

## 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 published by Ipsos Reid indicated that 10 % of dogs and 9% cats owned by Canadians came from pet stores. With 90% coming from other sources, why accept the argument that pet stores are a major source of the problem?
- ◆ **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,