

Opposing Municipal Bans on the Sale of Pets in Pet Stores

Tool Kit

- Early steps to help prevent a ban (Regulatory Preparedness)
- Pet Store Ban Letter to Municipality Template
- Arguments Against Banning the Sale of Pets in Pet Stores
- Why Do Pets End Up in Shelters?
- Origin of Pets
- New Addition to the Family Brochure
- Sample Petition for Retail Stores
- Sample Presentation to Municipal Officials
- Additional Resources:
 - PIIAC Canada's Statement on the Responsible Sale of Pets
 - PIIAC Canada's Statement on Substandard Dog Breeding Facilities

Pet Industry Joint
Advisory Council

Conseil consultatif
mixte de l'industrie des
animaux de compagnie

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Regulatory Preparedness

PIJAC Canada is often asked to participate in regulatory exercises at all levels of government. As a rule, we always try to get involved at the earliest possible time in the process, preferably before the first regulatory draft is written. In some cases, we are invited to the consultation process, where we are able to contribute information and expertise to assist the decision makers. This situation is most often experienced at the federal and provincial levels.

In some situations, we only find out about the regulation further along in the process. Obviously this is a more difficult situation. This is something we experience most often at the municipal level. This doesn't have to be the case. Simple steps taken by your business can help minimize surprises and get you into the process early, allowing you to be pro-active and helping you in achieving a more favourable outcome. Here is how you go about doing this.

a) The first step: Make your business known

While PIJAC Canada can get involved, nothing beats the involvement of a local business, one that stands to be directly affected by this regulatory exercise. In many cases, PIJAC Canada is not even allowed to make a presentation, government officials and committee members preferring to hear from the "locals".

As a business operator and tax payer in the community, it is imperative that you get to know your government representative (councillor, alderman etc.) and that he/she gets to know your business. The same goes for the appropriate city staff. It is important that they know you are a serious business operator, that you run a sound operation and that you absolutely want to be consulted on any issue that might affect your livelihood.

b) Be ready to showcase your business

Start gathering all letters from clients, testimonials, press clippings that demonstrate the quality of your business in the area of animal care, customer service, community involvement, etc. attesting to the quality the service you offer. Make sure you keep inspection reports from the different law enforcement agents that visit your business (annual inspections, other visits, etc.). These should be kept in one place and be readily available when the time comes to use them. Letters from the professionals you work with such as livestock suppliers, animal care professionals (vets, groomers, animal health technicians, trainers) should also be kept and be ready if need be. Anything attesting to your focus on animal care, customer service and community involvement is extremely helpful.

Keep handy copies of training certificates, awards for you and your staff that provide evidence of your commitment to animal care, customer service and community involvement.

c) Build your support group

Make sure to gather the support of the people around you. If the need arises, enlist the help of your customers in talking to their councillors, signing your in-store petition and supporting you in writing but also in person by making presentations at the different council meetings.

Make sure to develop your media contacts and enlist their help. Do not underestimate local media. Keep copies of all press articles, columns that showcase your business or your staff. Regular advertising in the community paper can be very helpful. Social media can also be used to help explain your position and gain support.

d) Get involved

Your best advocate in a municipal issue is yourself and your fellow business operators. Collaboration is crucial. Anything you can do to present a united front is beneficial. PIJAC Canada can provide with materials, information, statistics, and our own letters to council, but this will have little effect without your direct involvement.

e) Be persistent

Don't quit. Make sure to document all your discussions and meetings with city officials. Keep copies of all the correspondence received and sent. Remember that the outcome in these political situations can change quickly favouring one side over another. Remaining diligent to the end is key.

SAMPLE LETTER FOR PET RETAILERS TO ADDRESS MUNICIPALITIES

Below is a sample letter to use when addressing city council or committee. The points raised in this letter can also be used to guide you when presenting to council or committee. Be sure to pay attention to the highlighted sections of the letter to ensure:

1. your city name is correct
2. the specific event or source is correctly identified
3. the attachments mentioned in the letter are actually attached when you send the letter

Should you have any questions please contact us at (800) 667-7452. Remember, being part of the solution is a key to making change and being heard.

DATE

Committee Chair: NAME

ADDRESS

Re: Banning the sale of cats and dogs in pet stores

Dear Committee Members:

I would like to thank you for allowing me the opportunity to comment on the above-mentioned exercise. I would respectfully ask that you consider the following points during the committee meeting.

Consider the following statistics

- 9% of cats and 10% of dogs come from pet stores which means **90% come from other sources.**
- 65% of cats and 32% of dogs in Canada are acquired from outside the industry (friends/relatives, giveaway/free, pet's off-spring, stray) with a similar amount reporting having paid nothing for their pet
(Resource: The 2008 PetLynx Business of Urban Animals Survey, Delivered by Ipsos Reid)
- Classified ads in newspapers and online are an untraceable source of pets. There are currently INSERT# listings for dog sales and INSERT # for cat sales (including litters) per week on INSERT ONLINE SOURCE NAME HERE in the city of INSERT CITY NAME.

By the nature of their operations, reputable area pet stores are established businesses in the community that have fixed addresses and remain accountable to the customers they serve. These legitimate businesses are self-sustaining and bring a steady tax revenue stream to the City. Because of their high visibility amongst residents and the general public, they see the importance of offering quality animals and quality information to their customers. Proper veterinary care and proper information on the care and husbandry of the animals they offer for sale, is tantamount to the success of their business.

There seems to be an underlying assumption that if stores are prohibited from selling puppies and kittens, customers will automatically go to the shelter and adopt cat or dog. (See attachment - Origin of Pets) People who purchase from pet stores, are looking for puppies and kittens. Most cats and dogs in shelters are adults. Stopping local sales will not prevent citizens of INSERT CITY NAME from driving to the next municipality if they want to purchase a puppy or kitten from a retail store or from looking to

other sources to get what they want. This moves business elsewhere and does nothing to educate consumers on how to make good choices.

Banning dog and cat sales would also demonstrate a preference towards one type of business over another, even though both of them offer the same service (offering dogs to **INSERT CITY NAME** residents). In our opinion, such a decision, based on hearsay and misguided opinions, would create unfair business practices and eliminate legitimate sources where residents of **INSERT CITY NAME** can obtain a healthy pet cat or dog.

Retail stores are frequently a drop off centre for unwanted kittens. Many left at the doors in a box. The stores are able to find homes for those animals through their business connection within the community, again offering the proper care advice and appropriate products. Removing this from the community means those kittens will now be directed to the shelters effectively increasing their numbers.

Who is responsible?

Healthy animals are the responsibility of all organizations involved in the sale/adoption of cats and dogs; stores, shelters, municipalities, breeders, vets, even the media. To effectively reduce the numbers of unwanted and abandoned pets, consumers need to be educated about;

- the commitment involved in having a pet,
- how to identify a good source (*See attachment - New Addition to the Family checklist attached*) and,
- how to select a healthy well matched companion

Proposed Solution

I support legislation which would require the licensing and inspection of breeding operations by law enforcement personnel. Whether pets are offered for sale or adoption I also feel that it is a positive step to for each organization to disclose their sources to law enforcement agencies to help keep them informed. These types of steps would be a direct and proactive way of addressing substandard operations.

As a pet retail business I am in contact with more pet owning citizens at my location than local shelter, vet clinics or rescue groups. I want to be part of the solution and offer my services to help educate the citizens of **INSERT CITY NAME HERE** about responsible pet ownership.

The citizens of **INSERT CITY NAME HERE** have a right to explore as many sources as they like. Teaching them what to look for will help them to make educated decisions. To achieve this I recommend an approach that includes the establishment of a uniform message to be promoted in partnership with the city, **all** **INSERT CITY NAME HERE** establishments that are involved in the sale/adoption of pets.

To move forward and effectively address the issue of unwanted and abandoned pets it is key to do two things:

1. Look at the data available and determine exactly why animals are being abandoned whether it is for reasons such as; health issues, change in family situation or lack of interest, etc. (see attachment - "Why pets end up in shelters")
2. Pool our resources, municipality, business, shelter, media, vets, breeders etc. to come up with solutions which address the specific issues and educate the public.

The following two examples outline how pet sectors can work together.

1. The New Addition to the Family Checklist developed by the National Companion Animal Coalition (Canadian Federation of Humane Societies, Canadian Veterinary Medical Association, Canadian Kennel Club, and PIJAC Canada) addresses puppy mills, impulse buying and provides a checklist of questions consumers can and should ask when exploring any source they are considering purchasing a dog from. (*New Addition to the Family checklist attached*)
2. The annual Summit on Urban Animal Strategies (tsuas.com). Sponsored by three national pet associations (vets, shelters, business) and attended by animal industry professional from across the country, attendees gather to collaborate on solutions to the issues surrounding placing pets in homes. This directly addresses the issue of abandoned and unwanted pets.

Banning does not address the issue, working together to educate consumers does. Helping the residents of **INSERT CITY NAME HERE** to make good decisions will help cut down on unwanted and abandoned pets, weed out bad sources and save the city money in the long run with a decreased number of animals entering the shelter.

I support an approach with a wider reaching, alternative solution that puts every business on the same level and uses their collective strengths to promote proper animal care and responsible pet ownership. **INSERT YOUR COMPANY NAME HERE** is committed to working with the city of **INSERT CITY NAME HERE** to achieve this common objective. I look forward to your comments.

Sincerely,

Arguments Against Banning the Sale of Pets in Pet Stores

PIJAC Canada is strongly opposed to banning the sale of pets as it is completely unwarranted and clearly demonstrates a bias against one specific source from which residents can obtain a pet.

- **Pet stores are accountable.** They operate at a fixed address, provide medical records, offer expert advice and provide after sale support.
- **Pet stores are answerable to the public and the city for all the animals they sell.** They comply with all the requirements stipulated under existing provincial and federal animal protection legislation.
- **Pet stores account for a small number of pets sold.** A 2008 Urban Animal Study delivered by Ipsos Reid indicated that 10 % of dogs and 9% cats owned by Canadians came from pet stores. Why create legislation that does not cover the 91% cats and 90% dogs entering communities from outside retail sources.
- **Pet stores are viewed as a trusted source of pet care information.** A 2009 study on Responsible Cat and Dog owner segmentation in Canada, published by market research firm Kynetec, found that for both cats and dogs, pet stores ranked third behind veterinary clinics as a source of pet care information. Shelters and Humane Societies ranked seventh.

Pet stores have access to training programs through their pet industry trade association: PIJAC Canada. This organization is recognized as a trusted source of information and expertise when it comes to pet care and husbandry. PIJAC Canada has published numerous information handouts geared towards pet store operators and their clientele, on a variety of issues. Education and information helps create responsible owners and responsible citizens. Pet stores play an important role in the dissemination of information.

- **Pet stores promote the benefits of responsible pet ownership.** Caring for a pet is a wonderful experience. In an age that is more and more digital and impersonal, promoting the human animal bond becomes even more important. Pet stores play an important role in promoting responsible pet ownership and the human animal bond.
- **A pet store's success depends on positive relationships with their customers.** For pet stores to stay in business today, they must develop strong customer loyalty. They accomplish this by doing everything in their power to maximize their customer's pet ownership experience. They achieve this by offering quality pets, pertinent advice on their care and husbandry and by providing good after-sale support. Offering poor quality animals is bad for business.
- **This issue is really about competition.** Proponents of this ban expect all pet owners to obtain their pets from Humane Societies and rescue groups. There is no factual evidence or statistical data to suggest that animals from pet stores are more susceptible to disease than those from other traditional sources (local Humane Society, rescue groups, classifieds, Internet). However, a December 2008 study published in the United States* found that overall 51.9 % of cats and dogs from shelters had health problems 1 week after adoption. * JAVMA, Dec. 2008 Vol. 233 No. 11
- **Pet stores are part of the solution, not part of the problem.** Municipalities need strong partnerships to help them address pet related issues with their constituents. Pet stores can help support the municipality in their efforts to target and deliver their message and also develop legislation that is fair and efficient for everyone.



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Healthy Pet > Pet Care > Article

Why Do Pets End Up in Shelters?

SHARE



Every day in communities across the US a bond is broken. It's the bond between people and their pets, resulting in millions of pets being surrendered to shelters each year. And little has been known about the reasons why until now.

In a study conducted by the National Council on Pet Population Study and Policy (NCPSP) and published in the *Journal of Applied Animal Welfare Science (JAAWS)*, researchers went into 12 selected animal shelters in the United States for one year to find out why.

The results of the study show that the top seven reasons for relinquishment for both dogs and cats are the same. "These commonalities suggest that there may be similar ways to address relinquishment in dogs and cats," says Pam Burney, NCPSP president. "For people who work in a shelter all day, there isn't always time to look at these issues. We have impressions of what's happening, but now we have objective data that will help us develop specific programs to address the issues that have been identified."

Top 10 Reasons for Relinquishment

Dogs

- Moving
- Landlord not allowing pet
- Too many animals in household
- Cost of pet maintenance
- Owner having personal problems
- Inadequate facilities
- No homes available for litter mates
- Having no time for pet
- Pet illness(es)
- Biting

Cats

- Moving
- Landlord not allowing pet
- Too many animals in household
- Cost of pet maintenance
- Owner having personal problems
- Inadequate facilities
- No homes available for litter mates
- Allergies in family
- House soiling
- Incompatibility with other pets

Specially trained researchers completed confidential individual interviews with pet owners who were relinquishing their dogs or cats to animal shelters. Pet owners were allowed to give up to five reasons for relinquishment. Interviewers did not, however, prioritize the responses. They simply recorded them in the order stated.

Characteristics of Pets Being Relinquished

In addition to the reasons for relinquishment, the study collected data on pets being relinquished.

According to the study:

- The majority of the surrendered dogs (47.7%) and cats (40.3%) were between 5 months and 3 years of age.
- The majority of dogs (37.1%) and cats (30.2) had been owned from 7 months to 1 year.
- Approximately half of the pets (42.8% of dogs; 50.8% of cats) surrendered were not neutered.
- Many of the pets relinquished (33% of dogs; 46.9% of cats) had not been to a veterinarian.
- Animals acquired from friends were relinquished in higher numbers (31.4% of dogs; 33.2% of cats) than from any other source.

- Close to equal numbers of male and female dogs and cats were surrendered.
- Most dogs (96%) had not received any obedience training.

Characteristics of Pet Owners Surrendering Pets

During the confidential interviews, researchers also gathered data on the people surrendering the pets. "Owners represented a broad range of age, ethnicity, education, and income level, indicating continued efforts will need to reach wide and far into communities across the country," say Dr. Mo Salman, the article's senior author.

The NCPPSP Regional Shelter Survey was designed, implemented, and analyzed by six members of the NCPPSP Scientific Advisory Committee. Regional investigators were encouraged to select shelters that were likely to be representative of those in their locations. The selection was also based on a shelter's ability to dedicate time and resources to the project.

The publication of this article represents the first such scientific and public release of relinquishment data from the NCPPSP's ongoing research into pet population issues. "The council has undertaken several important studies to better understand the issue of unwanted companion animals. This problem cannot be solved unless we truly understand it," says Burney. "Without this new data, individuals and organizations can have a clear idea of how to approach these issues most effectively."

As with all research, there are limitations. According to the authors, "the study was designed to describe the animals submitted to shelters. Thus, this set of data has no comparison data from the general pet-owning population. Many factors undoubtedly influence pet relinquishment, and some critical factors may have been omitted. This study represents a beginning of systematic data collection to examine this complex problem. The study is not designed to deal with animals other than those entering shelters, and influences cannot be drawn beyond this population."

The National Council on Pet Population Study and Policy (NCPPSP) is a coalition of 11 of America's foremost animal organizations concerned with the issue of unwanted pets in the United States. It was established to gather and analyze reliable data that further characterize the number, origin and disposition of companion animals (dogs and cats) in the United States; to promote responsible stewardship of these companion animals; and to then recommend programs to reduce the number of surplus/unwanted pets in the United States.

The NCPPSP is composed of the following organizations: American Animal Hospital Association; American Humane Association; American Kennel Club; American Society for the Prevention of Cruelty to Animals; American Veterinary Medical Association; Association of Teachers of Veterinary Public Health and Preventive Medicine; Cat Fanciers' Association; The Humane Society of the United States; Massachusetts Society for the Prevention of Cruelty to Animals; National Animal Control Association; Society of Animal Welfare Administrators.

Note: All content provided on HealthyPet.com, is meant for educational purposes only on health care and medical issues that may affect pets and should never be used to replace professional veterinary care from a licensed veterinarian. This site and its services do not constitute the practice of any veterinary medical health care advice, diagnosis or treatment.

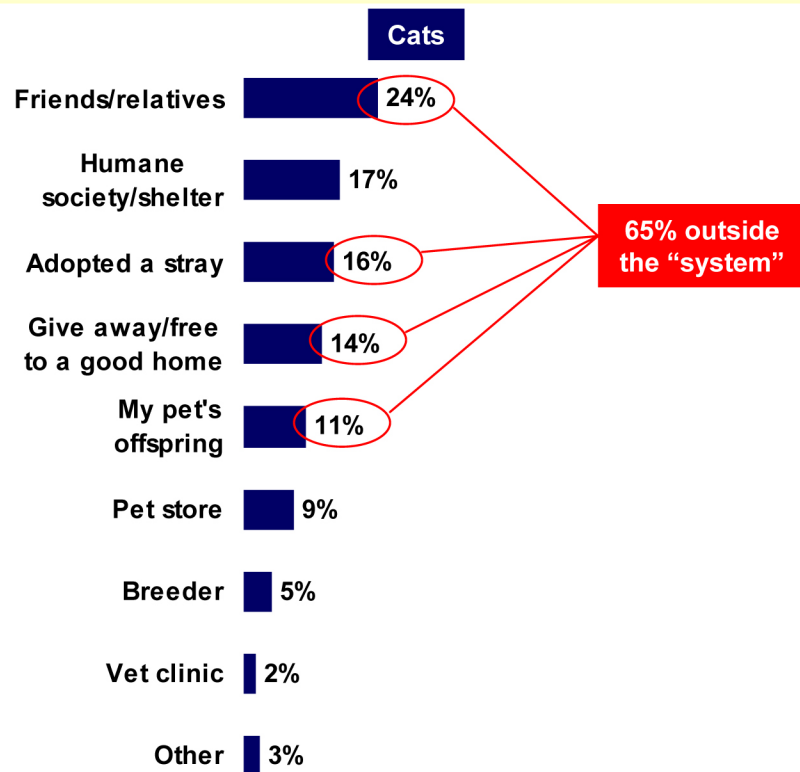


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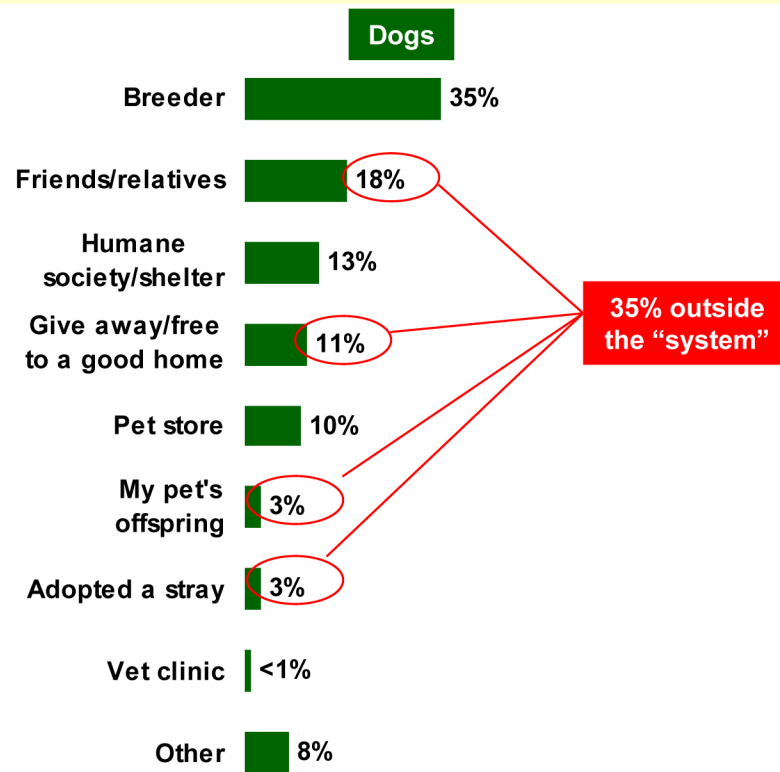
Origin of Pet

- ◆ Cats originate from a variety of places but most often come from friends/relatives, humane societies, adopted strays or giveaways.
- ◆ Dogs come from these same places but most often come from a breeder.



Multiple mentions accepted.

Base: Cats (n=4,457)



Multiple mentions accepted.

Base: Dogs (n=3,036)

Q7a. For each pet listed below, please indicate where it came from.

Q7ai/ii. You indicated that your [cat(s)/dog(s)] came from a source not mentioned, please specify.

New Addition To The Family?



Congratulations!

You are thinking of inviting a dog into your home as part of your family. A dog can bring much happiness and companionship for many years, and the choice of a dog is an important one. We urge you to consider the following before making this decision:

What Type Of Dog Suits Your Lifestyle?

- Different breeds, sizes, and temperaments of dogs will influence the type of care and amount of exercise required. Be honest about your ability to provide an appropriate environment for the type of dog that you are considering.
- Where do you wish to obtain your dog, and is it a reputable source?
- Before deciding on a dog, have you obtained information regarding health, genetic, and behavioural problems that may impact its well-being?

Do not be tempted to purchase a dog impulsively. Take your time, and do your homework.

The NCAC developed this document to address the issue of puppy mills. You may also want to consult the member organizations* for additional information:

Avoid Purchasing a Dog from a Puppy Mill

A puppy mill is defined by the NCAC as a high-volume, sub-standard dog breeding operation, which sells purebred or mixed breed dogs, to unsuspecting buyers. Some of the characteristics common to puppy mills are:

- Sub-standard health and/or environmental issues;
- Sub-standard animal care, treatment, and/or socialization;
- Sub-standard breeding practices which lead to genetic defects or hereditary disorders;
- Erroneous or falsified certificates of registration, pedigrees, and/or genetic background.

Note: These conditions may also exist in small volume or single-breed establishments.

About the NCAC and this document

This document reflects expertise from the *Canadian Federation of Humane Societies www.cfhs.ca, the Canadian Veterinary Medical Association www.canadianveterinarians.net, the Canadian Kennel Club www.ckc.ca and the Pet Industry Joint Advisory Council of Canada (PIJAC Canada) www.pijaccanada.com. Together they constitute the National Companion Animal Coalition (NCAC), which was created in 1996 to promote socially responsible pet ownership and enhance the health and well being of companion animals.

Additional input was provided by the following agencies on this particular project: Agriculture and Agri-Food Canada, the Royal Canadian Mounted Police, the Canadian Food Inspection Agency and Dogs in Canada magazine.

When you are ready to welcome your dog into your home, use this check list to assist you in your decision.

You should be able to check 'yes' to all boxes!

Assessment of the Facility/Environment:

A clean and sanitary environment fosters healthy dogs.

- ☐ Have you been allowed access to the facilities where the dogs are housed?
- ☐ Is the facility clean?
- ☐ Are food and water available in the dogs' environment?
- ☐ Are references supplied upon request?
- ☐ Have you been asked pertinent questions to ensure the compatibility of you (the buyer) and the dog?
- ☐ In the case of a breeding establishment, is the mother (dam) on the premises and available for you to see?

Health Issues and Physical Appearance of the Dog:

Healthy well-socialized puppies have an active, open and friendly disposition. Avoid puppies that are overly shy and fearful.

- ☐ Do the dogs have good dispositions?
- ☐ Do the dogs appear to be in good health? Below are some of the symptoms that may be of concern:
 - Thin body condition
 - Pot-belly
 - Lethargy
 - Diarrhea or stained hair around the anus
 - Cough
 - Discharge from the eyes or nose
- ☐ Are copies of health, vaccination certificates and documentation of the dog's last visit to the veterinarian available for you to see?
- ☐ In addition to the above, when dealing with a breeder, is documentation available confirming formal health clearances for both parents? (Such information is required to reduce the likelihood of transmissible diseases and genetic disorders)

Issues at the Time of Sale:

Buyer beware! Proper documentation protects you and your dog.

Will you be provided with a bill of sale, listing;

- ☐ Date of purchase?
- ☐ Names of the buyer and seller?
- ☐ Description of the dog?
- ☐ Purchase price?

In the case of a purebred dog, will you receive:

- ☐ A bill of sale stating that the dog is a pure bred and naming the breed?
- ☐ Confirmation the dog has been uniquely identified by microchip or tattoo?
- ☐ Confirmation of a valid certificate of registration* of the parents, litter (when applicable) and dog that you are acquiring?
- ☐ The total purchase price of the dog?

Will you be provided with a written guarantee that lists:

- ☐ Specific details of pet return or compensation arrangements in the event of a health problem/illness and any time frames that apply?
- ☐ What is expected of the buyer (i.e. exam by a veterinarian within a certain time frames)?

Proudly brought to you by:

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*In Canada, a valid registration certificate may be issued by a breed association recognized under the Animal Pedigree Act, including the Canadian Kennel Club, Canadian Border Collie Association, Canine Federation of Canada, Working Canine Association of Canada and the Canadian Livestock Records Corporation.

Petition opposing a proposed ban on the sale of pets in pet stores

We the under signed, are opposed to banning the sale of pets in pet stores. These establishments operate at a fixed address, provide medical records and offer expert advice. We feel that pet stores are part of the solution, not part of the problem.

	Name (print)	Address	City	Phone no.	Signature
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Please remit this **original** petition sheet **by hand** to your City Hall, keep a copy for your records and fax a copy to PIJAC Canada at 613-730-9111.

SAMPLE MUNICIPAL PRESENTATION

Banning animal sales won't help depopulate shelters

I am here today to offer help in addressing the issue of unwanted and abandoned pets in the city and to explain why banning the sale of cats and dogs in pet stores is not an effective route to take.

RECENT STATS - WHERE DOGS AND CATS FROM

Consider the following numbers:

- 9% of cats and 10% of dogs come from pet stores

Which means the discussion here today about unwanted pets does not cover the 91% cats and 90% dogs outside retail sources.

- 65% of cats and 32% of dogs in Canada were acquired from outside the industry (friends/relatives, giveaway/free, pet's off-spring, stray) with a similar amount reporting having paid nothing for their pet

(The 2008 PetLynx Business of Urban Animals Survey, Delivered by Ipsos Reid)

- Classified ads in newspapers and online are an untraceable source of pets.

WHY REPUTABLE STORES ARE A GOOD SOURCE FOR CATS AND DOGS

Reputable pet stores are an accountable, traceable source for pets and as such, provide health guarantees, professional advice on care and many other resources for pet owners and their communities.

If a consumer has an issue with a pet they have a place they can go back to for help

There is no guarantee of this from the non-retail sources listed above.

Offering healthy animals for sale and placing them in good homes makes good business sense. Doing the opposite hurts pet business and does nothing to encourage repeat and loyal customers.

Specialized animal husbandry training programs for pet retail employees is available through PIJAC Canada

FALLOUT OF BANNING THE SALE OF CATS AND DOGS

There seems to be an underlying assumption that if stores are prohibited from selling puppies and kittens, customers will automatically go to the shelter and adopt cat or dog. (See attachment - Origin of Pets) People who purchase from pet stores, are looking for puppies and kittens. Most cats and dogs in shelters are adults. Stopping local sales will not prevent citizens of INSERT CITY NAME from driving to the next municipality if they *want* to purchase a puppy or kitten from a retail store or from looking to other sources to get what they want. This moves business elsewhere and does nothing to educate consumers on how to make good choices.

Banning dog and cat sales would also demonstrate a preference towards one type of business over another, even though both of them offer the same service (offering dogs to INSERT CITY NAME residents). In our opinion, such a decision, based on hearsay and misguided opinions, would create unfair business practices and eliminate legitimate sources where residents of INSERT CITY NAME can obtain a healthy pet cat or dog.

Retail stores are frequently a drop off centre for unwanted kittens. Many left at the doors in a box. The stores are able to find homes for those animals through their business connection with the community, again offering the proper care advice and appropriate products. Removing this from the community means those kittens will now be directed to the shelters effectively increasing their numbers.

WHO IS RESPONSIBLE AND WHAT NEEDS TO HAPPEN

Healthy animals are everyone's responsibility;

- stores,
- shelters,
- municipalities
- breeders,
- vets
- even the media.

Healthy animals are the responsibility of all organizations involved in the sale/adoption of cats and dogs; stores, shelters, municipalities, breeders, vets, even the media. To effectively reduce the numbers of unwanted and abandoned pets, consumers need to be educated about;

- the commitment involved in having a pet,
- how to identify a good source (See attachment - *New Addition to the Family checklist attached*) and,
- how to select a healthy well matched companion

Proposed Solution

I support legislation which would require the licensing and inspection of breeding operations by law enforcement personnel. Whether pets are offered for sale or adoption I also feel that it is a positive step to for each organization to disclose their sources to law enforcement agencies to help keep them informed. These types of steps would be a direct and proactive way of addressing substandard operations.

As a pet retail business I am in contact with more pet owning citizens at my location than local shelter, vet clinics or rescue groups. I want to be part of the solution and offer my services to help educate the citizens of **INSERT CITY NAME HERE** about responsible pet ownership.

The citizens of **INSERT CITY NAME HERE** have a right to explore as many sources as they like. Teaching them what to look for will help them to make educated decisions. To achieve this I recommend an approach that includes the establishment of a uniform message to be promoted in partnership with the city, ***all*** **INSERT CITY NAME HERE**'s establishments that are involved in the sale/adoption of pets.

To move forward and effectively address the issue of unwanted and abandoned pets it is key to do two things:

1. Look at the data available and determine exactly why animals are being abandoned whether it is for reasons such as; health issues, change in family situation or lack of interest, etc. **(see attachment - "Why pets end up in shelters")**
2. Pool our resources, municipality, business, shelter, media, vets, breeders etc. to come up with solutions which address the specific issues and educate the public.

The following two examples outline how pet sectors can work together.

1. The New Addition to the Family Checklist developed by the National Companion Animal Coalition (Canadian Federation of Humane Societies, Canadian Veterinary Medical Association, Canadian Kennel Club, and PIJAC Canada) addresses puppy mills, impulse buying and provides a checklist of questions consumers can and should ask when exploring any source they are considering purchasing a dog from. **(New Addition to the Family checklist attached)**
2. The 7th Annual National Summit on Urban Animal Strategies (tsuas.com), sponsored by all four national pet associations and attended by animal industry professional from across the country, attendees gather to collaborate on solutions to the issues surrounding placing pets in homes pets. This directly addresses the issue of abandoned and unwanted pets.

Banning does not address the issue, working together to educate consumers does. Empowering the residents of **INSERT CITY NAME HERE** to make good decisions will help cut down on unwanted and abandoned pets, lead out bad sources and save the city money in the long run with a decreased number of animals entering the shelter

I support an approach with a wider reaching, alternative solution that puts every business on the same level and uses their collective strengths to promote proper animal care and responsible pet ownership. **INSERT YOUR COMPANY NAME HERE** is committed to working with the city of **INSERT CITY NAME HERE** to achieve this common objective. I look forward to your comments.

CONCLUSION

- Banning does not address the issue, working together to educate consumers on responsible pet ownership does.
- Empowering **INSERT CITY NAME HERE** to make good decisions will cut down on unwanted/abandoned animals and weed out bad sources
- not to mention save the city money in the long run with a decreased number of animals in the shelter and pound.

PIJAC Canada's statement on the responsible sale of pets

The Pet Industry Joint Advisory Council of Canada recognizes the important role pets play in our lives. Acquiring a pet must be done responsibly. The decision to acquire a pet should be an informed one.

The sale of pets must also be done responsibly. PIJAC Canada views the following elements as essential to contributing to and ensuring the responsible sale of a pet:

- Seller ensures, to the best of their knowledge, that the pet he offered for sale is healthy;
- Seller provides prospective pet owners with the information pertinent to the pet's proper care and husbandry;
- Seller makes all reasonable efforts to ensure the right pet is matched to the right owner;
- Seller provides appropriate pre and post sale support to the new pet owner;
- Seller is able to supply the proper food and advise the purchaser on the products and accessories essential to the pet's welfare.
- Seller maintains proper records as required by law

Pet Industry Joint
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PIJAC Canada Statement SUBSTANDARD DOG BREEDING FACILITIES

We have all seen disturbing images of dogs being kept in inhumane conditions. For the record, the Pet Industry Joint Advisory Council of Canada (PIJAC Canada) does not support such activities and has frequently expressed its position against such type of substandard operations often referred to as “**puppy mills**”.

In light of recent media coverage, one can wonder exactly what type of establishment can be classified by such a name. Unfortunately, some groups tend to equate the term to any type of operation that derives an economic benefit from their association with dogs.

It starts with industry...

While certain groups are quick to point the finger at the Canadian pet industry and pet retailers, this argument, although convenient, does provide consumers with an inadequate picture, leaving them with the impression that nothing is being done to better the situation and that nothing is improving.

Actions taken by PIJAC Canada

Over the years, PIJAC Canada has made numerous efforts to help industry players and pet owners have access to better quality pets. PIJAC Canada:

- Develops and implements a comprehensive, continuous education program for individuals working within the industry whose jobs require training on animal care and husbandry. Our internet based Certified Companion Animal Specialist Program is unique and is offered in both official languages across Canada.
- Produces numerous information brochures aimed at pet industry employees and the general public in areas pertinent to the prevention of disease transmission, animal care and husbandry.

Our “**New Addition to the Family**” brochure provides consumers with an efficient, unbiased approach to selecting a source for purchasing a pet and outlines the proper questions to ask each source. This brochure was developed in conjunction with the Canadian Kennel Club, Canadian Federation of Humane Societies and the Canadian Veterinary Medical Association.



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- Sits on the board of directors for ANIMA Quebec, a gathering of concerned stakeholders sharing in the objective of improving the safety and welfare of dogs and cats in the province of Quebec. This synergy of shelter, veterinary and animal service sectors of the pet industry has resulted in marked improvement of conditions for dogs and cats in the province. More information on ANIMA Quebec and the results that have been achieved can be found on their website at www.animaquebec.com. This model is presently being considered by other regulators, when deliberating on how to improve the efficiency of animal protection legislation in their province.

ANIMA Quebec chooses to involve all sectors of the pet industry in this very important cause. Humane societies, the veterinary community and other members of the animal service industry are working together toward a common goal. PIJAC Canada encourages Quebec pet owners to learn more about the ANIMA Quebec model. We are confident that pet owners will come to realize the incredible progress that has been made using this format; and further appreciate the impact this model can have on improving the safety and welfare of dogs and cats in Quebec. PIJAC Canada intends to continue its work educating the industry and public, as well as support ANIMA Quebec and its mission.

Unfortunately, bad business operators can be found in every sector that offers pets for sale and/or adoption. The solution lies in working together with legislators and law enforcement personnel to improve the conditions of the animals under our care. We reiterate our support for mandatory registration for all establishments that are involved in the breeding, selling and keeping of dogs and cats in Quebec.

For more information:

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