. And, if the extra stock is on your shelf on December 31st, guess who has to pay the property tax? Why do you think the drug companies want it off their shelves at years’ end? Because they don’t want to pay the tax! That is a big reason why they try to convince you to ‘lock-in’ your savings for the upcoming year! Don’t fall for it.

Many practices have employee retirement plans, offer health insurance, provide paid time off, and many other benefits. Review options and premiums every year to develop sensible and rewarding benefits for your employees. You must be at least competitive to attract the best staff members and associates. If you offer poor pay and benefits, you will likely have a revolving door of employees and turnover is a large expense.

Associate veterinarians can be paid one of three standard ways and all have pros and cons. There is: straight salary, Pro-Sal, and a hybrid Pro-Sal. The specific salary will vary based on geography and several other factors. Straight salary is self-explanatory and the best option for a new associate as he/she will take a little time to build a client base within the practice. It is also a good option for those individuals that prefer to have a consistent paycheck for budgeting purposes. Pro-Sal is generally provided as a base salary plus X% of gross receipts above a pre-determined amount and often paid once a month. This can get a little complicated as there are many fine details to align. A Pro-Sal hybrid is a third alternative and a more convoluted mixture that is appropriate for some practices. Regardless of the method, associates should be compensated (including all benefit expenses) 30-32% of gross receipts. It is paramount that all associates be generating appropriate income for the practice. Yes, there will be some veterinarians who are more adept at specific skills (i.e. surgery) and their paycheck will and should be reflective of that if they generate more income. If an associate wants to earn more, they must see more patients, work hard-

Continued on pg. 8



Is There a Ceiling for Veterinary Costs? (cont.)

er or develop a special area of value to the practice. The bottom line is that you need to monitor associate production every month to make sure you are getting a return on their employment and not over-paying. Lastly, owners should garner 10% profit on every staff DVM as a return on investment.

It is nice to have all of the current 'tools' in the office. They do make practice more engaging for veterinarians, allow for better care, and reduce outsourcing for specific procedures (i.e. ultrasound). This is predicated on two things: that you can actually use the equipment with competency and you can pay for it. While nice to have advanced capabilities in diagnostics and therapy, you ultimately must have the patient load and willing owners to pay for it. There are ways to estimate a sensible equipment purchase before you make the financial commitment. Remember, the best diagnostic tools still remain your eyes, ears and hands. You do not necessarily need a surgical laser to be a great surgeon. It may make your job a little easier, but most of us performed thousands of successful operations before they were available. Just make sure you purchase equipment for the right reasons and not simply to keep up with the practice down the street.

The introduction of new pharmaceuticals is at an all-time high. In my practice life (25 years) there have been three major areas where veterinary medicine has advanced exponentially: flea and tick prevention, arthritis/pain control and heartworm preventatives. Those three areas have brought more revenue to our offices and helped untold millions of animals. However, there is a fast approaching train. That train is the ability of owners to obtain needed medicines, food and preventatives outside of your office. It will continue and eventually erode your bottom line. You will need to account for this loss of income. How do you do that? You charge for the things you do. We may someday get to the point where we are parallel to physicians and we write or call in most of our prescriptions. At least for now, you must remain competitive for the commonly shopped items (heartworm prevention, flea and tick preventatives and chronic medications {thyroid, arthritis, supplements, etc.}). Otherwise, your prescription drugs must have a mark-up and a 'filling fee'. The filling fee encompasses labor to order, stock and dispense medications, labels, packaging, expertise, licenses and lost money by having stock. These new medicines are fantastic, safe and increase the well-being of our patients. However, they are expensive and you must charge appropriately. Perform inventory counts monthly, keep only enough stock needed and limit choices (you do not need to stock

5 different types of flea and tick control). Allow your clients to use your on-line store to purchase those rarely needed drugs to keep you

from having to amass a large supply on your shelves. Additionally, the in-house pharmacy has long provided a significant portion of our income. It is a revenue source that has allowed owners convenience and helps decrease the fees we charge for service. In the practices I worked with in 2017, there was an average 4.1% loss of revenue in the pharmacy as compared to 2016. That may seem like a nominal percentage, but if you gross \$500k per year, and the average part of that is from the pharmacy (~ 30%), it amounts to a loss of \$6,000 { $\$500k \times 30\%$ (pharmacy revenue) = $\$150k \times 4\%$ loss = $\$6,000$ }. Where will you make up that deficit? Plan on the trend continuing.

Lastly, you must charge for services. Veterinarians generally do not value the education or the skills they have and it is reflected in the fees we charge. Veterinary Medicine, since its inception, has been a bargain for our clients. Therefore, we must be diligent and account for all the things we do (service). Missed charges, discounting and undercharging are the big culprits. If you miss just one fecal floatation per day, every year at \$20, it is a loss of \$6,500 ($\$20 \times \sim 325$ working days/year = $\$6,500$). Discounting may feel good, but it is a net loss right off the bottom line. Either guilt or lack of business acumen (maybe both) allow this to occur. Finally, demographically appropriate fees are a *must*. The average household income within 5 miles of your practice will determine the most appropriate fee schedule for your clients (the exception is those practices in rural areas where clients travel greater than 5 miles to see you). Careful record review and check-out screening will help decrease these errors.

I like to say that "If it is predictable, it is preventable". Not sure where I heard that some 20 years ago, but I have always tried to remember it. Our industry is changing at light speed. There are very telling numbers and trends we must pay attention to if we desire to remain solvent. Adaptability and being malleable are never more paramount than today. The days of "this is the way we have always done it" are gone. We are quickly approaching a crescendo of veterinary costs. We simply cannot continue the drastic rises in the costs to deliver service. Review the things you can do to save money, while at the same time get the most value of what you now have. If you remain complacent, it will be difficult to continue to be relevant. Learn from other business models and educate yourself in the 'business' part of veterinary medicine. At a minimum, hire someone knowledgeable to navigate these changes for the practice and allow you to practice medicine – your best skill. ♦

(1) Retrieved online August 30, 2018; The Economist, 2017/ 01/ 2017

(2) www.ssa.gov
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Student View: New Year, Same Me

by Allie Ingram, AU CVM, Class of 2021

With the start of a new year and semester, everyone is embracing a newer, healthier self; and with our drive and desire for improvement, veterinary students are no exception. Therefore, it was no surprise when my surgery lab partner approached me about starting group exercise classes on our first day back. Excited about our future, healthier selves, we signed up for a barre class halfway through the week. Since most of our veterinary school career so far has consisted of sitting for 8+ hours a day, I expected this class to present some challenges, which became apparent after the warm up. We started with arms, proceeded to legs, and finished with core. In the core section, I found myself red faced, shaking, and halfway through a move, losing my exercise ball and having to chase it across the floor. At the end, I stood up, already feeling the workout's effect, and kindly asked my surgery partner to put away my mat while I raced to the bathroom with a green face and only one shoe.

Little did I know that this would be a perfect metaphor for my first week back to school. Like my workout class, my fourth semester hit the ground running. I look back at a week of many lectures, pop quizzes, planned quizzes, and plenty of "check out the syllabus in your free times." I watched classmates curse the pop quizzes under their breath and talk about the number of hours they studied for the planned ones. School stress quickly combined with "wellness" stress as students compared their new workouts and diets. Emails for help coordinating semester events flooded inboxes. Leadership positions started demanding attention and I suddenly felt like I was chasing that exercise ball across the floor again. It was not until Friday afternoon of the same week that I thought about my healthy, wellness-oriented start to the semester, and I could not help but laugh.

Wellness has become such an important concept in veterinary medicine that it has made its way into our curriculum. It has been emphasized to us over and over again. On the surface, it appears that adding an exercise plan, starting a diet, and doing the occasional facemask are the keys to keeping "well," but in reality, this is far from the truth. Wellness takes many forms and is truly unique to each individual.

It has become apparent early this semester that my wellness is learning to say "no." No, I will not let a classmate's behavior make me anxious about a specific class. No, I will not let this fitness pro next to me make me feel bad about my weak core. No, I cannot add one more event to my schedule, because some days I want to go home and just watch Netflix.

It is also staying mentally tough in the face of challenges. It is, despite every muscle in my body aching, telling my surgery partner that we are going back to that barre class, because I understand my weak points. It is making a poor grade on your first pop quiz and making a good grade on the next. It is choosing the electives that everyone says are difficult but will really help you in clinics.

While these new "resolutions" may work for me, they may not work for my classmates, and that is okay. It doesn't have to work for everyone because "facemask solutions" are simply band aids to solving our wellness and self-being. They literally and figuratively peel away. When life gets tough in my professional or personal life, I am not going to say "let me go put on a facemask." Instead, we need to thoroughly examine ourselves, like we do our patients, and give ourselves the space to find ourselves again.

So in a culture that emphasizes "new year, new me," I believe in striving for "new year, same me": the me that is willing to accept challenges, try new exercise classes, forgive my shortcomings, and give myself a break every now and then. ♦



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From the Director's Desk

Craig Carter, DVM PhD Dipl. ACVPM

UK Veterinary Diagnostic Laboratory (UKVDL)

Lexington, KY

From everyone here at the UKVDL, we hope that your New Year is shaping up nicely! As I write this article, the forecast is for some of the coldest weather in 25 years or more. Hopefully that is followed by an early spring!

Our Lincoln Memorial University (LMU) cooperative teaching agreement for senior DVM students in our laboratory is now being renewed for another five years. I am happy to report that the first five years have been a win-win with our Tennessee partners to include additional funding to help us to keep the UKVDL on the cutting-edge of technology for our valued Kentucky clients, valuable research collaborations with LMU faculty and students, and helping to graduate the next crop of LMU DVMs, many of which may practice right here in Kentucky and in the underserved areas of Appalachia. If you haven't been down to see the LMU campus, I highly recommend it. Their facilities are second to none in the nation and the world. Even better news, LMU announced on January 10, 2019 that their new DVM program has been fully accredited by the American Veterinary Medical Association.

This year, both our laboratory and the Breathitt Veterinary Center—our sister laboratory in Kentucky—are on deck for another 5-year AAVLD accreditation cycle. Our accreditation team will arrive the first week of May to inspect and dissect our operation to be sure that we are living up to the ISO 17025 international standard for diagnostic testing quality based on hundreds of measurable parameters. This is another win-win as each time we go through this (this is our 3rd), we greatly improve the quality and value of our services to our clients. Continuous quality improvement of diagnostic laboratory services is the important benefit of accreditation to a standard such as ISO 17025. Bottom line, when you receive one of our clinical reports you can be confident that the test results and interpretations are accurate. You may not be aware that many commercial laboratories do not adhere to any quality standard. Be sure to check on this before you commit to working with a diagnostic laboratory. I will keep you posted on our progress.

I am very proud to announce that we have successfully recruited Dr. Rebecca Ruby, veterinary pathologist, into the UKVDL family. Dr. Ruby received her Master of Science in Comparative Pathology from UC Davis followed by a Bachelor of Veterinary Science

(DVM equivalent) degree from Massey University in New Zealand. She then completed her pathology residency at Cornell University and then went on to also complete a residency in equine internal medicine at Iowa State University. She is boarded by the American College of Veterinary Pathologists. Dr. Ruby is an active equine and bovine researcher and invited speaker and has many first author publications and abstracts. On Sat, Jan 26, 2019 she delivered a lecture entitled *Important Equine Diseases Carried by Insects* at the 8th Annual University of Kentucky Equine Spring Showcase.

We wish you all the very best in everything you do for the duration of winter and on into the spring. Thanks for being our client—please send us your ideas on how we can improve our services to you! ♦

Debbie Reed, DVM, MPH
Director and Assoc. Professor
Breathitt Veterinary Center
Murray State University

Is Your Lab Accredited?

When you submit samples to a laboratory, how confident are you that the procedures are done correctly, that the results are consistent and that all reagents used are properly stored and within the dates of use?

Breathitt Veterinary Center (and UK Veterinary Diagnostic Laboratory) are both accredited by the American Association of Veterinary Laboratory Diagnosticians (AAVLD). The accreditation is an assurance that laboratories are following Good Laboratory Management Practices, are participating in proficiency testing and that a Quality Management Program is being followed.

For instance, technicians attend training on Avian Influenza testing every third year and must pass proficiency tests yearly, technicians performing the Johne's serology or Johne's PCR must pass proficiency tests yearly. Technicians have educational requirements according to the AAVLD accreditation. Staff must follow specific protocols for testing, and all equipment used to do the testing is verified and calibrated yearly to ensure consistent results. Data entry is important in a quality management system. Information about each case is retained for seven years and includes the owner, type of animal, test results and veterinarian. These items can be used to evaluate epidemiology.

Continued on pg. 11



The BVC reports to the Office of the State Veterinarian and the APHIS Area Veterinarian In Charge on diseases that are considered reportable. We are blessed in Kentucky that both state diagnostic laboratories and the OSV and AVIC all work well together. I understand that is not always the case in other states. There is complete cooperation between all of these agencies and the animals and consumers in Kentucky are the better for it.

Before you submit samples to a laboratory, ask questions about their accreditation. There are other organizations that offer accreditation; AAVLD is not the only one available. The point is, make certain that the lab you utilize is accountable for the accuracy and repeatability of the testing requested. Don't waste your time in obtaining samples or your client's money in paying for testing that isn't top quality. ♦

Breathitt Veterinary Center Now Performing Chronic Wasting Disease Testing

In response to the spread of Chronic Wasting Disease (CWD) and the growing population of white tail deer in Kentucky, the BVC has initiated CWD testing via ELISA.

In order to have this testing completed, FRESH samples of retropharyngeal lymph nodes and obex are required.

We emphasize that these must be fresh samples as the IHC testing performed by NVSL and many other labs requires FIXED tissue. Turnaround time is seven days. The cost is \$45.00 per animal.

To date, no CWD positive samples have been found in the Kentucky, however Kentucky Fish and Wildlife feel it is a matter of time. Several states surrounding Kentucky have found positive deer, Tennessee being the most recent.

CWD is a transmissible spongiform encephalopathy that affects white tail deer, elk, mule deer, moose and caribou. The animals become lethargic, anorexic and are thin and show abnormal behavior. Affected animals have loss of bodily function and die. To date there have been no cases of disease in humans, however wildlife officials recommend testing any suspicious animals.

Again, the test at BVC requires FRESH retropharyngeal lymph nodes and obex tissue. Should samples arrive fixed, they will be submitted to Washington State for IHC testing.

♦

Welcome New KVMA Members

Dr. Mathew Abraham, MSU Breathitt Veterinary Center, Hopkinsville, KY

Dr. Nimet Browne, Hagyard Equine Medical Institute, Lexington, KY

Dr. Allison Conner, Advanced Animal Care, Richmond, KY

Dr. Constance Gorman, Hagyard Equine Medical Institute, Lexington, KY

Dr. Peter Hannigan, Hagyard Equine Medical Institute, Lexington, KY

Dr. Cole Sandow, Hagyard Equine Medical Institute, Lexington, KY

Dr. Katharine Scherer, Daniel Tracy, II, DVM, Bellevue, KY

Dr. Allison Shepherd, Florence Veterinary Hospital, Florence, KY



Student View: New Year, Same Diet

by Amanda Cvengros, Tuskegee University CVM, Class of 2020

New year's resolutions are upon us and, like most people, I'm jumping on the train. A lot of students take this time now to readjust their diet and try to start the semester on track. A popular diet I've noticed among my classmates seems to be going gluten free or grain free. For me, however, I have celiac disease, so at least my gluten free foods are trending! Not only is it popular among my classmates, but I've noticed a lot on social media about people cutting out grains for themselves and their pets. Because if it's healthy for us it must be healthier for them, right? Especially with high priced organic food companies coming out with their all-natural ingredient, grain free diets, then it must be good and worth every penny.

Recently, the FDA has warned veterinarians and pet owners about reports of grain free diets causing a fatal heart condition known as dilated cardiomyopathy (DCM). It comes from feeding your pets food that contains peas, lentils, legume seeds or potatoes as their main ingredients. The investigation is still ongoing but they felt strongly enough to issue warning about these findings to help better diagnose and treat these animals. Canine DCM weakens the dog's heart preventing it from pumping enough blood and, in return, the heart enlarges while trying to compensate. This is where we see clinical signs such as congestion, coughing, difficulty breathing, or lethargy

due to fluid backing up from the heart into the lungs. It can lead to congestive heart failure and, in some cases, acute death.

Shopping for your pet's food is not a task to take lightly. A lot of clients whose pets have skin problems immediately jump to the conclusion that they have a food allergy. In fact, grains are typically the least likely to cause food allergies. It's actually the protein that's the problem with chicken being one of the most common food allergens! Discussing food trials with your veterinarian is your safest option to find a suitable food in those circumstances. Dog food trends, though, still seem to be in correlation with the pet owner's tendencies.

DCM is an irreversible condition. Researchers have noted recently, however, that since the condition is caused by a taurine deficiency, adding taurine to the dog's diet and taking them off of the legumes can *help* to reverse the disorder *if caught early enough*. As the FDA continues with their investigation, make sure you're feeding your pet a *completely balanced diet* even if it doesn't follow your resolutions for the new year. ♦



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Meet your KVMA Executive Board



Dr. Bonnie Barr President Elect

I grew up in Western Pennsylvania. I was active in 4-H and showing horses (American Saddlebreds, Morgans and Quarter Horses).

Schooling- Undergraduate- Pennsylvania State University

Veterinary school- University of Pennsylvania School of Veterinary Medicine.

Originally I wanted to be a horse trainer but my mother encouraged me to work for the local mixed animal veterinarian. After that I was hooked and wanted to be a veterinarian.

I feel that it is important to be involved with KVMA board to help promote and improve the veterinary profession. It is another way to give back to the veterinary community.



Dr. Brigitte Dean-Hines KVMA Secretary/Treasurer

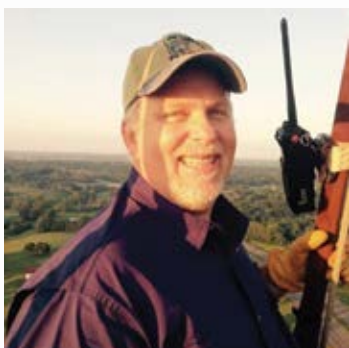
I have been practicing as a solo mobile small animal vet for 4 years. My interest in “the other side” of being a vet began when I participated in Kentucky’s Power of Ten Leadership program. Not only did I meet new people and professionals who I now consider dear friends, colleagues and mentors, but I also developed my own interest in improving upon our profession for future generations. I am proud to be able to do what I do everyday and I think that is important for young people to see, know and hear.



Dr. Debra Shoulders Vice President

Auburn ‘94. I have gotten advice from two people at different times in my life. That advice has helped me get to where I am today. The first advice was from my Grandfather who practiced veterinary medicine for 50 years. He told me to marry a veterinarian and then I could work when I wanted. I did not take his advice but that comment did push me to become a veterinarian and work with large animals even though I was a female. I make my own schedule now, so technically I accomplished that goal. My second piece of advice came from a well-respected veterinarian and friend. I was asked to serve as a representative to the KVMA. At that time I didn’t think it would be possible because of my hectic work schedule and 3 kids. Dr. Denton told me it was my duty to my profession. Those profound words made me accept the position. The knowledge I gained from my involvement with the KVMA has helped me in all aspects of my life.

I am honored to be part of a group of volunteers from across our state that work together to protect and advance our profession. In today’s social and political climate, it is more important than ever to be aware of the issues that concern our profession. I hope one day you will decide to be more involved with our KVMA.



Dr. Doug Peterson Past President

University of Kentucky ‘87. Auburn University ‘87. During high school a teacher told me about a veterinarian that was looking to hire someone. In need of a job, I applied and was hired. All through high school I was planning on becoming an engineer. During my senior year I decided to become a vet and here I am today. When life settled down and I was asked, I jumped at the opportunity to serve on the board. Serving on the board has opened my eyes to the many challenges that veterinarians and the veterinary profession face. I feel that organized veterinary medicine is essential for the protection of the profession.

Continued on pg. 14



Meet Your Board (cont.)



Dr. Lauren Mirus Buffalo Trace VMA

As many veterinarians, my passion for the profession started at a young age. Having a veterinarian in my family positively influenced me and growing up I knew there was not another profession that would suite me better. I obtained my bachelor's degree from Morehead State University in 2011 and graduated from Auburn University's College of Veterinary Medicine in 2015. When an opportunity to serve on the KVMA board opened up, I could not pass it up. I wanted to be more involved in organized veterinary medicine and learn more about the legislative and regulatory challenges that we face. During my time with the board, it is evident that the KVMA is constantly working to enhance the field of veterinary medicine.



Dr. Wade King Central KY VMVA

Hello, I am a second-generation veterinarian from Frankfort, KY. I attended UK prior to graduating from the AUCVM in 2014. After graduation, I trained and worked in Louisville at Metropolitan Veterinary Specialty and Emergency Services for several years before moving back to Frankfort to join a small animal practice (Frankfort Animal Clinic). When not spoiling my dachshund, Julep, I enjoy bird hunting, fly fishing, and golfing. I also enjoy firing up my smoker with my wife, Monica, and friends. I became the representative for the Central Kentucky Veterinary Medical Association the "good, old-fashioned way" -- I was asked. Since attending the board meetings, I have come to realize the major challenges our profession faces from all fronts (legislature, media, retail industry, etc.) and the importance of having a group working together with a unified voice. I hope to continue the comradery we all shared while in veterinary school. I look forward to getting the newest generation of veterinarians engaged in our profession outside of the exam room.



Dr. Consuela Rinehart Greater Louisville VMA

Dr Consuela Reinhart graduated Oklahoma State University in 1994, and immediately moved to South Central Kentucky. She has had experience in standard veterinary day practices, as well as being medical director for an animal shelter where she was responsible for the inhabitants medical care, as well as performing high volume/high quality spay and neuter. After moving to Louisville in 2007, she worked in overnight emergency medicine and surgery for several years. She has owned Country Animal Hospital, PLLC in Louisville, KY since 2017 where she feels the culmination of different practice types has helped her provide the best care to her patients. When she is not working at her clinic, she volunteers her time with Pets4Life, and enjoys the company of her own companion animals.



Dr. Jason L. Rodgers Jackson Purchase VMA

Dr Jason L. Rodgers was born and raised in Western Kentucky. He developed an early interest in veterinary medicine while working on his family farm. He received a bachelor of science in agriculture from Murray State University in 1995. He obtained his doctor of veterinary medicine degree from Auburn University in 2000. He now practices at Lone Oak Animal Clinic in Paducah Kentucky where he has been since graduation. Dr Rodgers feels that being on the Executive Board of the KVMA is important as it serves as a voice for the Kentucky veterinary community.



Continued on pg. 15



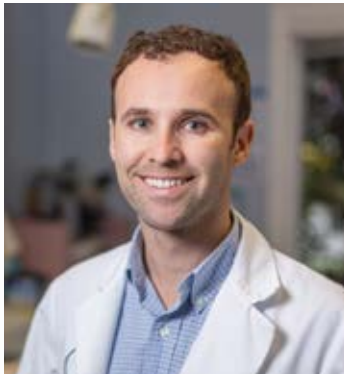
Dr. James Beckman Kentucky Association of Equine Practitioners

Dr. James Beckman is an equine vet from Prospect KY. He and his wonderful wife, Dr. Kerry Beckman, own two multi-doctor ambulatory equine practices in the Louisville Metro area. Dr Beckman is a proud graduate of Oklahoma State University. He and his wife have two beautiful children. Dr Beckman is on the KVMA board as a representative of the Kentucky Association of Equine Practitioners (KAEP). He acts as a liaison between the two organizations. His hope is to enhance the communication between the two groups to further the goals of both boards and enhance the stature of the equine veterinarians and veterinarians as a whole in the state of Kentucky. Please do not hesitate to contact Dr. Beckman through either the KVMA or the KAEP if he can be of any service.



Dr. Sarah Sunday Northern Kentucky VMA

For as long as I remember being able to talk I recall telling everyone that would listen how I wanted to be a veterinarian. Searching for amphibians and reptiles in the woods, raising and showing rabbits, and participating in 4-H confirmed my lifelong love of animals. I graduated from Ross University in 2016, after completing my clinical year at Oklahoma State University. I have several mentors who have always been passionate about organized veterinary medicine. I consider myself privileged to follow in their footsteps. I enjoy my time on the KVMA board as I feel it is vital to have multiple perspectives in today's changing world of veterinary medicine.



Dr. Ben Redmon South Central KYVMA

I grew up on a family farm in western-central Kentucky on the banks of the Ohio River. It was there I first developed a passion for animal health and well-being, due to the responsibility of raising baby calves on our dairy. As any dairy farmer knows, I learned that there are no "sick" days on the farm, and I have carried that same work ethic with every job I've had. We also raised beef cattle and had crops, primarily tobacco. Upon graduation from Meade County High School, I attended Western Kentucky University (Go TOPS!) before entering Auburn University College of Veterinary Medicine (War Eagle!). I moved back to Bowling Green and practice at the same clinic I had previously worked as a student while at WKU. I am a small animal veterinarian and owner at By Pass Animal Clinic. The veterinary profession is relatively small and extremely reward-

ing yet very vulnerable. I believe it is my duty to protect our beloved profession as best as possible and maintain the integrity of veterinarians across the state while upholding the standards of animal welfare and well being to the best of our ability. That is why I am part of the KVMA and volunteer to be on the executive board.



Dr. Bruce Burkett Southeast Kentucky VMA

I was born and raised in south central Kentucky, in western Pulaski County. I went to Somerset Community College for two years before transferring to University of Kentucky to finish up my undergraduate degree. After completing undergrad, I was accepted into Auburn's School of Veterinary Medicine where I graduated in the class of 1984. After graduation, I moved to North Carolina where I was employed at a mixed animal practice. In 1986, I relocated to South-side Virginia and purchased a mixed animal practice where I stayed for 17 years. In 2000, I moved back to Pulaski County and became owner of Somerset Animal Hospital, a mixed animal practice, where I'm practicing currently. Family has always been important to me. My wife and I share 7 children and I recently became "Doc" to my newest grandson Rhett, with another grandson Britton, due in March. In my spare time, I enjoy traveling, hiking, wildlife conservation and history. I enjoy being

active in the KVMA and am currently representing Southeast Kentucky KVMA. I enjoy serving because it's enlightened me on the value and importance of better serving our profession, locally, state and nationally. I feel it to be of the utmost honor to be to serve on the Veterinary Board.

Continued on pg. 16



Meet Your Board (cont.)



Dr. Debbie Reed West Central KYVMA

Debbie Reed, DVM, MPH, is the Director and Assistant Professor at the Murray State University Breathitt Veterinary Center, Hutson School of Agriculture. In 2017, Dr. Reed was named Veterinarian of the Year by the Kentucky Veterinary Medical Association (KVMA) at the organization's annual conference. The distinction of Veterinarian of the Year is the highest honor awarded to association members.



Dr. Lynne M. Cassone RADRVMA

Assistant Professor, Veterinary Pathologist at the UK College of Agriculture, Food and Environment, Veterinary Diagnostic Laboratory. Dr. Cassone received her DVM from Texas A&M University. She has published/co-published papers including; *Evaluating the role of tumor necrosis factor-alpha in experimental pulmonary tuberculosis in the guinea pig*; *Rapid Accumulation of Eosinophils in Lung Lesions in Guinea Pigs Infected with Mycobacterium tuberculosis*; *Effect of Mycobacterium bovis BCG avaccination on mycobacterial-specific cellular proliferation and TNF- production from distinct guinea pig leukocyte populations*; and *Differences in Mycobacterial and Parasitic Infections observed among three groups of co-housed doves (Streptopelia risoria, Geopelia cuneata)*



Dr. Jim Weber AVMA Delegate

Dr. Weber is a member of The AVMA House of Delegates representing Kentucky. He is presently serving on the AVMA Legislative Advisory Committee and also served on the State Advocacy Committee. He is the Chair of the KVMA's Governmental Relations Committee and is a Past President of the KVMA.



Dr. Frank G. Vice AVMA Alternate Delegate

Simply, veterinary medicine is my life, having a childhood love for animal science and an agricultural background, I decided it was best to blend each of these desires into a vocation. Therefore, it seemed logical that veterinary medicine would be my career path. Through all the struggles, I have never looked back, obtaining my undergraduate BS agricultural degree from Morehead State University, then on to Pharmacy School, Samford University in Birmingham, Alabama, then on to Veterinary school at Auburn. It has been a life full of adventures. Even now, as a new challenge develops, to become a part of the KVMA as the alternate delegate to the AVMA, I will again look forward to all the adventures that remain.



Continued on pg. 17



Dr. Robert C. Stout KY State Veterinarian – Advisor

Robert C. Stout, DVM, is a graduate of the University of Kentucky College of Agriculture and Ohio State University College of Veterinary Medicine. Following an internship in large animal medicine at the University of Georgia, he practiced large animal and equine medicine in central Kentucky for 28 years. Dr. Stout joined the Kentucky Department of Agriculture in 2003, as the Homeland Security Coordinator and has served as the State Veterinarian/Executive Director since 2004. Dr. Stout served on the Disaster Preparedness Committee of the Kentucky Veterinary Medical Association and was Secretary-Treasurer for 12 years. He was honored as “KVMA Veterinarian of the Year” in 2010. Dr. Stout is also a member of the Kentucky Association of Equine Practitioners. He and his wife, Anne, are longtime residents of Versailles, KY, where he served as chairman of the Recreation and Parks Department for nearly 30 years until retiring in January 2012.



Kelly Giesbrecht, DVM, MPH KY Public Health Veterinarian – Advisor

Twenty-three years of combined experience in private practice, Military Public Health (US Air Force), epidemiology, veterinary medicine and academics. Schooling includes attending the University of Florida for undergraduate and veterinary school, and an MPH in Epidemiology from the University of Texas. Spent 4 years in practice for small animals, equines and exotics. Spent 11 years in the USAF, including 3 teaching at the School of Aerospace Medicine. She joined the Northern Kentucky Health Dept. as an Epidemiologist in 2009 and The Kentucky Dept. for Public Health as the State Public Health Veterinarian in 2017.



Barb Lewis, MA, LVT, VTS (Clinical Pathology)

KVTA Representative – Advisor

As the veterinary technician member on the KVMA Executive Board, I am honored to represent the KVTA, providing input from the technician's perspective. My background is in clinical pathology, which I taught for 35 years in Morehead State University's Veterinary Technology Program, until my retirement in 2016. I was a charter member and first president of the veterinary technician specialty in clinical pathology, AVCPT. I appreciate the opportunity to serve on the board, allowing me to stay connected and current on issues facing the veterinary profession, and provide a voice for the KVTA.



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KVMA Foundation and Sympathy Card Program

The KVMA Foundation was established in May 1989 with "a commitment to improve the profession of veterinary medicine by educating the public and developing future leaders in animal industry through financial assistance."

One of the primary functions of the Foundation was to receive and distribute contributions and own properties, unacceptable practices for a non-profit organization such as the Kentucky Veterinary Medical Association. The Foundation places no liabilities on the KVMA.

In recent years, the Foundation has been active supporting many activities. Among them:

- Kentucky 4-H
- Kentucky FFA
- Kentucky Young Farmers
- The White Coat Ceremonies at Auburn University CVM and Tuskegee University SVM
- Gifts for KY first year veterinary students
- Disaster Relief Programs

The Foundation sympathy card program, begun in 2004, has helped support the KVMA. Since 2004 there has been **\$68,506.00** raised by the card program!

An organization is only as strong as its membership and the KVMA has always been strong. Those of you who support or have supported the Foundation in the past, we thank you. We hope

others of you will join us today. We need your participation! Sample message inside of the sympathy card:

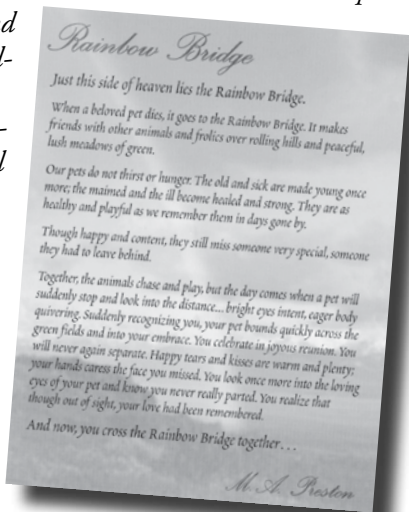
Dear Jones Family,

The Doctors and Staff of Doe Animal Hospital wish to express their heartfelt sympathy with your recent loss of Fluffy. Losing a special friend is always difficult because of the close bond we share with them. Comfort can be found in the special memories they gave us that will last eternally. To honor Fluffy's memory, the Doctors and Staff of Doe Animal Hospital have made a monetary donation to the Kentucky Veterinary Medical Foundation. This donation helps support our work to improve the lives

of animals and people through education.

The Kentucky Veterinary Medical Foundation ♦

Right: The cover of the Sympathy Card features a full color photo and the popular "Rainbow Bridge" verse.



Thank you to recent card program contributors:

The Animal Clinic-Lawrenceburg, Pennyryle Animal Clinic-Madisonville, Reidland Veterinary Clinic, Grants Lick Veterinary Hospital-Butler, Dr. Barbara A. Schmidt-Union, Pendleton County Veterinary Hospital-Falmouth, Crestwood Veterinary Hospital-Crestwood, Goose Creek Animal Clinic-Louisville, Eastpoint Animal Clinic-Louisville, West Liberty Veterinary Clinic-West Liberty, Dr. William H. Leonard-Lexington, Knox County Veterinary Services-Barbourville, Springfield Animal Clinic-Springfield, and Jefferson Animal Hospital.

If alcohol, drug dependency or thoughts of suicide are a problem

in your life or the life of a loved one

or colleague, perhaps it's time to talk with someone who understands and can help.

Voluntary and Confidential. Please! contact:

Sam Vaughn, DVM - (502) 245-7863 or e-mail: aviansam@gmail.com

Brian Fingerson, PharmD e-mail: kyprn@att.net

Dr. Jonathan Mangin - (502) 229-1007 or e-mail: frankfortvet@gmail.com

Dr. Roy B. Burns - (502) 848-2043 or e-mail: roy.b.burns@aphis.usda.gov

Dr. Michael O'Bryan - (270) 547-0415 or e-mail: drmaobryan@yahoo.com



Pet Food Recalls and Alerts

New pet food recalls and alerts seem to appear on a regular basis. This page shows recalls and alerts announced by the U.S. FDA and/or manufacturers in the last 90 days as of 1/31/19.

Hill's Prescription Diet canned dog food
1/31/19 - Dog Food
Hill's Science Diet canned dog food
1/31/19 - Dog Food
Purina Honor Show Chow Showlamb Grower
1/30/19 - Other
Woody's Pet Food Deli Raw Free Range Turkey
1/30/19 - Dog Food
Hare Today Gone Tomorrow Ground Chicken
1/23/19 - Dog Food
A+ Answers Straight Beef Formula for Dogs
1/14/19 - Dog Food
Old Glory Hearty Turkey and Cheese Flavor Dog Food
1/02/19 - Dog Food
Cow Pie (Expanded recall)
12/31/18 - Dog Food
Columbia River Natural Pet Foods Chicken & Vegetables
12/31/18 - Dog Food
9Lives Protein Plus With Tuna & Chicken
12/10/18 - Cat Food
9Lives Protein Plus With Tuna & Liver
12/10/18 - Cat Food
Cow Pie fresh frozen meats for dogs and cats
12/06/18 - Dog Food
Abound Chicken and Brown Rice Dog Food, 4 lb.
12/06/18 - Dog Food
Abound Chicken and Brown Rice Dog Food, 14 lb.
12/06/18 - Dog Food
Abound Chicken and Brown Rice Dog Food, 24 lb.
12/06/18 - Dog Food
Abound Chicken & Brown Rice Recipe Dog Food, 24-lb.
12/03/18 - Dog Food
Nature's Place Real Country Chicken and Brown Rice Dog Food, 5-lb.
12/03/18 - Dog Food
Nature's Place Real Country Chicken and Brown Rice Dog Food, 15-lb.
12/03/18 - Dog Food
ANF Lamb and Rice Dry Dog Food, 3-Kg. bag
11/29/18 - Dog Food
ANF Lamb and Rice Dry Dog Food, 7.5-Kg. bag
11/29/18 - Dog Food

ELM Chicken and Chickpea Recipe, 3 lb.
11/29/18 - Dog Food
ELM Chicken and Chickpea Recipe, 28 lb.
11/29/18 - Dog Food
ELM K9 Naturals Chicken Recipe, 40 lb
11/29/18 - Dog Food
Evolve Puppy Chicken and Rice Dog Food, 14-lb. bag
11/27/18 - Dog Food
Evolve Puppy Chicken and Rice Dog Food, 28-lb. bag
11/27/18 - Dog Food
Sportsman's Pride Large Breed Puppy Dog Food, 40-lb. bag
11/27/18 - Dog Food
Triumph Chicken and Rice Dog Food, 3.5-lb. bag
11/27/18 - Dog Food
Triumph Chicken and Rice Dog Food, 16-lb. bag
11/27/18 - Dog Food
Triumph Chicken and Rice Dog Food, 30-lb. bag
11/27/18 - Dog Food
Abound Chicken & Brown Rice Dog Food, 4 lb.
11/26/18 - Dog Food
Abound Chicken & Brown Rice Dog Food, 14 lb.
11/26/18 - Dog Food
Nature's Promise Chicken & Brown Rice Dog Food, 14-lb.
11/21/18 - Dog Food
Nature's Promise Chicken & Brown Rice Dog Food, 28-lb.
11/21/18 - Dog Food
Nature's Promise Chicken & Brown Rice Dog Food, 4-lb.
11/21/18 - Dog Food

For more information on any of these foods, see www.AVMA.org. ♦



KVMA Executive Board Minutes

KVMA Executive Board Meeting 11/2/2018 Minutes KVMA Board Retreat – KVMA Office

Present: J. Quammen (Presiding), D. Peterson, S. Sunday, L. Mirus, B. Barr, D. Shoulders, J. Beckman, J. Weber, B. Hines, J. Rogers – Call-In: D. Hamelback

Called to Order: 12:30PM

1. Minutes From 9/27 & 28
 - a. Motion made by D. Peterson, Second by B. Barr. Unanimous Approval
2. Financial Report – B. Hines
 - a. Motion made by S. Sunday, Second by B. Barr. Unanimous Approval
3. Dr. Weber discussed duties of AVMA Delegate and Alternate Delegate, and AVMA President-Elect responsibilities– gave report on AVMA Heartland group
4. Discussion to transfer funds to Traditional Bank from Fifth Third and Farmer's National Bank due to enhanced capabilities and improved interest rates. Motion made by D. Shoulders, Second by J. Beckman, Unanimous Approval
5. Dr. Gary Brown interviewed for AVMA President-Elect Candidate by phone.
6. Discussion for Louise Cook to be on Contract per as needed basis. Motion made by D. Peterson, Second by D. Shoulders. Unanimous Approval
7. Review of new office furniture and approval. Motion made by J. Beckman, Second by B. Barr, all approved.
8. Dr. Douglas Kratt interviewed for AVMA President – Elect Candidate by phone.
9. Dr. Mark Smith interviewed for AVMA Alternate Delegate by phone.
10. Review of KVMA Representation of other State Board and Councils – D. Hamelback to follow up.
11. Dr Butch Schroyer interviewed for AVMA Alternate Delegate by phone.
12. Committee member reports
13. Adjournment of First Day of Board Retreat at 6:00PM ♦

KVMA Executive Board Meeting 11/3/2018 Minutes

1. AVMA Economic Summit synopsis presented by attendee Bonnie Barr. Various data included veterinary industry employment numbers. Presently, there is a growing economy with industry areas of specialty/emergency clinics expanding the most overall. Corporate practice acquisitions of smaller, solo practices are the trend.
S corp practices are up with a decrease in partnerships. It appears that practice efficiency is a current prioritized goal in development and restructuring/merging of practices.
The gender wage gap was identified and discussed. Other topics included the veterinary applicants' demographics; GPAS are averaging 3.5/3.6, with application numbers up. Barr presented the recent well-being Merck study briefly where 41% of respondents would recommend a veterinary career. More male respondents were more content than female participants. In conclusion, Barr recommended visiting the AVMA website on financial education and various suggestions on debt reduction, student loan forgiveness programs, as well as the AVMA Economic Summit in further detail.
2. Veterinary Leadership Conference attendees and logistics were discussed and Lauren Meltzer was asked to attend as an emerging leader.
3. Strategic plan was added to the January agenda.
4. Hamelback's suggestion to create a discount program with various corporations to offer to KVMA members was well-received.
5. Ernie Martinez interviewed as AVMA Alternate Delegate.
6. AVMA Report delivered by Jim Weber. Current pertinent topics include animal /abuse reporting; the definitions of airport assistance animals, service v. emotional support animals, and composting of animal remains.
7. Recent KVMA office improvements were observed, appreciated, and discussed; including an informal computer proposal.
8. Frank Vice was interviewed as AVMA Alternate Delegate.
9. Motion for meeting to adjourn by Doug Peterson, 11:53 AM. ♦



Susan “Sue” Ellen T. Fenwick

Susan “Sue” Ellen T. Fenwick, 84, of Louisville passed away peacefully at Baptist Health Hospital with her loving family by her side. A native of Louisville, Sue was born February 6, 1934 to the late Joseph “Jodie” B. Tharp and Catherine Lancaster Boone. She was a member of Holy Spirit Catholic Church and past PTA President for the Holy Spirit Catholic Schools. She was a member of the Bellarmine Women’s Council and U of K Women of Philanthropy, the State and Local Chapters of the Kentucky Veterinarian Women’s Auxiliary Groups.

Those left to cherish her memory are her husband of 64 years, Dr. Paul E. Fenwick; two daughters, Mary Ann Fenwick Weisenberger and Catherine “Cackie” Fenwick Billman (Dustin); and son, Paul Fenwick, Jr.; four grandchildren, Spencer Taylor, Emma Fenwick, Claire Billman, and Brady Billman; brother-in-law, Billy Ewing; sister-in-law, Bettye Tharp; and several nieces and nephews.

In lieu of flowers donations can be made to, Father McGee Memorial Fund at Holy Spirit Catholic Church. ♦

News: The Morehead Greyhound Project

Morehead Youth Development Center has advanced by *leaps* and *bounds* by working with greyhound rescue groups (Greyhound Pets of America - Louisville and Bluegrass Greyhound Adoption - Lexington) to make sure that each greyhound that goes through their program is placed in a loving forever home. Over the past eleven years, Morehead has had the privilege of fostering over eighty greyhounds. The handlers teach them how to be a pet, from walking on a leash and going up and down stairs to following commands for crating up or lying down. The handlers also help to prepare the greyhounds to become a Canine Good Citizen by focusing on the 10 tasks required to pass the Canine Good Citizen test.

The Morehead State University Veterinary Technician Program works closely with the Morehead Greyhound Program to conduct physical exams and to collect blood samples on the greyhounds once they arrive as well as provide for any medical needs that may arise during their stay. This has all been made possible only through the generous KVMA grants received to support the program.

The greyhound program has become a part of who we are and we have the privilege of sharing our accomplishments when we travel to Frankfort to tour the Capitol and the capital annex while legislators are present as well as various other cabinets.

It has been a blessing to have the greyhounds at Morehead Youth Development Center and to see the transformation that both the greyhounds and youth have gone through in the process. Not only are we helping to rescue a greyhound; the greyhounds, in turn, rescue us. ♦



Above left: One of the beautiful greyhounds. Above right: A Morehead greyhound visits the Capitol building in Frankfort. Below: Morehead veterinary students conduct an exam on a new arrival to the greyhound program.

Kentucky's Veterinarian Tick Submission Program

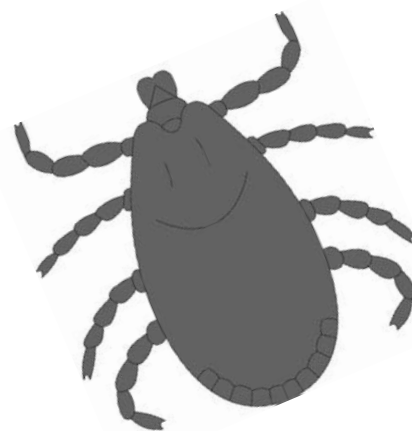
To Kentucky Veterinarians,

We are excited to announce Kentucky will be accepting ticks submitted from local Veterinarians. We ask that you follow the instructions on the attached form. This is the first year of Kentucky's Veterinarian Tick Submission Program and we hope to make it successful. Once tick testing/speciation has taken place, the Kentucky Department for Public Health (KDPH) will regularly update a Web Map that will report clinic results by the allocated ID given on the attached form. You will receive more details on obtaining results after your first tick submission. A KY Annual Tick Surveillance report will also be distributed once a year. This program is only for surveillance purposes, NOT for diagnostic purposes.

For more information/questions about tickborne disease surveillance in Kentucky, please contact the Reportable Disease Program at (502) 564-3261 ext. 4270 or tori.amburgey@ky.gov. Additional information about ticks and tickborne disease can be found at <https://www.cdc.gov/ticks/index.html>.

Thank you,

Tori Amburgey, MPH, RS
Epidemiologist II
Division of Epidemiology and Health Planning
Kentucky Department for Public Health
275 East Main Street HS2E-A
Frankfort, KY 40621
Phone: 502-564-3261 ext. 4270
Fax: 502-564-0542
Secure Fax: 502-696-3803 ♦



Tick Submission Form can be found on page 24 of this issue.



A handler frolics with one of the greyhounds during a training session. The handlers teach the greyhounds to walk on a leash and follow commands in preparation for their Canine Good Citizen test.





Kentucky Public Health
Prevent. Promote. Protect.

Tick Identification and Submission Form For Veterinarians (2019)

Important: This form is to be used by veterinary practices for identification/testing of tick species. Tick identification/testing will be conducted by the University of Kentucky and reported by the Kentucky Department for Public Health. This service is only for surveillance purposes, NOT for diagnostic purposes.

Please provide the following information regarding your tick submission.

Name of veterinary practice Name of veterinarian Vet office phone number

Date of collection Name of animal with tick Animal species Age Sex Breed

Home county of animal Home zip code of animal County where tick was found on animal

Has this animal traveled outside of its home county in the past two weeks? ☐ Yes ☐ No

Travel Start Date Travel End Date City, County and State of Travel

Is this animal on tick prevention? ☐ Yes ☐ Don't know Please enter a specific ID to you for distribution of results
If yes, specify: ☐ No ☐ Started at visit (example: name/date):
Comments: _____

(For UK/State health office use only)

Species	ID number	Desiccated/ Damaged?	Engorged	# of females	# of males	# of nymphs	# of larvae	Total

CUT HERE

Submission Instructions

1. Place tick in a water-tight container (e.g. zip-lock bag) with a paper towel or cotton ball doused with alcohol to prevent desiccation. An alcohol pad will also suffice.
2. Make sure that the container/zip-lock bag is sealed to prevent leakage.
3. If a lot of ticks are removed from a single animal host, please consider shipping specimens to us in multiple envelopes/containers to prevent specimen damage and leakage.
4. Fill out specimen submission form (above) for each submission and attach with specimen(s).
5. Cut and keep these instructions.
6. Package specimen(s) and the submission form(s) well to avoid damage during shipment.
7. Use envelopes for specimens that are shipped in zip-lock bags. For specimens shipped in larger containers, please mail them to:

Program Tick Surveillance
C/O Dr. S. Reddy Palli
Department of Entomology
S-225 Ag Science Center N
Lexington, KY, 40546-0091

Thank you for your submission.

For more information about tickborne disease surveillance in Kentucky please contact the Reportable Disease Program at (502) 564-3261 ext. 4270 or tori.amburgey@ky.gov. Additional information about ticks and tickborne disease can be found at <https://www.cdc.gov/ticks/index.html>.

Mark Your Calendar!

April 27, 2019 - 9th Annual KVTA Spring Fling CE Meeting, Louisville Zoo, Greens Room. Registration 8 am, meeting begins 9 am. Speakers: Antu Radhakrishnan, DVM, DACVIM, Elizabeth Hayden, LVT, Judy Tucker, BS, LVT. Brochures will be mailed to all KY licensed LVTs soon! For more info visit www.kyvta.org or contact: Barb Lewis b.lewis@moreheadstate.edu 606-776-8168 (cell)

June 1-2, 2019 - 41st Annual BTVMA Morehead Clinic Days Veterinary Conference, Morehead State University Derrickson Agricultural Complex Equine Arena, 55 MSU Farm Dr., Morehead, KY. Brochures will be mailed in early April to KY licensed Veterinarians and Veterinary Technicians For more info contact: Dr. Amy Staton a.staton@moreheadstate.edu 606-783-2328 (office)

August 22nd, 2019 - KVMA Foundation Annual Fundraiser Sporting Clay Shoot & Luncheon
Elk Creek Hunt Club – 9:30AM - For more Information: info@kvma.org

October 4-6, 2019 - 46th Annual Mid-America Veterinary Conference and 108th KVMA Annual Meeting
Registration details TBA.



Dues Notices will soon be mailed. Please update your contact information!

The KVMA communicates electronically with its membership. It's faster, cheaper, and more efficient to do it this way, not to mention far more versatile. Please, even if you are absolutely sure that the KVMA has your proper email address, take a moment to double check by logging in to www.KVMA.org and checking your Member Profile in the Member Portal. You can make any necessary changes, to email or any other pertinent information, right on the spot and be connected with your colleagues once again.

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LETTERS TO THE EDITOR

Every effort will be made to try and print letters that are on topics of the most general interest. The Kentucky Veterinary News reserves the right to edit letters for length and content as necessary. All submissions must contain the author's name, address, e-mail address (if applicable), and phone number so that we may contact you to be sure of the letter's authenticity. Only the author's name and home town will be published. No letter will be published anonymously. Letters may be submitted electronically (Word File please) to: info@kvma.org or by "snail mail" to: KVMA, PO Box 4067, Frankfort, KY 40604-4067

Update your contact for the Kentucky Board of Veterinary Examiners

The Kentucky Board of Veterinary Examiners (KBVE) has launched a new website. Please update your personal bookmark(s), and any links located on your organization's website to

kybve.com.



Relief Veterinarians

Jerry Allen, DVM, Monticello, KY. 34 years practice experience, practice ownership experience. Available for small animal relief work in the South Central KY area (roughly, along TN border up to Lexington, west to Bowling Green area, east to around Hazard). Surgery and medicine or either one if desired. Can do limited Large animal, need to discuss in advance. Available for part time or a full time position. email: drjmallen@gmail.com Text only to: (606) 307-2926

Dr. Sueleal (Sue) Berlin, small animal medicine and surgery relief services, Kentucky and Indiana, 502-266-9322, berlinrs@bellsouth.net.

Dr. Tracy Boehm, Relief and part-time, Northern KY and Greater Cincinnati, Small Animal. 859-803-4987 or sdrge@yahoo.com

Dr. C. Perry Brown, 2444 Lexington Road, Winchester, Kentucky 40391 SA. 859-745-1050 email: lbrown32@bellsouth.net

Dr. Mark Butler, Available for small animal relief work throughout Northern Kentucky and Southwest Ohio. More info and resume available. Contact: 1106 Mt Zion Rd., Union, KY 41091 markbutlerdvm@gmail.com 859-534-0658 (home), 740-705-1500 (cell)

Dr. Randall M. Collins, Small animal relief veterinarian for the Bowling Green, Ky. area. 615.325.3877.

Dr. C. Wynne Collins, MVB. Available for small and large animal work in the Louisville and Lexington areas. Please contact for resume. Licensed in KY. 717-521-7585.

Dr. Blaire Cullman-Clark, SA general practice relief veterinarian in the Louisville area. Internship trained, four years of emergency experience. Contact: blaireccvet@gmail.com or (859) 433-7832.

Dr. Emily (Emma) Dawson, Greater Louisville and Southern Indiana Area. SA primarily, limited exotic/equine. Please call or email with any inquiries at (502) 608-6108 or auvet07@gmail.com

Dr. L. Dapkus, Small Animal relief veterinary services, long or short term, willing to travel. 859/623-8461.

Dr. Amber Faul, Dogs and cats, canine reproduction. Louisville area, (815) 693-9024, afaul.dvm@gmail.com

Julia Gawley, DVM, CVSMT - 10+ yrs experience in small animal medicine, surgery and spinal manipulative therapy. Available for Louisville/Lexington area. Call 502-439-5442 or email jfgawley@gmail.com.

Dr. Dianne Hellwig, 1994 graduate. General medicine. No surgery. Willing to travel within a 30-mile radius of Lexington. Available Monday through Saturday. 859-200-2294. diannehellwig1@gmail.com

Dr. Drew Hestad Available for small animal relief work in the Lexington area. vetsdayoff@gmail.com, 859-667-4796

Dr. Shawna Jackson -Small Animal and Exotic Pet Relief Veterinarian with 20+ years experience. Available for work in Lexington and surrounding area. Resume, rates and references available. Contact: 803-509-4183 or jacksonvetservices@gmail.com

Dr. Tracy Jenkins, Lexington, KY. SA exclusive, 20 years experience, will travel. References available. Phone (859) 797-3888, email: tj3600@windstream.net.

Dr. Andrea Johnson, '01 UGA grad, loves clients, loves surgery, SA only. KY, OH and IN license. Lexington KY, will travel. Ajdvm@outlook.com. 859-466-1936.

Dr. Emily Johnson, 502-382-8711 - Small animal. Central Kentucky and Louisville areas.

Dr. Jessie Lay Available full-/part-time associate position in central KY area. 5 yrs. experience in busy mixed animal practice. SA surgery and internal medicine. LA

experience (horses, livestock, extensive small ruminant medicine). email: jess.lay.dvm@gmail.com. (859) 583-8415.

Dr. Darrell Nazareth, covering Lexington & Louisville. 175 N Locust Hill Dr., Apt 2010 Lexington, KY 40509, Mobile (585) 301-2839 Darrellnazareth@hotmail.com

Dr. Dacelle Peckler, LA & SA Medicine and Surgery. Will cover extended periods of time, entire state of KY, will cover emergency & ambulatory (provide vehicle), evening on call staff. Walnut Grove Farm Veterinary Relief Services; 115 Butler Street; Paris, KY 40361 ph: 859-338-6247 (leave message) fishingdocp@aol.com or wirehorselady@yahoo.com.

Dr. Jessica Perpich, small animal, emergency and spay/neuter in and around Louisville, willing to travel up to 50 miles outside of Louisville. Contact 517-862-8632 or email: jpreliefvet@gmail.com.

Dr. Jennifer Quammen, Walton, KY, 41094. SA medicine and surgery (ST and Ortho), limited exotic. Northern and Central KY. (859) 474-0369 DrQ.Vet@gmail.com

Dr. Beth Ruggles, Danville, KY. 859-333-9324 Small animal only. Preferably no exotics. No Surgery/dental. Within 50 mile radius of Danville KY. \$60/hour.

Dr. Lionell T. Smith, 6307 Apex Dr., Louisville, Ky. 40219. Cell# (502) 593-3610, Home# (502) 290-3619. SA. Will Travel.

Dr. Katie Todd, SA relief services in the Louisville area. Emergency, general practice, spay/neuter. Contact (502) 457-3055 or kttodd@gmail.com

Dr. Phil Topham, TravelDVM97@windstream.net Phone (330) 592-7256

Dr. Catherine Whelan-White 20+ years experience SA, EQ (esp reproduction) plus Emergency. All cattle, Surgery ok, 35-50 Spay/neuter previously per day KHS relief. Nov-April, email for info and \$, Catwhelan@hotmail.com

If you are working as a relief veterinarian and would like your name listed, please contact the KVMA at (800) 552-5862, fax (502) 226-6177 or e-mail: kvma@aol.com and we will be glad to add you to our list.

SA - Small Animal, LA- Large Animal, EX- Exotics, EQ- Equine



VETERINARIAN/STAFF WANTED

Primarily small animal full-service veterinary hospital located 25 minutes from Louisville in semi-rural setting, providing in-house laboratory, ultrasound, therapy laser, radiology, hospitalization, boarding, internal medicine, soft tissue and orthopedic surgery. Seeking **experienced veterinarian** for 1 to 2 days per week. Opportunities for large animal, emergency and weekends. Salt River Veterinary Clinic, Taylorsville, KY. Contact Dan Bension, 502-477-2966, Fax: 502-477-8210, saltrivervet@gmail.com (W19)

Veterinary Technician/Assistant position: predominantly small animal practice looking for compassionate, friendly team member with good communication skills, a quick learner, and self motivated. Responsibilities include assisting the Veterinarian with pet care and surgeries, answering phones, scheduling appointments, running lab work, kennel help, and cleaning. 401K and health insurance availability. Salt River Veterinary Clinic, Taylorsville, KY. Contact Dan Bension, 502-477-2966, Fax: 502-477-8210, saltrivervet@gmail.com (W19)

Associate Veterinarian Wanted: McDonald Veterinary Clinic is seeking a small or mixed animal veterinarian to join our practice. This family oriented, warm, friendly practice is situated on a farm in Hardinsburg in the scenic hills of southern Indiana. We are 40 miles from Louisville, KY and close to Patoka Lake and other recreational areas. Equipment utilized includes DR digital radiography, SevoFlo anesthesia, Idexx in house laboratory, therapeutic laser, cutting laser, and ultrasound. There is an excellent support staff with close access to emergency and referral clinics in Louisville. This position is primarily small animal but can include beef cattle, horses, sheep and goats. There is a haul in cattle handling facility on the property. Benefits include ample time off, paid vacation, holidays, CE allowance, AVMA, IVMA dues, & AVMA PLIT coverage. Salary is commensurate with experience. At least one year of experience is required. Email resume to Mcdonaldvet@live.com or call (812) 472-3103.

Valley Veterinary Clinic in Pikeville, Kentucky is seeking **full/part-time veterinarian**. Full-service small animal practice and encouraging, Christ-centered environment. Seeking committed individual strong in communication and client education, valuing growth and ongoing refinement of skills. Office hours by appointment, NO after hours emergencies. Call 606-794-1702 or email whitneyrauth@gmail.com. (W19)

Full time or part time associate needed at full service, multi-doctor appointment based, small animal practice in Louisville, Kentucky. We provide a large experienced support staff, well equipped facility, great hours and no after hour duties. We also offer a more than competitive salary and benefits package. Dixie Animal Hospital, 9428 Dixie Highway, Louisville, KY 40272. 502-937-2987 Fax: 502-935-3219 dixieanimal@yahoo.com (W19)

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hour, open 365 days since 1980. AAHA Certified, Ultrasound, Echo, Cutting and Therapeutic Laser, Endoscopy, Hyperbaric Chamber, Regional Blood Bank. Complete In-house Lab, Digital X-ray, Cornerstone Software, Very well trained, long term staff and we are excellent mentors for a new grad. Web Site: www.jeffersonanimalhospitals.com. We have a very busy, challenging caseload of medicine and surgery cases. Contact Dr. P.L. Kennedy: JAH-Doctor@aol.com or send resume to P.O. Box 19378, Louisville, KY, 40219. (W19)

Relief Vet Needed. Single doctor small animal practice needing relief vet for maternity leave located in Marion, KY. Starting around middle of January 2019. RV park on the same property if traveling from a long distance. animal_practice@att.net (F18)

Full or Part Time Veterinarian needed at full-service small animal practice in Louisville, KY. We provide a large, experienced support staff and a modern, well-equipped facility. We also offer a competitive salary and benefits. **Relief vets welcome!** Apply at pam.hah@yahoo.com. (F18)

BluePearl Veterinary Partners in Louisville, KY is seeking **Full-Time and Relief ER** veterinarians due to high caseload and continued growth. Join a team practicing the highest level of veterinary medicine, combining ER doctors with multiple specialties under one roof for a collaborative environment. For more info, please visit <https://www.bluepearljobs.com/career-areas/>. (F18)

Growing small animal practice located in beautiful south central Kentucky is seeking a **full-time veterinarian** to join our team. Caring, compassionate support staff, in-house diagnostics, digital ex-ray and a great client base. Competitive salary with benefits; new graduates are welcome to apply. Send resume to: pvcpracticemanager@gmail.com (SS18)

Full time or part time associate needed at full service, multi-doctor, small animal practice in Louisville, Ky. We provide a large experienced support staff, well equipped facility, great hours and no after-hour duties. We also offer a more-than-competitive salary and benefits. Please submit resumes to dixieanimal@yahoo.com. (SS18)

PRACTICES FOR SALE/LEASE

Retirement Sale of established practice, 32+ years in same location, a growing client base, excellent location with room for expansion. Single vet practice currently works approx 30+ hours per week, lots of growth potential. Fully staffed. This is a turn key opportunity in a rural community 1 hour north of Nashville, TN. For more information: call 270-726-8359 or e-mail: smithbilldvm@gmail.com (W18)

Practices for Sale: North Carolina: Thriving Equine! Gross +\$975K. 6,250sf facility with +/-5.5 acres. NC12.

Montana: Mixed! Modern facility with state-of-the-art equipment. 2015 Gross +\$862K. MT1.

Texas: Mixed! Multi-Doctor. Gross +/-\$.2.8. 15,000sf SA and 18,500sf LA with +/-5.5 acres. TX5.

Iowa: Mixed Animal. Profitable 3,696sf facility w/RE. Gross +\$405K. +/-95% SA, 5% LA. IA1. PS Broker 800.636.4740

psbroker.com info@psbroker.com



ATTENTION EQUINE VETERINARIANS

Come be a part of an innovative new equine practice. We are looking for 1 or 2 equine vets that have a desire to provide high quality medicine. These positions are for part-time or full-time veterinarians. We are looking for team members that want to have a work life balance that allows them to pursue passions other than veterinary medicine

According to a recent study a majority of new graduate equine veterinarians leave equine practice within 5 years. The reason is always the same, work life balance and money. This practice is the first step in reversing that trend. Come join a practice that is not only concerned with you and equine vets in general, but that is also doing something about it.

This is an unconventional practice that will allow a tremendous amount of freedom to enjoy life to the fullest. This position is great for a new grad or a seasoned practitioner that has learned that there is more to life than working 24 hours per day, seven days per week.

This position requires you to be on call nights and weekends in an ambulatory equine practice setting. In exchange for being on call you will have EVERY weekday off. Coming to work for us means that you will get a salary and not have any quotas to fill or metrics to meet. If you join us there will be no more invasions on your personal time because when you are not on call you will not have any client responsibilities.

If you want to join a team that is working to provide solutions for equine practitioners that want to take their lives back, come see us. If you are looking for a way to use that amazing education that you have but also live your life to the fullest, come see us. If you want to treat horses when they need you the most, come see us. If you want to also slow practitioner burnout by helping your fellow veterinarians, come see us.

If you are curious about this position give us a call and come see us. We would love to talk to you about this practice. You can call the office at 502-222-9411 and ask for Dr. James Beckman, or call Dr. Beckman's cell at 812-596-6253. You can also email at gaslightequine@hotmail.com. Come see how to take your life back in equine practice!

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Boehringer Ingelheim

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CVCA inside BluePearl Specialty + Emergency Pet Hospital

13160 Magisterial Drive
Louisville, KY 40223
P 502-410-0034
F 502-771-6036
cvcalouisville@cvcavets.com



**Sarah E. Bell, DVM, MS,
Diplomate, ACVIM (Cardiology)**

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Heart disease in pets can often remain hidden until advanced stages, but with early diagnosis and appropriate treatment, your patients can live a longer, healthier life.

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A full cardiac initial consultation includes:

- Blood pressure
- Complete review of medical records, history, labs, and radiographs
- Accurate and immediate diagnosis
- Echocardiogram, performed by board certified cardiologist
- Owners accompany their pet for echocardiogram
- Unlimited time for one-on-one discussion and questions during and after the consultation at no additional cost



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