Promotions and Appointments
Dr. Galligan for more than a year. He has a ration sheet and feeds each cow individually according to his production. The ration formulated or selected from a bank of proprietary supplements on the basis of limited trace elements in the ration. The spreadsheet allows individual calculations for the various components. "We can determine what kind of hay to feed if soy meal is high in price," said Dr. Galligan. "If soy meal is low in price, then it will make up a greater part of the ration and the farmer can use first-cutting hay which does not have that great a nutrient value. However, if soy meal is expensive, then it is the ration formula and recommend that high quality hay be used. In this kind of ration formulation requires that farmers change their habits. It used to be that hay was fed in reverse order of harvesting, meaning that the last cut hay was fed first. Now, Dr. Galligan recommends that the cuttings be stored separately so the hay can be accurately matched to the other feed ingredients to provide the proper nutrition for the least price. If one kind of fiber is high priced, then another may be selected. Further, Dr. Ferguson and Dr. Galligan have encouraged farmers to buy feed supplements as a group. Shotzberger purchases minerals and other feed ingredients jointly with other producers also enrolled in the Production Medicine Services, obtaining a bulk price. Stoltzfus and his neighbor too combine their orders to get a better purchase price. Stoltzfus has taken an additional step to reduce his feed costs, he has installed a diesel-driven roller mill which allows him to mix and prepare his grain mixes. He estimates that this installation saves him an additional $280 a month.

Dr. Galligan and Ferguson and their colleagues are continually refining the program and the service to reflect the advances in alternative systems and are making calculations as to whether it is advantageous to buy a three months supply, versus a six weeks supply when considering the interest the money could earn in investing the alternative. "If all this sounds a bit farfetched coming from veterinarians, it really is not as the contemporary veterinarian has moved beyond being a mere healer. "We have to look at the total farm picture," said Galligan. "While disease prevention is an important part of herd health, management practices also significantly contribute to the cost. The veterinarian can take a look at the overall picture and then advise the client. By increasing the feed efficiency and advising the farmer about ration formulation we can save him more money than through many traditional veterinary services."

The members of the Center for Animal Health and Productivity have been spreading this word at bovine practitioner’s meetings and now about 1,000 veterinarians use the program to advise their clients. It costs $100, this includes the spreadsheet, a tutorial and a user’s manual as well as a year’s subscription to the University’s on-line bulletin board. Here users find out about updates and improved features of the program.

The program is also an important teaching tool for Penn’s veterinary students, familiarizing them with feed rations and formulation of the most economical ration without sacrificing production yield. And what is in the future? "We will be looking at the futures market to see if feed expenses can be reduced further," said Dr. Galligan. "We are employing economic principles and modelling being used in industry and are applying them to agriculture to help the dairy farmer to remain profitable."

Dr. Galligan is an associate professor in animal health economics and holds an MBA degree from the Wharton School. Dr. Ferguson is an assistant professor in nutrition and is board certified in nutrition and reproduction. The ration formulation program was chosen by Animal Magazine as one of the five best applications of Lotus 123 for 1990. The research to develop the program was funded in part by the Pennsylvania Department of Agriculture.

Welcome
Each July VHUP and the Widener Hospital welcome new residents and interns. The new residents at New Bolton are: Dr. Julie Anderson (surgery), Dr. Tony Mogg (medicine), Dr. Pam Wilkins (medicine), Dr. Saul Terzic (poultry pathology). Dr. Rochen Love has joined the Widener Hospital. As of June 1, Dr. Cameron Fairbairn has been appointed lecturer in cardiology. The new interns at VHUP are: Dr. Lynn E. Babbitt, V'91, Dr. Elizabeth Berger, M'91, Dr. Lori W. Cabell, T'91, Dr. Lillian E. Duda, V'90, Dr. Monika Giorgetti, Zurich '89, Dr. Kirk A. Assinger, V'90, Dr. Richard Jan Haworth, Cambridge '91, Dr. Clare Knowler, Glasgow '91, Dr. Nancy Sander, OH '91, Dr. Elaine J. Tobias, V'91, Dr. Susan Westmoreland, V'91, The new VHUP residents are: Dr. Mark Jamba and Dr. Michelle Sabol-Jones, laboratory animal medicine; Dr. Jean Marie Swingle Gree, W'91, dermatology; Dr. Mary Wikles, V'91, anesthesia; Dr. Michael G. Conzemius, IA '90, orthopedic surgery; Dr. Richard A. Rockar, V'88, soft tissue surgery; Dr. Derek Hughes, Liverpool '90, emergency medicine; Dr. Joan Regan, V'99, radiology; Dr. Jamie Anderson, CA-Davis '89, Dr. Mark Ely, M'91, Dr. Patricia G. Walters, V'90, medicine; Dr. Margaret L. Casals, Zurich '84, medical genetics.

Dr. Ray Boston, formerly at the University of Melbourne, Australia, has joined the Center for Animal Health and Productivity as professor of applied biomathematics. Dr. Daniel Brockman has joined Clinical Studies, Philadelphia, as lecturer in soft tissue surgery. Dr. Andrew Wood from the University of Sydney, Australia, is here as visiting professor of radiology.

Welcome to all!

Promotions and Appointments
Dr. Meryl Littman was promoted to associate professor of medicine; she is chief, Section of Medicine at VHUP. The following were promoted to assistant professors: Dr. Betsy Dayrell-Hart in neurology; Dr. Lesley King in medicine; Dr. Richard Squires in medicine. Dr. Gert Niebauer was reappointed assistant professor in surgery. Dr. Kevin Shanley was reappointed assistant professor in dermatology. Dr. Charles Pugh joined the radiology department in Philadelphia as assistant professor. Dr. Bennett Hershfield was appointed research assistant professor in ophthalmology.

At New Bolton Center, Dr. Eric Fullenweiser was promoted to associate professor of surgery and Dr. David Galligan was promoted to associate professor of animal health economics. Dr. Corinne Sweeney was promoted to associate professor of medicine. The following were promoted to assistant professors: Dr. Sue McDonnell to research assistant professor in reproduction; Dr. Ben Martin to assistant professor of equine sports medicine. Dr. Patricia Sertich to assistant professor of reproduction. Dr. Ray Sweeney to assistant professor of medicine, Dr. Wendy Van to assistant professor of medicine/neonatology.

Dr. Alan Ruggles has been appointed lecturer in surgery and Dr. Kim Olson has been appointed lecturer in anesthesia, and Dr. Jeff Rubin has been appointed lecturer in Field Service and Reproduction. Mary Lou Shea has been appointed Director of Nursing at New Bolton Center.

Animal Models continued from page 5

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