



MVMA CE

## Fall Conference Set for November 12-13

*Twelve CE credits in four educational tracks. Register online at [www.mdvma.org](http://www.mdvma.org)*



MVMA's 2008 Fall Conference will be held November 12-13 at the Crowne Plaza Hotel in Timonium, Md. The conference will feature two full days of continuing education and 12 CE hours. There will be tracks for small animal practitioners and equine practitioners, as well as registered veterinary technicians. There will also be 20 to 30 exhibitors on hand showing products and services available to the veterinary profession.

"MVMA has worked hard to cultivate a quality group of supplier partners," says MVMA Executive Director Ron Sohn. "These suppliers use MVMA meetings to build relationships with veterinarians that allow them to do a better job for their customers and allow them to get some business input."

Educational sessions are varied and, as always,

MVMA's Continuing Education Committee has secured top-notch presenters. A detailed schedule is available in this issue of *The Maryland Veterinarian* and online at [www.mdvma.org](http://www.mdvma.org).

(continued on page 3)

### IN THIS ISSUE

**3** **President's Message**  
Enhancing Our Profession

**4** **AVMA**  
Maryland Delegation Attends AVMA Convention

**6** **District II**  
AVMA is Hard at work for you

**10** **VBMA Update**  
What's the Buzz About VBMA?

**18** **MVMA Classifieds**  
Help wanted, businesses and equipment for sale

### LEGAL UPDATE

## MVMA Speaks Out on Massage Lawsuit

*It should fall under the practice act.*



The Maryland Veterinary Medical Association (MVMA) has been asked to comment on and state its position with respect to a recent legal challenge to the Maryland Veterinary Practice Act by a person engaged in the practice of therapeutic animal massage. See, *Clemens v. Md. State Board of Veterinary Medical Examiners, et al.* The lawsuit which was filed in the Circuit Court for Montgomery County alleges that the Maryland State

Board of Veterinary Medical Examiners (SBVME) and the Maryland State Board of Chiropractic Examiners (SBCE), through the exercise of their respective regulatory authority, have unconstitutionally prevented the Plaintiff from practicing therapeutic animal massage in Maryland.

The Maryland Veterinary Practice Act was enacted by the Maryland General Assem-

(continued on page 8)



your future | our business



I'll be ready to retire in 3 years...what's my exit strategy?

My associate wants to buy my practice...where do I start?

Can I afford to buy a \$1M grossing practice?

What kind of practice appraisal do I need?

Is my practice worth 100% of gross?

What is the basis for practice value?

How do I buy a veterinary practice?

How do I sell my practice?

## ***HOW CAN WE HELP YOU?***

Let us put our experience to work for you. We are a reliable, talented and powerful team. We have a great reputation and offer competitive rates as well as excellent service.

**Simmons Mid-Atlantic**

203A East Main Street

Boalsburg, PA 16827

888.881.7084

[midatlantic@simmonsinc.com](mailto:midatlantic@simmonsinc.com)

[www.simmonsinc.com](http://www.simmonsinc.com)



## Enhancing Our Profession

by Jack O'Mara, DVM - MVMA President

With this issue we are inaugurating a new name and masthead for the newsletter. We feel the change reflects more favorably by projecting a more positive professional image. Discarding the name *Vet Voice* and replacing it with *The Maryland Veterinarian* is symbolic of that intent. We hope you approve.

Elsewhere in the newsletter is a carefully written document stating the Maryland Veterinary Medical Association's position on the recent legal challenge to the Maryland Veterinary Practice Act by a person engaged in the practice of therapeutic animal massage. It would be useful to explain some background that led up to this statement.

This issue emerged earlier this spring with the filing of a legal challenge by the Institute of Justice, representing an animal masseuse, arguing the Maryland Practice Act prevents an individual from exercising one's craft.

With time, this action has attracted an increasing amount of discussion within the veterinary community, AVMA, and in various groups anxious to engage in ancillary activities. Because of the level of interest it became increasingly evident that MVMA could not afford to be silent. We elected to formulate a document that clearly states the position of MVMA.

When controversial issues involving the veterinary profession have emerged in the past, there has been a tendency not to engage for a variety of reasons. This strategy is often not in our best interest, as those who bring these challenges make sure their views are made known to those who are in the position to modify or influence the rules in which we operate, e.g. legislatures. Late arrival to the table places an advocate in a "too little, too late" position, a strategy that produces a low probability of achieving a satisfactory outcome.

Stating the profession's position timely with clarity provides a foundation on which all participants involved in the discussion can benefit. We are hopeful the statement argues effectively that the protections in the Veterinary Practice Act are not self serving but indeed written to "protect animal health and welfare."

### MVMA CE

## Fall Conference

continued from page 1

In addition to education and exhibits, the Fall Conference offers an opportunity to network with your peers. Join more than 100 veterinarians and discuss common issues at an open forum hosted by MVMA President Jack O'Mara, DVM during the general membership meeting November 13. You can find a complete schedule beginning on page 14 of this newsletter.

Your registration package for MVMA's Fall Conference will be in the mail shortly. If you didn't receive the program and registration materials, contact Brittany Wittelsberger at MVMA headquarters, 410-931-3332 ext. 107 or [mvma@managementalliance.com](mailto:mvma@managementalliance.com). You can also register using the form in this issue of *The Maryland Veterinarian* online at [www.mdvma.org](http://www.mdvma.org). You'll find a link to all the conference material on the home page.

## THE MARYLAND *Veterinarian*

*The Maryland Veterinarian* is the quarterly publication of the Maryland Veterinary Medical Association.

### Editorial Contributions

Editorial contributions are welcome. Send your contribution to [mvma@managementalliance.com](mailto:mvma@managementalliance.com)

The opinions expressed by the authors published in *The Maryland Veterinarian* are not necessarily those of the MVMA, its officers, directors or members and should not be construed as legal advice, medical advice or a recommendation of conformity.

### Advertising Rates

Full page  
\$600 - single issue  
\$1,800 - four issues

Half Page  
\$350 - single issue  
\$1,050 - four issues

Quarter Page  
\$200 - single issue  
\$600 - four issues

To reserve an ad, contact Brittany Wittelsberger at, [mvma@managementalliance.com](mailto:mvma@managementalliance.com) or download a space reservation form from the vendor section at [www.mdvma.org](http://www.mdvma.org).

### Deadlines

Editorial and advertising deadlines for upcoming issues are:

Winter 2009 - December 7, 2008  
Spring 2009 - March 6, 2009  
Summer 2009 - June 19, 2009  
Fall 2009 - September 7, 2009

### Circulation

*The Maryland Veterinarian* is circulated to MVMA member veterinarians and technicians, as well as all registered veterinarians in the State of Maryland including government and academic practitioners. Total circulation for *The Maryland Veterinarian* is 3,700.

© 2008 by Maryland Veterinary Medical Association. All rights reserved. No part of this publication may be reproduced without prior permission of publisher.

# Maryland Delegation Attends AVMA Convention

by Ed Jendrek, VMD - AVMA Delegate

The 145th AVMA Annual Convention convened in New Orleans, La. in July. Drs. Ed Jendrek (AVMA Delegate), Dick Streett (AVMA Alternate Delegate) and John Brooks (AVMA District II Representative) flew to the Crescent City to represent the MVMA. Just by visiting the city, we helped the economic relief and sent a message to the rest of the country that New Orleans is back from the devastating effects of Hurricane Katrina.

One of the convention highlights was when dozens of attendees started their visit by rehabilitating four local animal shelters. The American Veterinary Medical Foundation arranged the project with spon-

sorship from Bayer Animal Health and other companies.

The Opening Session featured Emmy Award winning journalist and best selling author Cokie Roberts, who spoke about lessons learned from Hurricane Katrina as well as her book, *Ladies of Liberty*. Additionally, four AVMA members and one AVMA staff member received awards.

PVMA member Dr. Theodore B. Robinson earned the Meritorious Service Award for contributing to the advancement of veterinary medicine. He created the Native American Veterinary Services Project in 2001 which provides veterinary care to animals of Native Americans.

Dr. Peter Eyre, past president of the VMRCVM, received the AVMA President Award. He served on numerous councils and committees including the AVMA Council on Governmental Affairs and AVMA Legislative Advisory Council. Dr. Larry Corry was elected the association's 2008-2009 president-elect and Dr. Gary Brown was elected vice president. Electronic voting was initiated this year. It was a real time saver during the elections. A record number of resolutions (17) were submitted. Issues included drug compounding, livestock identification and the AVMA vice presidency.

The convention featured more than 1,200 continuing education sessions and a mix of high caliber entertainment. The exhibit hall offered amenities while highlighting products and services. The AVMA Group Health and Life Insurance Trust once again sponsored the Wellness Center which offered free health screenings to AVMA members and their spouses.

In closing, New Orleans is back. The people who live there depend so much on visitors like AVMA. Dr. Streett, Dr. Brooks and I would like to thank the MVMA for allowing us to represent Maryland at the 145th AVMA Convention!

SEEING PATIENTS AT OUR MARYLAND LOCATION

TRUST YOUR PET'S EYE CARE TO THE DEDICATED SPECIALISTS AT EYE CARE FOR ANIMALS

Mon - Fri 9:00 a.m. - 5:00 p.m.  
Saturday hours available  
24 Hour Emergency Services

**Eye Care**  
FOR ANIMALS

*Seeing life through your pet's eyes*

Annapolis, MD

Dr. Jennifer Hyman, MA, DACVO  
Chesapeake Veterinary Referral Center  
808 Bestgate Road, Annapolis, MD 21401  
(410) 224-4470

Also seeing patients in Leesburg and Springfield, VA



**WWW.EYECAREFORANIMALS.COM**

## Welcome Members

MVMA welcomes the following members who have joined since our last newsletter was published.

### New Members

Nathan Fate, DVM  
Elise Geldon, VMD

### Welcome Back

Paul F. Deal, DVM  
James D. Heilbron, DVM

## Board Meeting Set for November

The next meeting of MVMA's Board of Directors will be held Wednesday, November 12, 2008 in conjunction with the Fall Conference. The board will meet at 7 p.m. at the Crown Plaza in Timonium, Md.

MVMA will also hold a General Membership Meeting during the conference. That meeting is set for Thursday, November 13 at 12 p.m. at the same location.

## Ski Seminar Returns in 2009! Lappin Headlines.

Calling all skiers and snow bunnies! The MVMA is returning to Telluride, Colorado for the Annual Ski Seminar, April 1 - 4, 2009 at the Camel's Garden Hotel! Dr. Mike Lappin is our headlining speaker with Dr. Catriona MacPhail and Dr. Ian Herring from Virginia Tech. Don't miss out on this great event! Details and registration information coming soon! If you're interested, contact Britt at [mvma@managementalliance.com](mailto:mvma@managementalliance.com).



*Protecting animal and human health since 1885.*

**Mission Statement:** To ensure Society's access to the highest quality of veterinary services possible by supporting excellence in the MVMA membership and promoting public understanding of the veterinary medical profession.

### 2008-09 Executive Board

Dr. Jack O'Mara, President  
Dr. James B. Reed, Pres.-Elect  
Dr. John A. Kable, Vice President  
Dr. Carvel G. Tiekert, Sec./Treasurer

Dr. Gregory S. Svoboda,  
Immediate Past President  
Dr. Edward W. Jendrek, AVMA Delegate  
Dr. Richard P. Streett, Jr., AVMA Alt. Del.

### Director At Large

Dr. Perry S. Crowl

Dr. Myron Bradley

### Constituent Associations

*Anne Arundel County*  
Dr. Krista Evans, Delegate

*Howard County*  
Dr. Louis M. Wiest, Jr., Delegate

*Eastern Shore*  
Dr. Marian A. Shaw, Delegate

*Montgomery County*  
Dr. Javid Manzoor, Delegate

*Greater Baltimore*  
Dr. Ernest Slovov, Delegate

*Prince George's County*  
Dr. Younus Chaudry, Delegate  
Dr. Lizel Salmon, Alternate

*Harford County*  
Dr. Richard P. Street, III, Delegate  
Dr. John Moffa, Alternate

*Western Maryland*  
Dr. Raymond D. Ediger, Delegate

### Practice Representatives

Small Animal Practice  
Food Animal Practice  
Board Certified Specialist  
Gov't./Corporate/Academic Practice

Dr. Heidi Heller  
Dr. Charles L. Bray  
Dr. Ronald O. Schueler  
Dr. John W. Moffa

### Committee Chairpersons

Budget Committee  
Continuing Education Committee  
Disaster Committee  
Membership Committee  
Nominating Committee  
Public Relations Committee  
Retired Members Committee  
Technicians Committee  
Veterinary College Committee

Dr. Jack O'Mara  
Dr. Perry Crowl  
Dr. Jacob Casper  
Dr. Edward Jendrick  
Dr. Jack O'Mara  
Dr. Myron Bradley  
Dr. Raymond Ediger  
Jack Stewart, RVT  
Dr. Michael D. Erskine

### Executive Director Association Coordinator Legal Counsel/Lobbyist

Ronald H. Sohn  
Brittany Wittelsberger  
William E. Erskine, Esq.

### MVMA Headquarters

8015 Corporate Drive, Suite A • Baltimore, MD 21236  
Phone: 888-884-6862 or 410-931-3332 • Fax: 410-931-2060  
e-mail: [mvma@managementalliance.com](mailto:mvma@managementalliance.com) • [www.mdvma.org](http://www.mdvma.org)

# AVMA is Hard at Work for You

by John Brooks, DVM - AVMA District II Representative

First of all, let me thank each of you as AVMA and MVMA members within District II for all your well wishes and support during my hip surgery and convalescence that began my 2008. Many of you whom I visited during the last few months of 2007 know how much difficulty I was experiencing. But, all's better now and it seems like just a bad dream.

This year has been very busy for me as I visited VMA meetings in New Jersey, Vir-

ginia, Maryland and Pennsylvania. It is always gratifying to visit with old friends and introduce myself to new friends within our community. Each District II state brings a unique flavor to its meetings. I always leave with a new found respect and admiration for the officers', boards' and committee members' commitment to their association and veterinarians in their state. It should also be said that the VMA executive directors and

their staffs are among the best anywhere in the country and continually amaze me with the insight and capabilities and unlimited energies which make each of our District II VMAs function so effectively.

In May of this year representatives from your VMA met in College Park, Md. We held our annual District II VMA roundtable discussion of current events relating to the AVMA and the states. It included AVMA delegates and alternates, elected officers and executive directors.

My AVMA responsibilities continue to have me on the go, traveling to our AVMA headquarters in Schaumburg, Illinois frequently for executive board meetings. I am also a liaison to the Council on Public Health and Regulatory Veterinary Medicine, the Food Safety Advisory Committee and the Committee On Disaster and Emergency Issues.

Additionally I continue to serve as a board member to our American Veterinary Medical Foundation (AVMF), a position I am honored to hold. The AVMF supports our VMAs in grants for developing disaster response plans, funding of our VMAT teams (which now focus on state disaster response capabilities) and emphasizing shelter veterinary medicine issues. For more information, visit [www.avma.org](http://www.avma.org) and click on your AVMF.

I hope some of you were able to attend our annual

AVMA Convention in New Orleans this past July. It was, once again, well organized and those who attended had a very good experience.

The September 1 issue of JAVMA provides a synopsis of all of the actions taken during the annual convention by the house of delegates and executive board, as well as those appointed and elected to various offices of the AVMA, councils and committees. This update would not be complete if I didn't mention the stellar and yeoman like work that our own Greg Hammer of Delaware and his wife Karen did in representing the AVMA during his recently completed term as president of the AVMA. We can all be very proud that he is from our District II.

In conclusion, I would like to remind each of you that your AVMA is striving to become more electronically responsive to you. I encourage you to browse the AVMA website at [www.avma.org](http://www.avma.org). You will find links to our Government Relations Division (GRD) and all the good work going on in Washington DC on your behalf. You will also find information on your foundation and its charitable work as well as many other member services. As I begin my fourth year serving you on the executive board, I hope you will not hesitate to contact me on any AVMA matter. I live by an old adage — "I can't fix it if I don't know it's broke!"

## MVMA Advertising Policy

Advertising will be accepted in the *The Maryland Veterinarian* under these guidelines:

- The MVMA reserves the right to reject advertising which it deems unsuitable and to refuse acceptance from advertisers of questionable credit or trade standing.
- Advertising which simulates reading matter will be plainly marked "advertisement" in a typeline above or below the insertion, in accordance with postal regulations.
- Cancellation will not be accepted after the closing date (see deadlines below). Payment must be submitted with advertisement.
- Outstanding payments must be brought up-to-date before any new advertising will be inserted.
- Initial review of proposed advertising or classified ads will be made by the editors.
- The MVMA is only responsible for providing advertising space, and is not liable for the content of advertisements appearing in the *The Maryland Veterinarian*.
- The MVMA reserves the right to determine the placement of all advertisements.
- A signed contract must be submitted with each application prior to publication.
- An advertiser may change the copy of the ad in any issue. The ad will be repeated as in the previous issue if the publisher has not received new copy by the specified issue deadline.
- Insert advertising will not be accepted.
- An ad tear sheet will be provided upon each publication of the magazine issue in which the ad runs.

## VMRCVM Alumni Society

by Lynn Young, Director Alumni Relations and Student Affairs, VMRCVM



Lynn Young

Greetings from Blacksburg! As many of you are aware, the VMRCVM Alumni Society board of directors is actively engaged in providing various venues to fellow veterinarians and students. Our executive board is comprised of: Dr. Sara Salmon '98, President; Dr. Michael Watts '00, Vice President; Ms. Lynn Young, Secretary/Treasurer; and Dr. Doug Graham '98, Past President.

One of our many goals is to invite alumni and students to as many networking opportuni-

ties as possible. The following events were offered to alumni and students:

- October 26 – Fall Awards Reception and Parents' Weekend
- November 6 – VA Tech vs. Maryland and Homecoming Weekend – '88, '93, '98, '03
- December 4 – AAEP Alumni Reception – San Diego

Both VVMA and MVMA members are invited to participate in our events. Our most recent event, at the DC Zoo, was attended by more than 75 alumni and friends.

If you haven't done so, please visit the Alumni Society website at <http://www.vetmed.vt.edu/engagement/alumni/index.asp>. If you have any questions or comments concerning the VMRCVM Alumni Society or any of our events, please contact VMRCVM Director of Alumni Relations and Student Affairs, Lynn Young, at [youngl@vt.edu](mailto:youngl@vt.edu).

# COMING SOON to Dundalk!

Banfield, The Pet Hospital! Conveniently located right inside PetSmart, this full-service hospital, with modern equipment and highest-quality medical practices, will house four exam rooms, surgical suite, treatment area, reception, pharmacy, isolation ward & more! A variety of career options exist for these hospitals! Call today for details: 1-866-813-7411





Secure a position or ownership opportunity in one of these hospitals. To learn more about these openings, contact us at 1-866-813-7411 today!

Dr. Toomey & Tweak

## MVMA Speaks Out on Massage Lawsuit continued from page 1

bly to “protect animal health and welfare.” The purpose of the Act is to regulate the “practice of veterinary medicine” which according to the statutory definition includes, but is not limited to, the practice by any person who: (1) Diagnoses, advises, prescribes, or administers a drug, medicine, biological product, appliance, application, or treatment of any nature, for the animal; (2) Performs a surgical operation, including cosmetic surgery, upon any animal; (3) Performs dentistry on any animal; (4) Performs any manual procedure upon an animal for the diagnosis or treatment of sterility or infertility of the animal; (5) Represents himself as engaged in the practice of veterinary medicine; (6) Offers, undertakes, or holds himself out as being able to diagnose, treat, operate, vaccinate, or prescribe for any animal disease, pain, injury, deformity, or physical condition; or (7) uses any words, letters, or titles in connection or under circumstances

as to induce the belief that the person using them is engaged in the practice of veterinary medicine. This use is prima facie evidence of the intention to represent oneself as engaged in the practice of veterinary medicine.

The Plaintiff’s lawsuit seeks to over turn the existing law and expressly permit licensed massage therapists to engage in the practice of therapeutic animal massage. The Complaint alleges that it is not reasonable for the State of Maryland to regulate therapeutic animal massage through the existing regulatory authority of the SBVME and therefore, the Maryland Veterinary Practice Act should be ruled unconstitutional.

The MVMA strongly disagrees with the position of the Plaintiff and with the goals of the lawsuit filed against the SBVME and SBCE. The MVMA further believes that animal health and welfare would be seriously compromised if the relief sought in

the Plaintiff’s lawsuit were granted.

The MVMA believes that the Plaintiff’s lawsuit has failed to give proper consideration to the very real and significant harm that can be caused to an animal as a result of a misdiagnosis or a delay in proper diagnosis of an animal’s injury or disease. To illustrate this point, consider a very real world scenario where an animal’s Owner notices a recent onset of vague stiffness and apparent irritability in a pet dog. The pet owner has recently seen an advertisement by an animal massage therapist advertising the ability to increase flexibility and improve overall comfort and general well-being. The pet is brought by the owner to the non-veterinarian animal massage therapist. With the very best of intentions, but without a proper medical diagnosis, the animal massage therapist undertakes to treat the dog with massage therapy. After several weeks without improvement and the owner’s belief that the clinical signs have worsened, the owner now brings the dog to a veterinarian. After a complete physical examination and a blood test performed by the veterinarian, it is determined that the dog has been suffering all the while with a disease, Lyme Disease in this hypothetical example, that has unfortunately progressed in severity. As a result of this unnecessary delay in proper medical treatment, the animal has been made to suffer unnecessarily; the prognosis

for full recovery has been significantly compromised; and the Owner has incurred substantial financial expenses for a therapy which was undertaken without a proper medical diagnosis and which never had any prospect of effectively treating the cause of the animal’s true medical condition. It need not be stated that this outcome is contrary to both the health and welfare of the animal as well as the interest of the consuming public.

In the forgoing example, only a licensed veterinarian is properly equipped with the necessary education, training and experience to make a proper medical diagnosis utilizing when appropriate any number of medical tests and examinations including but not limited to: blood tests, radiological examinations; ultrasound examinations and the like. When necessary and appropriate for a more definitive diagnosis a veterinarian can refer an owner for more advanced and sophisticated diagnostic studies such as a CT scans or nuclear imaging. The use of diagnostic procedures and techniques (available only through a licensed veterinarian) is essential to the proper diagnosis and treatment of the animal patient. This is particularly true in light of the reality that an animal patient is incapable of verbally communicating and describing its pain and its other symptoms. In this one aspect, veterinary medicine has an additional challenge often not found in the practice human

---

*The MVMA believes that complementary and alternative procedures, like therapeutic massage are quite properly within the scope of the practice of veterinary medicine as currently defined by the Maryland Veterinary Practice Act and they should remain subject to the jurisdiction of the SBMVE. If therapeutic animal massage were to be excluded from the Maryland Veterinary Practice Act, the State of Maryland would then be powerless to discipline an individual who causes harm to an animal as a result of practicing such therapies.*

medicine, thus making it all the more important that animal medical therapies be provided by licensed veterinarians. It is only the licensed veterinarian that possesses the requisite skill and training necessary to make a proper medical diagnosis on an animal.

The MVMA believes that complementary and alternative procedures, like therapeutic massage are quite properly within the scope of the practice of veterinary medicine as currently defined by the Maryland Veterinary Practice Act and they should remain subject to the jurisdiction of the SBMVE. If therapeutic animal massage were to be excluded from the Maryland Veterinary Practice Act, the State of Maryland would then be powerless to discipline an individual who causes harm to an animal as a result of practicing such therapies. Although the Maryland Veterinary Practice Act contains several enumerated exceptions expressly permitting certain non-veterinarians to provide ancillary services on animals, these limited exceptions exist only where there are adequate Client Documents:4825-1332-706v1|C05468-000000|9/5/2008 safeguards to protect animal health and welfare as well as the interests of the consuming public. Future proposed exclusions for ancillary services from the Maryland Veterinary Practice Act should conform to these same important principles.

The MVMA feels that it is of paramount importance that the rights and interests of the consuming public be protected.

Unfortunately, it is often the case that an individual engaging in ancillary services will promote themselves as providing a therapeutic benefit. Often this is done by utilizing a designation or title such as "therapist" or otherwise using nomenclature that is misleading to the consuming public. The consumers are often not aware of the nuances of designations and titles that by their very nature are confusing and can be misleading. For these reasons the MVMA believes that continued enforcement of the Maryland Veterinary Practice Act is essential not only for protecting animal health and welfare, but for the protection of the consuming public as well. The MVMA is supportive of the position that when an ancillary service is offered by an individual other than a Maryland licensed veterinarian and that ancillary service is offered for the purpose of diagnosing or of treating an ailment or injury of an animal, it is per se a violation of the Maryland Veterinary Practice Act. However, if an ancillary service is clearly offered, designed, and intended to promote a purely non-medical and non-therapeutic effect, a violation does not occur. Care must be taken to avoid any potential misunderstanding by the general public of the nature of these services.

Contributors:  
 William E. Erskine, Esq.  
 Michael D. Erskine, DVM, ABVP  
 Ronald O. Schueler, DVM, ACVIM  
 Adrian Hochstadt, Esq.  
 John Paul O'Mara, DVM.

## Partner With The American Red Cross And Offer Your Clients Peace of Mind.

The Red Cross brand is a strong one. Let it work for you. Partner with us by offering our Red Cross pet first aid guidebooks and pet first aid kits at your office. The guides detail how to keep cats and dogs healthy, how to identify symptoms and how to respond to a medical emergency until veterinary care is available.



To purchase your pet first aid books and kits, or to learn more about this unique opportunity, contact Michael Ward at 410-624-2032, or email [mward@arc-cmc.org](mailto:mward@arc-cmc.org).

*"She did such a great job as our relief vet that we hired her full time."*



 **PetRelief.com**

Tap into our network.  
 You'll be relieved.

Post Jobs | Hire Vets  
 No fee until you hire!

# What's the Buzz About VBMA?

by Kevin M. Finn, 2008 National VBMA President

So what is with all the buzz you've been hearing about the VBMA lately? With the plethora of acronyms floating around our profession, you are probably scratching your head wondering what the initials mean. It is difficult to spend a weekend at a conference and not hear something about the VBMA or see the VBMA involved in issues that impact the future health of our profession. And why are people telling me that I should hire a VBMA member to fill that opening in my practice? There seems to be a lot of energy around this group, but many people aren't sure what the VBMA is and what it's trying to do for our profession.

The Veterinary Business Management Association (VBMA) was started at the University of Pennsylvania about 5 years ago by a handful of students that realized the school's curriculum was not sufficiently preparing them for their careers. They saw a need

for business education, leadership training, communication skills, and networking opportunities (and considered these areas as necessary work and life skills) whether they wanted to open a clinic, join as an associate practitioner, or work of research.

Over the last 5 years, the dream of these few pioneers has quickly rocketed into the fastest growing veterinary student organization in the world. You will not find a U.S. school without a VBMA chapter, and there are also 3 established international chapters; Murdoch University (Australia), The Royal Veterinary College (England), & Ross University (St. Kitts), as well as more inquiries.

How do we explain this tremendous growth? Our organization is student-driven. Each VBMA chapter is run autonomously with full control on their own programming and budget. They even determine how much to charge for their

annual membership dues. This setup was intentional for 2 main reasons. The first is that the VBMA is here to provide business training. How better to teach business skills than to allow each chapter to operate as its own entity. The second reason is to avoid problems that routinely plague established organizations; too much control and bureaucracy that tends to stifle the overall mission of the group.

Our organizational structure on a national level consists of only 11 student members. We have 6 regional leaders, each overseeing 4 to 5 schools, which serve as liaisons between the chapters within their regions and the national board. The other 5 student members sit on the national board (President, Vice President, Marketing Chair, Compliance Chair, and Treasurer) dedicate their time to managing relationships with sponsors, developing tools and resources to further the group's mission, and creat-

ing communication conduits for our world-wide student organization.

With our explosive growth, we continue to be asked for more information about our organization. This past year we decided it was time to make a major investment in the VBMA infrastructure. We have built a brand new website from the ground-up specifically tailored to our communication needs. This new tool will serve as a platform for sharing of new ideas, a central location for business-related educational resources, and an avenue for networking between students, practitioners, industry professionals, and anyone else interested in learning more about our profession.

We would like to invite each of you to learn more about our organization and to see for yourselves why there is so much buzz about the VBMA. The address for our website is [www.vbma.biz](http://www.vbma.biz) and we look forward to meeting you there!

## DHMH REPORT

### "You Can Prevent Rabies" Poster Contest

As part of World Rabies Day 2008, the Maryland Department of Health and Mental Hygiene, Center for Veterinary Public Health is sponsoring a poster contest open to all Maryland students in grades 5 - 8.

Posters should illustrate the ways people and communities can help prevent rabies.

Students will be divided by grade into two groups:

- 5th and 6th graders
- 7th and 8th graders

All entrants will receive a World Rabies Day bookmark. First, second, and third place prizes will be awarded in each of the two groups. The first place winner in each group will receive a World Rabies Day messenger bag and choice of:

- 2 tickets to the National Aquarium in Baltimore,
- 4 tickets to the Maryland Science Center, or
- 4 tickets to the Maryland Zoo in Baltimore

Submissions are due no later than October 24, 2008. Winners will be announced on November 14, 2008. All entries must be submitted with an Entry/Release Form.

For complete contest rules and an entry form, please click on "Rabies and Poster Contest Information" under Quick Links at [www.dhmh.state.md.us](http://www.dhmh.state.md.us), or call 410-767-5649.

DHMH would like to thank the National Aquarium in Baltimore, the Maryland Science Center, and the Maryland Zoo in Baltimore for their contributions.

## CATalyst Council Names Brunt as Executive Director

Former MVMA President Jane E. Brunt, DVM has been named the Executive Director of the CATalyst Council, Inc. The Council, headquartered in Kansas City as a part of the growing Animal Health Corridor, provides a newly identified leadership role in helping animal health care professionals and consumers to better understand cats.

Dr. Brunt is one of the leading feline practitioners in the United States, having practiced feline-exclusive medicine for more than twenty years. Her practice philosophy of striving for excellence, providing compassionate care with empathy and courteous service while fostering the special bond has earned her accolades from her professional colleagues and her feline patients' owners.

"I am both pleased and excited about the opportunity to serve as the executive director on something about which I'm so passionate and that is so important to the lives of cats," said Brunt.

Feline health is a prominent concern in the animal health industry. The 2007 U.S. Pet Ownership & Demographics Sourcebook revealed an owned cat population of 81.7 million, almost 10 million more than domesticated dogs. In 2006, 36 percent of those 81.7 million cats did not visit a veterinarian compared to only 17 percent of dogs. Cats are twice as likely as dogs to not see a veterinarian, leaving many undiagnosed and untreated for illness, disease, pain and discomfort.

"The CATalyst Council brings together all facets of animal health and welfare united with one voice to elevate the status and standard of care for cats," said Dan Kramer, CATalyst Council chair, senior marketing manager, Pfizer Animal Health.

Through her 23-year membership in the American Association of Feline Practitioners, Dr. Brunt has participated in the veterinary and public discourse of many feline issues. She is currently the AAFP spokesperson for the KNOW Heartworms campaign, a cooperative initiative between the American Heartworm Society and Pfizer Animal Healthcare to educate veterinarians and cat owners about the threat and prevention of feline heartworm disease, which reveals itself as heartworm associated respiratory disease or HARD. The term "HARD," for Heartworm Associated Respiratory Disease, is the new acronym for this clinical presentation. Dr. Brunt served as AAFP president in 2006.

In 1984, only four years after finishing veterinary school at Kansas State University, Dr. Brunt founded Cat Hospital At Towson (CHAT) in Baltimore, Maryland, the first feline-exclusive veterinary hospital in the state. Dr. Brunt opened a second practice, the Cat Hospital Eastern Shore in Cordova, Md., in June of 2001. Both hospitals have been accredited by the American Animal Hospital Association since 2002.

# NATE LYNCH

& ASSOCIATES

Veterinary Practice Sales & Appraisals

**800-567-1264**

Contact us TODAY if you are:

- SELLING** a practice
- BUYING** a practice
- MERGING** a practice
- SEEKING** an associate or partnership buy-in/buy-out

Call For a  
**FREE**  
Confidential  
Consultation

**We have qualified buyers actively seeking practices for sale!**

Nate Lynch & Associates, LLC  
40 Main Street, P.O. Box 573 • Walpole, NH 03608  
fax: 603-756-9402 • natelynch@natelynch.com

**www.natelynch.com**

## FINANCIAL BOOT CAMP

FOR THE VETERINARY PRACTICE

**A Comprehensive Two-day Conference for Practice Managers and Owners**

**January 7-8, 2009**

**Baltimore, MD**

Marriott Baltimore/Washington Int'l Airport



Presented by:  
Mark Opperman, CVPM  
Sheila Grosdidier, BS, RVT, PHR  
Monica Dixon Perry, CVPM

Monitoring Key Financial Indicators • Controlling Inventory & Support Staff Costs • Understanding Industry Benchmarks • Analyzing Doctor Production & Compensating Your Associate Doctors Using ProSal  
• Setting Fees • Financial Statements & Your Accountant • Internal Controls • Analyze Cost Effectiveness of Large Equipment Purchases • Credit & Collection • Case Study • Networking

- Increase Your **Revenue**
- Control Your **Costs**
- Better Manage Your **Money**



**303-674-8169**  
**www.vmc-inc.com**  
for more information  
Reserve Your Space Today!

## MVMA Welcomes VMRCVM Class of 2012



The Virginia Maryland Regional College of Veterinary Medicine welcomed the Class of 2012 at a special White Coat ceremony on August 22, 2008 in Blacksburg, Virginia. MVMA President, Dr. Jack O'Mara addressed the class and presented them with stethoscopes sponsored by the Maryland Veterinary Medical Association, the Virginia Veterinary Medical Association, Professional Veterinary Products, Webster Veterinary Supply and Banfield Animal Health. **Congratulations to the Class of 2012 and welcome to the veterinary community!**

## CCBC Essex Recognized by Agriculture Educators

The Veterinary Technology Program at CCBC Essex was recently awarded the "Outstanding Postsecondary Program" by the Maryland Agricultural Teachers Association and the National Association of Agricultural Educators for their participation in the Agriculture Science and Veterinary Science high school cluster curriculum. When a high school student completes their Agriculture

or Veterinary Science courses they will receive two college credits for the Introductory Veterinary Technology course at CCBC. This articulation agreement is with Baltimore County, Harford County, Carroll County, Frederick County, and Washington County.

**Congratulations to Jack Stewart, RVT and the Veterinary Technology Program!**

## Attention Volunteer Veterinary Corp Members

In order to best know your skills and capabilities and make best use of them during an event in the best possible manner, the Volunteer Veterinary Corp has developed a

survey to get the information they need about you. There are 23 questions to complete and it should only take about 15-20 minutes. You can access the survey by going to [http://](http://www.surveymonkey.com/s.aspx?sm=_2fU3XIJW7M2h7EA8sxOa6FA_3d_3d)

## What Cardholder Data You Can and Cannot Store

*Security Rules Your Practice Must Follow*

The rising incidence of stolen cardholder account data is a major concern for businesses. As a result of these thefts, businesses and financial institutions suffer fraud losses and unanticipated operational expenses, and consumers are inconvenienced significantly.

The major credit card companies (Visa, MasterCard, American Express, and Discover) have established stringent requirements for collecting and storing clients' payment card data. These Payment Card Industry (PCI) Data Security Standard Requirements are meant to protect your practice, your clients (cardholders) and the integrity of the payment system.

The cardholder data you are allowed to store includes:

- Account number
- Cardholder name
- Expiration date

Cardholder data you should never store:

- Full magnetic strip information
- The card verification codes or values (three digit code on the signature panel or code embedded within the magnetic stripe)
- The cardholder's PIN

You should always destroy or purge all media containing obsolete transaction data with cardholder information.

Your practice may have to comply with security audits according to the PCI requirements and you may be asked for a system's scan or self-assessment. If your practice has a security breach and is found not in compliance with the payment card security rules, there are severe penalties, including barring your practice from accepting payment cards.

When you follow the payment card security requirements you protect your clients' sensitive data, and put your practice at a competitive advantage with others that are not in compliance.

Contact the bank or company that manages your payment card processing for details or visit [www.pcisecuritystandards.org](http://www.pcisecuritystandards.org) for more details on the PCI Data Security Standards Requirements. MVMA's credit card processing experts at RCSC are another knowledgeable resource – call Michele, Ken and Nicholl in the Member Services Department at (800) 442-3589 for assistance.



# Tired of fishing for the best deal on credit card processing?

You'll land great rates and personal service when you join RCSC's Credit Card Processing Program. **We're so confident we can beat the total cost you currently pay for processing, you will get \$50 if we can't.\***

- Competitive rates and no hidden fees
- No monthly minimums
- Mail, telephone and e-commerce processing
- Discounted equipment sales or rentals without long-term leases



**MVMA  
Endorsed  
Program**

**Take the \$50 challenge!  
Call (800) 442-3589 for your free,  
no-obligation savings analysis.**

\*Terms and conditions apply. Call RCSC at (800) 442-3589 for a copy of them.

# Fall Conference Schedule

*Twelve CE credits in four educational tracks. Register online at [www.mdvma.org](http://www.mdvma.org)*



## WEDNESDAY NOVEMBER 12, 2008

6:00 a.m.

**Exhibitor Set-Up**

7:00 a.m.

**Registration Desk Opens**

**Continental Breakfast  
with Exhibitors**

8:30 a.m.

### Small Animal Session I

**Home Alone: Managing Canine Separation Anxiety**  
**Lynne Seibert, D.V.M., MS, PhD, DACVB**

### Small Animal Session II

**A Practical Approach to the Poisoned Patient**  
**Eric Dunayer, V.M.D., MS, DABT, DABVT**  
Senior Toxicologist  
ASPCA Animal Poison Control Center

### Equine Session

**Equine Herpes Myelitis: A Review of Diagnosis and Treatment**

**Lyme Disease: A Review of Diagnosis and Treatment**  
**Thomas J. Divers, D.V.M., DACVIM, DACVECC**  
Professor of Medicine, Chief - Section of Large Animal Medicine, College of Veterinary Medicine, Cornell University

### Technician Session

**Diagnostic Techniques in Veterinary Dermatology**

**Case Discussions and Q & A**  
**Joseph A. Bernstein, D.V.M., DACVD**  
Long Green Animal Dermatology Center, P.C.

10:00 a.m. - 10:30 a.m.

**Refreshments with Exhibitors**

10:30 a.m.

### Small Animal Session I

**Outside the Box: Diagnosis and Treatment of Feline House Soiling**  
**Lynne Seibert, D.V.M., MS, PhD, DACVB**

### Small Animal Session II

**Pesky Pesticides including Rodenticides, Insecticides, Etc.**  
**Eric Dunayer, V.M.D., MS, DABT, DABVT**  
Senior Toxicologist  
ASPCA Animal Poison Control Center

### Equine Session

**Lyme Disease: A Review of Diagnosis and Treatment - Cont.**

**Leptospirosis: A Review of Diagnosis and Treatment**  
**Thomas J. Divers, D.V.M., DACVIM, DACVECC**  
Professor of Medicine, Chief - Section of Large Animal Medicine, College of Veterinary Medicine, Cornell University

### Technician Session

**Topical Therapy for Dermatologic Cases and Environmental Control Measures for Zoonotic Diseases and Q & A**  
**Joseph A. Bernstein, D.V.M., DACVD**  
Long Green Animal Dermatology Center, P.C.

12:00 noon

### Luncheon Buffet

Exhibit Hall  
*Sponsored by: Chesapeake Veterinary Surgical Specialists*

### Registered Veterinary Technician Meeting

Chesapeake 3-6  
Grab your lunch from the Exhibit Hall and head to Chesapeake Rooms 3-6 for this special RVT meeting! (Reserved for registered veterinary technicians)

1:15 p.m.

### Small Animal Session I

**Impulse Control: Understanding Compulsive Disorders in Dogs and Cats**  
**Lynne Seibert, D.V.M., MS, PhD, DACVB**

### Small Animal Session II

**Common Household Poisons**  
**Eric Dunayer, V.M.D., MS, DABT, DABVT**  
Senior Toxicologist  
ASPCA Animal Poison Control Center

### Equine Session

**New Approaches to Diagnosing Lameness: What MRI and Ultrasound Can Tell Us that We Didn't Already Know**

**Current Medical Treatments for Osteoarthritis and Tendon Injury: Inject What and Where?**  
**Jennifer G. Barrett, D.V.M., PhD, DACVS**  
Assistant Professor of Equine Surgery  
Marion duPont Scott Equine Medical Center, Virginia Tech

### Technician Session

**Periodontal Disease: Technician Diagnosis is Key**

**Recognizing Oral Disease and Pathology**  
**Mark M. Smith, V.M.D., DACVS, AVDC**  
Center for Veterinary Dentistry and Oral Surgery

2:45 p.m. - 3:15 p.m.

**Refreshments with Exhibitors**

3:15 p.m.

**Maryland Veterinary Foundation Meeting**

3:15 p.m.

**Small Animal Session I**  
**Cowardly Canines: Treating Fears and Phobias**  
**Lynne Seibert, D.V.M., MS, PhD, DACVB**

### Small Animal Session II

#### Common Drug Exposures in Small Animals

**Eric Dunayer, V.M.D., MS, DABT, DABVT**

Senior Toxicologist  
ASPCA Animal Poison Control Center

### Equine Session

#### Current Medical Treatments for Osteoarthritis and Tendon Injury: Inject What and Where? - Continued

#### Non-Weight Bearing Lameness: Septic Joints and Tendon Sheaths

**Jennifer G. Barrett, D.V.M., PhD, DACVS**

Assistant Professor of Equine Surgery  
Marion duPont Scott Equine Medical Center, Virginia Tech

### Technician Session

#### Dental Radiography: Technique and Positioning

#### Dental Radiography: Recognizing Problems

**Kendall Taney, D.V.M., DAVDC**

Center for Veterinary Dentistry and Oral Surgery

5:00 p.m. - 6:00 p.m.

Reception with Exhibitors  
Cash Bar

6:00 p.m.

Board of Director's Dinner

7:00 p.m.

Board of Director's Meeting

## THURSDAY NOVEMBER 13, 2008

7:00 a.m.

Registration Desk Opens

Continental Breakfast with Exhibitors

8:30 a.m.

### Small Animal Session I

#### Evidence-based Management of IMHA

Primary and secondary causes of IMHA will be reviewed including treatable initiating diseases that should not be overlooked. Immunosuppressive regimens will be reviewed, including when and how to use glucocorticoids, Azathioprine, Cyclosporine, and newer drugs.

#### Evidence-based Management of ITP

The general approach to the thrombocytopenic patient will be discussed focusing on diseases that cause profound immune-mediated Thrombocytopenia. A brief review of the immunosuppressive drugs discussed in the IMHA seminar will be included followed by more specific drugs that can be used as adjunctive therapy for ITP.

**Barrak Pressler, D.V.M., DACVIM**

Veterinary Clinical Sciences, Purdue University

### Small Animal Session II

#### 21st Century Ear Care: Anatomy and Physiology, Causes of Ear Disease and Video Examination of the Ear

**Louis N. Gotthelf, D.V.M.**

Animal Hospital of Montgomery Pet Skin and Ear Clinic

### Equine Session

#### Metabolic Syndrome and Cushing's Disease: A Review of Diagnosis and Treatment

#### Acute Laminitis: A Review of Diagnosis, Treatment and Prevention

**Thomas J. Divers, D.V.M., DACVIM, DACVECC**

Professor of Medicine, Chief - Section of Large Animal Medicine  
College of Veterinary Medicine, Cornell University

### Technician Session

#### Cardiopulmonary Cerebral Resuscitation: Basics of CPR Through Advanced Life Support including Monitoring for Success, Trouble Shooting and Discussion of the Patient at Risk for Cardiopulmonary Arrest

**Jessica Davis, VTS, RVT (ECC)**

Cincinnati, OH

10:00 a.m. - 10:30 a.m.

Refreshments with Exhibitors

10:30 a.m.

### Small Animal Session I

#### Evidence-based Management of ITP - Continued

#### Systemic Lupus Erythematosus: A Case Based Review:

SLE is a multisystemic autoimmune disease that can be easily overlooked. A recent challenging case treated by the speaker will be reviewed, focusing on the diagnosis of SLE, immune-mediated polyarthritis, glomerulonephritis, IMHA, and how to treat this challenging disease and its individual components.

**Barrak Pressler, D.V.M., DACVIM**

Veterinary Clinical Sciences, Purdue University

### Small Animal Session II

#### 21st Century Ear Care: Otic Cytology, Proper Ear Flushing Techniques, Therapy of Ear Diseases

**Louis N. Gotthelf, D.V.M.**

Animal Hospital of Montgomery Pet Skin and Ear Clinic



## 2009 Schedule of Events

January 22, 2009

### Winter Seminar

featuring **Dr. Sonja Zabel**

Double Tree Hotel Annapolis  
Annapolis, MD

April 1 - 4, 2009

### Ski Seminar

featuring **Dr. Mike Lappin**

Camel's Garden  
Telluride, CO

April 30 - May 1, 2009

### Bovine Practitioners Conference

Holiday Inn Select  
Frederick, MD

May 7, 2009

### Mid Atlantic States Veterinary Clinic

Howard County Fairgrounds  
West Friendship, MD

June 28 - July 1, 2009

### Annual Summer Conference

Rocky Gap Resort  
Cumberland, MD

**Equine Session**

**Acute Laminitis: A Review of Diagnosis, Treatment and Prevention - Continued**

**What's Your Diagnosis? An Interactive Discussion of Selected Clinical Cases**

**Thomas J. Divers, D.V.M., DACVIM, DACVECC**  
 Professor of Medicine, Chief - Section of Large Animal Medicine  
 College of Veterinary Medicine, Cornell University

**Technician Session**

**Pharmacology: What Every Technician Should Know Before They Pick Up that Pill or Syringe.**

Drug interactions, pharmacokinetics and specific drugs will be discussed.  
**Jessica Davis, VTS, RVT (ECC)**  
 Cincinnati, OH

**12:00 noon**

**Luncheon and General Membership Meeting**  
 Open Forum - Jack O'Mara, D.V.M.  
 MVMA President

**1:30 p.m.**

**Small Animal Session I**

**Advanced Interpretation of the Urine Dipstick:** The urinalysis is an essential and often forgotten part of the minimum database in dogs and cats. Many practitioners are unaware of the useful information that can be gained from careful consideration of results, which will be discussed in depth.

**Advanced Interpretation of the Urine Sediment:** Several recent studies have shown that understanding the significance of urine sediment findings is essential in properly initiating therapy or considering further diagnostics. Urine sediment will be discussed in depth, with many pictures for those unfamiliar with sediment examination.  
**Barrak Pressler, D.V.M., DACVIM**  
 Veterinary Clinical Sciences, Purdue University



**Small Animal Session II**

**21st Century Ear Care: Wet Lab - Video Examination of the Ear, Cleaning of the Ear Canal, Myringotomy, Middle Ear Treatment, Endoscopic Retrieval of Otic Foreign Bodies**  
**Louis N. Gotthelf, D.V.M.**  
 Animal Hospital of Montgomery Pet Skin and Ear Clinic

**Equine Session**

**Non-Weight Bearing Lameness Continued from Wednesday - Initial Fracture Management and Prognosis**

**Angular Limb Deformities: The Straight Scoop!**  
**Jennifer G. Barrett, D.V.M., PhD, DACVS**  
 Assistant Professor of Equine Surgery  
 Marion duPont Scott Equine Medical Center, Virginia Tech

**Technician Session**

**Pain Management - Bring Relief from Pain to Your Patients from Simple to Complex Cases with an Emphasis on Multimodal Pain Relief**  
**Jessica Davis, VTS, RVT (ECC)**  
 Cincinnati, OH

**3:00 p.m. - 3:30 p.m.**

**Refreshments with Exhibitors**

**3:30 p.m.**

**Exhibitor Breakdown**

**3:30 p.m.**

**Small Animal Session I**

**Advanced Interpretation of the Urine Sediment - Continued**

**Microalbuminuria: Evidence-Based Clinical Use:** The introduction of microalbuminuria testing approximately five years ago added a new weapon in the early diagnosis of kidney and systemic inflammatory disease to our arsenal of weapons. Nevertheless current recommendations can be conflicting, and many veterinarians are still unsure which patients would most benefit from testing and how to proceed after obtaining a positive result. Published studies and abstracts will be reviewed, and the speaker's expert opinion will be discussed.  
**Barrak Pressler, D.V.M., DACVIM**  
 Veterinary Clinical Sciences, Purdue University

**Small Animal Session II**

**21st Century Ear Care: Wet Lab - Continued**  
**Louis N. Gotthelf, D.V.M.**  
 Animal Hospital of Montgomery Pet Skin and Ear Clinic

**Equine Session**

**Angular Limb Deformities: The Straight Scoop! - Continued**

**Flexural Deformities: The Sooner, The Better**  
**Jennifer G. Barrett, D.V.M., PhD, DACVS**  
 Assistant Professor of Equine Surgery  
 Marion duPont Scott Equine Medical Center, Virginia Tech

**Technician Session**

**Toxicology: Toxins are Everywhere**  
 Learn the Basics of Treating Intoxications with Discussion of Some Common and Uncommon Toxicants.  
**Jessica Davis, VTS, RVT (ECC)**  
 Cincinnati, OH

**5:00 p.m.**

**Conference Adjournment**

Register Online at  
[www.mdvma.org](http://www.mdvma.org)



# Registration Form

2008 MVMA Fall Conference • November 12-13, 2008 • Timonium Maryland

## REGISTRATION FEES

	Before 10/24	After 10/24	Subtotal
<b>MVMA and Out-of-State VMA Members</b>			
MF - Full Registration	\$305.00	\$335.00	\$ _____
MW - Wednesday, November 12	\$195.00	\$215.00	\$ _____
MH - Thursday, November 13	\$195.00	\$215.00	\$ _____
<b>MVMA Life Members &amp; Retired Members</b>			
LF - Full Registration	\$215.00	\$245.00	\$ _____
LW - Wednesday, November 12	\$135.00	\$160.00	\$ _____
LH - Thursday, November 13	\$135.00	\$160.00	\$ _____
<b>Non-Members</b>			
NF - Full Registration	\$405.00	\$455.00	\$ _____
NW - Wednesday, November 12	\$245.00	\$275.00	\$ _____
NH - Thursday, November 13	\$245.00	\$275.00	\$ _____
<b>Technicians</b>			
TF - Full Registration	\$215.00	\$245.00	\$ _____
TW - Wednesday, November 12	\$135.00	\$150.00	\$ _____
TH - Thursday, November 13	\$135.00	\$150.00	\$ _____
<b>Students</b>			
ST - Full Registration ( <i>luncheons included</i> )	\$175.00	\$175.00	\$ _____
SL - Full Registration ( <i>luncheons NOT included</i> )	\$115.00	\$115.00	\$ _____

## REGISTRATION INFORMATION

Name: \_\_\_\_\_ Nickname: \_\_\_\_\_

DVM    VMD    Retired/Lifetime    Technician    RVT    Student

Practice Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Work Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Home Phone: \_\_\_\_\_

## REGISTERED VETERINARY TECHNICIAN MEETING

Yes, I am an RVT and will attend the meeting during lunch Wednesday, November 12.

## SPEAKER NOTES

A CD-ROM containing all speaker notes is included in your registration fee. You may purchase a printed version for \$30.

I would like \_\_\_\_\_ copies x \$30 = \$ \_\_\_\_\_

**GRAND TOTAL BALANCE DUE: \$ \_\_\_\_\_**

## BILLING INFORMATION

I have enclosed a check in the amount of \$ \_\_\_\_\_ made payable to MVMA.

Please charge \$ \_\_\_\_\_ to my    American Express    VISA    MasterCard

Card No. \_\_\_\_\_ Exp. Date. \_\_\_\_\_ CSC# (required) \_\_\_\_\_

Cardholder Name \_\_\_\_\_ Signature \_\_\_\_\_

Billing Address (required) \_\_\_\_\_ Billing Zip (required) \_\_\_\_\_

**IMPORTANT INFORMATION:** If you have a disability or dietary need and require special accommodations in order to fully participate in this event, please check the box on the left. Attach a written description of needs. We can only provide assistance if we have prior written notice.

**Return your completed form and payment to:**

MVMA • 8015 Corporate Drive • Suite A • Baltimore, MD 21236 • 410-931-3332 • fax: 410-931-2060

**NO REFUNDS AFTER OCTOBER 24, 2008**

## Employment Classified Ad Policy

All classified ads seeking employees MUST be placed on the MVMA website, [www.mdvma.org](http://www.mdvma.org), under Career Center. This is a nationwide program under the AVMA. Included with your online posting, your advertisement will appear in the next issue of *The Maryland Veterinarian*. There is a 75 word limit for both online and print advertisements. If you have any questions regarding the new advertising policy, please feel free to contact MVMA headquarters at [mvma@managementalliance.com](mailto:mvma@managementalliance.com).

## Business Classified Ad Policy

All business classified ads selling a practice or equipment must be faxed or emailed to MVMA Headquarters at [mvma@managementalliance.com](mailto:mvma@managementalliance.com) or 410-931-2060.

Non-Member rate is \$45 and Member rate is free. The ad will run for 3 months on the MVMA website under Business Classifieds and will appear once in the next issue of *The Maryland Veterinarian* once.

## Send Business Classified Ads ONLY to:

MVMA  
8015 Corporate Drive  
Suite A  
Baltimore, MD 21236  
Fax (410) 931-2060  
E-mail: [mvma@ManagementAlliance.com](mailto:mvma@ManagementAlliance.com) Subject: Business Classified Ad

**VETERINARY TECHNICIAN** - We are looking for an experienced veterinary technician for full time work. We are a full service small animal hospital in Laurel, MD. Our techs work in teams of 2 and get to practice everything they've been taught to do. We offer a flex schedule, paid vacation, paid health plan, pet health plan in a fun, bright pleasant hospital. Get to know a wonderful staff and clientele. Fax resume to Dr. Robert Brenner 301-725-2483

**VETERINARY TECHNICIAN/INVENTORY MANAGER** - Animal Hospital in Owings Mills, MD seeks FT Veterinary Technician/Inventory Manager for weekday afternoon/evening shift. Go to [www.mdvma.org](http://www.mdvma.org) and click Career Center to apply.

**FT/PT VETERINARIAN NEEDED** - Falls Road Animal Hospital, [www.fallsroad.com](http://www.fallsroad.com), is looking for a FT/PT associate. The only 24-hour animal hospital in the area offering full-service veterinary medicine, emergency medicine, boarding, daycare, pet taxi, and supplies. What this means to you is that the continuous care offered by our veterinarians and staff is available to your patients whether they are sick at night, being spayed, neutered, simply boarding, or playing in daycare. E-mail resume to: Kim Hammond, DVM, MBA at [Hammond-dvm@aol.com](mailto:Hammond-dvm@aol.com)

**ASSOCIATE VETERINARIAN** - A career with Banfield, The Pet Hospital means you can still have a life outside of work. Opportunities for full-time/part-time/relief veterinarians. Full service hospitals including digital radiography, in-house lab including bile acids, EKG,

pulse oximetry - but that simply highlights a few of the services we have to offer our clients. We also provide fulltime benefits to our team members for less than 40 hours a week - including medical, 401K, \$1200 CE allowance annually, State and DEA license paid for by Banfield, and much more! Contact Dr. Cindy Lovern at (804) 730-2077, [cindy.lovern@banfield.net](mailto:cindy.lovern@banfield.net) for Germantown, Bethesda, Columbia, Waldorf and Largo and Dr. Elizabeth Goldman at (800) 838-6738 x5756, [elizabeth.goldman@banfield.net](mailto:elizabeth.goldman@banfield.net) for Frederick, Salisbury, Abingdon and Bel Air, or visit [www.banfield.net](http://www.banfield.net).

**S.A. VETERINARIAN** - Additional part-time or full-time small animal veterinarian needed at Wheaton Animal Hospital in Wheaton/Kensington, MD. Prefer willingness to practice with ultrasound machine. Well-respected, four-doctor practice with large stable staff and board-certified surgeon. All equipment. No emergency duty. Unusually high take-home income. Must have Md. license. Fax resume with phone # to 301-933-5914. Call Keith the next day at 301-949-5231.

**VETERINARY TECHNICIAN** - Wanted veterinary technician. Experience preferred. Sense of humor and ability to get along with others is mandatory. We are a progressive 2 veterinarian practice in Frederick, Maryland. Beautiful clinic built 10 years ago. Competitive salary with benefits. Glade Valley Animal Hospital 301-663-5591

**CLINICAL VETERINARIAN** - We are seeking a veterinary clinician for a great practice in Western Maryland. Near DC and Baltimore Full time or part and "creative" time available - I am very interested in working out a part time position w/ someone- perhaps working 2 months on one month off or other such creative combinations. This would be a fantastic arrangement for the individual that would like a more flexible work schedule and time off. Call Rob 301-491-2673

**VETERINARY TECHNICIAN** - Our busy 5 doctor practice is seeking an experienced veterinary technician to join our team. We are a high quality, client centered practice in a pleasant Catonsville neighborhood. Responsibilities would include surgery, dentistry, anesthetic monitoring, assisting in appointments, performing basic labwork (fecals, urinalysis, Idexx inhouse), taking Xrays, placing IV catheters, and drawing blood samples. The right technician will be competent in all of these areas and is available to work full time. 410-744-4224

**SURGERY TECHNICIAN** - Looking for a job where you can use your skills to the fullest? Experienced or certified veterinary technicians are needed for busy small animal surgical specialists' practice located in Towson. Typical schedule is (4) 10hr days, between the hours of 7a-7p, Mon-Fri. Send resume to [sally@cvssvets.com](mailto:sally@cvssvets.com) or fax to 888-821-0322. Benefits include health insurance, paid vacation & holidays, scrub allowance, among many others. Signing bonus available for qualified applicants!

**TECHNICIAN ASSISTANT FT** - Our technician assistants are responsible for gathering patient histories from clients, assisting with bandage changes, suture removals, taking radiographs, making appointments, filling prescriptions & going over discharge instructions with clients; among many other duties. Typical schedule is (4) 10 hour days between the hours of 7a-7p Mon-Fri. Veterinary experience preferred. Excellent benefits package that includes paid health insurance, 401K, paid vacation & holidays to name a few. Send resume to [sally@cvssvets.com](mailto:sally@cvssvets.com) or fax to 888-821-0322.

**VETERINARY ASSOCIATE** - Associate wanted FT/PT for 2 doctor SA practice in historic New Market, Maryland ( near scenic Catoctin mountains and convenient to Baltimore and DC). Practice high quality medicine in a small town atmosphere with 24hr emergency/specialty care nearby. Salary negotiable and commensurate with experience. Excellent benefits including health/retirement with buy-in potential. Send resume to Liganore Veterinary Clinic, 11717 Old National Pike, Ste 12 New Market, MD 21774 or email [linganorevet@comcast.net](mailto:linganorevet@comcast.net).

**ASSOCIATE VETERINARIAN** - Small animal hospital in Baltimore City is seeking a full time veterinarian. Excellent support staff and a good learning environment. Four day work week with alternate weekends off. \$90,000 to \$100,000 plus benefits and production bonus. Resumes can be faxed to 410 675 9537 or emailed to EAH3233@aol.com. Contact Dr. Lance P. Keil 410 675 5101

**NEW HAGERSTOWN ER NEEDS TECHS LIKE YOU!** - After hours emergency technicians needed for the first veterinary ER facility in Hagerstown, MD. Mountain View Animal Emergency is seeking licensed veterinary technicians and veterinary assistants with ER experience that have a passion for what they do. Benefits include a competitive salary, health care, vacation, CE allowance, license and association dues. Please fax resume to Dr. Shawn Wilson at (717) 630-0877 or email to ShawnWilsonDVM@yahoo.com

**ER CLINICIAN NEEDED FOR NEW FACILITY IN HAGERSTOWN** - Is emergency medicine your passion? If so, come join us in Hagerstown, MD at Mountain View Animal Emergency. Be one of the first emergency veterinarians in the area. Benefits include: competitive base salary with production, an average of 3 days on per week, health care, license, association dues, CE allowance, and vacation time. Please fax resume to Dr. Shawn Wilson at (717) 630-0877 or email to ShawnWilsonDVM@yahoo.com

**PT ASSOCIATE VETERINARIAN** - Cat Hospital Eastern Shore is seeking a part-time Associate Veterinarian for our feline-exclusive hospital. Practice high quality medicine at our state-of-the-art facility. Enjoy the ease of computerized medical records, in-house diagnostics and a small crossed-trained team of passionate and fun registered technicians and support staff. Ideal candidate will be available on Saturdays and Mondays (approximately 15 hours per week.) No emergency on-call. Contact Casey Palmer, 12551 Ocean Gateway, Cordova, MD 21625 (p)410-763-7900 (f)410-770-9316 ches\_casey@hotmail.com

**ASSOCIATE VETERINARIAN** - Seeking FT associate for feline-exclusive practice in Silver Spring, MD. Practice quality medicine in a well-equipped hospital with trained support staff. Compensation, \$90,000 - 120,000 total. Custom design benefit package to meet your specific needs. No on-call or emergency duty expected. Veteran is preferred but one-year + rookie will be considered. On-site studio townhouse and utilities are provided. Buy-in or buy-out potential. Jim Rogers, DVM at 301/589-1450 or fax resume to 301/588-2041, e-mail pjrogers11@verizon.net

**ASSOCIATE VETERINARIAN** - Wicomico Veterinary Hospital is looking for an experienced associate veterinarian to join our growing team. We specialize in laser surgery, digital radiography, extensive dentistry procedures and great patient care. The candidate must be a team player and highly motivated. We are an appointment only hospital and do not have weekend hours. Our goal is to provide quality veterinary medicine while enhancing the client-pet and client-vet bond. Visit our website [www.wicomicovet.com](http://www.wicomicovet.com)

**VETERINARIAN WANTED** - Full time associate needed for suburban Maryland, small animal exotics practice located minutes from the nation's capital in Gaithersburg. Looking for doctor to practice high quality medicine and surgery in AAHA accredited hospital. We are computerized, have in house lab, digital dental radiograph, EKG, and other fun equipment with a caring/trained support staff to make your day an enjoyable experience. Competitive salary and benefits, no after hours emergencies. E-mail resume to mudvet@aol.com.

**VETERINARY TECHNICIAN** - A successful candidate will have the following knowledge, skills and abilities: Minimum 2 years experience as a veterinary technician, Registered, Certified, or comparable Veterinary Technician knowledge and skill, Desire for excellence in all areas, Desire for continuous development of skills and knowledge of the veterinary technician profession. Please note: This is not an entry-level position. A successful candidate will exhibit excellence in carrying out intermediate and advanced Veterinary Technician responsibilities. 301-475-7808

**ASSOCIATE VETERINARIAN** - Greater D.C. Metro Area of Calvert County, MD - Are you dedicated to developing close relationships with your clients through providing compassionate patient care? Chesapeake Animal Clinic in Owings, MD, seeks an energetic veterinarian to join our practice in order to better accommodate our rapidly growing client base. Our well educated clients that allow us the opportunity to practice high quality medicine. We are a progressive practice that takes great pride in our reputation for excellent service. Compensation, family friendly benefits and CE are above the industry average. Contact Brian Kimla at (339) 236-0581 or [bkimla@vetcor.com](mailto:bkimla@vetcor.com).

**2 D.V.M.'S NEEDED IN MD** - Sign-On/Relocation of \$5,000 may be available to qualified candidates! We currently have 2 Assoc. DVM opportunities available in Temple Hill MD 20748 and Severn MD 21144, both opportunities will provide a base salary of 75k to 120K (depending on experience and leadership potential) with monthly performance incentives, potential payment of sign-on bonus/moving expenses and high quality

benefits such as medical and dental, 401(k) (with employer matching), CE, disability insurance and more. These are strong well established practices providing the best possible medical care in a fun atmosphere with a well tenured staff. Qualified candidates will have at least 1 year of private practice experience and superb surgical skills. There are no on-call or emergency requirements, so come on over and enjoy a great work family balance with us!! If you or someone you know may be interested please forward a copy of the resume and references to Tina-Marie via e-mail to: [HCMS\\_Tina-Marie@comcast.net](mailto:HCMS_Tina-Marie@comcast.net), or toll free fax 866-385-4701.

**EXPERIENCED VETERINARIANS AND NEW GRADS** - A career with Banfield, The Pet Hospital means you can still have a life outside of work. Opportunities for full-time/part-time/relief veterinarians. Full service hospitals including digital radiography, in-house lab including bile acids, EKG, pulse oximetry - but that simply highlights a few of the services we have to offer our clients. We also provide fulltime benefits to our team members for less than 40 hours a week - including medical, 401K, \$1200 CE allowance annually, State and DEA license paid for by Banfield, and much more! Contact Dr. Cindy Lovern at (804) 730-2077, [cindy.lovern@banfield.net](mailto:cindy.lovern@banfield.net) for Germantown, Bethesda, Columbia, Waldorf and Largo and Dr. Elizabeth Goldman at (800) 838-6738 x5756, [elizabeth.goldman@banfield.net](mailto:elizabeth.goldman@banfield.net) for Frederick, Salisbury, Abingdon and Bel Air, or visit [www.banfield.net](http://www.banfield.net).

**FT ASSOCIATE NEEDED** - Full time associate needed for suburban Maryland, small animal exotics practice located minutes from the nation's capital in Gaithersburg. Looking for doctor to practice high quality medicine and surgery in AAHA accredited hospital. We are computerized, have in house lab, digital dental radiograph, EKG, and other fun equipment with a caring/trained support staff to make your day an enjoyable experience. Competitive salary and benefits, no after hours emergencies. 301-963-0275

**PT RECEPTIONIST AND TECHNICIAN NEEDED** - Part time veterinary receptionist and technician needed for a busy: two full time doctor, one part time doctor, small animal hospital. We are looking for a friendly and energetic person able to work as a team member to provide excellent customer service and or technician skill. Must be able to multi task, communicate effectively, use office equipment, interact with clients and animals, and maintain a professional and compassionate composure. Hours are Monday through Friday 2:30pm to 7:30pm and some weekend hours. Excellent benefits after 90 days, and great work atmosphere. 301-963-0275

**FT/PT VETERINARIAN** - Rewarding opportunity is available in a small animal practice in Bel Air, Maryland. We are looking for a compassionate and experienced veterinarian to be part of our team. Our dedicated and friendly staff enables you to focus on providing the best care for our patients. Some of the toys you will enjoy are: electrocardiogram, blood pressure monitor, pulse ox & CO2 monitor, endoscope, electrocautery, and full dental lab including digital x-ray & drill. Benefits include: Retirement plan, paid CE, health insurance benefits. We are willing to purchase more toys for the right person. Send resumes to: Animal Medical Center, 142B North Bond St., Bel Air, Maryland 21014 or fax 410-420-9175

**ER VETERINARIAN FOR ER/REFERRAL CENTER IN MD** - Er Doctor's...We Want You! Greenbriar Veterinary Referral & Emergency Hospital located in beautiful Urbana, Maryland close to the Appalachian Trail is seeking mature, talented, enthusiastic ER veterinary doctors to support our growing ER practice. Located in suburbs between Wash DC and Baltimore City, Greenbriar is a perfect commute in either direction. Join a team of professionals in a 30,000 square foot, state of art facility with multiple surgery suites, full laboratory, Ekin Digital x-ray and so much more. Work with the team of internal medicine, surgery, ophthalmology, dermatology and critical care specialists. Greenbriar offers excellent salary and benefits. Take advantage of becoming part of this rapidly growing hospital and become a part of PetWatch, Inc. There are many opportunities for growth on the local and corporate levels. This is the location and job where your dreams will become a reality. I promise. To apply, go to [www.mdvma.org](http://www.mdvma.org) and click Career Center.

**EXPERIENCED VETERINARY TECHNICIANS NEEDED** - Greenbriar Veterinary Referral and Emergency Hospital, located in Urbana, Md is seeking top talented, enthusiastic RVT or experienced ER techs to work all shifts including overnight shifts. Greenbriar offers competitive salary and benefits. Submit resume and cover letter with salary requirements to [bbrener@greenbriarpethospital.com](mailto:bbrener@greenbriarpethospital.com)

**GREAT ER DOCTORS FOR SOA REFERRAL CENTER, MD** - Er Doctor's...We Want You! Metropolitan Animal Emergency Hospital (MEAC) is a very busy after hours ER Center that is transforming into a state of the art 24 hour ER/Specialty referral center. It is located just outside Washington, DC in Rockville, Maryland. MEAC needs experienced, mature, talented, enthusiastic ER veterinary doctors

to support this very busy ER practice. Join a team of professionals in this state of art facility, just renovated location with multiple surgery suites, full laboratory, Ekin Digital x-ray and so much more. Work with the team of internal medicine, surgery, ophthalmology, cardiology, dentistry, dermatology and critical care specialists within our network and within the facility. MEAC offers excellent salary and benefits. Take advantage of becoming part of this rapidly growing hospital and become a part of PetWatch, Inc. There are many opportunities for growth on the local and corporate levels. This is the location and job where your dreams will become a reality. I promise. The biggest perks of this job - ability to grow within Petwatch, Inc. Ability to spend quality time with our specialists at Greenbriar Emergency and Referral Center. Ability to rotate through our other 4 excellent centers and have flexibility, freedom and great quality of life. To apply, go to [www.mdmva.org](http://www.mdmva.org) and click Career Center.

**2ND VETERINARIAN FOR GREAT PRACTICE IN MD** - Veterinarian Wanted! Second veterinarian wanted for a busy and growing practice in Germantown, Maryland This Washington, DC suburb is in a fast growing, affluent community, allowing a clinician to practice the highest levels of medicine and surgery. Full time/part time schedules available. If you are talented, energetic and interested in growing with this busy practice..... we want you! This practice has state of the art equipment, an experienced and compassionate full time Doctor and a very talented and driven staff who are looking for the perfect addition to this growing practice. The biggest perks of this job - ability to grow within Petwatch, Inc. Ability to spend quality time with our specialists at Greenbriar Emergency and Referral Center. Ability to rotate through our other 4 excellent centers and have flexibility, freedom and great quality of life. To apply, go to [www.mdmva.org](http://www.mdmva.org) and click Career Center.

**VETERINARY AND SURGICAL TECHNICIANS, CLIENT SERVICE SPECIALISTS AND VETERINARY RECEPTIONISTS** - Imagine yourself working in a successful, thriving 58-year-old companion animal hospital where we care as much about our Healthcare Team as we do about our patients, clients, community, and environment. Imagine, now, working in a brand new, state-of-the-art, 18,000 sq. ft. hospital and pet resort where we successfully blend tomorrow's technology with yesterday's old-fashioned focus on care and courtesy. Rocky Gorge Animal Hospital and Resort in Laurel, Maryland, is searching for

primary care veterinarians and surgeons to join our Healthcare Team and work with an exceptional team of eight veterinary professionals in a very fun, family environment. We will offer you the tools you need to practice and the environment in which to thrive. We are family-focused; appreciating our hospital family as well as giving you time to enjoy your own family. We understand what is important in life and we're looking for associates who share our values. We believe in clinical excellence. We have two spacious surgical suites and one dental suite with two wet tables. We have wireless blue-tooth monitoring of our patients. We have digital radiography, ultrasound, and CAT scan as well as a staff sonographer with over twenty years experience. We have an in house laboratory. We actively use the web to enhance communication with our clients Any applicant should possess leadership abilities, effective communication skills, a strong work ethic, and an interest in growth and development. Coaching of our entire Healthcare Team is an integral part of the Rocky Gorge commitment. Internship or equivalent high quality clinical experience is required. Excellent compensation and benefits are offered. Jennifer Trujillo, Chief of Operations via [jtrujillo@rockygorgevet.com](mailto:jtrujillo@rockygorgevet.com) or work 301.776.7744. ext 144, cell 202.369.4509, or fax 301.776.1575. or Dr. Steven Wolchinsky, our Director, via [sawvet@aol.com](mailto:sawvet@aol.com), cell 410.442.1146, work 301.776.7744 ext 111, or fax 301.776.1575.

**ASSOCIATE POSITION** - St. Charles Animal Hospital is a 4 year accredited AAHA Hospital located in Waldorf, Maryland. We are searching for an experienced veterinarian, but new graduates are welcome to apply. Our hospital takes pride in practicing only the highest quality medicine and surgery. Enjoying practice is easy when you have a fully equipped hospital. We have seven anesthesia machines and offer clients a choice of Isoflurane, Desflurane, or Sevoflurane. Our monitors include respiration, EKG, Pulse Oximeter, Blood Pressure, and End-Tidal CO2. Our two surgery rooms boast electrosurgery, two Surgical Lasers, and full line of power orthopedic equipment. If your interest is eyes, we have a Zeiss operating microscope and a full line of ophthalmic instruments. For internal medicine we have a new GE Color Flow Ultrasound machine, full Video Endoscopy, Laparoscopy, Digital Dental, and Tru-DR Digital Radiography. Our laboratory includes full in-house chemistry analyzer, a LaserCyte CBC, and even a CytoSpin centrifuge for doing cytology. The practice owner is Boarded by ABVP and insists on good client communications and an open learning environment among the professional staff. If this sounds like the type of environment for you, please send your resume to Dr. Neal Neuman, 11685 Doolittle Drive, Waldorf, MD 20602, Fax to 301-645-9336, or E-Mail to [drnbn@comcast.net](mailto:drnbn@comcast.net). Please visit us at [www.scah.us](http://www.scah.us)

### **HOSPITAL ADMINISTRATOR OR PRACTICE MANAGER**

A great opportunity exists for the right experienced Veterinary Administrator with Greater Annapolis Veterinary Hospital in Maryland on the beautiful Chesapeake Bay! Our candidate will be responsible for the challenging and complex administrative tasks associated with leading and balancing a wonderful and already experienced management team. Human resources, client relations, hospital maintenance, finance, and marketing are only some of your varied and interesting duties. The individual will be responsible directly to the four practice owner-directors. Salary and benefits will be generous and commensurate with experience. 410-224-3800

**FT VETERINARIAN** - Fairland Animal Hospital [www.fairlandanimalhospital.com](http://www.fairlandanimalhospital.com) is a small animal practice in Colesville/Silver Spring, Maryland, about 40 minutes outside of Washington D.C. Published in the Washingtonian as "Best Vets" year after year, this high quality, compassionate care-giving practice has grown and now demands expansion. We are looking for a full-time veterinarian who enjoys working with a well-educated client base and a close knit staff who are always there to help. All that is required are experience with basic surgical skills; and a desire to be a part of the many changes associated with hospital expansion. Send your resume to Dr. Jeffrey D. Whall, Fairland Animal Hospital, Inc. 12711 Old Columbia Pike, Silver Spring, MD 20904. Phone: 301-622-2115 Fax: 301-622-2979, or email at: [jdw@fairlandanimalhospital.com](mailto:jdw@fairlandanimalhospital.com)

### **FDA COMMISSIONER'S FELLOWSHIP PROGRAM**

FDA is launching its new 2-year fellowship program in the fall of 2008 to provide an opportunity for health professionals, veterinarians, medical officers and scientists to receive training and experience at one of the world's most prestigious regulatory agencies. To apply for the FDA Commissioner's Fellowship Program, submit your CV and identify three references with contact information to [fdacommissionersfellows@fda.hhs.gov](mailto:fdacommissionersfellows@fda.hhs.gov) by August 29, 2008. For further information about the FDA Commissioner's Fellowship Program please visit [www.fda.gov/commissionersfellowships](http://www.fda.gov/commissionersfellowships) or call 888-332-4473. FDA is an equal opportunity employer and is a smoke-free environment.

**VETERINARY ASSOCIATE** - Taylorsville Veterinary Clinic is seeking a full time or part time associate interested in practicing quality small animal medicine and surgery. We are located in central Maryland 20 miles west of Baltimore and 35 miles north of Washington, D.C. Our newly renovated hospital provides high quality medicine and surgery in a friendly work environment. We have a fully equipped practice which includes a full in-house lab, complete dental instrumentation, and ultrasound. We offer a competitive salary with a bonus program, paid vacation, CE allowance, health insurance, professional dues, and a 401K. Please send resume to Dr.

Charles Bray. Fax number is 410-635-6946, phone number is 410-218-4097, e-mail is [cbray21157@aol.com](mailto:cbray21157@aol.com).

### **SENIOR ANIMAL PROGRAM VETERINARIAN**

SAIC-Frederick, Inc., the operations and technical support contractor for the NCI-Frederick, has an exciting opportunity for a Sr. Animal Program Veterinarian. In this role you will oversee animal-based research support programs at the NCI facilities in Bethesda on the NIH campus. Manage and oversee laboratory animal husbandry, health and welfare. Direct veterinary medical, diagnostic, surgical and clinical treatment to various species, which may include rodents, rabbits, dogs, pigs, nonhuman primates, and aquatic species. Ensure full compliance with all applicable regulations and standards to maintain AAALAC accreditation. Train animal caretakers, technicians and research staff utilizing research animals. May supervise veterinary technical staff. Provide consultative services to scientific and technical personnel pertaining to selection and use of animals, development or evaluation of animal research protocols or production facilities, and in-depth evaluation of the relationships of animal disease to research programs. Will share emergency on-call duties with other vets. Serve as member of NCI Animal Care and Use Committee. Excellent compensation package accompanies our position. For immediate consideration, please apply online at our website: [www.saic.com](http://www.saic.com) for position # 121583. SAIC is an equal opportunity employer and values cultural diversity in the workplace

**HOSPITAL ADMINISTRATOR** - If you love what you do... Are you a highly qualified veterinary hospital administrator looking for the next challenge? Well here it is! A 6 doctor client-centered practice located in Pasadena, Maryland is seeking a hospital administrator. Pasadena is in close proximity to the Chesapeake Bay. Our hospital is state of the art in medicine and surgery. We also consult with VMC, Inc. and work with them on our management activities. We are seeking an exceedingly motivated administrator to oversee our excellent health care team, marketing activities, financial tracking and inventory control to name a few responsibilities. Yes, we have a very competitive salary - make up to \$60,000 your first year. Benefits include a flexible work schedule, health insurance, paid continuing education, paid vacation, and great growth opportunity. Starting salary and negotiable benefits are dependent on experience. Please email your resume to [mperry@vmc-inc.com](mailto:mperry@vmc-inc.com) or fax to 909-494-3710.

**ANIMAL PROGRAM VETERINARIAN** - SAIC-Frederick, Inc., the operations and technical support contractor for the NCI-Frederick, has an exciting opportunity for an Animal Program Veterinarian. Responsible for providing veterinary medical diagnostic, surgical and/or treatment services within the animal facilities. Ensures compliance with

all applicable regulations, guidelines and policies to maintain AAALAC accreditation of the animal care and use program and facilities. Provides consultative services to the biomedical research community pertaining to the use of animals and development of animal research protocols. Responsible for development and oversight of training programs for animal caretakers, technicians and scientific staff utilizing research animals. Duties include assessment of programmatic training needs, identification of appropriate training curriculum, resources and tools, conduct of AALAS certification training courses, and maintenance of electronic database of training records. Work may involve the use of potentially hazardous chemical, biological, or radiological materials or may be located in areas where such materials are used. May require the use of personal protective equipment and adherence to strict safety protocols. Position reports to the Deputy Director, Laboratory Animal Sciences Program. Excellent compensation package accompanies our position. For immediate consideration, please apply online at our website: [www.saic.com](http://www.saic.com) for position # 102023. SAIC is an equal opportunity employer and values cultural diversity in the workplace.

### **EXPERIENCED TECHNICIAN AND RECEPTIONIST NEEDED**

An experienced technician as well as an experienced front desk client liaison is needed for our well established, progressive, 2.5-doctor plus 10 staff, small animal hospital in Laurel, MD. Candidates must be team players and excel in client education and communication. Technician must be proficient in catheter placement, blood draws, etc. Client liaison must be organized and understand the importance of client service. Competitive salary based on experience with generous benefits. If you want to work in a cohesive, fun environment, call Cheryl Sonick in confidence at 203-209-5534 or e-mail me at [csonick@aol.com](mailto:csonick@aol.com).

### **FULL TIME RVT/CVT NEEDED**

Full Time RVT needed for busy 3 doctor Small Animal Clinic near Chesapeake Bay. Job allows for personal growth and education. Duties include but are not limited to Surgery prep, monitoring, recovery, radiographs, in-hospital care and treatments, outpatient care and treatments, client education, staff education, medical record keeping, and product ordering. Clinic is 40 minutes Northeast of Baltimore, minutes off I-95. Great salary and benefits package available. 410-272-5815

### **VETERINARIAN WANTED**

Full or part-time veterinarian needed for a progressive, close-knit, three doctor, small animal practice in the fast growing area of southern Frederick County. Practice high quality medicine with skilled support staff, in-house diagnostics, and state-of-the-art surgical monitoring. Experience with basic surgical skills preferred. Work schedule flexible but some Saturday hours are required. Excellent benefit package

and salary. Send Resume to Dr. Laura Page Warden, Green Valley Animal Hospital, 2910 Prices Distillery Road, Ijamsville, Maryland, 21754. Ph 301-831-6930, Fax 301-831-3845, ElaineGVAH@yahoo.com

**EXPERIENCED VETERINARY TECHNICIAN/ ASSISTANT** - Experienced reliable veterinary technician/assistant needed for full or part time position in an exclusively small animal solo practice located in Parkville, Maryland. Position requires cross training as a receptionist so good communication skills a must. Week day hours and alternate weekend duties with occasional boarding responsibilities required. To apply, to [www.mdvma.org](http://www.mdvma.org) and click Career Center.

**ASSOCIATE VETERINARIAN** - Currently two doctor, well established and very busy small animal practice emphasizing quality of life and compassionate care. In house lab, CO2 laser, digital dental radiology and digital general radiology. CE, dues, health insurance and retirement. Dental and vision plans available. Supportive staff and great clientele. Located in Potomac, MD, 15 minutes outside of Washington DC. To apply, to [www.mdvma.org](http://www.mdvma.org) and click Career Center.

**VETERINARY TECHNICIAN** - Experienced veterinary technician needed for busy 3-doctor small animal hospital in central Maryland. Looking for an enthusiastic, motivated person with excellent customer service skills to help us provide the highest quality medical care for our patients. Utilize your skills to the max! Duties include patient care (including IV catheter placement) and injections, assisting doctors with examinations and surgeries, blood draws and performing lab tests, taking radiographs. Equipment includes complete Idexx in-house lab, dental suite, ultrasound machine, pulse ox. Hospital hours M-F 8-7, Sat 8-1. This is a full time position with health insurance, 401K, flexible spending account, generous paid time off. Some evenings and Saturdays required. Resumes may be emailed, or faxed to 301-829-1509, or call 301-829-0414 for more information.

**EXPERIENCED VETERINARY TECHNICIANS NEEDED** - Dogs and Cats Veterinary Referral is seeking highly skilled and motivated veterinary technicians to work full and part time. Several openings are available. We have openings for evening and overnight ICU and Emergency technicians, as well as day shifts in Emergency and Internal Medicine. We currently have an excellent group of technicians, but due to major hospital expansion, we need to create new positions. Contact: Heather Sipes, RVT Technician Supervisor Dogs and Cats Veterinary Referral 301-809-8800 [heather.sipes@dcvetreferral.com](mailto:heather.sipes@dcvetreferral.com) (Also see our ad on [ihireveterinary.com](http://ihireveterinary.com) to apply online)

**VETERINARY PATHOLOGIST** - Must be experienced in gross and histopathology of laboratory animals. Must have a degree in veterinary

medicine and be board certified or eligible to be certified in anatomical pathology by the American College of Veterinary Pathologists (ACVP). Preference will be given to an individual with a Ph.D. with study in the areas of infectious diseases, pathogenesis of disease, and/or pathology of the lymphoid system. The individual must be able to communicate pathological principles clearly verbally, as well as in writing, in order to provide the best service to members of the National Institute of Allergy and Infectious Diseases (NIAID). To be considered, please apply online by visiting <http://www.sobran-inc.com>. Click on Careers and look for position #40577. For more information on this position, contact Jeff Bollen at 301-402-0585 or [bollenj@niaid.nih.gov](mailto:bollenj@niaid.nih.gov).

**ASSOCIATE VETERINARIAN** - Associate wanted for progressive Hospital in affluent Maryland suburb of Washington, DC. AAHA accredited and selected for an award by Veterinary Economics. Seeking personable, enthusiastic individual interested in practicing high quality medicine in a cooperative environment. Experienced Veterinarians or confident new graduates encouraged to apply. Extremely talented staff including 10+ years experienced vet techs. High staff ratio to doctors. Board certified specialists readily available. Practice includes complete in-house lab, surgery suite, endoscope, ultrasound, digital radiology, capnograph advanced monitoring, IVACS, ICU cages, external systems, etc. Flexible work schedule without emergency duty. Benefits, paid vacation, paid dues, continuing education and retirement package available. Salary commensurate with experience. E-mail resume to: Kim Hammond, DVM, MBA at [Hammondvdm@aol.com](mailto:Hammondvdm@aol.com)

**FOR SALE** - A wonderful opportunity for a dynamic, determined, and ambitious veterinarian. Established, fully equipped small animal hospital in Baltimore County. Wonderful clientele, central suburban location available for dale or associate position. Contact at 410-922-4800.

**PRACTICE FOR SALE - NORTHERN VA** - Single doctor practice in nicely equipped facility in great area, less than an hour from MD. Practice and real estate are for sale. Owner is ready to retire. Currently providing basic veterinary services on limited schedule. Great opportunity for expansion and growth! For more info, call 888.881.7084 or visit [www.SimmonsInc.com](http://www.SimmonsInc.com) (Listing VA11)

**PRACTICE FOR SALE - SOUTHEAST VA** - One to two doctor practice in a spacious leased facility just off two main roads in town. Great location, growing practice, high quality medicine and well trained staff. For more info, visit our website at [www.SimmonsInc.com](http://www.SimmonsInc.com) and check out Listing VA5. Questions? Call 888.881.7084

**PRACTICE FOR SALE** - Listing PA25 Great opportunity to own an attractive facility in South Central PA, just over the Maryland

border. Practice is well run, profitable and nicely equipped. Facility is designed to enhance the efficiency and flow of both staff and clients. Practice and real estate for sale. For info, call 888.881.7084 or visit [www.SimmonsInc.com](http://www.SimmonsInc.com)

**FOR SALE** - Rustic Ridge Farm and Mountain View Equine Hospital sit on 61+ ac. in the beautiful Shenandoah Valley. Includes farm managers house, state of the art hospital w/ MRI, 2 additional barns, 1 more under construction, equipment and hay sheds 106x120 arena, perimeter and cross fence. Centrally located on the East Coast near Lexington, VA and VA Horse Center. Convenient to I 81. Contact Toni Brown by phone or email. visit web site at [www.jfbrownrealestate.com](http://www.jfbrownrealestate.com)

**IDEXX CR 1417 RADIOGRAPHY UNIT FOR SALE** - Lightly used in a solo, mobile small animal practice. Includes plate processor, three 14 x 17 plates, Dell CPU with Idexx image software, 17 inch flat screen monitor, wireless mouse and roller cleaner. Fully warrantable, has been covered by Platinum warranty. Also available: new SIUI portable ultrasound with 7.5 mHz probe, two Heska infusion pumps, Heska i-STAT chemical analyzer. Discount available for entire equipment package. 240.372.7867 or [shoewing@vt.edu](mailto:shoewing@vt.edu)

**OFFICE SPACE FOR LEASE** - We have a well-located facility with ample parking outside of Annapolis, MD. Space is available for a specialist to rent on a full-time or part-time basis. Please contact Dr. Francine Rattner at 410-956-2932 or [fkraattner@southarundelvet.com](mailto:fkraattner@southarundelvet.com).

**VET SPECS VSM5 VITAL SIGNS MONITOR:** We have 2 VetSpecs VSM5s, purchased in 2003 for 15K. They work fine, selling because we recently upgraded and no longer use them. Asking \$2000 each OBO. Contact Heather 301-774-9500 or [office@ossvh.com](mailto:office@ossvh.com)

**X RAY PROCESSOR:** AFP Imaging MiniMed 90 Film Processor purchased in 1997. Includes 2 large surplus tanks for fixer and developer. We went digital and no longer use. Asking \$1200 OBO. Contact Heather 301-774-9500 or [office@ossvh.com](mailto:office@ossvh.com)

**FORCYTE VETERINARY HEMATOLOGY ANALYZER:** Forcyte Hematology Analyzer manufactured by Oxford Science. Purchased in 2003 for 16K, we no longer use due to recent upgrade in the laboratory, still works great. Asking 5K. Contact Heather 301-774-9500, or [office@ossvh.com](mailto:office@ossvh.com).

**AUTOClave:** National Steri-Quik Autoclave 704-9000-D. Complete service done in December 2006, we kept as a back up when we upgraded our laboratory. 27psi @ 270 degrees F or 132 degrees C. Asking \$500.00 OBO. Contact Heather 301-774-9500 or [office@ossvh.com](mailto:office@ossvh.com)

# Direct Digital X-Ray

Retrofit and  
save \$20,000

Visit us on the Web, or visit us in Baltimore, Hon!

Our HQ is located in Bel Air on Main Street, and manufacturing is in South Baltimore

You can't beat a local digital x-ray manufacturer.

A complete high-resolution  
DR system for

Less \$\$ than CR

Retrofit your existing x-ray machine including Del  
Medical, Universal, AFP, Summit, Sedical, XMA, Vision,  
Bennett, Quantum, and others.

Animal Insides 2008  
Veterinary Showdown attendee.  
Showdown Dicom Validation  
rating is "Pass with support for  
veterinary attributes"

Go from exposure to image viewing in 3 seconds!



**Simon***dr*

102 North Main Street  
Bel Air, Maryland 21014

www.simondr.com 800-835-3852



Maryland Veterinary  
Medical Association  
8015 Corporate Dr., Suite A  
Baltimore, MD 21236

*Mark Your Calendars!*

**November 12-13, 2008**  
**MVMA Fall Conference**  
Timonium, Maryland

**January 22, 2009**  
**MVMA Winter Conference**  
Annapolis, Maryland

**April 1-4, 2009**  
**Ski Seminar**  
Telluride, Colorado

**April 30 - May 1, 2009**  
**Mid-Atlantic States Bovine Conference**  
Frederick, Maryland

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



You see: A quick nail trim

**We see: A Workers' Compensation claim**



**Since 1962, we've been "trimming" losses for Maryland veterinarians just like you.**

And we know that despite the best safety efforts, your employees can't avoid every hazard. Our Workers' Compensation program provides claims management so your employees are treated fairly and can return to work as soon as they are able. From **WORKERS' COMPENSATION** to Professional Liability and Employment Practices Liability, **AVMA PLIT has you covered.** Call **800-228-7548** today for an evaluation.