

VetSCOPE News

Glebe support the Irish

Cornish Veterinary Practice see the benefits of VetSCOPE



An old stone barn on a farm in Cornwall seems an unlikely place to base a small animal practice, but in February 2004 conversion commenced and Glebe Veterinary Surgery opened in September the same year. We spoke to James Hunt and Orla McGinn who say they chose VETSCOPE "having reviewed a myriad of other veterinary software packages available in the UK".

"Eyebrows are often raised when we mention that the practice software comes from across the Irish Sea," said James, "but both partners felt that it was the best product on the market and most suited to our needs." Orla explained, "Amidst builder's dust and construction work going on all around him, Stephen Lawler installed the system onto our Apple Mac computer network in what was previously a cowshed." There are four terminals in all, one in each consulting room, one

at reception and one in the partners' office. "All staff have found VetSCOPE very user friendly with ease of access to hospitalisation and visit sheets. The reminder system for vaccinations has proved its worth twelve months on and we are delighted with the positive response we have received from our clients," said Orla.

"The support we have received has been second to none. Stephen has managed to sort out any problems without having to book a flight to Plymouth". Orla recalled, "Even 'Jake' the practice cat couldn't sabotage this idiot-proof system. Whilst assisting Caroline at reception one morning he tap-danced his way across the keyboard and produced 114 blank invoices just to upset the accountant. After the initial panic, the problem was



WELCOME

Welcome to VetSCOPE News, a quarterly publication from Lawler Developments, for our clients, and potential clients, in the veterinary profession.

We hope you enjoy this issue in which we take a look at **SSAPS** (Small Self-Administered Pension Schemes); **Shane Guerin, Gilabbey Veterinary Hospital**, writes on hip replacements; and we hear from **Glebe Veterinary Surgery** in Cornwall.

We give you some useful **tips** on using VetSCOPE and ask **Why Choose a Mac?**

We would welcome your comments and feedback and would be delighted to hear suggestions for topics that you would like included in future editions.

VetSCOPE is the driving force behind over 100 top veterinary practices in Ireland, the UK and Northern Ireland.

*Stephen Lawler,
Lawler Developments*

soon sorted with just two phone calls and three e-mails. Peace and harmony was soon restored and 'Jake' was subsequently re-homed with the postman's mother (well away from computers!)"

"After an eventful first year in practice all the team at Glebe Veterinary Surgery would like to give Lawler Developments a thumbs up for all their assistance and support."

*Orla McGinn and James Hunt,
Glebe Veterinary Surgery, Cornwall*

WHY CHOOSE A MAC?

Many of us are used to seeing PCs everywhere, but there is an attractive alternative in the form of the Apple Mac.

The Apple iPod has introduced a large number of us to the Apple way of life. The iPod, that can house all our music, photos, movies and e-mail, is also fun, attractive, easy to use and transportable! Through the iPod we've got a taste of the style and appeal of Apple products.

Most people who change to Macs fall in love with them. They love the stylish design, that it is user-friendly, reliable, intuitive and uses innovative technologies. PC users also like that most programmes written for a PC operating system can run on Apple computers.

Your transition to a Mac is easy in part because you can continue using the same applications you already know. Microsoft Office for Mac OS X gives you Word, PowerPoint and Excel, all with the same familiar features and shortcut commands.

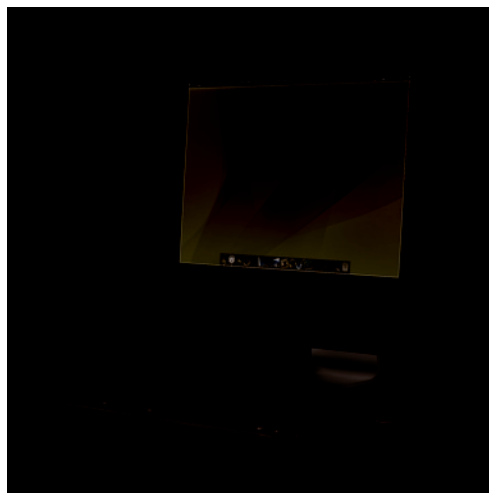
PC users will be impressed to learn that the Apple operating system is virtually virus free.



Standards let everyone work together harmoniously.

That's why Apple has adopted so many of them. Take networking. The Mac is at home on PC

networks (or just about any other kind), making the business of sharing files and printers with PCs entirely painless. And in Mac OS X you don't have to be a network administrator to make it all work.



As we know now most practices are connected to the Internet using broadband. With a Mac, you can do just about anything on the Internet you can imagine: the Web, e-mail, instant messaging, on-line banking and so on.

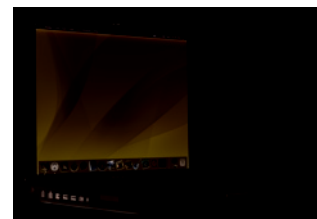
Of course each Apple includes an e-mail programme, but would you expect one that imports pictures into your photo organising software in a single click? Or a Web browser that tells you when there are new articles on your favourite sites? Want to stay in touch? iChat AV lets you see and hear your co-workers, friends and family, no matter how far away they are. Skype can be used to phone landlines or

mobiles at the other side of the world for a fraction of the cost.

The Macintosh computer has all the essentials built right in. FireWire, Ethernet and Bluetooth. Most Macs even come with built-in antennas for wireless networks and every Mac comes with drivers for most printer types, digital cameras, DV camcorders, keyboards, storage devices, input devices and MP3 players.

The iBook, PowerBook and Mac OS X Tiger gives you easy connectivity from anywhere, whether it is the farm yard, the clinic or the sitting room. The computer is light, thin and easy on the eyes. It has a bright display and offers easy access to your digital life.

Anywhere, anytime. Most assume that there is a premium price to be paid for all of this, but an iMac can be purchased complete for €1090* and an iBook from just €875*.



Apple iBook laptop

*Prices are correct at going to press and do not include VAT

Note:

VetSCOPE software can run equally well on PCs or Macs or seamlessly cross-platform without any additional software purchase and is currently working in the University Veterinary Hospital, UCD.

Technical Tips

Printing an alphabetical price list:

From the main menu open prices/codes. Search for complete price items (exclude blanks) by clicking on find and entering greater than zero(>0) in the description field. Select any additional criteria at this stage such as category "Stock" to select all stock items. Press enter to perform the find. To sort into alphabetical order click the blue dot at the top of the description column. To print, click on

the Print button at the top of the screen. Switch to the cost list first and then click print to print a cost price list.

Keyboard commands: Type Ctrl+F to find, Ctrl+P to print, Ctrl+C to copy and Ctrl+V to paste. These and more keyboard commands may be viewed by scrolling through the menu bar across the top of the screen and can help speed up your work.

DATES FOR YOUR DIARY

CAVI & AVSPNI Conference

21st-23rd October 2005
Slieve Russell Hotel, Ballyconnell, Co. Cavan.

Equine Conference

4th-6th November
Bloomfield House, Mullingar, Co. Westmeath.

Come visit us at the VetSCOPE stand at either conference.

HIP REPLACEMENTS



Total hip replacements are performed on dogs over 11 months of age with normal neurological examinations and persistent hip pain that is not responding to medical management. The size of the dog is generally greater than 17kgs body weight. Severe hip dysplasia with painful degenerative joint disease in an adult dog is the most common candidate for a total hip replacement. Generally, only one hip joint is replaced and this will dramatically improve the dog's quality of life. Other possible indications for a total hip replacement are: chronic hip luxation; severe acetabular and/or femoral head fractures; and finally, dogs that fail to respond to a femoral head and neck excision arthroplasty (technically difficult).

Total hip replacements are contraindicated in any case with neurological involvement, non-painful hip joints, hip joint infections, and/or chronic osteoarthritis of another joint in the same limb. Indeed, we are reluctant to carry out a total hip replacement procedure on any hip joint that has had a previous surgical procedure.

Correct case selection is important to avoid failure and

complications. Garry Clayton Jones is a visiting specialist to the clinic throughout the year and he performs approximately 50 total hip replacements annually in the UK. This level of experience is rare in veterinary work. Under his guidance we have had great success with the total hip replacement surgeries. Indeed he joins our team on a regular basis throughout the year to do fractures and tibial plateau levelling osteotomy procedures. As the practice continues to grow and develop, our constant professional aim is to provide a friendly, highly professional and efficient service to our colleagues.

Shane Guerin - Gilabbey Veterinary Hospital Cork



X-ray of hip before operation



X-ray of hip post operation

Gilabbey Veterinary Hospital has implemented changes in recent times. In December last they sadly waved good-bye to the large animal side of the practice having decided to provide a 100% small animal service to their clients. Also, twelve months ago, they found new premises for their practice. "We are thrilled with the additional parking spaces for clients and staff alike and, equally important, our working environment has dramatically improved. The new move allowed us to design a dedicated operating suite with a scrub area, instrument/pack area and two operating theatres and I feel comfortable performing total hip replacement procedures in this improved environment," said Shane Guerin.

Shane continued by saying, "The move also meant new equipment and after careful consideration VetSCOPE was introduced throughout the hospital. Vets, nurses and receptionists all picked up the new computer system without difficulty and it is proving to be an invaluable tool to monitor practice progress".



Reception area - Gilabbey

SMS TEXTING (SHORT MESSAGE SERVICE)



Did you know that it is possible to send a mobile text message from within VetSCOPE? VetSCOPE can store mobile phone

numbers for clients, suppliers, staff members and contacts.

To send an SMS, open the Clients file and search for the person you require, click on the SMS tab and

enter your message. Keep your message under 160 characters (which is the SMS limit). If you wish to delay the message delivery, enter the number of minutes you require. Click on the Send SMS button to send the message. The message will be sent and moved to the history section when complete. The history section will log all messages by date and time.

Large animal calls may be sent direct from the calendar to the

mobile phone of the Vet on call. Enter the Vets mobile number in the V.S. section of the Prices/Codes file. After entering the call in Calendar, select the Vet and press the SMS button to send. Remember SMS is cheaper than phone or post.

All you need is an internet connection and an SMS account. To set-up an SMS account phone 01 2602207 or Email: sms@vetscope.ie

YOUR PENSION IN BRICKS AND MORTAR



Since the enactment of the Finance Act 2004 it is now possible for pension funds to borrow money. One of the most popular ways to

do this is through a Small Self-Administered Pension Scheme (SSAPS). An SSAPS is a variation of the traditional occupational pension scheme. In the case of an SSAPS the employer company sets up the Pension under Trust for one or more directors. Usually the director being the owner or co-owner is the manager and trustee of the Trust. An independent Pensioner Trustee would look after the legal formalities of the trust fund.

The major advantage of an SSAPS over a traditional occupational pension scheme is that the business owner retains control and flexibility over the fund's investment strategy.

In a geared pension fund the employer company makes the initial contribution to the fund and the pension fund borrows the remainder. This creates greater potential for growth in an appreciating market but also

increases the financial risk for things going wrong in a falling market. Obviously the loan must be repaid out of future pension contributions.

Example:

€100,000 is invested in a traditional occupational pension scheme with one of the life offices. Assume that the fund grows by 15% over the year to €115,000.

On the other hand assume €100,000 is invested in an SSAPS. The pension fund also borrows €400,000 at a rate of 5% per annum. The value of the fund is now €500,000 which is invested in property. Assume that the value of the property increases by 15% over the year. The value of the fund has grown from €500,000 to €575,000 - an increase of €75,000. Take away the cost of the borrowing which is €20,000 (5% x €400,000) and the investment has increased by €55,000, which is €40,000 over the increase in value of the traditional life office type investment.

The property purchased can be either residential or commercial as long as the following conditions are met:

- ▶ Property development or any other adventure in the nature of a trade is prohibited.
- ▶ Investment cannot consist of the purchase of residential property for the use of the individual or members of his family.
- ▶ Self-investment is prohibited, i.e., the acquisition of shares in the employing company, acquisition of property for letting to the employer, acquisition of property from or the disposal of property to the employer.

SSAPS are fully exempt from tax.

Therefore:

- ▶ No tax is payable on rental profits earned.

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Co. Dublin. www.vetscope.ie

- ▶ No capital gains tax is payable on profit made on disposal of properties, shares or other investments.
- ▶ Contributions to the scheme from the employer are fully deductible against the company's corporation tax bill and any personal contributions are deductible against income tax bill (up to Revenue maximum limits for personal contributions).

Additionally there is no tax on interest earned or dividends received from shares. However you cannot borrow money to purchase shares.

Banks will typically lend up to 75% of the purchase price for property.

SSAPS are becoming a most effective method of building up a tax-free fund to provide for the company owner's retirement. However, it does require personal management and time unlike the more traditional institutional type of pension investments. It can represent a rewarding challenge to owners of small businesses with entrepreneurial flair who are committed to their own philosophy of wealth management.



John Fitzgerald, (left) Brittas Veterinary Clinic, Thurles, receives congratulations from Stephen Lawler, CEO Lawler Developments, (right) after the presentation to John of his prize of an iPod mini.