

maximize their production by doing no other work what so ever. I'll just take one minute more to just briefly mention a couple of other, I guess you might call them mini research projects that we're undertaking in the practice right now, one of them is the milk progesterone assays. It has worked very successful to date, at the present time we're taking milk samples at day zero and day 21 following breeding and we find it a great asset in some of these high producing cows if we can determine that these cows are open somewhere between 20 and 30 days, we can certainly get going on some reproductive treatment and save those open days.

One other thing that we've tried doing and I'd certainly encourage any other people that come forward that have tried this particular technique is, our evaluation is strictly clinical impression. A few years ago there was a research paper on work that had been done on a mare by using a product called tris EDTA which is a mixture of a compound called tris along with disodium EDTA and glacial acetic acid and infusing this solution four hours prior to an antibiotic infusion for chronic endometritis. The rationale behind the treatment is that this particular product breaks down the mucous layer in the lining of the endometrium and then the antibiotic has a greater chance of doing its job. We're certainly very encouraged with the results we've had on a limited numbers in this particular program and I'd be interested to hear if anyone else has tried similar techniques.

### **Inventory Control and Application in a Mixed Practice and Clinic:**

**Dr. Ed Shacklady,**  
*Okotoks, Alberta*

Okotoks, Alberta is about 20 miles south of where Gordon practices, I'm also involved in a five man practice and I'm basically the only one that does bovine medicine. The topic I'm going to speak upon is the inventory control system that we use. It is very simple and I hope it will help anyone who does not have one or maybe they can advise me to increase the benefits I can receive from mine. What we do is to have a woman, as you all know you pick out someone who likes to shop and who will shop with the drug travelers and shop with everyone to get the best price and this lady has worked out very well for us. She has been involved in the practice for quite a while and the system certainly has its dividends for us. The only thing you have to do is to be prepared to use whatever brands she'll buy for you. You give her a list of the type of drugs you want and she'll find out. Any new drug she always comes and asks us. What we use is a system with a large card, there is nothing mythical about it, it doesn't even have our name on it, it's printed up as cheaply as possible. It has the drug name, the description of the drug, the season it is used, the date in, the date out, how many are on order and the date it is ordered, who the supplier is, the

alternate suppliers, cost price, selling price, and the amount on inventory. We calculate our cost price based on a single unit so if we make a deal as to our savings and there are certain clients on volume who get a discount, we also mark that on this card. We can utilize the cards to determine what our inventory is, what our suppliers are, what our costs are, what we have to sell to make the profit that we want, and it is also utilized by the individuals writing up their invoices to determine what the cost of the drugs are. The price we sell it for is also marked on the drugs and it's just like a supermarket stamp. It is placed on the drug, they are all brand name drugs so there is no problem with that. If there is an argument concerning the price of the drug that a client is purchasing, then he can tell you then, and doesn't stew on it for 30 days or whenever he gets his statement and can come back and complain.

About a year ago I had the opportunity to talk with someone at the CVA convention in Toronto and I ran into a company from Quebec that wanted to collect some data. For that I have provided our sheets, purchase order sheets for them and they sent me a print out which has proved to be quite valuable. We've only received three of them so far at quarterly intervals and it tells us what we use from year to year. Right now it tells us what we use from season to season and checks our inventory and makes sure we don't get over stocked. We have three different folders and binders for drugs and two different ones for supplies and it's all split up. The supplies are listed in alphabetical order and they all have their price on them. We don't just utilize just one company, there is a lot of variation. The drug room has three main areas where we have the drugs, basically in the drug room, a refrigerator out of a supply house that supplies to restaurants, works quite well, it's quite reasonable. We have a hallway concept in the clinic, wide hallways with different dispensers around. There are three basic areas, the drug room, the dispensing cupboards, and also the basement, the bulk storage is in the basement. With our system we can predict how much we are going to use of a particular bandage material and syringes and buy it in bulk and store it that way. Our biggest difficulty is getting veterinarians and anyone who takes drugs out to write down what we take out and then the girl transfers that to the sheets, master sheets and once we keep this going, she checks her inventory about 35 to 60 days, just to double check the high selling items, she checks that more regularly. The clinic was constructed about two and half years ago. In the reception area, there is a little gadget that we use to put babies, small dogs and cats, while they pay their bills. We stop little kids from crawling around on the floor.

The bovine area has stocks, chute the back part comes out in a scissor method, it's right back out of the road. The bovine area is about 20 by 22. We set the room in there and then hired somebody to put the working area in, works very well. We don't have a table in there. There is an eight by eight stall, the lab area, office area, and five different cubicles. That isn't very profitable there, the area doesn't generate

very much revenue but it does allow us a place to sit down and talk with each other. Our refrigerator is in the front. We have a shower room and it's used by one of our partners when coming back from playing tennis and sometimes after a very dirty calving. I am showing you some pictures of the clinic so you can appreciate the type of diversity there is in the practice and the necessity to have an inventory control system. Kennels, dog runs, and a calf ward area which is just an open room. There is a working area for the dogs and cats examination and treatment room, and a lab also in that same examination and treatment room where you can get your technician whenever you need her for small animal procedures. We have a scrub room. We have a small animal surgery and an equine surgery. Also a stainless steel table with an air mattress on it and the recovery stall is straight ahead. The equine stocks can also be used for cattle. They have to be halter roped to get them in there. Our recovery stall is hexagon, it's easier, the animals can't get in the corner and we can move around there fairly quick, there are bars up there and I can hardly reach them, I've only had to use them once and I can't use them unless something is chasing me!

### **Inventory Control:**

**Dr. Leslie L. Shane,**  
*Worthington, Minnesota*

I just want to make a few comments about inventory the way we do it in Worthington. I want to make three points. I'd like to talk about purchasing orders, we use a visa record, and a couple of comments about the storeroom. The purchasing orders we use, and we think it's real important, it does help us control it, comes in triplicate and is very straight forward, there is a number on it, a place for your name, the date, the quantity, the units, the size, and we've got a place for the description and a dollar amount. On the bottom we have a place for comments that you might have made over the telephone or when you made the purchase. And, then, of course, it has to be signed. It isn't that anybody can't use them but not too many of us use them. It is designated for one or a few. And then there is a place when we receive the items, the date, the number and then there has to be a signature there. Well, of course, where this comes in handy is if there are back orders or part orders, these are not filed away until all are filled out and everybody is happy about the prices and the amounts. We have a visa record card system, these fit in different trays, but the one we have is open cabinet, it's on rollers, rolls up beside your desk when you are using it, it's four feet by two feet and it stands about two and half feet high, just about desk height. This is divided into different ways; ours are divided in two main parts and of course we use the alphabet on these sections or whatever sections you need. We also have a place for the

manufacturer's name and under each name you find their products, if you can't find what you want go back down the alphabet and it tells you exactly where to go. These are set in a row, they offset about an inch, these little notches at the bottom, they set right in there on a wire and if you pull one out, it says "out" at the top, so it's easy to just place back and where it should go. Let's just go through this visa card a little bit. At the top, there is a place for the item and the manufacturer. Right below that is the selling price, when these are in place when you look at them, that's all you see, about an inch, they are offset that much. Let's just go through this card, I don't suppose you are in the position to write but I'll just tell you what I wrote on this card. Name of product and manufacturer; over here is the date, quantity, size of the bottle, cost per unit, percent mark up, if you say 20%, 20% plus 100%, 120% of 11.00 dollars is 13.20 so you can add that in your selling price and that's plainly seen. Of course this tells how much you've paid in the past if ordering and it tells you how much you're using for so many months. Talking about these cards and inventory it draws your attention to suppliers and salesmen and it's real nice to have people you can call up and get a quote. We have the best suppliers in the area, they are great fellows. So, when we get the supplies in we put them in the storeroom which has metal frames with wood shelves. These frames are twelve feet long by 2 and 1/2 feet, there are four shelves which are numbered. Top one is one and they go down to four and we stock them from both sides with the letters, say A on this side and B on this side. On the door to the storeroom there is a list of products. On the end of the shelf we have inventory lists in alphabetical order and it tells you which place to go. Of course these people who have helped the veterinarians keep track of these things probably deserve a special place in heaven which reminds me of the cartoon. The veterinarian in the supply room was looking for drugs, "I can't find that calf eye patch, George, where is that?" And he says, "It's in your left hand", "Well, I don't see it". "Your other left hand, Doctor!"

### **A Practical Approach to Prostaglandins in Large Animal Reproduction:**

**Dr. Martin Wenkoff,**  
*Lethbridge, Alberta*

Tonight, I'm going to tell you about some experiences I've had synchronizing beef herds with luteolytic agents over about the past five years. And hopefully as a result of this, you will go away with some guidelines on how to approach controlled breeding programs from a management point of view. For a bit of background, in 1977 and 1978 Prostaglandin F<sub>2d</sub> and its synthetic analogs became available in Canada, either experimentally or by license in that order and consequently were used fairly extensively to