



DECEMBER 2021 NEWSLETTER

Waupun Veterinary Service is excited to announce the addition of four veterinarians from the Country Hills Animal Health team in Eden. Dr. Mark Sosalla, Dr. Tom Hintz, Dr. Mike Munger, and Dr. Jackie Diedrich will be part of our group effective January 1, 2022. We will continue to provide the high-quality service that both of our clinics have provided for years. We hope to initially use both phone numbers: 920-324-3831 and 920-322-3333. Our goal is to develop synergy and stability as veterinarians retire and change careers over the next few years. Career change and retirement became challenges when Dr. Rick retired from Country Hills, and when Drs. Jackie and Kolby left Waupun. We are also recruiting for additional talent. This change will add a lot of new faces and ideas both in the clinic and out in the country. We thank you for your patience as we work out the many details. If you have questions, please reach out to any one of us. The two-man veterinary clinic in Hartford is closing the doors December 31 of this year that we will be providing service to.

This consolidation trend is occurring across the country. Recent graduates want less time on emergency, so they don't apply to smaller clinics. This is true in small animal and large animal. In small animal, half the veterinary clinics in the country are owned by large corporations. Even in large animal this is occurring, with clinics in Berlin and Mayville now owned by national corporations. Currently there is a corporation located in Nebraska recruiting dairy veterinary practices across Wisconsin and the United States.

We are committed to making this integration work. There will be challenges for sure, but we want to continue to provide quality service to all our clients in the combined practice area.

Waupun Veterinary Services mission statement. "To provide innovative and compassionate veterinary medical care and consulting services for progressive livestock producers that improves animal health and producer profitability."

Effective December 17 we cannot do any more TB tests until the new year. Per USDA rules. Please plan accordingly. Even the USDA and the State of Wisconsin cannot find veterinarians.

Producer Meetings: Due to the disruption of Covid shutdowns we have gone two years without any producer meetings. With new veterinarians and new producers joining our practice, we are planning on having at least one winter meeting. Please, if you have any ideas for topics for either a noon or evening meeting let us know. You can text me at 920.210.9902 with a brief topic idea.

Sheep and Lamb Producers: Scrapie is a neurological disease that is caused and transmitted via a protein molecule called a prion. Prions cause several diseases in different species including Chronic Wasting Disease (CWD) in whitetail deer in Wisconsin. The prion that causes Scrapie is thought to have jumped species in Great Britain and caused mad cow disease, and then crossed species from mad cows (cattle) to humans. In the United States we have had an aggressive surveillance program for years to identify infected herds. As of August 31, 2021, there have been 27,587 animals tested either on farm or at slaughter plants with only one sheep testing positive. We are hopefully approaching eradication.

Is a cow that doesn't give much milk a "Milk Dud" or an "udder failure"?

Commodity Economics: This note is both good and depressing, but it is something you need to be aware of. Milk is a commodity like lumber, steel, and corn. You know this. Unless a producer can associate their product with a brand, like a specialty cheese or an ice cream outlet, once the producer's milk enters the market on a truck it is mixed and priced with every other producer's milk. The depressing part of this note is that on average, over several years of market ups and downs, across all the producers of a commodity within a market (think federal milk market order) the average profit of producers of that commodity is zero. Put another way, if you are an average gold miner, your average income over time is zero. For some gold producers, they will lose money over time while the well managed producers will make money. Government intervention can increase the profitability for certain producers, more so for the better managed producers. A tariff on lumber imported from Canada helps all the lumber producers in the United States. The good news is that if you can keep your cost of production below average then over time you will be profitable, because demand for commodities are always there. Milk is not a fad. It is essential like lumber, steel, and corn. This is why cost per 100 weight is important, and also why benchmarking is important.

Inflation: What I remember from living it. The Federal Reserve Bank and the current administration keep saying inflation is temporary. I hope it is, but I grew up in the 70's and spent the 80's paying for the inflation of the 70's. We accepted that everything would be more expensive, so we tended to buy ahead. We didn't wait for sales. Instead we over bought. We didn't question increased prices because we assumed next month they would be higher. Inflation became imbedded in our purchasing activity.

When I say I paid for it later, the only way to stop imbedded inflation is to jack up interest rates which usually creates a recession. The recession kills demand, and high interest rates keeps people from buying anything they don't absolutely need. I remember a mortgage payment of about \$450 dollars per month, with about \$20 dollars going towards principle and \$430 going to interest. Interest was about 15% at the time.

10 things today's vets almost never get to experience that I did

1. Breakfast on the farm after herd checks, sometimes dinner at noon. Sometimes I was way too busy to accept the invite, but some of those meals were fantastic. Thank you again to those that invited me in.
2. Flat tires on the way to an emergency. I had flat tires several times a year in the 80's
3. Stepped on teats to open. Stanchion barns created the situation, there were several every day.
4. Milk fever treatment in pouring rain way out in the pasture. Lightening made it more exciting.
5. Clients wanting one dry tube out of a dry tube box because they were treating one quarter.
6. Tea and cake at 3:00 in the morning after pulling pigs. It happened my first week in Waupun, 1978.
7. Cleaning cows. Again, every day, right down the road. It did more damage than good.
8. Stuck in snow drifts. One winter in between 88 and 90, there were three of us doing veterinary emergency calls and we had all three trucks stuck in drifts. Rescued by Denny Killam.
9. Three uterine prolapse calls all calling within 10 minutes on a Sunday morning.
10. Two-way radios, with school busses and other business sharing the radio. The school bus company would complain about our language. Words like vaginal discharge, teats, uterus, and penis.

