Pet Shop Puppies

Are you getting the best dog for your dollar when you buy from a pet shop?

by Edy Sammon

Dog breeders lobby against them. National breed clubs deny membership to anyone who sells puppies to them. Trainers and behaviorists warn unsuspecting buyers to avoid them at all costs. And the American Kennel Club (AKC), asked if they take an official stand on them, says, "We can't."

"They" are the growing number of pet shops throughout the country that sell puppies. The subject is so touchy that Docktor Pet Centers, one of the nation's largest retailers of purebred dogs, is reluctant even to be interviewed. From their Massachusetts headquarters, Public Relations Manager Pat Davis-Dance said, "Anything you would ask me, I would have to get back with you on." All I wanted to know at that point was how many dogs were sold at Docktor Pet Center outlets each year!

Davis-Dance's reluctance is understandable: The sale of puppies in pet shops is one of the most controversial topics among dog fanciers today.

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As you browse through your local shopping mall and pass by the pet store where adorable puppies frolic in window displays, you might be tempted to stop in for a look. A sales clerk will be glad to remove the puppy from its window crate and let you hold it. You might wonder as you cuddle this little ball of fur what the controversy is all about.

In a nutshell, the controversy concerns the health and well-being of the puppies before, during, and after their arrival at the pet shop. Professional dog breeders have several "bones" to pick with the pet shop industry.

**Sources of Controversy**

* The source of the puppies - Since many, if not most, national breed clubs forbid their members to sell puppies to retailers, it follows that professional breeders do not sell puppies to such establishments. Who, then, does that leave? It leaves the novice breeder who may not know anything about proper care of the dam or puppy, beyond the necessity of the "correct" papers (registration certificate). It also leaves the strictly-for-profit "puppy mills" where pups are mass-produced with little attention to quality or individual care.

Most pet stores buy puppies through a broker system. Brokers buy puppies from breeders, then resell them to the pet shops. Milo and Margaret Pearsall, in their book *Your Dog — Companion and Helper*, describe the risk involved: "Beware of the big franchised chains with the high-pressure fancy guarantees (and fancy prices) that will not tell you the source of their supply. The health of puppies from many of these establishments has been questionable...this has too often resulted in early death....As a buyer, you will never know what conditions the puppy was born and raised in."

One of the problems, perhaps, is that many buyers equate "AKC registerable dogs" with "quality." The AKC, as a registry body, may not speak out on the subject of quality, and the AKC does not often do it in any way that indicates the quality or state of health of the dog. There is, then, a wide range of quality among AKC-registerable dogs."

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**Billboard Advertisements:**

**Educate the Public without Spending a Fortune!**

by Debbie Reed

Shelter Sense frequently emphasizes the value of using billboard advertisements to educate the public about animal sheltering and control and responsible pet ownership. Billboard campaigns can be developed at little or no cost to humane societies or animal-control agencies. One humane society, for example, recently established three or four billboards in Phoenix, using the donated talents of a local advertising agency.

"Sam found a home today, Amy didn't" is the theme of the Arizona Humane Society's advertising campaign, which features two sad-eyed basset hounds, one type of animal that is surrendered for adoption to the society (P.O. Box 9231, Phoenix, AZ 85068).

According to Marge Wright, director of education for the humane society, the "Sam and Amy" campaign began after society officials met with representatives of Moses. Klinic, Inc. -- the company that established the advertising agency. The campaign was developed to create more awareness of the need for responsible pet adoptions -- Wright said 75 percent of the animals that are sheltered at the humane society were surrendered by their owners -- then it was continued as a membership promotion. The advertising agency also developed three "Sam and Amy" radio public service announcements (PSAs) and a newspaper advertisement. The newspaper ad has appeared in several local newspapers, which print the ad for no charge as free space becomes available.

During the planning of the membership drive, the society was approached by the Kal Kan pet food company, which offered to help in some way. The company's representatives liked the "Sam and Amy" theme so much that Kal Kan paid for eight or nine related grocery chain advertisements. Two grocery stores printed the society's membership application on their paper bags. Sam and Amy also are featured on T-shirts, paid for by Kal Kan and given to new members who respond to the membership ads.

Prior to Moses Anshell Advertising's offer, the humane society was contacted by other advertising agencies, which offered to donate their time but quoted charges of approximately $2,500 for production materials, and more. As a result, the humane society...
was less than enthusiastic when Moses Anshell Advertising first approached them. Nevertheless, the agency repeated its offer, and the rest is history! The agency critiqued the humane society’s newsletter and suggested a new design. It arranged for a local printer to print the magazine, saving the society $5,000. It contacted the radio stations to arrange for airing of the PSAs, and it secured talent, who made the PSAs for free. Finally, the agency sent the “Sam and Amy” advertisements to local newspapers and handled all the arrangements for the billboards.

"This relationship grew far beyond our wildest dreams," said Wright. "Moses Anshell Advertising has continued to help us for more than a year -- now almost two years -- yet the agency originally committed itself for only one year." The partnership also has benefitted the agency: Wright said it won four national and international awards for the campaign, including the advertising industry’s coveted "Clio."

"I'm certain that in many towns there is an advertising agency that has someone on staff who loves animals," said Wright. "If people would only ask for help, they would discover many professional people who would be willing to respond if they knew more about the needs and concerns of humane organizations."

Salt Lake County Animal Services in Utah used transit advertising to increase dog licensing.

Salt Lake County Animal Services (511 W. 3900 South, Salt Lake City, UT 84123) recently completed an advertising campaign to increase the rate of area dog licensing. The campaign was targeted at dog owners who never had licensed their pets, and played on some members of the public’s erroneous perception that shelters are "jail houses for dogs."

Using the theme, "Without a License, Your Dog Is Just Another Stray," which has been copyrighted, the department arranged for production of a television commercial that depicts an animal-control vehicle with the message panel to display HSUS "Pets in Hot Cars" warning posters attached to the side of its animal-control vehicle, to display important humane messages to the community.

Mickey Champlin, animal-control supervisor for the Narragansett Police Department (40 Caswell St., Narragansett, RI 02882), designed an interchangeable message panel for the side of the department’s animal-control vehicle. The 13-inch by 19-inch panel consists of two sheets of transparent plastic, held together by a metal frame, with posters and announcements containing humane messages sandwiched in between. The top sheet slides off for easy changing of the messages. Champlin has used the watertight message panel to display HSUS "Pets in Hot Cars" warning posters and animal-control announcements and events.

Champlin said that a volunteer for the animal-control department who is a window repair man donated his services and built and permanently mounted two panels, one for each side of the truck. The cost to the department for materials totalled approximately $40.

Champlin said that the community’s animal-control officer has heard many positive comments about the message panel and its effectiveness in educating the public about responsible pet ownership. ●

Shelter director wanted immediately. Must be experienced in public relations, fund raising, newsletter publication, cruelty investigation, and daily operational procedures. Salary commensurate with experience. Please send resume to Elaine M. Perry, Secretary, P.O. Box 24, Dover, NH 03820. ●

Only Shelter Sense subscribers may advertise. Ads must be submitted on your organization’s letterhead no later than six weeks before month of issue. Please limit to 35 words (including address). Sorry, we cannot print "position wanted" ads.
A city animal-control department has teamed with local Boy Scouts of America to teach area teenagers about careers in animal welfare and control.

In September 1985, The Fort Wayne Department of Animal Control (2225 Dwenger Ave., Ft. Wayne, IN 46803) started Animal Control Explorer's Post 2886 for young people, aged 14 to 21, to introduce them to different careers involving working with animals. Peggy Bender, humane education specialist for the department, explained that the Explorer's program is a division of the Boy Scouts of America that teaches young men and women about careers in which they may be interested.

Each year, the local branch of the Boy Scouts conducts a survey of Fort Wayne-area high-school students to determine what careers or animal-related activities most interest them. Bender obtained from the scouting office a list of 347 names and addresses of students who responded on the survey that they are interested in humane societies and animal care. She sent each individual a letter to explain the new post and to invite them to its first meeting in October 1985. Twenty-eight teenagers and their parents attended. Twenty-three paid a $4.50 registration fee which covered insurance and a subscription to Explorer Magazine.

Subsequent meetings were held every other week, featuring activities such as speeches by a dog obedience trainer and a naturalist, visits to the Fort Wayne Children's Zoo and a horse stable, and a day-long ride with an animal-control officer. Bender said that the participants' favorite activity was preparing shelter puppies for adoption. "The kids really felt like they were helping those puppies to find homes," she said.

The post also undertook two projects: Project Pup Tent and Project Spay/Neuter. In Project Pup Tent, the explorer post advertised that it would refurbish unused doghouses in order to sell or give them to pet owners who can't provide shelter for their pets. Bender said the students collected over 30 doghouses. Project Spay/Neuter involved raising money to be used for spay/neuter operations at the Low Cost Spay/Neuter Clinic for pets whose owners can't afford the operations (pet owners have been referred by animal-control officers). Fund-raisers included a bowl-a-thon and a skating party.

The Explorers ranged in age from 13 to 18. They elected a post president, vice president, secretary, and treasurer. Although the post was supposed to meet throughout the year, Bender said that attendance had decreased by May, so in June the meetings ended. For the present, Bender plans to hold meetings from October through April.

In June, the post was awarded "Best New Post" for 1986 by the Allen County division of the Boy Scouts of America. Bender said, "We were really excited about that! Next year, I'm going to give these kids more exposure to animal-welfare issues."

Several veterinarians are donating free medical procedures each month to a local humane society, resulting in improved medical care for shelter animals and cost-savings for the society.

For the past three years, the Pulaski County Humane Society (P.O. Box 55236, Hillcrest Station, Little Rock, AR 72225) has received the free medical services for its animals. The program began in 1983, when board member John Sheffey (now deceased) attended a meeting of the Pulaski County Veterinary Medical Association, during which he proposed that the veterinarians each perform two free medical procedures per month on Pulaski shelter animals. The association agreed. As a result, 18 veterinarians are routine donors. Their names were placed on a rotating list, and every time an animal arrives at the shelter in need of special medical help, one of the veterinarians is called.

Julia Bumpas, president of the society's board of directors, said the free medical service includes follow-up examinations for animals that have undergone major surgery. Nevertheless, the society pays for medication and supplies. Shelter Director Billie Weiss, who is a licensed veterinary technician, maintains contact with the veterinarians, according to Bumpas.

Robert Perry, M.D., and Jean Haar, M.D., of the Delaware Medical Group, donated their time and expertise to perform surgery on Angel, a German shepherd-mix whose neck was so badly scarred and constricted by an ingrown rope collar, her head had swollen to nearly twice its size. Angel couldn't bark and had difficulty breathing and eating when she was picked up by Agent Richard Travis of the SPCA serving Erie County (205 Emsinger Road, Tonawanda, NY 14150).

According to Kelly King, editor for the SPCA, Angel belonged to a woman who seemed unconcerned about Angel's deteriorating physical condition yet was so bothered by the bad smell coming from the animal's wounds, she asked the SPCA to remove the dog from her home. Travis brought Angel to the SPCA, where an animal health technician removed the ingrown collar. Angel then was examined by Dr. Geasling, a veterinarian, who removed dead tissue and bandaged the dog's neck. Her swollen head began to regain its normal size, and she eventually was sent to a foster home to recuperate.

After scar tissue over the dog's windpipe and jugular vein was removed during a second operation, Angel's head again began to swell. Dr. Geasling consulted with Dr. Perry, who performs plastic surgery on human beings. Perry agreed that Angel needed additional surgery and, in turn, consulted with head and neck surgeon Haar. Subsequently, Haar, assisted by his regular surgical nurse, removed hardened scar tissue under Angel's chin to further loosen the constricted area.

Angel has recuperated and has found a new home with a young veterinary technician. King said the SPCA filed a cruelty complaint against Angel's former owner, but that woman moved and failed to appear in court. A bench warrant for her arrest was issued by a judge, and the outcome of the case is pending.

Two surgeons who normally operate on human patients recently helped to save the life of a badly injured dog. Continued on next page
"This service has reduced the society's veterinary expenses by two-thirds," said Bumpas. "This is absolutely the greatest thing to happen to our society. It enables us to help many animals that otherwise couldn't be helped. The only time a veterinarian will refuse treatment is if he or she feels an animal's injuries are so extensive, treatment will not end its suffering. In those cases, the animal is humanely euthanized."

Bumpas credits Weiss with developing the humane society's successful relationship with local veterinarians. She said that Weiss has worked "extremely hard" to gain the veterinarians' respect for the society. For example, Weiss has reason to believe that only healthy animals are adopted out, making business more pleasant for local veterinarians, who rarely are confronted by irate pet owners who have adopted sick animals from the shelter.

Bumpas reported that several other veterinarians, located outside of Pulaski County, also are offering their services to the society for free, although not on a regular basis. •

A new recipe booklet for dog biscuits would be a perfect holiday fund-raiser for animal-welfare organizations.

**Butch's Biscuit Book**, created by Charlotte Anderson and Donna Thalheimer of Shar-Don & Associates Inc. of Flagstaff, Ariz., contains 16 pages of recipes for different types of dog biscuits. The biscuit recipes include "South of the Border," "Peanut Butter Chews," and "Veg-A-Bisq" and contain ingredients such as leftover refried beans, soy flour, tofu, and more. Anderson began making dog biscuits as a way to provide treats for her dogs and to save money. Thalheimer and Anderson created Shar-Don & Associates Inc. in order to market the booklet and to raise money for groups that help homeless animals.

According to Anderson, the retail price of each booklet is $3.95 plus $1 postage and handling, 75 cents of which is donated to an organization that helps homeless animals in the state where the purchaser resides. The purchaser can designate a recipient organization, or Shar-Don & Associates Inc. will choose one. In addition, organizations that help homeless animals can purchase the booklets for wholesale prices, then be placed on the list of donation recipients for their state. The wholesale prices are $2.65 each for 1-10 booklets, $2.45 each for 11-25 booklets, $2.35 each for 26-50 booklets, $2.25 each for 51-75 booklets, $2.15 each for 76-100 booklets, and $2.05 each for orders of 101 or more booklets. Again, 75 cents of each booklet purchased will be donated to a group that helps homeless animals in the purchaser's state. Shar-Don & Associates Inc. will not give donations to shelters that release animals for research purposes.

Anderson and Thalheimer received their veterinarians' approval of the recipes for most dogs. Dr. Michael W. Fox, HSUS scientific director, reviewed the booklet and suggested that, since salt generally is not good for animals, real chopped garlic or onion be substituted for the garlic or onion salt in the recipes. Anderson has agreed to insert a notice in each booklet asking others to consult with their veterinarians about salt restrictions for pets or to eliminate the salt from the recipes. She said the second edition of the booklet, available later this year, will not call for salt and will include two new recipes.

So far, Shar-Don & Associates Inc. has received orders from 20 states and from Canada. "We've received so much good publicity. It's been really fun! We enjoy doing something to help the animals."

To order the booklets, send check or money order to Shar-Don & Associates Inc., 683 Kiowa, Flagstaff, AZ 86001. There is a minimum order of 10 booklets. Include your tax-exempt number on all orders. Please include postage with all orders. For orders in excess of 30 booklets, postage will be billed. Ten booklets at the 1-pound/book rate cost 69 cents; 20 booklets at the 2-pound/book rate cost 94 cents; 30 booklets at the 3-pound/book rate cost $1.19.

Two directories that list animal organizations and services within the Washington, D.C., metropolitan area would be a useful resource for businesses, organizations, and individuals nationwide:

The Directory of Animal Organizations for Virginia and the District of Columbia and a companion Directory for Maryland and the District of Columbia list private and municipal animal shelters, local and national animal organizations, wildlife rescue/rehabilitation assistance groups, and more. Each organization's address, telephone number, officers, membership information, objectives, services and activities, publications, fund raisers, and more are included. According to Shirley Weber, president of Network for Animal-Males & Females Inc., who researched and compiled the directories, this complete information is not available from another source book.

Weber believes the directories would be useful to schools, civic groups, service organizations, animal-control officers, animal-welfare volunteers, veterinarians, fire stations, law enforcement officials, animal-welfare groups, wildlife volunteers, and many others, particularly those located along the East Coast. For example, breed rescue organizations for Washington, D.C., Maryland, and Virginia could provide assistance to organizations and individuals outside of these areas. Also included are sources for the rescue of orphaned, sick, or injured domestic and wild animals; reporting animal cruelty and neglect; identifying licensed animal-research facilities and dealers; and networking to locate lost and stolen pets.

Phyllis Wright, HSUS vice president of Companion Animals, highly recommends these directories, not only as a useful resource for others outside of the Washington, D.C., area but as a model for use in developing similar directories in communities across the nation.
Thurmon's new responsibilities include overseeing the animals' care, supervising 34 employees, controlling a $1 million budget, and managing the shelter's veterinary clinic. She also works with the shelter's advisory board, which meets once a month and suggests changes and improvements.

Barbara Cassidy, HSUS director of Animal Sheltering and Control, visited the shelter shortly before Thurmon became acting manager and left a list of recommendations for shelter improvements that Thurmon is now reviewing. Thurmon is working on several projects to improve the shelter, and many of her ideas came from her Academy training. For example, she is replacing carbon monoxide with FP-3 for euthanasia (Thurmon first heard of FP-3 at the Academy); installing a computer system; setting up an adoption counseling program; completing a shelter policy and procedures manual; designing an emergency evacuation plan, which is currently being reviewed by city disaster officials; and redesigning the shelter's stray animal room. In addition, she is holding weekly one-half hour training sessions for shelter employees during which topics from Academy literature are discussed. Thurmon said that a veterinarian in training five new employees to be euthanasia technicians.

Thurmon said the Academy increased her knowledge about employee training programs, public education, animal health, cleaning and disinfecting the shelter, and the stress of shelter life on animals. Moreover, she said the Academy made her realize how much she still needed to learn about animal control.

In addition to the Academy, Thurmon attended an HSUS euthanasia workshop in April 1985. She convinced the city of Memphis to host the April 1986 HSUS Animal Control Academy session which many of her staff members attended.

"My Academy training helped me to move to my current position," said Thurmon. "The Academy helped me pull a lot of information together in just two weeks. Anyone who has the opportunity should attend, whether they are kennel workers or managers."
**Pet Shop Puppies**

Continued

Friend, traumatic long-distance travel en route to retail centers. Some keep all brochures, backup materials, notes from research and interviews, and product reviews with your chart. The chart is for human contact and little to no socialization at an age when you like a particular computer store because of location and/or Monks of New Skete, in their book summary purposes but will help you compare, vendor by vendor. If die in transit. Once in the pet store, the pups receive minimal service support, but its price is too high, call the personnel and tell them you'd like to do business with them if they are willing to match their competitor's bid. Usually stores will meet the lowest price you've been quoted. After all, they want your business!

10. Technical assistance - Does the vendor assist with software questions? If so, what experience and training does the staff have who answers the questions?

11. Training - Is training provided? Is there a charge?

12. Extras - Indicate whether or not the vendor is adding anything like free diskettes, training, or computer paper, or an additional warranty, to encourage the sale.

13. Total cost - Tally the total cost of hardware and software.

14. Future needs - How long into the future will this configuration suffice? Will you need to increase memory and/or disk space in the near future?

15. Notes - Indicate additional comments you wish to make.

Keep all brochures, backup materials, notes from research and interviews, and product reviews with your chart. The chart is for summary purposes but will help you compare, vendor by vendor. If you like a particular computer store because of location and/or service support, but its price is too high, call the personnel and tell them you'd like to do business with them if they are willing to match their competitor's bid. Usually stores will meet the lowest price you've quoted. After all, they want your business!

A computer system is a substantial purchase; it often leads to future business for the sales company. Vendors will compete for your business, and they will provide you with useful information, as long as you can define your criteria. Stating the organization's objectives clearly and thoughtfully will improve your knowledge and will provide the information that sales personnel or consultants need to make a recommendation.

Good luck with your acquisition! ●

Kay Smart is director of Data Processing for The Humane Society of the United States.

* The retail environment - Pups may be subjected to unsafe or traumatic long-distance travel en route to retail centers. Some in transit. Once in the pet store, the pups receive minimal human contact and little to no socialization at an age when experts say this is critical to their future development. The Monks of New Skete, in their book *How To Be Your Dog's Best Friend*, explain why this is such an issue: "Because of the conditions under which dogs live in pet shops, proper socialization often does not take place...our experience suggests that behavior disorders in later life can result from improper socialization and suggest that pet shops be avoided."

But Doxie Pet Centers' Executive Vice President Raymond Guyer cites a study done in 1982 by the National Animal Control

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Association (NACA) to help determine the cause of animals being turned in to shelters. The most common reason, the study found, was behavior problems. Thirty-four percent of the puppies turned in for that reason were from "breeders," while only 23 percent came from pet shops. "The charge of improper socializing," Guyer concludes, "has no basis in fact."

The problem with these statistics, however, is that the origin of all puppies turned in to animal shelters is not known. Further, the term "breeder" encompasses a very wide range of people and circumstances, from the true professional to the "puppy farmer" who turns them out assembly-line fashion.

* No screening of buyers - In most cases, pet shop salespeople cannot screen or educate a buyer as a breeder would. This is a problem, because there is no "perfect" breed of dog that is right for everyone and every home. Each breed has its drawbacks, such as grooming or exercise needs. Pet shop customers, however, are not screened beyond the basic ability to pay for a puppy, and this alone makes a lot of breeders cringe. The American Bloodhound Club publishes a handbook for prospective bloodhound owners that says, "We believe our hounds to be dear, special, super animals -- the ultimate for some and not suitable at all for others." It adds, "Please don't buy your bloodhound from a pet shop. Conscientious breeders don't sell their puppies to pet shops."

"Breeders tell me that they want to make sure that the pup has a 'good home,'" says Guyer. "How are the breeders able to do that when they advertise in a national publication and offer to ship worldwide? Most breeders argue that few, if any, puppies are shipped blindly off to distant points without the breeder having some knowledge or reference of the buyer. This is done through a network of other breeders or breed club members.

* No information on the health or temperament of the puppy's parents - In breeds where temperaments may be a problem, or hip dysplasia may cause crippling effects, knowledge of the parents is important before money is invested in the pup.

Most pet shops offer extensive warranties on their puppies, including limited warranties on such problems as hip dysplasia. Doctor Pet Centers, for example, offers a 2-year warranty against this disease, agreeing to replace the puppy if diagnosis is made by a qualified veterinarian (at the buyer's expense). Pass Pets, a Midwestern chain with over 25 outlets, offers a 1-year guarantee against hip dysplasia. The trouble is, hip dysplasia cannot be diagnosed until the dog is 2 years old (the Orthopedic Foundation for Animals (OFA) will not certify a younger dog). There have, however, been reports of warranties being difficult and expensive to enforce.

* Inflated prices - Keeshond puppies sell in Midwest pet stores for $350 to $450. Top breeders in the area sell their pups for $250. The reason for the difference may be obvious: Retailers have more overhead costs and, like retailers everywhere, are concerned with making a profit.

But pet shops continue to thrive and make profits, in spite of great efforts on the part of professional breeders to stop them.
from selling puppies. Doctor Pet Centers alone will sell almost 100,000 AKC-registerable dogs this year, according to Guyer. It's a simple case of supply and demand: Someone keeps the supply coming, and buyers who prefer the convenient hours, location, and selection of the retail pet shop maintain the demand. Says Guyer, "When breeders criticize a pet store's prices, they ignore the facts. It costs money to provide the customers with what they want."

What they want, in some cases, may be the opportunity to select from 30 to 40 puppies representing 15 or 20 different breeds. Or it may be the convenience of paying by major credit card, or of being able to get the puppy then and there rather than having to be put on a breeder's waiting list. But a puppy is not an off-the-rack purchase, like a new suit. It is a commitment of time, money, and caring for approximately 10 years, an investment in the life of a dog.

GOING UNDERCOVER

Finding someone to speak out in defense of the pet shop industry is more than a little difficult. Seeking an interview with a local representative of Doctor Pet Centers, I called one of the Indianapolis branches and asked to speak with the manager, identifying myself and the purpose of my call. The manager would not come to the phone but referred me instead to the owner, who never returned my many calls. A call to another branch finally gave me a chance to speak with a manager, who told me that a clause in their contracts forbids them to grant interviews or make comment. Pat Davis-Dance, public relations manager for Doctor Pet Centers Inc., would not confirm or refute that claim.

My husband and I then decided to go "undercover" at a local Pets, posing as first-time puppy buyers. (We are both serious dog-show exhibitors and members of a regional breed club.) We walked in and told the sales clerk that we had a toddler at home and weren't sure what breed we wanted. After much looking around,

She told us it was 12 weeks old, and a quick calculation put it at 16 weeks. It had been in the pet shop for a week and a half.

Next, I asked to see the husky. She told us it was 12 weeks old, but a look at its whelping date (stamped on the collar) and some quick calculation put it at 16 weeks. It had been in the pet shop for a week and a half.

She brought it into the room for us to see, but it immediately hid under the bench and would not be coaxed out, even with toys. We were dubious about its temperament, but she insisted it would still be good with children. I asked if huskies are good jumpers; we only have a 3-foot fence. "No problem," she said. Were they good in obedience? "They're in the top 20 in AKC popularity, so you know they're good!"

After we left, I decided to check a few of her facts. First, the Westie: I had a hunch her grooming advice was not quite on the mark. Checking with The All Breed Grooming Guide by Kohl and Goldstein, I learned that the Westie needs professional grooming every six to eight weeks.

Then I checked with The Right Dog For You by Tortora, and under "sociability with children" the Westie ranked medium to low. It also said that "irritable snapping and hyperexcitability" could be a problem. Not the dog I would want around a toddler! But was this true of all Westies? Only a Westie breeder could tell me for sure.

I contacted the West Highland White Terrier Club of America. I was not surprised to find that item number one in their Code of Ethics reads: "No member will knowingly sell any puppy to any pet shop...or in any way...aid or abet the sale of any puppy through a pet shop."

The husky puppy was equally misrepresented, according to The Complete Siberian Husky by Demidoff and Jennings. The authors recommend a 6-foot fence to keep these active dogs confined to the safety of their yards. The Tortora book ranked the Siberian "low" in obedience potential, although they are indeed in the top 20 most popular dogs. While there are some excellent obedience huskies, I'm sure no husky breeder would proclaim them "easy to train" or recommend one as a first obedience dog.

Accustomed to defending his territory, Guyer sees it this way: "We approach the consumer from the consumer's viewpoint, while the breeder often approaches the consumer from the breeder's point of view." While the breeder's goal is to improve the breed, the pet shop's goal is to provide the public with pet-quality puppies. He adds, "I believe that breed clubs make a serious error when they look upon the pet store as an adversary rather than an ally."

What he would like to see is breeders and pet shops working together to provide better-quality pets, rather than the current trend of breeders refusing to sell them puppies and then charging them with selling poor-quality pups.

Indiscriminate breeding and overpopulation of dogs cannot be blamed on the pet shop industry alone. But every pet shop sale that encourages the breeding of another litter or another impulse purchase hurts the dog fancy from tip to tail. That should be of concern to all of us who love dogs. Food for thought next time you see that "doggy in the window."
Your desire to increase your professionalism and to improve community animal control must never end! The Humane Society of the United States (HSUS) can help you achieve this success through its highly acclaimed Animal Control Academy. The 30th session of The Animal Control Academy will be held in Chesapeake, Va., November 10–21, and I urge you to make arrangements today to attend this important training certification program!

This program consists of a two-week course of basic training, including 90 hours of classroom study of topics such as animal behavior; field procedures; shelter management; arrest, search, and seizure; public relations; disease control; investigations; court procedures; and much more! Under the direction of Bill Smith, the Academy features experts in the fields of animal welfare, veterinary medicine, law enforcement, education, and government.

This session's classes will be held in the Chesapeake, Va., Civic Center's Public Safety Building (attendance at all classes is required). Tuition costs $275, with $100 due now as a deposit, payable to "The Animal Control Academy," and the balance due upon arrival at the Academy.

This is the only two-week course for animal-shelter workers. Since 1975, 847 students have graduated from the Academy. You, too, can take advantage of this opportunity to learn how to improve the image of your community's animal-shelter and -control program.

For further information, contact Bill Smith, Director, The Animal Control Academy, 2606 Eighth St., Suite 202, Tuscaloosa, AL 35401; telephone, (205) 752-0058. We look forward to seeing you this November in Chesapeake, Va.!