

Opening Session

Dr. John Noordsy, Chairman

Welcome and Introductions

Dr. Noordsy: This morning we will start it off and the first man who will be talking to you is the president of our Association, Dr. Jim Jarrett. Jim, have you any words of wisdom this morning?

Dr. Jarrett: "From the looks of this crowd this morning, it's pretty easy to tell that this group is more interested in practice tips than they are in listening to their president. We appreciate the welcome we have received to Baltimore and the Baltimore area. Dr. Jack Shanks and his group have done an outstanding job by welcoming us to Baltimore. To give you an idea, I blew in here about last Thursday getting ready to start the quality milk seminar about three o'clock in the morning. Friday morning I had a loud knock on the door. Whop! Whop! Whop! I went to the door and the security officer said (the door was still hooked with a chain), "Is there a woman in there?" I said, "No!" so he opened the door and threw one in!

We're pleased to be in the Baltimore area. I would encourage each of you, and encourage you to encourage your friends to attend the business session tomorrow as you know this is another of your opportunities to take part in your organization. This, accompanied with committee activities, of course. We need everyone there. Decisions are made there which affect the organization and we would encourage you to attend that session.

One of the things that was not in the program is the Diamond Award for the outstanding bovine practitioner of the year. This is a new award and your board voted to make this presentation this year for the first time. So we would encourage you to be there for that.

As you know, our organization is truly international now with the inclusion of two districts from Canada. In St. Louis we had visitors from several countries. At this meeting we are honored to have the president of the Italian Buiatrics Society Association, Dr. Aldo Romanoli. If you would stand, we are very proud to have you. (Applause.) It's an honor to have you with us, sir.

Dr. Noordsy: Well I can't think of a better person to put on the stage right now than the one that we had originally scheduled but were going to switch around. So, without further adieu, Dr. Tharp, would you come up here. I told him we were limiting him to two minutes, and he said he would come up here and gladly talk a half hour, so it's going to be somewhere in between. So, your AVMA president. It's a pleasure

to have you here, a bovine practitioner, Dr. Vernon Tharp. (Applause.)

Greetings from the AVMA

Dr. Tharp: I don't know if you are mixed up or not, but I sure am! I was supposed to be first and yesterday they told me they were going to move me back because they had a comedian from the State Department coming and they wanted to have a welcome for him. Then when I came in this morning, Dr. Amstutz said "you have two minutes" and I said "great" and instead of being like a horse in a starting gate, they have already run my race.

I'd like to remind you that even though I'll sermonize you a little bit, I will not ask you to drink the pink potion. So bear with me. All joking, I'm not trying to make puns on the fact that some idiot had the charm to hypnotize 900 and some people and several thousand followers to let him lead them into a state of euphoria, so to speak, in Guyana and then have such control over them under that hypnotism to let them slay their children and commit suicide themselves. I think it throws a state of fear into a person. I do not take such a pessimistic view when we are thinking of the state of affairs in this country. Because when you add it up, even though that was such a hideous crime, all totaled this is one of the greatest or the greatest country, as far as I'm concerned, to be able to live in and to raise a family and to practice a profession such as veterinary medicine, serving the livestock industry and the public sectors. Therefore, I think we owe a great vote of thanks to the leaders of this country over the years and to the citizenry that could not be hypnotized and led this great country to the overall state that it is in today.

I thought of the pictures that Norman Rockwell had on the *Saturday Evening Post* starting way back in 1916 and clear through to the end of the Post's regular printing. His death, last month brought some of this to bear. Then, of course, this hideous thing in Guyana further emphasized the four freedoms that he portrayed during World War II, trying to stimulate this country into viewing the great country it was and appreciating the great freedoms that President Roosevelt had proclaimed and tried to hype us up to win the war. I am sure if everyone had been rethinking those freedoms through that, you could not be lured by cultists into the situation that I mentioned earlier, and that you all have heard 99 times on the tube and read more about than I have. To get back to the state of affairs of the profession here in the U.S., as far as the AVMA is concerned I would like to

review a few things with you. As you know, we had mailed every member of the AVMA in the United States a copy of the executive summary of the Arthur D. Little Report which AVMA commissioned to study the manpower needs of the profession in the U.S. through the year 1990. That study cost about \$220,000 dollars and we think it was money well spent, because for the first time it gave us some hard data to take an overall view of the manpower situation in the U.S. I don't think I need to remind you, but I will, that in their report they predicted that by 1985 that there would be about 3900 veterinarians available to render services in the U.S. above the predicted demand according to their models of study. By 1990, there would be about 8300 or so veterinarians more than they could see a demand for in the U.S. That is with the 22 schools that we have now operating and the possibility of maybe four new schools originating sometime during that period.

That gives you something to think about. I'm not crying wolf here and I am not on the side that thinks that Arthur D. Little was "all wet." Some of the deans of the veterinary colleges, especially those with new programs trying to get off the ground, have dropped the "Arthur D." and called it the Little Report. They do not think it was broad enough and they do not think that forecast was necessarily right. Be that as it may, whether they are right or whether they are wrong, we know that there are about 6000 veterinarians in the tube right now enrolled in the veterinary colleges and there is nothing that the veterinary colleges are going to do to cut that enrollment down, at least in the foreseeable future. Some people will tell you that the demand for enrollment is dropping off. Well, what makes the difference, you've got 500-600 people, 9/10 of them qualify for veterinary college enrollment. If that drops to 300, it doesn't make a particle of difference, because you still have this backlog of people that want in, so these colleges in the foreseeable future are going to stay fully enrolled. There are going to be full classes and don't think their state legislatures are going to cut them back any because they get too much pressure from the sons and daughters of their constituents. It was not livestock demand that got this enrollment up to the point where it is or originated the new colleges in most states. It was the sons and daughters of the constituency of the legislatures in those states trying to get in, so that it won't automatically cut down at the college level.

So where does this lead us? It leads us to the point that every single veterinarian in the U.S. must give attention to every aspect of veterinary medicine. They must review in their own minds every job that a veterinarian by his education and experience can fill. Now I have said right along that a few too many veterinarians is good, it is going to make every one of us scratch. We will do a better job. I think you can see this in your own practice. If you have a 2-1/2 man practice and you have only two men there, you tend to be limited in the services you can render and a lot

of times you will skid over a few things and you will not go out there and hammer like you would if you had three men in that 2-1/2-man practice.

So I've said that a few too many is the best thing that ever happened to us. You will find less encroachment. We keep talking about encroachment from other trained individuals into things that we feel should be filled by veterinarians. When you get a few too many and especially when you get out here beyond 1985 and up to 1990, I think you will find veterinarians with enough push and they will be a little more hungry so that they will do a little encroaching and they will worm their way into these places that by their training they are the most capable people in the country to handle.

Now, we know in bovine practice or in food animal practice that we can not handle all of those 3900 people in 1985. And I do not believe we will be able to handle them in 1990. But we can sure give this thing a boost by going out and digging a little harder. We can give it a boost by directing these kids in the right direction. So I just implore each individual here that he act on his own to help to strighten out the situation and let us not find ourselves in 1985 with a bludgeoning surplus, or even more so in 1990.

Another thing that I would like to mention to you is this. As I go around the country from one veterinary association to another, I hear more and more cries about government encroachment on every aspect of your life including your veterinary practice. One of the biggest things that I hear about is your fear that certain drugs or biologics will be cut off, that you will not have those available to use in your practices, and you know that this is already so with some of the drugs. You know that the FTC is dictating now to us that you should change your code of ethics that you can advertise and so forth, and advertising is pretty distasteful to most individual veterinarians. Therefore, I again challenge you to push for institutional advertising and a step up in public service announcements to get the story of food animal practice across to the clientele throughout the United States. The AVMA is stepping up the production of materials for institutional advertising and public service announcements. Getting away from AVMA just a trifle . . . In Ohio the Ohio Veterinary Medical Association is pushing very hard for a rate increase in the production of institutional advertising or items for institutional advertising. In fact, Ohio is beginning to produce some of their own. I think bovine practitioners back at their state level, as well as the body of the AAEP, should give this considerable thought because we can do a lot to increase the needs for services, and think about the possibility of getting in and being able to demonstrate these services by institutional advertising.

Just one more item I want you to be thinking about when you go home, and that is the fact that in Dallas the AVMA agreed and went ahead with the formation of a political action committee. By political action we are not talking about lobbying. We are talking about

supporting candidates that we feel have ideas similar to ours, either in office or trying to get in office, who will do what we believe from our contact with them is best for food animal production, and will make it possible for the veterinarian's input to increase food animal production in a manner that is compatible with our everyday practices. I am not saying we want to buy the individual legislator; we don't want to lobby and buy, but we want him to think highly of the potential input of veterinary medicine to producing an abundance of high quality food for this country and the world.

I hope that you will go back home and put a few dollars into the AVMA political action committee, because it will do wonders for you. It will open doors in Washington that Max Decker has a tough time getting into now, but with a little support from these candidates he will be able to do this job. I could go on all day, but I will sit down and let you introduce your next speaker. If there are any questions I can answer, I'll be around until Thursday morning. (Applause.)

Dr. Noordsy: The next person really needs no introduction. He has done a terrific job on local arrangements here and so I present to you at this time Dr. Jack Shanks, who will then introduce our next speaker.

Welcome to Baltimore

Dr. Shanks: Thank you, Dr. John. On behalf of myself and the Maryland Veterinary Medical Association and everyone from District II, I'd like to welcome all of you to Baltimore and the great state of Maryland. I hope that your stay here will be pleasant. We have tried hard. We have had some problems but we are looking them right in the eye and trying to make it as pleasant for you practitioners as we possibly can. The only thing I would like to say about a problem is that if you come up with one, don't go to your neighbor and tell him but come and tell me, because unless I know about it there is nothing I can do to alleviate it.

At this time it is for me a great privilege to introduce our first keynote speaker. He is comptroller for the state of Maryland. I have known him now for about 15 years. In fact, the 15th of the month, four times a year, I write him a letter as many people do in this state of Maryland! And if you don't send him that letter the 15th of the month, four times a year, you will get a letter from him! Many of you have read in the papers throughout the years that there have been maybe a few trouble spots with politics in the state of Maryland. But through those years, Louis Goldstein has maintained the treasury of the state and comes out with a surplus each year. Louis spent four years in the Marine Corps—maybe that's why he is so tough. He spent 16 years in our state legislature, four in the house, and 12 in our senate. He has just been elected to his sixth term as comptroller of the state of Maryland. He is a great asset to this state. He is loved by the people of this state. It is my privilege

to give you the comptroller of the state of Maryland, Mr. Louis Goldstein. (Applause.)

Opening Keynote Address Maryland State Comptroller

Mr. Louis Goldstein: Thank you, Dr. Shanks, for that very warm and kind introduction and thank you all for that nice warm hand on this cool fall morning in Maryland. I am very happy to be here with you doctor and enjoyed listening to Dr. Tharp. I hope you all have a very enjoyable stay and a pleasant good morning to you all.

First of all I'd like to welcome you all to this great city of Baltimore and great port of our state. I know many of you have never been here this time of year, but there are a lot of things to see in this wonderful state of Maryland. We are an America in miniature. We start out in the western part of our state up in Allegheny County where we have these beautiful mountains, then we come down to the Washington and Frederick Counties and the beautiful Blue Ridge Mountains, then you have the great Piedmont area of Montgomery County, Howard County, Baltimore and Carroll and Hartford Counties. There is the beautiful eastern shore with its history. Chesapeake Bay divides our state in two and the nine eastern shore counties and those of the coastal plain run along the beautiful Chesapeake Bay on down to the Atlantic Ocean and the national seashore park. Then across the Chesapeake Bay you come to a lookout point where the great Potomac River, one of the ten largest river basins in America, enters into Chesapeake Bay. And the lovely counties of St. Mary's, where we have the five southern Maryland counties, where they raise the finest type of tobacco in this nation.

Then we have the great port city of Baltimore. It's been here since 1729. Then you go over to the Washington metropolitan area. We gave Washington to the federal government in March 1791. When no other state would say "here's a place for our nation's capital." Now they want to give Washington to us. We don't want it! We want them to keep it over there.

So we are very happy to have you in this wonderful land. Captain John Smith, who settled in Virginia in 1607, came up the great Chesapeake Bay in 1608 and 1609 and he described this beautiful bay country of Maryland—those high cliffs on Chesapeake Bay, those beautiful, soft spring waters that come out of the hills—as a most beautiful place for the habitation of mankind. And our state was settled on March 25, 1634, by Leonard Colver, the younger son of Lord Baltimore. George Colver died in April 1632, prior to the issue of a charter on June 29, 1632.

Maryland was the first state to have the great Catholic religion. Father Andrew White landed at St. Clemenson, about 120 miles south from here, and there he led the colonists to the blessed land and