

How to Keep Both the Consultant and the Local Veterinarian Involved - Part 1

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Regardless of our role in beef production, it is important to constantly focus on what is best for the cattle and the owner of the cattle. If all involved keep this as the primary goal everyone can make significant cost-effective contributions.

The consultant's contributions to a feedlot operation are:

1. **A production medicine cost effectiveness approach.** Dealing with large operations that have excellent records force the implementation of economics.

2. **Design of the processing and treatment programs.** Working with multiple operations in different geographical areas that receive cattle from multiple sources allows for rapid assessment of the most cost-effective approach.

3. **Bench marking with other operations.** We produce a monthly report that compares processing cost, treatment cost and death loss by incoming weight and days on feed for most of the operations with which we work.

4. **Research data.** We conduct in-house studies as well as contract studies.

5. **Personnel training.** A large part of our focus each visit is personnel training and motivation.

6. **Necropsies and necropsy technique.** Unfortunately, we get adequate practice each week.

The local veterinarian's contributions to a feedlot operation can be:

1. **Individual animal approach.** Local veterinarians are trained and focus on this area each day.

2. **Processing.** We work with operations where the local practitioner provides a processing crew on a contractual basis.

3. **Drug sales.** We encourage the local practitioner to supply drugs if that is their desire. It adds to their volume of products handled and increases the purchasing power for the practice.

4. **Crew training.** This can be done as an adjunct to the consultant's efforts.

5. **Necropsies.** If unusual or excessive death loss occurs, the local practitioner can assist the crew with necropsies and diagnosis.

As is always the case, a team approach to problem solving is normally the best. We share all information with the local veterinarian, if that is the client's desire. We have no problem with the local veterinarian becoming the consultant if that becomes the client's desire.