



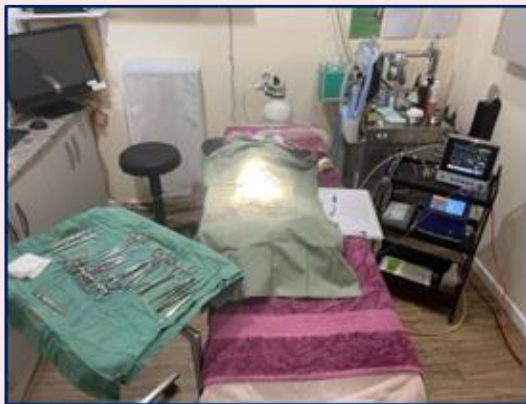
# The REAL costs of desexing explained

## Desexing your pet is super important!

Desexing is part of responsible pet ownership. As well as ensuring our pets do not contribute to the overpopulation of dogs and cats in Australia, desexing prevents potentially fatal health complications in males and females of both species.

## Desexing is a complex surgical procedure

Just like human medical staff, vets and nurses are highly trained individuals with specialised skills and knowledge. Veterinary clinics must purchase and maintain a large variety of equipment, instruments, and medications in order to perform surgeries.



## Veterinary clinics heavily discount desexing procedures

Most veterinary clinics operate at a relatively low profit margin overall. Desexing procedures are often performed for little to no profit as a benefit to the community. Wandering dogs and cats pose potential health and safety risks to humans as well as to other animals, so clinics discount desexing in the interests of public safety and environmental conservation.

Veterinarians also recognise the positive impact that pet ownership has on human mental health

and wellbeing, and maintain desexing discounts in order to allow more pet owners to have access to this procedure.

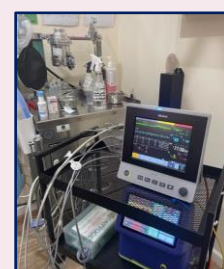
## The costs of running a clinic are really high!

For a small animal clinic with around 10 members of staff, the annual running costs are around **1.2 million dollars!!** This equates to **around \$3,500 per day** just to keep the doors open and the business afloat.



## Veterinary businesses do not receive any government funding - there is no Medicare!

Whilst there are *some* corporate owned veterinary groups in Australia, the vast majority of clinics are privately owned small businesses, no different to the corner shop, your local hairdresser, or the café down the street. Small business can be tough in any industry sector.



Surgical kits and instruments

Vital signs monitor

## What is the price of desexing?

Desexing prices vary between clinics and are different for dogs and cats. Desexing of male animals is less expensive than desexing female animals. Prices will also vary depending on the age and weight of the animal.

As a guide, in South Australia, the price for desexing a cat will be somewhere between around \$100 and \$450. For a male dog, prices sit around \$250 to \$600, and for female dogs around \$300 to \$900.

## How much does it cost the clinic?

Costs to the veterinary clinic will vary, but it costs the average practice around \$400 to desex a medium sized female dog.

## Why do prices differ between clinics?

Veterinary services can be thought of as a sliding scale between 'first aid' and 'gold standard'. It costs a clinic less to provide first aid level medicine, and more to provide gold standard level medicine. Just like in any other industry, these savings or costs are passed on to the consumer, the pet owner. For a variety of reasons, some clinics operate at a first aid level, others at a gold standard level and everywhere in between. There is a valid place for all of these clinics in the market.

## Is there anything wrong with going to a 'low-cost' clinic?

Pros:

- Lower costs mean lower prices, which allows more people to access veterinary care for their pets
- This results in improved animal welfare overall, and improved human mental health and well-being
- Not every pet owner has the means or desire to pay the prices required for clinics to offer 'gold standard level' procedures

Cons:

- Lower prices result in lower profit margins for business owners. This means there is less money to put back into the business for better wages, more staff, equipment upgrades etc
- Medications may be generically branded and fewer may be used; monitoring may be minimal or may not occur at all. Patient warming, intraoperative IV fluids and IV catheters may not be used. Equipment is likely to be older, less reliable, or not used at all. Sterility may not be as meticulous. Pre and post operative pain relief medications may not be given, or less expensive options chosen. Suture material may be of lesser quality.



**Wide range of suture materials**



**Pharmacy**