

business essentials

Aurora Pharmaceutical, Inc.
Innovative Products Backed
by Exceptional Service



AMERICAN HEARTWORM SOCIETY SAYS SOUTHEAST U.S. **HOTBED** FOR HEARTWORMS



Bob Rehurek,
Director of Sales and Marketing
Aurora Pharmaceutical, Inc.

As was feared by most veterinarians in the Southeast, the American Heartworm Society (AHS) announced in April 2023 that Mississippi, Louisiana, Texas, Alabama and Arkansas will once again be ground-zero for heartworm infestations.

An influx of heartworm-positive dogs across the U.S. and a general lack of prevention compliance are the driving factors behind the uptick in heartworm cases.

The numbers show the locales with highest heartworm incidence continue to be those in and adjacent to the lower Mississippi Delta, AHS reports. These areas typically experience conditions fostering widespread heartworm infection, including, among other factors, a mosquito-heavy climate.

The states with the highest density of diagnosed heartworm cases in the latest survey were Mississippi, Louisiana, Texas, Alabama and Arkansas. Meanwhile, Arkansas, Mississippi, Texas, Georgia, Florida, Tennessee, and the Carolinas all saw additional expansions of high-density areas.

Additionally, the report shows “unexpected increases” in incidence for states with historically low heartworm rates, including Washington, Oregon, Kansas, North Dakota, Massachusetts and Connecticut. These areas also saw the development of new “hot spot” areas within their borders.

Further, several urban cities (including Seattle and Boise in the Northwest; Bismarck in the Upper Midwest; and Tucson in the Southwest saw significant increase in heartworm rates.

While no single reason can be attributed to these changes, AHS speculates an influx of heartworm-positive animals from out of state, higher testing rates and a lack of prevention compliance may play a role, highlighting the valued role veterinarians play in discussing heartworm risk with clients.

Whether it’s educating new pet owners about heartworm prevention or reminding long-time owners of its importance, it’s clear the AHS and the veterinary profession must work together to continue to raise awareness of this devastating disease.

While the past three years have been tumultuous for both the veterinary profession and our clients, the good news is heartworm disease continues to be almost 100% preventable with faithful, year-round heartworm prevention. It is for this exact reason Aurora Pharmaceutical decided to enter the companion animal marketplace with the introduction of **Revolt®** (selamectin) Topical Solution and most recently, **Barrier®** (imidacloprid + moxidectin) Topical Solution.

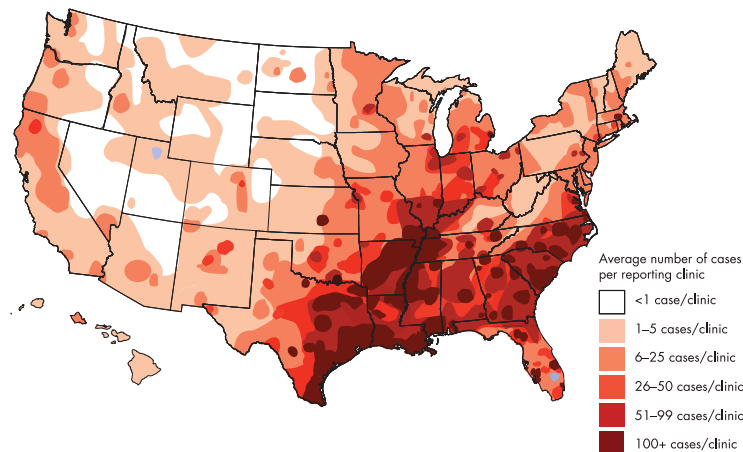
Both topical parasiticides were developed to be a low-cost answer to fleas and heartworms and to assure your small animal clients they have a viable option to control parasites in both cats and dogs. Both products are gaining ground in the marketplace and are the preferred topical solution in many shelters.

For more information on both Revolt and Barrier brand products, go to www.aurorapharmaceutical.com, call Aurora Pharmaceutical at 888-215-1256 or contact your veterinary products distributor. **A**

2022 HEARTWORM INCIDENCE



© American Heartworm Society The severity of heartworm incidence as shown in this map is based on the average number of cases per reporting clinic. Some remote regions of the United States lack veterinary clinics, therefore we have no reported cases from these areas.



Aurora Pharmaceutical Awards \$75,000 in Veterinary Scholarship Awards

Aurora Pharmaceutical, Inc. was built by veterinarians, for veterinarians. We as a company have an opportunity to help young veterinarians enter the industry. Aurora is preparing for the next generation of veterinarians with more veterinary knowledge through educational efforts and support of veterinary school programs dedicated to providing hands on experience by donating products and resources. It was with this emphasis we dedicated (for the second year), in a row over \$75,000 in scholarship funds directed at third-year veterinary students.

We are excited to announce this year’s recipients of the 2023 Promising Veterinary Scholarship Award winners:

\$10,000 Scholarship Winner

Margaret Lemons, University of Georgia

\$5,000 Scholarship Winners

Alexandra Reddy, Virginia-Maryland College

Anne Brien, Kansas State University

Bailey Fritz, Kansas State University

Gena Cody, University of Georgia

Madison Baumgartner, University of Minnesota



Margaret Lemons left, Karole Brown, Aurora Equine Manager

\$2,500 Scholarship Winners

Justin Snook, Oklahoma State University

Tanya Weber, Washington State University

Kaitly Wesley, Iowa State University

Megan Branning, University of Georgia

Nichole Hamlin, Michigan State University

Logan Souder, Virginia-Maryland College

Thomas Lehmann, Iowa State University

Valentina Poggi, University of Illinois

Austin Lange, Iowa State University

Nicolette Roe, Midwestern University

Cionna Rosenthal, Cornell University

Abby Rothering, University of Wisconsin-Madison

Megan Elcombe, University of California-Davis

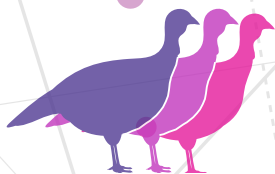
Joanna Itrich, North Carolina State University

Audrey Genade, Michigan State University

Emily Gray-Harrell, Western University

According to Breanna Snyder, Program Coordinator, scholarship selection was based on a combination of academic achievement, related work experience, community and university involvement, goals, essays and letters of reference. All application materials were scored by a committee of Aurora team members.

“With veterinary student debt continuing to escalate, we are committed to provide veterinary students with financial assistance through our Scholarship Program,” states Grant Weaver, DVM, Swine Technical Service Veterinarian at Aurora Pharmaceutical. “These students are the future of our industry, and we need to help them when we can through scholarships, mentoring and educational programs.” **A**



Knowledge

Through Research



Grant Weaver, DVM
Swine Technical Services Veterinarian
Aurora Pharmaceutical, Inc.

BALANCE Stress & Dehydration Aid Water Retention and Weight Gain Trial in Turkeys

Adam Mueller, DVM¹, Grant Weaver, DVM², Nolan Wester, BS¹, Travis Sobania, RA¹
¹Swine Services Unlimited, Rice, MN; ²Aurora Pharmaceutical, Inc., Northfield, MN

ABSTRACT

The overall goal of this project was to examine the effect on turkey production through the implementation of BALANCE Hydration Aid (Aurora Pharmaceutical, Inc.) – an all-natural water additive with immunomodulatory properties developed to improve average daily gains (ADG) and water retention in turkeys. The study was designed to test this low-cost alternative to antibiotics for increased growth promotion and improved ADG in healthy, non-stressed birds.

PROTOCOLS

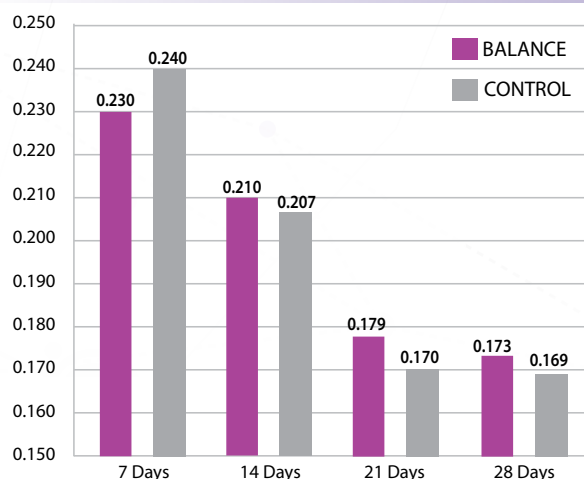
1. Evaluate the potential difference in weight gained (ADG) in turkeys treated with BALANCE compared to non-treated controls.
2. Study used 120 poults that average 13-17 weeks of age at the time of enrollment.
3. Birds were sourced from a healthy commercial flock.
 - a. Birds were divided into 12 pens consisting of 10 animals per pen.
 - b. Birds were weighted and randomized by weights at enrollment.
 - c. Only hens were used in the trial.
4. Treatments
 - a. **Treatment 1** – Two treatments of BALANCE in the water at 1 week post acclimatization for 7 days in a row followed by another treatment at 3 weeks post acclimatization.
 - b. **Treatment 2** – Control group was on regular untreated water during the study.
5. Treatment was administered orally in the drinking water.
 - a. Each pen was administered fresh, treated, or non-treated, drinking water once each day at a consistent time of day throughout the duration of the study (approximately every 24 hours). Leftover drinking water from the previous day was discarded in a safe manner that ensured no further exposure to the animals.
 - b. Treatment assigned by pen:
6. Birds were individually identified (tagged) and assigned to a pen. Records were made of the individuals by tag number assigned to each pen.
7. Body Weight Days
 - a. Individual body weights were collected on days 0, 7, 14, 21, and 28.
 - b. Water treatment for TX 1 was at day 7 to 14 and day 21 to 28.

BALANCE STUDY SCHEDULE

Date	Study Day	Event
July 20, 2022	Day 0	Body Weights
July 27, 2022	Day 7	Body Weights and START first TX
August 3, 2022	Day 14	Body Weights and STOP first TX
August 10, 2022	Day 21	Body Weights and START second TX
August 22, 2022	Day 28	Body Weights and STOP second TX (End of Study)

Balance is a product of Aurora Pharmaceutical, Inc.

PEN WEIGHTS AND ADG



CONCLUSIONS

The BALANCE trial results came out very similar to what is being seen in the field. The study showed:

- 2+% improvement in ADG over a 28-day testing period in the birds receiving two, 7-day treatments of BALANCE starting on day 7 and the other starting on day 21.
- Final weights were taken on day 28 at the end of the trial and the 2+% improvement amounts to about .5#/bird in hens which comes out to about \$.34/bird at today's market.
- The study used about \$.07/bird worth of BALANCE total for both treatments.
- BALANCE gives good return on investment when used prior to market – even in healthy birds.

ABOUT BALANCE

BALANCE Stress & Dehydration Aid is a nutritional/ metabolic supplement formulated to balance systemic electrolytes needed to maintain hydration. It acts as a buffering agent to correct blood pH when stress challenges occur due to environmental heat or handling. BALANCE Stress & Dehydration Aid is formulated using electrolytes and buffering agents and does not use sugar as filler.

Use BALANCE Stress & Dehydration Aid prior to a stressful heat or handling. The balancing and buffering effect will give your birds:

- Increased water consumption
- Reduction of body temperature in a high heat environment
- Reduced panting of the heat-stressed animals, thus reducing the pH of their blood and maintaining a healthy and more responsive metabolic system. This will help meat quality in slaughter animals
- A quicker rebound after stress from excessive heat, handling or performing
- Less shrinkage in processed animals and a better cut out

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aking room in your practice for “Alternative Therapies” isn’t just a great idea for companion animal practices, it’s also a gateway to happier equine athletes, a more satisfied staff and a healthier bottom line, says equine practitioner Jessica Hamilton, DVM (TA&M ’12).



Dr. Hamilton, the sole owner and operator of The Equine Lameness Center (TEqLC), Stephenville, TX, says, “Equine owners are requesting not only high-quality sports medicine and veterinary services, but also alternative therapies, like chiropractic care and acupuncture as well. Many veterinary practices are reluctant to add alternative therapies to their plate, but horse owners are demanding this level of wellness for increased equine longevity as well as enhancing their level of performance because they have seen it work. This separates my practice from many in the region and is allowing the practice to grow rapidly with highly loyal clients.”

According to the practitioner, short-term profit is not the goal when adding alternative therapies. “Long-term client retention is critically important to my practice growth and expansion plans,” emphasizes Dr. Hamilton. “If a client presents an equine athlete for a lameness exam and upon evaluation the horse is sound but sore, we can offer chiropractic care and/or acupuncture along with traditional veterinary services like joint injections and medications to help this athlete reach their full potential. ‘Our Whole Horse Approach,’ along with offering high quality sports medicine, top of the line diagnostic equipment, chiropractic care and acupuncture, are allowing a competitive edge to grow and increase the services provided as well as the bottom line.”

This entrepreneurial attitude started in her sophomore year of veterinary school after she spent the summer with Wes Williams, DVM (TA&M ’80) at Lonestar Park Equine Hospital, Grand Prairie, TX. Dr. Hamilton especially admired how Dr. Williams conducted business, interacted with both the horse and clients and his specialized practice management techniques. “I jumped at the opportunity to learn from one of the best in the business. A week after graduating from veterinary school, I started at Lonestar Park Equine as an intern. I worked 7 days a week with one night off. As with all intern positions, I worked all the time, had no personal time off and I absolutely loved it. If it had not been for crippling student loan debt, I probably would have stayed there forever, but I needed more money to pay my loans and I did miss riding my personal horses. At the end of my associate year, I was presented with a complex case which involved a sweat horse with a right dorsal displacement of the large colon with coinciding pneumonia. Dr. Williams asked me to contact Rob Franklin, DVM, DACVIM, (TA&M, ’99) co-founder Fredericksburg Equine Veterinary Services who was board certified in equine internal medicine. That chance meeting changed my entire outlook and focus on veterinary medicine.

Life-Altering Business Proposition

“While I loved what I was doing and thoroughly enjoyed working with Dr. Williams, at that time there was no way the practice could afford me making more money to help reach my goal of living the debt free life. While discussing this issue with Dr. Franklin, he suggested a boutique business plan he had been developing. The idea was he (Dr. Franklin) would guarantee me a base salary per month, he would finance all the necessary equipment I needed, and I would oversee my own practice hours, clients, etc. and in return he would provide me with continued mentorship in the practice as well as the business aspect. After the first year I would become 10% vested, second year I’d be 20% vested for up to five years in which we would be 50/50 owners and I could buy him out or



Jessica Hamilton, DVM

we could continue with the partnership agreement.”

According to Dr. Hamilton, in the beginning it worked wonderfully. She was building a practice that was debt-free, was making good money so she could make a huge dent in her student debt and worked the hours that made sense to her. Everyone was happy. Profit was excellent, quality of life was excellent. In December 2014 she set up shop in Stephenville. She found a farrier who had some extra space in what used to be a veterinary clinic.

“Everything was great, except I couldn’t go anywhere because I was constantly getting called into emergencies,” she recalls. “Dr. Franklin and I discussed adding a partner to help with the workload and allow me a little more free time. We teamed up with another equine practitioner who also wanted what I wanted – more free time and to share costs with a partner. That worked for about a year before we decided a partnership wasn’t what we both wanted and sold our shares to the vet.”

That’s when Dr. Hamilton decided to start TEqLC. “In January of 2022, I bought property and started building the facilities for TEqLC in April and officially opened the doors on September 1, 2022. From 2019 until opening the clinic, I was completely ambulatory. While I still offer some clients farm calls, many of my clients come to the new haul-in facility. We offer a climate-controlled exam room with three ICU stalls in addition to a 50’ X 60’ covered lameness pad with a few outside pens for boarders. I have been able to pay cash for everything so far with the hopes of adding more facilities as I can afford them.”

It’s clear to see, Dr. Hamilton is not like most veterinarians in the area. “I do my best to provide a concierge type service in our boutique clinic



Boutique

EQUINE SERVICES

KEEPS STEPHENVILLE

EQUINE VETERINARIAN

IN DEMAND

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from the moment my clients make first contact.”

Dr. Hamilton thought she would have to convince her clients of these types of alternative therapies; however, she says social media has done a great job of educating horse owners of their values.

“Most of my clients are requesting alternative therapies now. It seems the acupuncture works the best in my hands with patients suffering from anhidrosis. This condition is frequently performance limiting and may put a horse at risk for hyperthermia or heat stroke. In Texas, there is plenty of heat and humidity and we feed a lot of hot feed/supplements, so non-sweating horses really respond to acupuncture with accompanying herbal supplements. Acupuncture has also been extremely useful for diagnosing hock soreness, stifle soreness, stomach pain, etc.

According to the practitioner, she always conducts an in-depth conversation with her clients, ranging from nutrition to shoeing, review of medications the horse is on, history of disease/illness, as well as client expectations of their horse. “We’re not there to get you out in 10 minutes so we can see 30 clients in a day,” she stresses. “I like spending time with the client and their horse. I want to know what the horse is used for, how they compete, check out recent videos of them competing and when they were the most satisfied with the horse, are they happy with their current level of performance, how we can improve health, wellness, competition and equine longevity. I do most of my communication via texting (except for the older cowboys who like to talk on the phone) and my clients enjoy receiving a report of what we discussed at the end of their exam. I also like to follow up in a few days or weeks to see if we achieved what we needed to.”


Dr. Hamilton, especially in the Spring, examines many horses experiencing coughing and bilateral nasal discharge. “I run a Serum Amyloid A (SAA) test on each horse, most will have an SAA in the range of 1500- 3000 (Normal Horse is 0 or less than 50). I instantly put them on the recommended 2.7 mL/100 lbs. of EQUISUL-SDT® (Sulfadiazine + Trimethoprim) twice daily for 5 days. Before I discontinue the antibiotic, I will run another SAA test to see if we need to extend our antibiotic therapy. Typically, when I repeat the SAA test on day 5 the horse is clinically improved, and the SAA is trending down if not already back to normal. Additionally, if a

horse presents with a laceration, EQUISUL-SDT is my first line of defense. Excede® (ceftiofur) used to be my go-to, however, with all the soft tissue reactions and soreness we’re seeing in the horse population, I’ve switched to EQUISUL-SDT with fantastic results. I sincerely feel EQUISUL-SDT is the safest drug I have in my toolbox for these types of issues as well as the ease of administration and the acceptance of oral meds by my patients. EQUISUL-SDT is the best in my opinion for owner compliance.”

Expansion Starts With Partnering Up

According to Dr. Hamilton, if other organizations and businesses offer the services clients are demanding, they might be able to piggyback with them without having to invest as much of their staff’s time, energy and resources. Although in-house expansion is generally recommended, sometimes a long-term relationship with a trusted outside partner can make expansion possible where it otherwise wouldn’t have been. Some practices may even choose to merge with or acquire a business that offers the alternative therapies their clients desire.

“Personally,” she concludes, “I would like to offer equine veterinarians a similar plan that Dr. Franklin offered me. The veterinarian can choose where to practice, how to practice, the type of clients/patients they want to see, etc. My goal is to help hard-working practitioners build their boutique type practice and have the freedom to design the life they want for themselves. In the next five years I would like to have five veterinarians going through this same process with me and a team of talented and well-rounded equine practice owners. This is an excellent way for motivated veterinarians to create their dream life, make great money and truly enjoy being an equine practitioner.”

In conclusion Dr. Hamilton notes, “Equine practice is a dying profession, and we are losing talented equine veterinarians to small animal practices daily due to the crippling student debt among other work environment related factors. If equine practitioners do not adapt to improving quality of life, then we will have an even larger problem for the remaining equine practitioners.” 



INDEPENDENT PRACTICE OWN *EXPANSION OPPOR*

While Daniel Hendrickson, DVM (Purdue '14) entered the veterinary medicine segment after graduation from college and running a family swine operation for five years, he saw the opportunities veterinarians could have if they focused on making sure the family farm prospered and livestock opportunities were seized.

Growing up in East Central Indiana, Dr. Hendrickson was immersed in the commercial and show-hog industries. After graduation from veterinary school at Purdue in 2014, he returned home and started practicing with his uncle, Dale Hendrickson, DVM (Purdue '68) a well-known swine veterinarian who started practicing 45 years earlier. In 2016, Dr. Hendrickson and his wife, Telynda, purchased **Stoney Creek Veterinary Services in Farmland, IN**, when the elder Dr. Hendrickson retired.

Dr. Hendrickson gradually built the practice around family commercial operations. But his love of show pigs allowed him to quickly become one of the preeminent experts on the growing segment of pig production. "We now travel to around 15 states conducting show pig practice," says Dr. Hendrickson. "We do a lot of pig business in California, Oklahoma, Texas, Georgia, etc., not just Indiana. We're not going to those far off places and doing surgeries, we're going there in consulting roles working on their vaccination programs, health issues, nutrition, etc."

According to Dr. Hendrickson, just like commercial pig businesses, show-pig customers have an entire host of issues they need to oversee, including biosecurity, diseases and genetics. "They travel all over the country showing pigs, so they are constantly exposing their pigs to disease and illness. Working with them to minimize these issues is what we focus on the most."

Pig shows are an event where pigs are evaluated for their quality. They are evaluated on a multitude of things which include composition (muscle vs. fat), capaciousness, and skeletal integrity along with general appearance and conformation to

their respective breed.

He adds, "With few practitioners focusing on the show-pig industry, we are in high demand, and we work hard to stay up on the latest regional/national disease threats, genetics, nutritional advances, etc. We welcome the growth opportunity."

Dr. Hendrickson notes, "My late uncle (Dr. Dale Hendrickson) was a visionary who forecasted a long time ago that the swine industry would consolidate and independent swine producers who didn't team together as a group, would be left in the cold as far as growth opportunities, attracting the best veterinarians and having a buying presence that was economically beneficial to both the vet and his customers. He knew the only way to accomplish this economic and business advantage was to form a veterinary group made up of like-minded independent practitioners. He started looking around and visiting with what he considered the best practitioners working with independent swine producers. He started 4 Star Veterinary Services with four independent veterinarians, and it has since grown to over 20+ veterinarians. The practice I purchased from him – Stoney Creek Veterinary Services – was one of the first clinics to be part of 4 Star Veterinary Service."

Evidently the visionary gene runs in the family as Dr. Hendrickson saw the writing on the wall when he and his wife, Telynda, purchased **Michigan Swine Veterinary Services, P.C., in Holland, MI**, in 2021. Already part of the 4 Star group, Dr. Hendrickson wanted to keep it that way. The opportunity to take over such a successful practice was too good to pass. He was already doing quite a bit of swine consulting and practice work with commercial farms in Michigan, so having the clinic nearby only made good business sense.

"My first step was to move Daniel Brown, DVM (U of IL '20) from Stoney Creek to the

TO STAY VIABLE AND GROW

Michigan location," outlines Dr. Hendrickson. "Dr. Brown was already involved in working with our commercial clients and already traveling to Michigan, so it made him the best candidate to help grow this business. Dr. Brown, who during vet school performed an internship with Carthage Veterinary Service and externships with The Maschhoffs, Pipestone Veterinary Services, Swine Vet Center and Triumph Foods, gave him the focus in commercial production and population-based medicine. He was the perfect fit for the expanding Michigan practice."

Aaron Slater, DVM (Purdue '15) and Dr. Hendrickson operate the Farmland, IN, practice where they focus on commercial pig farms, show pigs and cattle operations.

"Dr. Slater adds a much-needed dimension with his extensive experience in cattle, boer goats and sheep," adds Dr. Hendrickson. "Dr. Slater spends much of his time on the show pig side of the business, which is growing yearly, however, he also oversees the cattle, sheep, goat livestock side of our business."

The swine practitioner also says it's critical that practitioners remain valuable business allies with their clients, not just herd health experts. "Clients rely on us to

ERS NEED *TUNITIES*

Daniel Hendrickson, DVM

stay up to date on the latest health trends, etc., but they also look to us for business advice as well,” outlines Dr. Hendrickson.

“They discuss new venture opportunities and expansion plans. We must stay up on all aspects of the farm as well as health and production medicine. In many operations, we’re viewed as part of the management team and owners respect our input and direction when called upon. Having those 20+ veterinarians at 4 Star that specialize in such a wide variety of disciplines and businesses, I can discuss new opportunities with this group and come away with an informed opinion to pass on to my customers,” he continues.

“We’re not just practicing medicine, we’re practicing business development and success, nutrition, genetics, etc. It’s how we stay viable in a changing economy.”

While not interested right now in purchasing any more swine practices, Dr. Hendrickson and Telynda, says growth is still a high priority. “We as an industry must ask ourselves, what else can we do to survive if ASF or something unknown hits? Dr. Brown has an interest in poultry, so we’re moving into those type of clients. Dr. Slater has an interest in cattle and has diversified into mixed animals. Diversity is why we started a small animal practice five years ago (that Telynda manages). We’ll continue to focus on swine, but we’ll look to offer other services to gain business and remain viable businessmen.”

Despite their tremendous growth, their “pigs first” approach hasn’t wavered. “With our diverse client base, we’re also acutely aware that no two farms or production systems are the same,” concludes Dr. Hendrickson. “We therefore tailor health programs to suit the individual needs and goals of each client. While our primary focus is commercial swine production, our diverse team of veterinarians has expertise in cattle, poultry and other food-animal species. We also cater to the special needs of the rapidly growing show-pig market.”

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Laura H. Javicas, V.M.D, Diplomate ACVIM

Hudson Valley (NY) Equine Practice Commits to Work/Life Balance While Maintaining Top-Shelf Equine Care

Rhinebeck Equine LLP is an exclusively equine practice located in Dutchess County about 120 miles north of NYC, in the Hudson River Valley. The strong New York Thoroughbred Breeders and New York Sires Stakes programs have encouraged the growth of many Thoroughbred and Standardbred breeding farms in their practice area as well as the continued growth of dressage and sport horse enthusiasts and breeders. This also means equine medicine must take on a completely different level of care.

To provide the best equine medicine possible, Rhinebeck Equine employs 10 fulltime veterinarians and 5 intern veterinarians. Their equine clinic has two board-certified surgeons, a board-certified internal medicine specialist, a boarded theriogenologist and a boarded ophthalmologist. The full-service specialty referral hospital is backed by a team of full-service ambulatory veterinarians that provides service about an hour from the hospital in the Hudson Valley.

Laura H. Javicas, V.M.D, Diplomate ACVIM (UPenn, '04) is the managing partner and internal medicine specialist. Dr. Javicas is board certified by the American College of Veterinary Internal Medicine in Large Animal Medicine and has special interests in neonatology, ultrasonography, cardiology, gastrointestinal diseases and emergency/critical care medicine. Dr. Javicas treats all the internal medicine cases at the hospital and sees elective cases in the field.

Dr. Javicas, who interned at Hagyard before completing her internal medicine residency at U of FL in 2008, joined Rhinebeck Equine in 2013 after three-years at a private practice in Saratoga Springs. "We see a lot of foals in the spring, lots of colitis, GI tract infections, enteritis, respiratory disease, etc. I tend to gravitate towards the critical care cases but also do multiple gastroscopies a week as well as respiratory and cardiac evaluations, weight loss evaluations and other elective procedures."

Dr. Javicas adds, "I went into internal medicine because I love the diagnostic puzzle of complicated cases. I may wear one of several hats when I see a horse ranging from gastroenterology, pulmonology, nephrology, neurology, cardiology, etc. Ultrasonography is perhaps the greatest diagnostic tool we can provide our clients. I can put the probe on a horse that has had problems all its life and sometimes instantly tell the owner what the issue is and how we can correct it. This is highly rewarding and makes practice fun. Ultrasound can be so rewarding and can save the client a lot of money chasing diagnoses and medication costs on empiric treatment."

To say Rhinebeck practices a higher level of medicine would be an understatement. All the cases that come into the hospital are seen by the most appropriate boarded specialist, or team of specialists. "It's the boarded specialist care that we offer that sets us apart from many clinics," explains Dr. Javicas. "The way we triage a horse helps us

assign the best specialist, or specialist team, needed to resolve the problem. Every case is assigned an internal specialist, surgeon, theriogenologist or ophthalmologist. We have an extremely collaborative team, which is rewarding for the doctors and provides the best care to our patients."

Collaboration is also important in their ambulatory cases as well. "Our ambulatory vets can consult with our specialists on complicated cases. All our specialists do ambulatory calls as well, so they can also see cases with the ambulatory vets at the clinic or in the field," she adds. "The clients are very appreciative of this collaboration. It can provide a quicker route to a definitive diagnosis and corrective therapy."

"Our ambulatory vets work 4 days a week for most of the year. Most are on call one weekday and one weekend a month. We strive for work/life balance for all. We have a vet assigned for daytime ambulatory emergencies. This has been helpful as people can schedule more efficiently on the days they aren't on call, which allows them to get home to their families, whether two-legged or four. All our ambulatory doctors have assistants with them, which allows them to keep up with client communications and invoicing between calls and helps with fee capture."

Their ambulatory doctors see a wide variety of patients including Thoroughbred and Standardbred breeding farms, upper-level sport horse farms and backyard horses.



Besides offering standard wellness care and sports medicine, they also have doctors who perform chiropractic and acupuncture services. They have several ambulatory vets who have a strong interest in dentistry and oftentimes work side-by-side with the surgeons when the need arises. They have an extensive in-house lab facility which is critical to their ability to diagnose and treat quickly. Their ambulatory vets get blood results the same day.

"Just prior to the Covid pandemic (2018), we started a joint venture called **Cavalcade Management** with nearby equine clinics Millbrook Equine, in Millbrook, NY, and the Equine Clinic at Oakencroft in Glenmont, NY. The main reason we sought this type of collaborative management platform was to help us compete in an environment of increasing corporate buyouts of veterinary clinics. We wanted to be able to share administrative expenses, collaboratively buy products at a bigger volume discount, improve our pharmacy orders and most importantly, provide a better work balance for our ambulatory veterinarians – especially as they were trying to handle emergency calls over the weekends," she explains.

According to Dr. Javicas, Cavalcade allows them to visit with each clinic more openly, share some administrative and personnel expenses, rotate doctors to help cover emergencies more efficiently, and allows everyone more time off without lowering the level of client care. This is all accomplished with the firm understanding that all three are independent veterinary clinics.

"We have always worked very well together, and our ambulatory doctors practice medicine similarly. All three practices were feeling pressure to sell to corporate entities, but we all wanted to remain independent," adds Dr. Javicas. "We wanted to see if we could find some efficiencies by

"Equisul-SDT® (Sulfadiazine + Trimethoprim) is mine and the clinic's go-to, broad-spectrum antibiotic of choice. Farm managers love Equisul-SDT because it's so easy to dose and administer. I like being able to prescribe a proper dose to foals vs 1-1/2 to 3 SMZ tablets, etc. I like using Equisul-SDT in conjunction with rifampin for umbilical infections in foals. This combination is also excellent when treating adult pleuropneumonia cases, once I transition them off intravenous antibiotics, and urinary cases. Some vets use Excede® in similar situations, however, Excede is highly specific, and I think a lot of vets think it's a broader spectrum antibiotic than it is. Equisul-SDT is the broad-spectrum oral antibiotic we lean on. Our theriogenologist uses Equisul-SDT frequently for placentitis. We also use a lot of Altren® (altrenogest), which provides significant cost savings versus other altrenogest products. Our clients love the savings and have not seen a difference between Altren and Regu-Mate®." Laura H. Javicas, V.M.D, Diplomate ACVIM

being a larger, independent group. It's very positive to have like-minded veterinarians in the area that we can openly communicate with, and our doctors have enjoyed having a larger support network. It has reduced the amount of time each of our ambulatory doctors are on call which has been a huge benefit to multiple practices. That network was especially helpful during Covid because we were all trying to eliminate the need for close contact with clients, which required two staff members to be on call together."


One of Dr. Javicas' passions is getting veterinary students and new graduates excited about choosing equine medicine as a career and supporting them once they make that decision.

"In 2016 we teamed with Millbrook Equine and the Equine Clinic at Oakencroft to conduct a student program to provide hands-on experience with equine medicine and to talk about the realities of a career in equine practice. The weekend includes a panel discussion with practitioners and interns from all three practices. The students can have frank conversations with the vets about life as an equine vet and we hope this allows them to see what a great career it can be while also preparing them for the realities of that lifestyle," says Dr. Javicas.


"We have a rotating internship program for five new

graduates. Their rotations in ambulatory medicine, surgery, internal medicine, reproduction and sports medicine gives them a great breadth of knowledge to prepare them for a residency or general ambulatory practice.

"Our interns," she adds, "are integral to our practice, and we try to support them however we can. We are fortunate to get excellent interns who are eager to learn. We have an informal reunion with all our interns at AAEP, which is a great opportunity for them to catch up with mentors and further develop their own support network. Aurora has helped us sponsor this event in the past and we are so thankful for their support. It's nice to work with vendors that truly support our success."

In conclusion Dr. Javicas shares, "I love that we have a multi-generational practice. Our senior vet, Dr. Paul Mountain, still practices full time and he's been here 55 years. Dr. Jim Mort, who is retired, still comes to rounds and keeps up with many of our clients. Between the two of them, they have seen almost everything that can affect a horse. They are experts on client relationships and teach our younger vets the importance of relationship building and customer service. They make sure customer service is never out of style." 





IMPROVING PIG PRODUCTION IS MORE THAN A JOB, IT'S A GUIDING LIGHT

Every veterinarian can look back and recall the moment they decided to be a veterinarian. Mostly a strong love of animals is the main reason, but for Lauren Glowzenski, MS, DVM (U of PA '16) Manager of Veterinary Services for TriOak Foods LLC, it was so she could be on the front lines of stopping childhood hunger.

"I always had an affinity for animals of all species and their care," says the 2022 AASV Young Swine Practitioner of the Year. "I had always thought I would be an equine practitioner, but this path changed after working as a teacher in inner-city Philadelphia. After graduating from college, I spent two years working as a science teacher with Teach for

America, with students ranging from the 7-12 grade group. In this role, one daily responsibility I had was to feed my homeroom students breakfast, as part of the public school free or reduced cost meal plan."

According to Dr. Glowzenski, every day, they would provide the same meal – a small milk box and a cream cheese filled pastry that looked like a corn dog.

"Day after day, I witnessed hungry children, even after they quickly consumed their meal," she outlines. "I recognized that hunger was a real issue, even in America. Through this experience, I knew that I had to do more to provide for others and from there pursued a career in food animal medicine. Knowing that I can provide for others and strive to produce the most affordable product

possible for the consumer is my passion and why I am a swine-exclusive practitioner today."

In December 2022, TriOak Foods was acquired by JBS USA, the largest protein producer in the world.

"This has been a huge change in the job, as I can no longer say I am the only staff veterinarian and now have been joined by a team of veterinarians with JBS USA," says Dr. Glowzenski. "However, my role remains the same – oversee the overall herd health for the company, from farrow-to-finish or birth-to-market. In this role I have the responsibility of all herd health management plans and health decisions for our over 74,000 sows across 4 states of production, including Illinois, Iowa, Colorado and Oklahoma. We finish nearly 2 million market hogs in mainly contract finishing barns across Iowa and western Illinois."

TriOak Foods is unique in their approach to disease control and elimination, given their areas of operations in hog dense regions of the country. "We use a case-by-case approach, using the best practices and learnings from previous experiences to better enhance our herd health approach for the future," shares Dr. Glowzenski.

"In an effort to reduce antibiotic use in the system, we always strive for rapid control or elimination plans for new disease breaks. Control and elimination plans for *Mycoplasma hyopneumoniae* and Porcine Reproductive and Respiratory Syndrome (PRRS) at the maternal (sow) level is essential for improved performance and overall reduction in antibiotic use."

The production veterinarian adds, "Our greatest challenges as an industry are viral diseases. PRRS is the primary viral issue that we face nationwide, and it is extremely costly to the industry. Porcine Epidemic Diarrhea Virus (PEDv) and Porcine Delta-corona Virus (PDCoV) continue to plague our industry. Foreign animal disease threats like African Swine Fever (ASF) have us preparing for more viral challenges that we could face in the future. Biosecurity is where we are focused to help reduce disease challenges. If we can prevent the disease from entering the barns, we will not have to deal with the consequences. We believe prevention and preparation plans are key."

Dr. Glowzenski, who has been the senior veterinarian at TriOak Foods for more than five years says, "Like so many large production and high-health pork systems around the country, we utilize a lot of Aurora Pharmaceutical products in our system. They have done an excellent job of offering products other compan-





Lauren Glowzinski, MS, DVM



ies just don't seem to support (from a sales volume standpoint). We use several Aurora products in the TriOak system and feel very confident in the results we are achieving. These products include Barrier II® Wound Care, SwineMate®, Balance Stress & Dehydration Aid and ORAL-PRO® Sodium Salicylate.

Dr. Glowzinski considers Michael Pierdon, VMD, (U of PA '05) owner of Lancaster Swine Health Services, Elizabethtown, PA, (the sixth, Four Star Veterinary Service member) to be a mentor. "Dr. Pierdon was the person who introduced me to swine and to production medicine," she recalls.

"It was through a summer internship with Dr. Pierdon that resulted in working in his practice for a year prior to veterinary school that forever changed my direction to pursue a career as a swine veterinarian. A skill he impressed upon me was to be a listener – not only to the producer, but also to the pig, as the two in combination will tell a story and direct the solution to the problem. Every interaction you have with a client or producer is an opportunity to build (or potentially lose) trust. Being an active listener is essential in our overall success as veterinarians."

The production veterinarian maintains her personal life, too. "If it is on the calendar, it holds me accountable to that activity,"



Dr. Glowzinski says. "I believe an organized calendar drives the ability to carve out personal time and maintain accountability to the business, as well as other professional duties."

This year, Dr. Glowzinski has

set several personal growth goals at TriOak, with the first working to reduce mortality across all production phases – from pre-weaning, to sow mortality and growing phases. "The definition of success is to achieve

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Continued on page 20



Wild Blue Cats

Animal Rescue & Sanctuary

A Colorado Refuge For Cats and Kittens



Lauri Cross

When a botched Lasik surgery robbed United States Air Force Academy graduate Colonel Lauri Cross of her promising career in the Air Force, she didn't take her settlement and pension and put it into a savings account. Instead, in 2010, she invested in saving cats from euthanasia by starting her life-long dream job – **Wild Blue Cats!** (WBC) – a rescue for cats and kittens.

Located in the Black Forest area of NE Colorado Springs, CO, WBC is nestled in the woods where not only do the cats enjoy their beautiful habitat, but so do their 300+ volunteers as well as thousands of adopters and visitors.

"Wild Blue Cats is a 501(c)(3) nonprofit dedicated to saving the precious lives of cats and kittens who are abandoned, abused, neglected, displaced or surrendered, and to find them permanent homes or provide lifetime sanctuary or foster care," says Cross. "We also conduct Trap, Neuter, Release (TNR) ventures outside city limits while supporting TNR efforts inside city limits to the best of our capacity. All the cats we take into our care are spayed/neutered, vaccinated and, when not feral, microchipped."

Cross and her team are committed to preventing and eliminating euthanasia of treatable and savable animals and therefore focus on saving at-risk cats and kittens such as seniors.

"We believe euthanasia is a last resort only for animals suffering severe injuries or illnesses which are causing extreme discomfort and poor quality of life for the animal," emphasizes Cross.

According to Cross, their main building consists of communal, cage free, housing for mostly adult cats where each has an opportunity to coexist with other cats while they are waiting for loving homes. Their cats have access to outdoor time in roomy "catios" protected from the elements and predators. Some cats may stay with WBC to live out their lives, but WBC considers every cat adoptable and works hard to find each the best home possible.

WBC also has an extensive foster family network which primarily houses the kittens that are rescued and saved and come into their program. "Our fosters help care for neonatal, bottle-fed kittens to older kittens, as well as pregnant mama cats or mama cats with kittens," outlines Cross. "Occasionally, a foster home will also become a final resting place for a cat who needs hospice care as its life here on earth comes to an end."

Maya's Friends Wildheart Village is another component of WBC. Maya's is a 100' x 200' outdoor, netted enclosure with a heated shed and lots of hiding spots for shy, feral cats who are taken in when releasing them is not a safe

option for them. "They have a wonderful life being cared for daily by loving volunteers. Some even become candidates for adoption depending on their stress level and adaptability," adds Cross. "We also serve feral cats in two other enclosures. Kaylene's Kradle is a refuge for pregnant ferals who need a safe place outdoors to have their kittens. The mamas and kittens are cared for twice daily by volunteers who are sensitive to the feral mama cats' need for time away from humans while her kittens need to be socialized to be adopted into homes. Once the mamas wean their kittens, they are spayed and released back to their home colony or placed in a new barn home if release is not possible. Bilbo's Barn Buddies is an enclosure that houses feral cats who need a new life as a working cat in a barn, warehouse or other place where rodent populations are a problem."

Critical Care Unit

One of Cross's many expansion dreams is the development of a critical care unit specifically for sick cats and kittens. While the Covid Pandemic slowed its progress, she has now nearly completed the facility dedicated to felines who require special medical care. "The new building will have a nursery where neonatal kittens can be cared for and pregnant or nursing mama



Bilbo's Barn Buddies



Veterinary Mobile Care Unit, Right: Spaying/neutering surgeries inside mobile care unit.



cats, friendly or feral, can safely raise their babies until weaned. We will also have space for a few FeLV positive cats who need a little longer time to find loving homes due to their health concerns," explains Cross.

At any given time, 40-45 cats live in Wild Blue's main building, where they get socialized and prepared for adoption. In 2022, Wild Blue took in almost 1,500 cats and kittens. "This year we are already up to 350 cats and kittens brought in," outlines Cross.

Wild Blue has many moving parts including cat and kitten adoptions, foster care, feral cat care and TNR.

Kittens are fostered out to a network of family homes. These foster families bottle feed younger kittens and help mama cats that are expecting or have just delivered a litter. Cross and her volunteers and staff spend time coordinating foster care for kittens.

"The kittens will get medically cared for, socialized and find a good home. That's a big passion of mine," she says.

Cross says she and her staff spend time TNR'ing street and barn cats. These are brought in to be vaccinated, spayed or neutered and returned to their usual lives. That way they are, "not contributing to any pet overpopulation," says Cross.

According to Cross, over 600 cats have been trapped, neutered and returned by the rescue.

"This is also when we give a dose of **Revolt® (selamectin) topical dewormer** because so many of these cats are covered in fleas and parasites," explains Cross. "Revolt is a cost-effective treatment that we have quickly become dependent upon in all our cats and kittens. The fact that the dosing is so easy for my

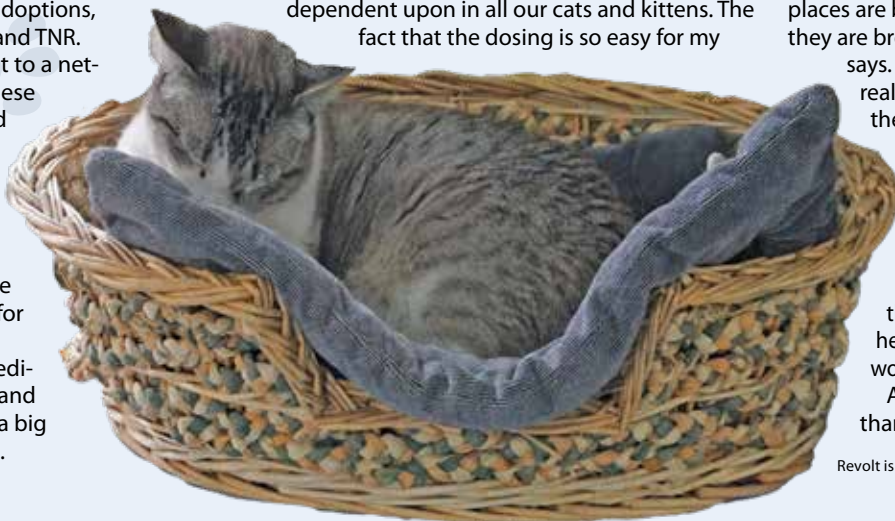
volunteers to administer makes it the ideal topical product. We stop the initial parasite load by killing both adult and eggs. Revolt has been a fantastic product for us, and the cost savings allows us to do so much more to help these cats and kittens get healthy and find homes."

Cross says Colorado is a very animal-friendly state regarding adoptions with an average save rate close to or over 90%. When our local shelter typically slows down in the winter months, we pull more kitties from high kill areas, like New Mexico, Texas or Kansas. Kittens and cats in these places are being killed every day simply because they are brought into shelters with no space," she says. "Getting an animal out of the shelter is really important," Cross concludes. "Once they get to their forever home they thrive."

Even though Cross is no longer wearing an airman's uniform, that doesn't mean she's not a hero. Just ask any of her staff and the hundreds of volunteers who work with her, and they will quickly tell you we need more heroes like Lauri Cross in the animal care world.

All of us at Aurora Pharmaceutical say thank you for your service, Lauri. **a**

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ROOD & RIDDLE INTERNAL MEDICINE EXPERT LEANS ON *‘INTERNAL ENERGY’* TO KEEP FOCUS ON CLIENTS AND CONTINUED INTERNAL GROWTH



Peter Morresey, BVSc (Massey University, '88), MVM, MACVSc, DACT, DACVIM (LAIM), CVA, is an integral part of the Internal Medicine Equine Veterinary care team and Director of Laboratory Services at Rood & Riddle Equine Hospital PSC's

Lexington, KY, campus. However, one of the leading authorities on equine internal medicine and reproduction started his distinguished career as a mixed-animal practitioner in his native New Zealand. Coming from a dairying family, he initially worked in an ambulatory production animal practice that serviced all species. He was recruited into a renowned equine/dairy practice in Matamata, New Zealand, in the heart of the thoroughbred breeding region.

"After gaining extensive dairy and small animal expertise, I felt the draw of equine practice and was interested in studying the reproduction side of equine medicine," recalls Dr. Morresey. "I accepted a Theriogenology residency in 1996 at the University of Florida, where I had the privilege of learning the intricacies of the mare from my mentor, Dr. Michelle LeBlanc. "She showed me the science (and miracle) behind the series of interrelated events resulting in a live foal, the well-being of the neonate and the challenges involved in producing a healthy athlete. I was able to see a wide variety of clinical cases while in Florida, especially dealing with critical neonates. During this period, considerable research was occurring on the neurological horse, with the University of Florida actively involved with equine protozoal myelitis and compressive myelopathy research."

Following his time in Gainesville, Dr. Morresey accepted a clinical faculty position at the University of Pennsylvania's New Bolton Center in 2001, where he was part of the ambulatory equine service. "During my time there, the practice doubled, providing primary care and on-farm referral services to an increasing

population of performance horses," says Dr. Morresey. "Medium-sized breeding operations were also in the area, allowing student instruction on broodmare management and first opinion foal care. For more than four years I took students out and taught them how to deal with lameness issues, a wide variety of sick horses, etc. It was a great learning and teaching time for me, and I enjoyed the interaction with students. However, I wanted more of a challenge and an opportunity to utilize my experience. That's when I was asked to join the team at Rood & Riddle. The decision to practice in Lexington was everything I always wanted."

Joining the veterinary staff (and now a shareholder) at Rood & Riddle Equine Hospital (R&REH) in 2005, Dr. Morresey returned to an in-house hospital setting. Now firmly rooted in Kentucky, he looks forward to new foal arrivals each spring and the long hours that go with the territory. The high caseload has allowed participation in many clinical collaborative research studies seeking to better understand and improve the neonate's health.

"When I joined R&REH, I looked at it as a big challenge," Dr. Morresey reflects. "I also knew I was up to that challenge with the experience I had gained. Unlike a lot of equine practitioners, I did not grow up in the saddle. I really enjoyed my time and experience as a dairy veterinarian. It gave me a lot of experience (with a very forgiving animal) in animal handling, obstetrics, problematic reproductions, etc."

"Now I'm focused primarily on internal medicine cases involving both foals and mares. I especially gravitate towards problem cases where my experience and education in reproductive issues helps me move around a mare more easily and helps me provide a diagnosis much quicker. That just helps me move through a case much quicker than if I had not had that wide variety of referral caseloads. I'm fortunate to have had such a broad array of caseloads and mentors who let me handle these problem cases over the years. This also has taught me to pass on that knowledge when I can. Mentoring other veterinarians is a passion of mine and I try to teach whenever possible. I'm also not afraid to




Peter Morresey, BVSc, MVM, MACVSc, DACT, DACVIM (LAIM), CVA

listen. Regardless of the size of the practice you're in, experience is experience. I love visiting with other veterinarians and am constantly refining my diagnostic and treatment techniques by listening to other points of view."

Dr. Morresey is oftentimes referred to as the *Energizer Bunny of the Equine World* – He never stops running. As he says, "I never drink coffee, and you wouldn't want to see me on it," he smiles. "I think everybody in this profession is somewhat driven and individualistic. Once you get over the individualism and start working with others, it's better for the profession and those who follow you. Working together for a common goal is what I love about working here. I'm driven to do the best job that I can.

"I sincerely care for my client's horses, and I want to do everything to fix whatever problem is keeping the equine athlete from achieving its full potential. I know a lot of owners' horses are the embodiment of all their hopes and dreams. It's an amazing responsibility and privilege to be given the responsibility of caring and treating that horse. That requires me to be at the top of my game every single day. I thrive on that pressure, and it pushes me to know more and do more. While this job is both emotionally and physically demanding, I always want to be that person that's positive and motivating people, he adds."

Dr. Morresey's veterinary interests are broad. He is busy all spring with the many and varied problems faced by neonatal foals and high-risk pregnancies. "I have worked extensively in respiratory and neurological medicine to better the performance horse," he states. "Studying at the Chi Institute of Traditional Chinese Veterinary Medicine to certification level gave me an appreciation of complementary techniques, which I have found useful to improve the health of my patients. Seeking to push my boundaries, I recently completed a master's degree with a dissertation investigating the current success of stem cell therapies in canine spinal cord injuries. The day you think you've learned everything is the day after you should have quit," concludes Dr. Morresey. 

Equisul-SDT® (Sulfadiazine + Trimethoprim) has very high client compliance due to the convenience of the liquid formulation. Equine practitioners report dosing is easy and accurate. The lower dose of Equisul-SDT vs. non-approved SMZ tablets and other treatments is seen by clients as an advantage. The spectrum of Equisul-SDT has been shown to be appropriate for skin issues, reproductive infections and pneumonias.

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Jordan Hammer, DVM



Beau Beck, DVM

YOUTH MOVEMENT AT SOUTH VALLEY EQUINE LEANS ON EXPERTISE & EXPERIENCE

There's a youth movement in the management/partnership team at South Valley Equine (SVE) in Saratoga Springs, UT, and it starts with building on the strong culture that was started by Dr. Roger Rees. The two younger partners in the four-partner, 10 veterinarian equine-specific practice, includes Jordan Hammer, DVM (OKST, '06) and Beau Beck, (CSU, '11).

Dr. Hammer came to SVE as an intern and Dr. Beck joined him soon after. Both view the business the same – starting with high morals, a work ethic developed on long hours and a commitment to the best equine health and wellness care available. Those initial business steps developed by founding veterinarians Roger Rees, DVM (Cornel, '74), Charlie Heaton, DVM, (CSU, '87) and John Sieverts, DVM (CSU, '88) are the cornerstone to the practice's amazing growth today. The young partners just want to continue building on what's already been established – always enhancing the equine medicine experience.

Under founder Dr. Rees, SVE grew to be the largest referral surgical clinic in Utah. After building the first clinic in 1984, Dr. Rees brought on Dr. John Sieverts and Dr. Charlie Heaton and with their help, continued to grow the clinic.

However, as the clinic grew, what it needed most was veterinarians who could handle the workload and growth opportunities, especially those focused on internal medicine. Enter Dr. Hammer.

"As an intern at SVE, I knew almost immediately that the level of equine medicine being practiced there was more advanced than most equine hospitals in our area at that time, and most certainly above what I learned in veterinary school. So rather than slug along and learn on the job, I decided to leave SVE and join the internal medicine residency program at Purdue University to get more direct experience with internal medicine cases," outlines Dr. Hammer. "After staying there and getting a lot of hands-on experience with as many internal medicine cases as possible, I rejoined SVE in 2010."

Dr. Hammer had his choice of practices interested in his skill level and experience, however, what he desired in a practice was under one roof at SVE – a large, multi-vet practice that would allow him more freedom to choose his caseloads and allow him to be closer to his home.

"I enjoyed the partners at SVE when I was an intern, and it wasn't a hard choice to come back to the practice. It was growing and the caseloads al-

lowed me to take full advantage of the experience I had gained in internal medicine. I bought into the practice and have been here since."

Dr. Hammer says, apart from lameness and other sports-related issues, he enjoys seeing almost every case that comes into the clinic. "Those cases range from foal and adult horse diarrheas to colic, pneumonias, neurologic horses, etc. My first-choice antibiotic in a lot of these cases is EQUISUL-SDT® (Sulfadiazine + Trimethoprim) mainly when dealing with problem foals. I like that it's easy to dose out versus other options I may have. Sulfa tabs have been on the market so long that we are seeing serious resistance issues. I know I've been seeing a lot more resistance issues to the bacteria (mainly *Strep zoo* and *E. coli*) I'm culturing in my transtracheal washes, pneumonia horses, etc. That's allowed me to recommend EQUISUL-SDT more because we just aren't seeing those resistance issues we see in the sulfa tablets. It has been an excellent tool for me, and I really like the ease of dosing (especially in foals) that allows me to be extremely precise."

Dr. Hammer adds, "Every day is a challenge, and I wouldn't have it any other way. Having the experience of my internal medicine residency has allowed me to go beyond the surface level in treating problem horses and lean more heavily on bloodwork profiles and new diagnostic testing procedures that provide answers more quickly and precisely. Although I know I can lean on the years of experience and expertise of the other veterinarians in the practice, I feel like the buck stops with me on problem cases. That additional expertise gives me the confidence to handle the day-to-day issues we see here."

Dr. Beck joined SVE with years of experience handling horses, especially performance athletes. "I always wanted to be a horse trainer," recalls Dr. Beck. "I worked with a rope horse trainer for three years before heading to CSU. While in vet school I worked for a reining horse trainer, however, when I transferred to CSU, I met Dave Frisbie, DVM, PhD, Dipl. ACVS, ACVS-MR and did an internship with Allan Donnell, DVM (OKST '84) at Equine Sports Medicine, Pilot Point, TX. That's where I fell in love with performance horses, lameness issues and ways to enhance and improve performance horses. After vet school and following an internship at Equine Sports Medicine and La Mesa Equine Lameness Center, I started at SVE and mainly worked on lameness and performance medicine. I



Kyle Heaton, DVM,
ACVS-LA, MS



Jake Cox, DVM

bought into the practice seven years ago and have been expanding my knowledge daily – there's no way you can't learn daily with the likes of Drs. Heaton, Sieverts and Rees standing in your corner."

The growth of the clinic has always been the great relationships we've had with other veterinarians in our area," adds Dr. Hammer. "We are well known as a surgery center, and thanks to Kyle Heaton, DVM, ACVS-LA, MS (Wash State '15, '19) our Boarded equine surgeon and Jake Cox, DVM (CSU) our reproductive physiologist, we are growing our reputation as a full-service equine clinic that brings in horses from across the West. It is critical to our continued success that we maintain a high level of equine care and expertise. Having a Boarded surgeon and the expertise we have in internal medicine and reproductive services keeps us in demand as a referral hospital."

The partners say SVE is in a growing trend and has been for the past several years. "Rapid growth makes us watch our business more closely – payroll, work scheduling and constantly reassessing how we keep that small practice feel while growing much bigger," adds Dr. Beck.

"It's a people business and we never want to lose that ability to communicate with our clients and their needs. My dad always told me 'The problem with communication is assuming it happened.' We all work hard to make sure our clients are well informed and understand everything we're doing for their horse. We want them to have buy-in and be part of the process. Clients appreciate communication and honesty. If I tell them another vet in our practice needs to handle their horse because they have the specific expertise needed, they truly appreciate that. Clients

want to know I'm humble enough to ask for advice from others in the clinic or my mentors. It's hard to say, 'I don't know,' but it's always in the horse's best interest to find the person who can solve the issue quickly. The client always likes that level of honesty."

In conclusion, both partners agree, the sky is the limit to how successful the practice can be. "From a strictly medicine standpoint, I would like to see us get more Boarded internists, possibly another boarded surgeon veterinarian into the practice," says Dr. Hammer. "I see this as a move to help us increase the quality of care expected from our clients."

Dr. Beck adds, "Another area we want to look at expanding is setting up veterinarians with equine-specialized vet trucks to attend more of the big horse shows. This is a great way to not only provide a service role to our customers participating in these events, but also allows us to grow our practice with new customers who are looking for that next level of medicine, lameness care, wellness initiatives and breeding assistance. We have some vets who have shown an interest in pursuing this route."

Like the founding vets, the newest partners see expansion coming from well-run and well-staffed satellite locations. "Getting and maintaining excellent new associates requires a life-balance program that fits everyone's needs," concludes Dr. Hammer. "With less than 5% of new vets choosing equine medicine out of vet school and a staggering 50% of those falling out of the practice world in five years, we must stay vigilant in obtaining the best veterinarians on the market. That starts with competitive pay, a work/life balance and clients that believe in your skills and expertise. We focus on improving those keys daily." **a**



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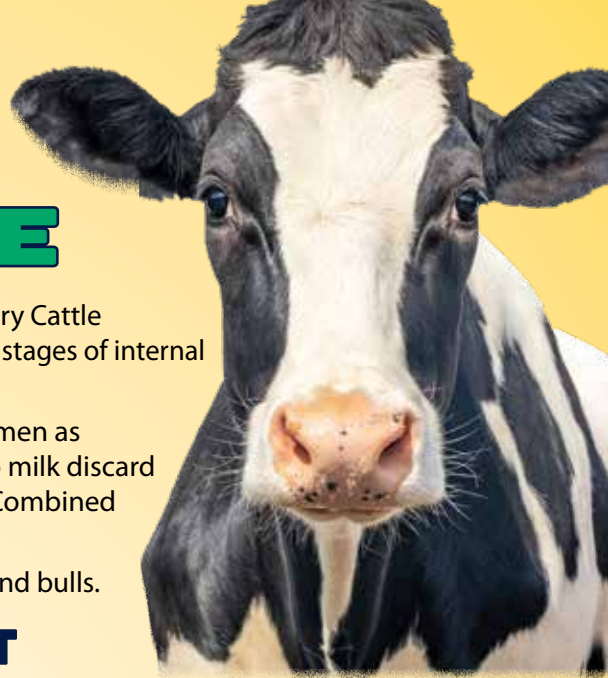
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A=ADULT STAGE L4=LARVAL STAGE

Barbers pole worm <i>Haemonchus placei</i>	A, L4
Brown stomach worm <i>Ostertagia ostertagi</i> (including inhibited L4)	A, L4
Hairworm <i>Trichostrongylus axei</i>	A, L4
Black scour worm <i>Trichostrongylus colubriformis</i>	A, L4
Black scour worm <i>Trichostrongylus longispicularis</i>	A
Small intestinal worm <i>Cooperia oncophora</i>	A, L4
Small intestinal worm <i>Cooperia punctata</i>	A, L4
Small intestinal worm <i>Cooperia surabada</i>	A, L4
Thread-necked intestinal worm <i>Nematodirus helvetianus</i>	A, L4
Nodular worm <i>Oesophagostomum radiatum</i>	A, L4
Hookworm <i>Bunostomum phlebotomum</i>	A, L4
Intestinal threadworm <i>Strongyloides papillosus</i>	A
Whipworm <i>Trichuris spp</i>	A
Lungworm <i>Dictyocaulus viviparus</i>	A, L4

LICE
Biting louse <i>Damalinea bovis</i>
Long-nosed cattle louse <i>Linognathus vituli</i>
Short-nosed cattle louse <i>Haematopinus eurysternus</i>
Small blue louse <i>Solenopotes capillatus</i>
GRUBS (all parasitic stages)
Common cattle grub <i>Hypoderma lineatum</i>
Northern cattle grub <i>Hypoderma bovis</i>
HORN FLIES
Horn flies <i>Haematobia irritans</i>
MANGE
Mange mite <i>Chorioptes bovis</i>
Mange mite <i>Sarcoptes scabiei</i>

¹ Based on Eprinex FOI summaries and label claims.

² Cruthers L, Sloan R. Comparative efficacy of commercial pour-on parasiticides applied to wet cattle. Proceedings, 44th Annual Meeting of the American Association of Veterinary Pathologists, 1999, 29.

EpriGard is a trademark of Aurora Pharmaceutical, Inc.



By: Mike Strobel, DVM, MS,
President/CEO
Aurora Pharmaceutical, Inc.

FINAL THOUGHTS

El Niño and How Aurora Can Help Animals Cope

Several years ago, we had an unprecedented heat wave in the central US. Temperatures exceeded 100 degrees for five consecutive days, and there were many animal deaths. As a result of that event, we went to work at Aurora Pharmaceutical to see if we could develop an inexpensive strategy that animal owners could use to help their animals cope with elevated temperature and stress events. The result was **Balance Stress & Dehydration Aid**.

When looking at the underlying causes of death in animals exposed to significantly elevated environmental temperatures, it became obvious that animals needed a way to deal with the physiologic consequences of elevated core body temperatures due to dangerous heat waves and the elevated respiratory rates needed to eliminate heat in animals that do not sweat like humans.

Balance addresses several of these core issues that contribute to animal deaths. Those include:

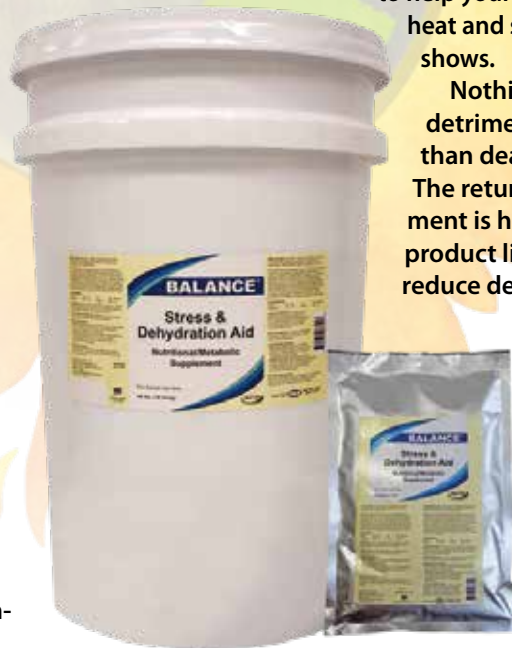
1. Increasing water consumption by over ten percent in controlled studies.
2. Providing tissue and blood PH buffering capacity to reduce metabolic alkalosis and tissue acidosis which reduces respiratory rates.
3. Organic zinc to help maintain the tight junctions in the intestines which helps reduce endotoxin uptake from the gut which can contribute to circulatory collapse, increased core body temperatures and death.
4. Providing essential electrolytes to help maintain proper hydration and reduce the chance of intestinal bacteria dying off with associated endotoxin release and circulatory system collapse.
5. No sugar added which is contraindicated in a high-heat environment.

These actions contribute to significant reductions in mortality based on several controlled studies and confirmed by field experience to date in cattle, swine, and poultry.

Aurora has invested in research to understand and confirm the beneficial effect of **Balance** on production animals and horses. The results show that not only is **Balance** a significant tool to use to counter the effects of heat stress, but also it is a tool to increase production in food animals and reduce aggressive behavior due to reduced systemic endotoxin release in stressed animals. Ask your local Aurora Pharmaceutical sales representative for detailed information on what **Balance** can do for your production system clients both in the heat of summer and year around.

Balance is an inexpensive way to add profitability in swine, beef, dairy and poultry farms and a way to help your horse beat the heat and stress of summer shows.

Nothing is more detrimental to profit than dead animals. The return on investment is high when a product like **Balance** can reduce deaths and help keep animals on feed and water. If you haven't tried **Balance** in your herd, you are missing out on a tremendous production tool. I challenge you to give it a try. **a**



The World Championship Blacksmiths Winter Classic was held at Spy Coast Farm in Lexington, KY, in early 2023 where Aurora Pharmaceutical Regional Sales Manager Mike Duval (center standing) treated the group to lunch. The main group pictured are from the Stable Recovery Program which provides hands-on training and support. Pictured to right of Mike is Spy Coast Farm's resident veterinarian, Dr. Modestly Burleson and seated second from left is Dr. Maria Schnobrich from Rood and Riddle and her Vet Tech, Cara Linse.



For questions about any Aurora product, please call 1-888-215-1256, visit our website www.aurorapharmaceutical.com or email us at info@aurorapharmaceutical.com



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For full prescribing information for EQUISUL-SDT®, Revolt®, Balance, Barrier, SwineMate®, OralPro® or any Aurora product, please see the package inserts on our website, www.aurorapharmaceutical.com

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a measurable or numeric reduction in losses, which we have great historical data on and continue to be metrics we closely track," she notes. "Another goal is to complete routine and frequent veterinarian-focused trainings for our staff and producers. I believe in consistent training and development to achieve continuous improvement for the business."


In conclusion Dr. Glowzenski adds, "The definition of success for me is determined by the ultimate results and achievement of set goals. If you set clear, objective goals, it is easy to track and measure success. Putting more protein in the food chain at a better price point for the consumer, is still my life's goal and ambition. It continues to drive what I do every day."

Dr. Glowzenski's Use of Aurora Products She Thinks are Key to TriOak's Health Success

Barrier® II Wound Care is a topical iodine spray that also contains lidocaine for pain management. "Every pig that is born into the TriOak system is applied Barrier after tail-docking and castration, both for antiseptic purposes and pain mitigation."

SwineMate® is an altrenogest solution that is administered to mature gilts (unbred female pigs) as an estrus synchronization tool. "We use this product in our batch-farrowed system to align gilts with the breeding window. Our batch-farrowed farms only breed sows or gilts every 2 or 4 weeks, depending on the batch cycle, so it is important that we have gilts synchronized to meet this timing."

Balance Stress & Dehydration Aid is a great electrolyte product that we use on newly placed pigs. "Pigs that are health challenged or pigs that have had a long truck ride to our facilities would be started on Balance through the water to get them hydrated and off to a stronger start. Balance mixes well with other products, like antibiotics and ORAL-PRO, so it is a very versatile electrolyte."

ORAL-PRO® Sodium Salicylate is targeted at reducing pain, fever and inflammation. "When used on health-challenged pigs, particularly those who are infected with viruses like influenza or PRRS, where we have limited treatment options, ORAL-PRO is an oral solution to the infection. We routinely use ORAL-PRO and Balance in combination when we start viremic pigs through the water medicator to overcome the fever and inflammation associated with the disease." 

Lauren Glowzenski, MS, DVM

Barrier II® Wound Care, SwineMate®, and ORAL-PRO® Sodium Salicylate are registered trademarks and Balance Stress & Dehydration Aid is a product of Aurora Pharmaceutical, Inc.