



Westpoint Veterinary Group

Dawes Farm, Bognor Road, Warnham, West Sussex, RH12 3SH
Tel: (01306) 628086 Fax: (01306) 628080

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Merger produces a practice of the future today!



From left to right - Keith Baxter, Rob Drysdale, Matthew Dobbs and Johnathan Howard

The start of 2008 saw the merger of the two leading livestock practice's in the South East of England. On January 11th Westpoint Veterinary Group and Stock 1st merged to produce one farm animal practice to provide all the benefits of an efficient and forward thinking animal health business.

The new Westpoint Veterinary Group (including Eastpoint, Northpoint and the old Stock 1st offices) has 5 centres across the South East with offices: at Warnham, on the West Sussex/Surrey border, Oving near Chichester, Ashford in Kent, Leaden Roding near Chelmsford in Essex and at Petersfield, Hampshire. Medicines can be collected at each of these sites and also at Edgar's farm, just of the A25 at Westerham in Kent.

The practice has 5 vets on out of hours duty at all times, with one vet operating from Chichester, one from Ashford, one from Chelmsford and 2 vets from the Warnham practice. This coverage ensures that all clients of the practice are never more than a little over 30 minutes from a vet to cover any emergency.

The practice believes in a 2 vet system, where larger farm clients have a 1st and

2nd vet who know and understand their farming system, ensuring the best and most appropriate advice is always offered. For smaller clients, building a relationship with one vet is important, although all the vets in the practice have chosen to specialise in farm animal work and can provide the highest standards of service.

The practice offers the full range of services expected of a farm practice, such as attending sick animals, routine fertility work including scanning and medicine/wormer supply. In addition the vets can offer further services such as in milk hygiene and mastitis advice, nutrition monitoring, foot care/trimming and bull testing. Many of the vets have nationally recognised and specialist skills in livestock health and production. Whatever your question or concern for the health of your cows, sheep, pigs, camelids or birds, a Westpoint Vet can help.

The practice believes in a transparent charging structure. Most work is charged on an hourly rate of £110 per hour, with a reduced rate in the afternoons (£64 per hour) for manual tasks such as disbudding and castrating.

Medicines are supplied at the most competitive rates nationally. Medicines can be ordered, supplied, invoiced delivered/collected through the practice in the way you may have been previously used to. Alternatively all farms may register and use the practice internet site, farmacy.co.uk, to order their medicines, without the need for a prescription. All preventative medicines such as vaccines and dry cow products are the same price through farmacy.co.uk as through the practice on account. Some injectable medicines and mastitis tubes are 10% cheaper if purchased through the website, passing the savings on to you of the reduced costs in running a web business.

IN THIS ISSUE

Page 2

- Westpoint leads the way, The power of the internet.
- Leptospirosis vaccination

Page 3

- Cattle with a dry rasping cough - Husk or Lungworm?
- Have you heard of hardware disease?

Page 4

- New face at Westpoint.
- WVG Teat Wipe News



www.farmacy.co.uk was launched at the 2006 Dairy Event and now has over 500 businesses already registered. These are mostly farms but some veterinary practices keen to make use of farmacy's buying power and thus competitive pricing.

Matt Dobbs from Westpoint Veterinary Group and farmacy.co.uk says "farmacy has a unique offering to farmers as not only can it supply a vast range of prescription and non-prescription products at published and competitive prices, it also offers veterinary back-up and advice."

It is simple and free to become a member of farmacy.co.uk. All it takes is a visit to

the website and completion of the form to register. At Westpoint, our vets will receive a copy of your drug orders so they can still discuss the best possible disease solutions with you.

We are keen to get as many farms using the website to order drugs as possible, as you will imagine there is a great deal of time taken up in office hours with orders by telephone.

The practice then has to invoice for the product we have already bought.

You will then have 28 days to pay us for these high value products.

Buying through farmacy.co.uk you help to reduce practice administration costs and as a reward we offer most products at 10% less than standard practice prices!

As a Westpoint client, you have access to high quality prescription and non-prescription medicines from **farmacy.co.uk** without the need for prescriptions, simply enter Westpoint in the buying group section as you register and take advantage of the additional cost saving!

Leptospirosis vaccination

The time of year has come again for Lepto vaccination. Leptospirosis occurs in 60% of UK dairy herds but can occur in any cattle, with beef cows just as easily affected as dairy.

The disease can lead to significant economic losses through symptoms as varied as abortion, reproductive failure and loss of milk production. Leptospirosis can also be transmitted from cows to humans. Vaccination against leptospirosis will protect cattle from developing the disease and thus economically benefit the farmer. Vaccination also reduces the risk of transmission to farm workers.

Spring turnout is traditionally the time of year to make sure your herd is fully vaccinated against both strains of bovine

leptospirosis, as this is the peak time for disease transmission. The bacteria are shed in the urine, and moist grass and mild conditions offer a favourable environment for leptospire to survive outside the host. Infection can spread easily between animals through urine splashing into their eyes, mouth or a cut on the skin.



Why vaccinate?

Natural immunity is not a reliable method of control and will not prevent disease. It also means that people handling the stock are at risk from infection. Vaccination with Leptavoid-H offers protection against both major strains of Lepto, in both beef suckler and dairy herds.

Making sure your herd is properly protected from leptospirosis, prior to spring turnout, is crucial. In addition, any bought in stock and heifers coming into the herd must have had their full primary vaccination course. This involves two doses of Leptavoid-H, four to six weeks apart. Often heifers only get their first dose at the same time as the annual herd boosters, which may well be too late. They then get turned out with lactating cows, often in remote parts of the farm, making it easy to forget their second vaccination. It's very important for the efficacy of the vaccine, and the health of the animals, that this doesn't happen. Ideally, the vaccine course should be completed at least two weeks before spring turnout to ensure complete protection.

Look out for LOW CONCEPTION rates, abortions or weak calves in your herd as this may indicate a leptospirosis problem. Environmental factors that increase the risk of the disease include:

- Open herd
- Use of bulls
- Co-grazing with sheep – which carry the disease but show no clinical signs
- Access to open water courses

Husk or lungworm

The mere mention of woodworm is enough to send a shiver down my spine.

As an owner of an older property I fear the day that I spot those tell-tale holes in my beams or joists. A call to my local, friendly, pest-control man may kill the little critters currently living in my structural woodwork but it may be too late. Sufficiently weakened by old worm tracks I may have no option but to cut my losses and replace the affected timbers.

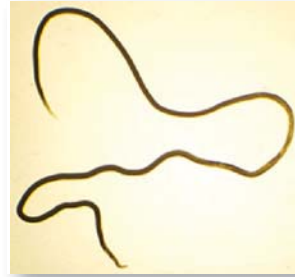
Those dry rasping coughs which signify a lungworm infections present a similar predicament to the educated stock-man. As with woodworm mildly affected cattle

may respond well to treatment but those with more severe or long-term infections often die.

Worse still, many cattle will recover from the infection but will have suffered too much lung damage to grow efficiently. These cattle remind me of woodworm riddled, structurally unsound beams, no longer strong enough to bear their load they compromise the integrity of the whole building.

Fortunately lungworm is an entirely preventable disease. Two oral drenches of

Huskvak separated by four weeks at least two weeks before turn-out produces excellent immunity to lungworm.



As feed costs continue to climb food-conversion efficiency will become increasingly important. Any animals failing to meet weight gain targets are literally eating away at your profit. Eliminating lungworm from your herd

may not be a magic wand to safe-guard the integrity of your production system but it just may help.

Have you heard of Hardware Disease?

What is Hardware Disease?

Wires and other metallic objects can get into a cow's stomach and go on to cause problems. When wires sit in the reticulum (second stomach) they are only inches from the liver, spleen, heart and lungs. The wires become trapped in the honeycomb lining of the reticulum, where the digestive motions of the stomach acts to puncture and then push them through towards the vital organs.

Clinical signs

Classic signs of "a wire" are a grunting cow with reduced milk production and a raised temperature. We have noticed that the clinical signs of affected cows are extremely variable. Common signs of Hardware Disease now include milk drop, reduced or stopped rumen turnover, firm dung and mild resentment to a "withers pinch." Cows often show weight loss and increased salivation.

A new problem?

Hardware Disease is becoming a more serious issue than had been recently thought.

At Westpoint we are finding over 10% of all cows examined post mortem at the knacker's yard had wires present in the reticulum. Many of these cows had been culled due to poor performance and non-specific illnesses



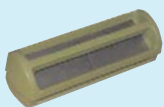
Cow Magnets help reduce disease

Cow magnets are a recognised way to help prevent the impact on Hardware Disease on a dairy herd. Cows fed on TMR, and even while grazing, can be exposed to wire and other metallic objects more often than you may realise. The modern dairy cow will eat anything presented in feedstuffs – including nails, staples and tyre wire fragments.

The Cow Magnet is designed to sit permanently within the reticulum of the cow. Here the magnet can help collect any stray metal particles by attracting and holding them to the surface.

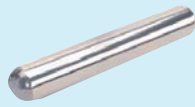
Traditionally the magnet design has precluded use in younger animals: the size of the magnet meant it could only be given easily as a bolus to animals over 350kg. Cow Magnets offer four easy to use versions of the reticular magnet that can be used safely from 150kg and upwards.

BoviMAX™



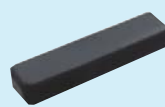
Cage system super strong ABS protective cage

SilverSTAR™



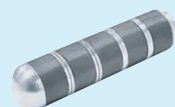
Stainless steel polished to a smooth chrome like finish

Super BlackMAX II™



Black coated extra strong multi-pole ferrite

FerriMAX™



Ringed ferrite assembly for maximum strength

Magnets available from  www.cowmagnets.co.uk

A new face at Westpoint

Mark Campbell qualified from Plumpton College in 2001 with a National certificate in Dairying (at Credit 1 level) a National Diploma in Agriculture (at Distinction level) and a Higher National Diploma in Agriculture (at Distinction level). Other than the academic qualification gain at college he also gained a number of other awards being voted top agricultural student, top dairy and cattle student and student that had contributed most to college life. He acquired an artificial insemination (AI) license and safe use of

veterinary medicine qualification.

After leaving college he went straight out into the industry to get his hands dirty. Since 2001 he has had a variety of jobs from a GFW/Assistant Herdsman in the early days to more recently an assistant manager in a large mix contract farming company. He spent a year working in Guernsey for one of the top Guernsey Herds in the U.K, Les Jannents Herd of pedigree Guernseys. Mark returned to the mainland this year to join Westpoint Veterinary Group.



WVG Teat Wipe News



Our revolutionary process, which allows a combination of antiseptic, and antimicrobial products impregnated into a teat wipe is working well on farm. The wipe provides excellent sterilization of teat ends prior to sampling cows for mastitis or before administration of either a milking cow intramammary tube or dry cow tubes.

It is very easy to introduce infection into an udder when administering a tube, preparing the teat end using a tubing wipe should help reduce contamination, which can lead to infected udders. At less than 5p each can you afford not to use them?

The new tubing wipes provide a simple, convenient and effective means of sterilizing the teat end. A pack of tubing wipes contains 160 impregnated wipes on a roll and will save all

that fiddling about with individual packets. They can be purchased from the practice or www.farmacy.co.uk for **£7.50/tub** or for **£43 for a box of 6 tubs**.



Kling-on-BLUE

As lameness is a major cost to farmers foot-bathing strategies need to be discussed.

Digital dermatitis and other housed cattle foot complaints control strategies need to put in place. Kling-on-BLUE is a combination of copper sulphate (anti bacterial), organic acid (reduces inactivation by muck) and zinc sulphate (claw/hoof strength). Kling-on-BLUE is mixed using a pressure washer to activate its ingredients forming a sticky emulsion. The result of this is a product that sticks/klings to the hoof for up to four days, which maximises contact time with the hoof. Brilliant!



Triangular Liners – The benefits

● Triangular shaped liners for reduced likelihood of slip, improved cow comfort and less teat-end damage

The barrel of these new liners (*the part that comes into contact with the teat*) is triangular in shape. During milking a triangular liner collapses in a balanced way, exerting an even three-way pressure on the teat. This gives a more uniform teat massage and improved contact with the teat along its whole length. Studies in the US, where triangular

liners have been successfully used for the last 10 years, show that the effect of improved teat contact is less slip.



Milk-Rite's **Ultraliner TLC** liners milk cows more gently than traditional liners

● Reduction in teat end damage

Reports indicate that the Ultraliner TLC reduces the incidence of hyperkeratosis of the teat end. Hyperkeratosis is the thickening of the skin that lines the teat canal and surrounds the teat orifice. This is due to a collapsing action that does not pinch the teat end.



The three-way compression of **Ultraliner TLC** is gentler than a traditional liner