

Practice protocols that maximise health

Tailoring individual solutions to suit different farmer types is just one way that makes Colin Lindsay, 2013 Cream Awards Dairy Vet of the Year, stand out

A heightened awareness of the economics of farming, combined with an innate understanding of the cost benefits he can bring to a farming business help to give Colin Lindsay the edge. The 2013 Cream Awards Dairy Vet of the Year is senior partner at the Capontree Veterinary Centre in Cumbria and brings a significant rapport with his farming clients to the role.

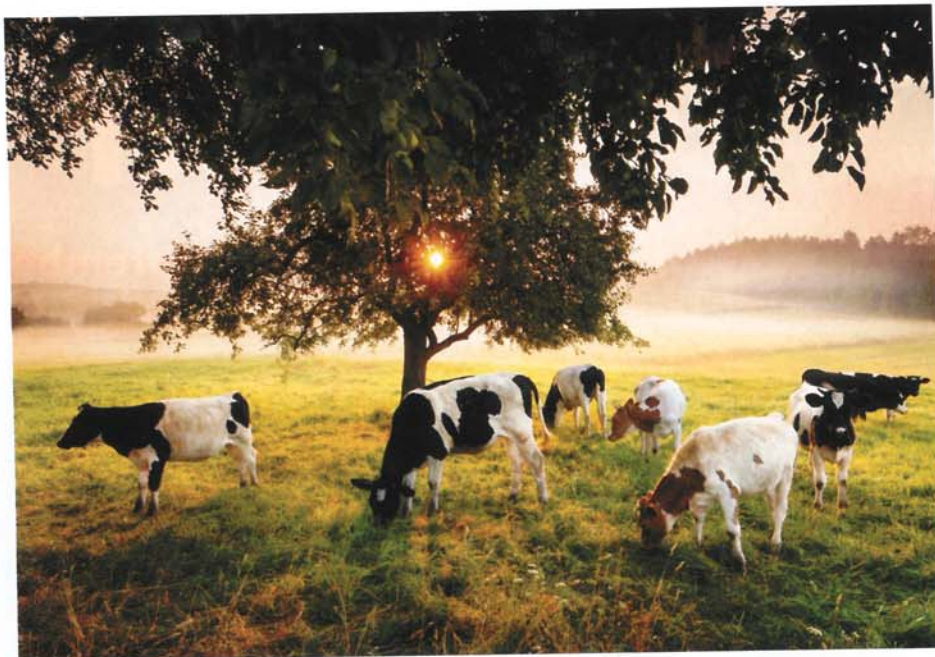
Zoetis area veterinary manager and ruminant pharmaceutical technical consultant Dan Griffiths BVetMed MRCVS, told *Dairy Extra* that Colin Lindsay has consistently demonstrated a strong level of technical expertise and thirst to further his knowledge across a range of disciplines. These include bovine respiratory disease, infectious disease control, dairy fertility and antibiotic resistance.

He added that Colin's 'exceptional personable touch' with the many different farmer types means he is able to tailor an individual solution that they are ready to accept. It means that the farmers are more ready to take up his ideas, concepts and protocols than is so often the case.

And he said that the tailored solution he provides is exemplified by the manufacture of autogenous vaccines unique to a particular farm where conventional therapies have failed. He has also developed protocols within the practice which integrates the wider team and maximises the success of health plans, crucial in combating poor compliance among farmers.

Mr Griffiths explained: "The results are high uptake within the client base, a good example of which is the recent analysis of the practice database which demonstrated that 59% of eligible cattle receive at least one respiratory preventative vaccination. This level of coverage is rarely seen, to the extent that I asked Colin to share some of the secrets to his success to over 70 vets at a local vet event.

"Another area where I believe Colin is leading the way is around antimicrobial resistance. This topic is a real challenge to



"Another area where I believe Colin is leading the way is around antimicrobial resistance"

vets and farmers but is something that Colin has started tackling in the practice.

"Already in place is a traffic light system for the farmers with vets limiting the accessibility of sensitive antimicrobials, something seen in very few practices."

He said that Mr Lindsay is also driving a practice audit to target high antibiotic use for the treatment of mastitis and pneumonia across the client base. This proactive approach to the responsible prescription of animal medicines is an example to the wider dairy veterinary industry.

Colin Lindsay told *Dairy Extra* that he had

settled in the area after a spell working there in 1991. He had given up a trip to Australia because he had 'fallen in love' with the Cumbrians and had become fascinated by the work.

He praised their professional stockmanship and particularly the way they had managed to turn around the situation after the foot-and-mouth outbreak. He said his approach had always been to understand the farm business.

Mr Lindsay added: "One of the key aspects for me is that as vets you concentrate on disease control and strategies, but the next step is to mould that in with the economic reality of a farm because that has a major impact on the decisions you can make.

"As vets we are very focused on disease. You have to look at the impact of some of the disease control suggestions you make on the economics of the farm.

"So by working very closely with clients and understanding their businesses gives you a better chance and you can deliver a better service."

And he paid tribute to 'a great bunch of clients' whom he finds great to work with.