

October 16, 2013

Testimony submitted for Task Force Concerning the Sale of Cats and Dogs at CT Pet Shops from Inhumane Origins

To Whom It May Concern:


We are the owners of H3 Pet Supply, located in Stratford, CT. We have been in operation since January, 2008. Our business model has always been to never sell pets of any kind that are commercially bred. We have affiliated ourselves with various animal rescue organizations and do have animals in the store that are available for adoption (including cats, rabbits, reptiles and various small animals). Most adoptions are handled by the rescue organizations.

We chose this model for a number of reasons. Most importantly is the humane aspect of it. As business owners, capitalism is a very important concept to us. However, we feel that capitalism should benefit humanity and not come at the expense of it. We do not believe that any commercial breeding facility, with USDA oversight or not, can possibly humanely raise animals in mass quantity.

Another reason for our choice of models is that there is an advantage to having animals in the store as it definitely attracts customers, specifically families with children. Once customers understand that our animals are all "rescued" and not bred by an exploitive industry a tremendous amount of goodwill is generated leading to increased sales.

Despite being a single location, independently owned pet store we are well above the national average in sales, ranking in the top 20% (based on statistics published in the Pet Age Magazine's recent retailer survey results). We are proof that pet stores do not need to sell animals sourced from commercial breeding facilities to survive. On the contrary, we feel that not doing so provides us a competitive advantage. We would actually welcome the day when this competitive advantage disappears if more stores adopted this humane practice as it would be for the benefit of what we care about the most – animals.

Sincerely,



Cynthia Socha & Lisa Gay, Owners
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