

an hour. If I were going to do 100 calves, in a morning, alone, it would take, based on the figures that I just gave you, 3.3 hours but with a technician, I can cut this down by half an hour. If you're currently charging \$50/hour that results in an additional savings of \$25.00. That, I might mention, is an opportunity cost, and somebody asked me, "Well, you don't really realize that \$25.00 unless you go out and take another call", but my answer was: "Well, it's extra free time for me and my free time is worth a lot more than that." On herd work, or your basic monthly herd check, or semi-monthly, however often you do it, I also use a technician here and I feel that on a three-hour herd check that it is impossible to save up to 1/2 hour using a technician. How do we do this? As I'm going down the line, the technician can read the numbers to the dairyman, she keeps him going, instead of him standing there waiting for me while I'm checking the cows. They're looking for the next one that needs to be checked. She administers all the vaccines and hormone shots or whatever needs to be given. The dairymen really like this and if I show up without her now, they are disappointed because they know that we are in for a little extra work. If we take a look at a typical 3-hour herd check at \$50/hour that would be \$150. Again no cost for technical help, I would net \$150. With technical help, we reduce that by 1/2 hour, as I said, you will notice that instead of \$50, I charge an extra \$10 for having her along. Again, I said the dairymen don't object to this, they like it. They know that they're going to save time and the cows are going to be locked up less. We end up with a gross of \$150. It has cost me \$18.75 for 2 1/2 hours of technical help. I've netted \$131.25. You say, I lost some money, but again, that's where my opportunity costs come in. I have a net increase of \$6.25 on that herd check. Again, the dairyman's cows have been locked up a 1/2 hour less. I've got an extra half hour to go sit down with him, go over records, or whatever.

One other way she can increase your efficiency, or he can increase your efficiency is driving to and from calls. Fortunately, our clients are pretty close together, but that kind of helps out once in a while. Salaries for technical help? It can be minimum wage to, I guess the sky's the limit, it all depends how much they're worth to you. It depends on their experience, education and any kind of special training that you've given them or that they had had in the past. Let's look at three different veterinarians, or veterinary practices in the Chino Valley, that are using technicians. Veterinarian A currently has 2 technicians, one's full time, one's part time, basic salary of \$1300/month. Both are girls, they've both gone through AHT, or Animal Health Technician Training which is basically a 2-year curriculum. Veterinarian B doesn't pay his help quite as much, he gives them a little more vacation and Veterinarian C throws in a quarterly cost of living index. Their technician has a little bit more education, she's got a Bachelor of Science degree. I just threw this in to show you that how you pay them all depends on what they are worth to you. You can work out all different kinds of plans, just as if you were hiring a new graduate. To review the reasons for hiring — they can provide field assistance which as we all know is very helpful at times, they can provide or increase laboratory capabilities, which is another method of generating practice revenue as well as increasing the quality of your practice, they can handle field tasks not requiring a veterinarian. They can fill in for your office personnel, and again the bottom line is they increase your veterinary efficiency.

## BULK TANK PROCEDURES

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### MATERIALS NEEDED

Whirlpack  
Incubator 37°C  
Tryptic Soy Blood Agar Plate\*  
Tellurite Glycine Agar\*  
TKT Agar Plate\*  
MacConkey Agar\*  
TB Syringe with 18 gauge needle  
4 Sterile swabs  
12cc syringe

### PROCEDURE

Take milk sample from agitated bulk tank with sterile 12cc syringe and place in whirlpack. Refrigerate bulk tank sample until ready to test. Shake Whirlpack vigorously. Draw 0.5cc of milk into TB syringe. Put 0.1cc on each plate and spread over entire surface using a sterile swab for each plate. Incubate 24 hours and read the plates.

### PLATE INTERPRETATION

Blood Agar—Count all colonies for general TOTAL bacteria count.  
MacConkey—Count all pink and yellow colonies—Coliforms.  
Tellurite Glycine—Count all black colonies—Staph Aureus.  
TKT Agar—small colonies with clear hemolysis—Strep Ag.  
small colonies with brown/green hemolysis—Strep Uberis.  
small colonies with no hemolysis—Strep species.

It's quick, simple and reasonably accurate. It allows you to be able to check a problem herd and find out what you're up against in planning your attack. It also provides you a way to monitor your problem herds.

\*Plates available from:  
*Veterinary Concepts*  
201 McKay Avenue  
Spring Valley, WI 54767  
1-715-778-5928

