

How Emergency Calls Work at Waupun Vet

Waupun Veterinary Services has two veterinarians on-call every night and weekend 365 days a year. Comparably, emergency call no longer exists in small animal veterinary medicine, with a few specialty clinics like Appleton or Madison being the exception. We feel it is important to help clients with animal health emergencies.

The practice subsidizes the pay for on-call veterinarians using profits from the remainder of the business. So regular work hours, and drug sales subsidize emergency calls. If a veterinarian is on-call and the phone never rings, they are paid regardless because their life is disrupted.

Because the veterinarians are paid based on production, every veterinarian is scheduling work for as many hours and as much time as possible during the work week. This means that many or all the veterinarians are doing herd checks or some other call often at 6:00 in the morning.

Many of you probably have morning herd checks and are very unhappy if the veterinarian is late. Many

of you want to have the vet out first thing and have that job done. And none of the vets are going to sit around waiting for the phone to ring, they are going to find work. But because most or all the vets are scheduled, often the worst time to call the clinic for an emergency is at 7:00 in the morning. It is usually worse than getting a vet out of bed at midnight, because at 7:00 a.m. they are going to finish the job they have started. For that reason, you are not doing the vet service or your animal any favors by waiting to call for a morning emergency. The service often gets worse. Call earlier if you can.

As corporations purchase veterinary clinics, the emergency service deteriorates or disappears completely. Our culture is that we want ownership invested in the veterinarians in our practice, and for that reason 9 of us are partners.

Veterinarians that sell out to big corporations are being greedy because they take future opportunities away from younger veterinarians. As corporations become a bigger part of the landscape, expect emergency services to be the first casualty.

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- Dr. Al Martens

WVS Offers Spanish Employee Training



Dr. Molly and Dr. Emma are offering a six-course training program called, WVS VacaDemia, designed to give employees the tools and understanding they need to make your operation successful.

Each class is approximately 2 hours and includes classroom and hands-on skill training.

The second course, Calf Care Beyond Day 1, will include disease diagnosis and treatment on July 29th at Hilltop Dairy.

For more information, contact the clinic.

Land Availability Going Forward: A Negative Outlook

By Dr. Al Martens
Waupun Veterinary Services

This spring I attended an agricultural economics seminar and the speaker talked about future land valuations and land rental availability. With commodity prices low, historically land prices level off or drop. Key issues preventing land price drops are 84% of Iowa farmland is debt free, or In the Mississippi delta region, 80% of the land is held by absentee landlords, mainly corporations or family land trusts.

Many of the government policies initiated to help small family farms, like tax credits for property taxes, subsidized crop insurance, and direct commodity payments have reduced the risk of land ownership and increased corporate ownership and trust development.

Land purchase opportunities currently is very limited, with about 1% of land sold in the corn belt annually. That puts farmland for sale once every 100 years. We would need a major cultural change with investors and families abandoning farmland as a long-term investment option, similar to that seen in the 1980s to alter this trend. I think that in the last 15 years, (particularly since the Covid government print money giveaway programs) the demand from high-net-worth individuals for all forms of investment vehicles has accelerated. Land, gold, the stock market, crypto, art, and others are all at all-time highs.

YOU'RE INVITED TO

Waupun Vet Services
Customer Appreciation Lunch

COME FOR LUNCH CATERED BY EDEN MEATS!

WHEN: WEDNESDAY, JULY 22, 2026
FROM 11 AM - 2 PM

WHERE: BROWNSVILLE COMMUNITY CENTER
871 W. MAIN ST., BROWNSVILLE.

RSVP: CLINIC AT 920-324-3831

Sterile vs Disinfected

There is a big difference between sterile, and something that is disinfected.

Sterile means that all micro-organisms are gone. Our surgery packs are sterile, until we open them and organisms from the air drop onto the pack.

Disinfected means that a clean surface has the number of micro-organisms reduced to the point that there is almost no threat of disease. I can sterilize cow manure with enough heat, but I can't disinfect it, so to disinfect the key is you need a clean surface.

The point is when disinfecting pipelines, or calf feeding utensils, or calf hutches, if it isn't clean, don't invest in chemicals to disinfect.

Two national diseases we are following

There are two national diseases affecting livestock in the nation and we are following the status of both.

- Bird Flu is on the increase, the midwinter lull and only a couple herds in Idaho the disease is coming back and is in Texas, Utah, and Idaho. It is probably here to stay and will be associated with migration of birds for decades.
- The Screw Worm is now in the United States in both Texas and New Mexico. Originally the US had pushed this disease south to the Darien gap, a gap in the Pan-Am highway where there are no roads and where both Foot-and-Mouth diseases and the Screw Worm were contained south of the gap. But with modern transportation and animal movement, even with the gap still roadless, the fly moved north and has now crossed the border from Mexico. The U.S. has stepped up control measures and is bringing new structures to produce sterile male flies online, but the disease will probably be with us until this winter at the least. It may have some impact on beef prices, pushing them up further due to animal quarantine restrictions in the southwest.