

AHDA MATTERS

Animal Health Distributors Association (UK) Limited

'TIRELESSLY SERVING OUR MEMBERS TODAY AND SAFEGUARDING THEIR FUTURE TOMORROW'

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July/August 2008

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AHDA Membership:

It is pleasing to report a steady stream of new members joining AHDA. When presenting a recent conference paper, we were pleased to record that the market share we now represent (in market value) has risen from just over 50% to 60% in June and stands now at 64%. In addition to these new members (below), companies in bold have joined since last writing in early June:

New Distributor Members

Ace Farm Supplies, Shrewsbury : Robertson Crop Services, Kildary : Collycroft, Derbyshire : Pharmall, Harrogate : Abbeydale Direct, Ashbourne : Agri Input Direct, Newton Stewart : Agrimed (Scotland), Glasgow : Green Farm Health, Thirsk : Michael Hoyle & Co, Clitheroe : PSB (Country Supplies) Tetbury : Hamilton Bros (Eng) Ltd, Mauchline : William Eyre & Sons, Hope Valley : Beeverfeeds Animal Health, Sleaford : Pet Necessities, Moreton-in-Marsh : Tapsons Animal Health, Radstock : Cornwall Countryside Supplies, Truro : Mike Hawken Agriculture Ltd, Truro : Grampian Highlands & Islands Farm Supplies, Banff : Animal Health Supplies, Castle Douglas

Newest Members

Davidsons Veterinary Supplies, Blairgowrie
Witter Farm Supplies, Crewe
T G Jeary & Son, Calne
Carmarthen & Pumsaint Farmers, Carmarthen

East of Scotland Farmers, Coupar Angus
Peter Lewis Agri, Clynderwen
Cox & Robinson, Buckingham
Beeston Animal Health, Tarporely

We are delighted to welcome New Foundation Partners – a membership specifically tailored to suppliers or wholesalers who wish to support our industry for mutual benefit –

Existing Foundation and Associate Foundation Partners

Bradshaw Bennett, Net-tex, Fort Dodge Animal Health, Virbac, Trilanco, Janssen Animal Health, Battle Hayward & Bower, Agrihealth (NI), Intervet/Schering-Plough, Teisen Products, Merial Animal Health

Newest Foundation Partner:

Pfizer

Newest Associate Foundation Partners

SCA Nutec

National Veterinary Services (NVS)

Supplier Support: In addition to our Foundation Partner Scheme, several manufacturers support AHDA as regular members: JohnsonDiversey, Chanelle, Allflex, Cox, Farmsense, Caltech, Osmonds, Kruise, Animax, Novartis, Norbrook, Sorex, Equiform, Provita, W & J Dunlop, Evans Vanodine.

Together we get even stronger in voice and negotiating stance; welcome to all who have made that commitment to help AHDA maintain the right to sell animal medicines.

NEW MEMBERS BENEFITS

We are pleased to now offer the full use of a new legal helpline with a UK leading legal consultancy: Croner. To use the service please use the enclosed card and quote scheme number, live from 1 August 2008. Croner Business Support Line claims to resolve 98% of all enquiries from first calling, mainly because you talk direct to legal staff not a call centre. Use of Croner is usually limited to three free enquiries per company per year, after that we would advise speaking to us and Croner to avoid unnecessary expense. Key specialist areas are: Employment, Commercial & Contract Law, Company Law, Landlord and Tenant issues, Health & Safety, Tax & Payroll, VAT. A recent Croner survey listed the 10 top topics of enquiry as 1) Employment terms & conditions, 2) Contract issues, 3) Absence and sickness, 4) legal issues, 5) Redundancy pay and redundancy, 6) Discipline and grievance issues, 7) Holidays and holiday pay, 8) TUPE, 9) Pregnancy and statutory maternity pay, 10) Accident reporting and recording

This is probably the most valuable members benefit yet, ranking alongside the popular website benefits package from logBuy. Legal advice is never cheap so make the most of this. It is also important to ensure information about this benefit gets to the right people in your business so please act on this as a priority.

Additionally, AHDA has set up a substantial discount on a premises health and safety audit or general risk assessment. Using half and full day rates, AHDA members will save £200 per full day off standard pricing. We feel this would be of particular benefit to mid- and smaller-sized businesses with employees or retail premises that do not employ specialist staff for health and safety. Having the security of a Croner audit – and best possible compliance – could save you a lot of money and legal hassle as well as help ensure there is no harm to employees or customers. **It is virtually impossible, even with full time health and safety staff, to keep up with essential laws in this area so, again, please ensure the appropriate management reads and uses this valuable benefit. To book an audit, contact: Matthew Williamson M: 07778-418070 (active voicemail), E-mail: matthew.williamson@cronerconsulting.co.uk Or ring Sales Support on 01455 897044.**

Website Access

Until now we have enabled members to access the massive business and personal benefits company logBuy with a generic password. For obvious reasons this is now being restricted to members via individual business unique passwords, shown on the attached sheet. Please access the members area to test this out and explore the benefits and look at our members contact details and business profiles. Report any problems back to AHDA so there are no access glitches that go unnoticed.

Legislation and Current Issues

Re-classification: Sheep Vaccines

AHDA is stepping up the activity with the VPC to find out why these have not been recommended for re-classification. We prefer to keep our cards fairly close to our chest at present until our request for a detailed explanation from the VPC is received. The four vaccines we have identified as suitable for POM-VPS are Scabivax Forte, Mydiavac, Enzovax and Toxovax. Live vaccine will not pose any problems for the enhanced training levels now attained by the majority of SQP's and, as things stand, the sheep farmer will have been virtually ignored in any of the benefits that this exercise, initiated by the Competition Commission, is expected to deliver. Whilst we await the VPC's detailed response we have been quietly gathering support for our case and will work with full resolve and commitment to have these medicines reconsidered.

AMTRA CPD and Upgrade

The details for CPD are being rolled out by AMTRA before the end of September. With our annual conference programme nearing completion, we will be submitting the programme to AMTRA for points accreditation by the accreditation committee. We intend to have the full conference booking form and programme ready for 1st October. More importantly for now is that you have taken and passed (or your staff) the upgrade or registered for the exam before the final scheduled exams running up to the end of September. AMTRA are clear that SQP's must complete the upgrade in 2008 to remain eligible to renew their SQP status for 2009.

AHDA is committed to offering members low cost CPD events (see new conference brochure in October) and is setting up a sub-committee specifically to address this matter. Your views would, as always, be welcome to this office or any Council member as soon as possible.

Ian Scott. Secretary General. AHDA (UK) Ltd.