**Introduction to the farm support team from Westpoint Veterinary Group**

At Westpoint we take pride in the range and level of services offered to our clients and the farming community as a whole. Our company ethos is National Strengths, Local Service with this nowhere more evident than in the high level of care and knowledge offered by the team of ten highly trained staff I manage.

Since 2008 our foot trimming and mobility services have grown from one, to a team of five full time trimmers supported by a further three members of staff, both in the office and on farm. All our trimmers have access to specialised hydraulic foot crushes and are National Association of Cattle Foot Trimmers Category 1 qualified, offering a full service on farms from Cornwall to Kent and Scotland. The trimmers are all checked on an annual basis by an independent NACFT assessor and are overseen by a team of vets with further qualifications in lameness and mobility management.

Our mobility management services are available to any dairy or beef farmer. Working closely alongside the farm’s own vet, we see a team approach as vital to getting the best from the investment made in mobility and foot health on farm. We can tailor make a service for the farm with trimming available on an ad-hoc (per head) rate, through to an annual contract where whole herd mobility can be overseen including mobility scoring and foot trimming to fit any farmer’s needs.

A team of five paraprofessionals provide a wide range of other on-farm services: from udder flaming, calf management and freeze branding, through to a range designed to help smallholders and other farms. These trained farm staff work to support both Westpoint vets and external vets in the provision of added healthcare services, which include foot trimming, worming, vaccinating and general management for the small farmer or camelid keeper. We also operate a full cleansing and disinfection service using our own tailor made kit for milking parlours and farm buildings to help maintain the best facilities for the farm.

To support the best level of service for our farmers, we provide a range of products designed to improve animal health and farm performance. With milking liners and rubberware from Milk-Rite, Ecolab teat dips and dairy chemicals, Healthy Hooves foot bathing solutions, various other cow and foot products and most recently Colostryn 3G, a new born calf colostrum milk supplement.

We look forward to both meeting and working with you and your animals over the coming years. Should you have any questions please feel free to give me a call or ask your local Westpoint vet for more details. You will find all our contact details on the back page of this leaflet.

Best wishes

Chris Hulbert, Paraprofessional Services Manager

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**The benefits of good foot health and mobility management**

**What are the benefits of regular foot trimming?**

Lame cows cost time and more importantly money. The average case of lameness costs farmers £180+ from lost milk sales, treatment costs and fertility impacts. Looking beyond simple lameness to solar ulcer and white line damage, the losses can be considerably more, often resulting in premature culling.

Research from DairyCo, comparing the best and worst herds for mobility, shows several pence per litre of production can be both saved or lost due to the causes of lameness.

Regular foot trimming, in conjunction with mobility scoring, has been shown to considerably reduce the incidence of lameness in a dairy herd. Sound cows are mobile cows – meaning they are more likely to walk to eat and drink, show better fertility signs and should produce more milk more efficiently. Sound cows should mean a sound herd, with the target of less than 10% of any herd showing lameness. This can be a positive step for staff and a happier team on farm.

**What are the benefits of mobility scoring?**

Mobility scoring is an essential part of lameness control and herd health planning and it provides an important means of recognising lameness and catching it early on.

Daily observation by competent farm staff, particularly between routine scoring sessions, is still vital in maintaining a sound and healthy herd. Looking for early signs of lameness though can prove important for prompt selection of trimming before true lameness and problems can occur.

Whether lameness is noticed by the farm staff or by an experienced mobility scorer, it is essential that prompt attention is given to any lame cow. Early detection, recognition and treatment of a problem should mean a healthier herd overall – with fewer culls for lameness also a measure of welfare used by many of the retailers to show a higher level of cow care.

Having an independent mobility score undertaken on a herd on a quarterly basis can show dividends in managing losses due to lameness. Many researchers now recommend scoring at least once each month and the best herds look to undertake this process at least every 14 days. The impact of buildings, environment and foot health management can be evaluated by regular mobility scoring.
CattleMobility4life

The last industry-wide review in 2010 estimated the typical UK herd (112 cows with 7,000L sold per annum) loses out on £7,500 per year due to lameness. That is with a modest incidence of 20 lameness treatments per 100 cows per year (less than 2 cows a month for this typical herd). Using current milk and feed prices the cost is now over £8,500 per year or 1.1ppl! 90% of these costs come from reduced yield and fertility performance. If your lameness rate is lower than this 'typical' herd that is great news, otherwise how can you not afford to invest more in improving the mobility and therefore the health efficiency of your herd?

The CattleMobility4life plan has been designed to allow proactive control of lameness and improve mobility of your herd. This is achieved through a structured approach: monitoring, managing and interventions for a known cost. There are different levels of programs available to create a bespoke plan for your unit, plus add-ons are available at a reduced cost to CattleMobility4life members.

The Westpoint mobility team combines vets, foot trimmers and specially trained paraprofessionals, committed to deliver bespoke mobility solutions for the farms we work with. Our foot trimmers are trained to top NACFT standards with recognised qualifications and assessed through annual refresher courses to maintain high standards. Their focus is always on quality trimming over speed or numbers per day.

The CattleMobility4life packages are tailored to the needs of the individual farm. For more information on how to get involved with our CattleMobility4life Programme, please contact your local vet.

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* At least one per year vet review.

Our Services

We offer a range of services that are designed to help farmers save time, save money or improve health and hygiene.

Milk Quality and Parlour Services

- **LINERS**
  Local and national sales with fitting service offered*

- **TEAT END SCORING**
  Helping to assess the risk of clinical mastitis and measure the performance of your milking parlour

- **MILK SAMPLING**
  Helping to analyse both individual cows and bulk milk samples to identify specific problems

- **UDDER SINGEING**
  An effective aid in helping to reduce mastitis and cell counts*

- **PARLOUR CLEANING**
  A complete parlour cleaning service carried out between milkings*

On-Farm Services

- **BOLOUSING**
  Assisting with one of the toughest spring tasks

- **CATTLE WEIGHING**
  From calf weights to Youngstock and pre market weighing for optimum gain*

- **MAGNETING**
  Inserting intraruminal magnets to help reduce hardware disease which can be responsible for up to 5% of deaths in a typical herd

- **FREEZE BRANDING**
  An effective way to make the identification of dairy cattle easier

- **FREEZE BRAND CLIPPING**
  Helping to make cattle identification easier

- **TAIL CLIPPING**
  Help to reduce both mastitis and cell counts by improving the cleanliness of the cow and your milking routine

- **Calf DISBUDDING**
  Removing buds when calves are small saves the hassle and stress of disbudding

- **BLOOD SAMPLING**
  Assessing the health of your stock to provide early indications of any potential health problems

- **FOOT TRIMMING**
  Contract and non-contract work offered to both clients and non-clients professionally carried out by our NACFT fully qualified trimmers

- **MOBILITY SCORING**
  Working in conjunction with our foot trimmers to keep a close check on lameness in your herd

- **CONDITION SCORING**
  Keeping a check on individual and whole herd condition

- **SMALLHOLDER SERVICE**
  A comprehensive package for all sheep, goat and camelid owners from foot trimming, worming and vaccinating, to general upkeep advice

* Only available in certain areas, please phone your local Westpoint practice for further details.
Meet the Paraprofessional Team...

Chris Hulbert, Paraprofessional Services Manager. Mobile: 07921 214845
Chris was born and brought up on a Sussex dairy farm working at home for a large part of his life before moving on to work locally for a number of years until settling on a job with Westpoint. Chris has been integral to the growth of the paraprofessional services team over the past 4 years. He is a registered trimmer with the National Association of Cattle Foot Trimmers (NACFT) Category 3.

Chris is based at our main office in Warnham and is the first point of contact for all enquires relating to both dairy products and paraprofessional services.

The Foot Trimmers

Bevan Estman, Foot Trimmer and Farm Technician. Mobile: 07944 471000
Originally from South Africa, Bevan has spent a number of years in the UK working as a dedicated herdsman whilst training to become a qualified foot trimmer. He is now a vastly experienced member of the National Association of Cattle Foot Trimmers (NACFT) as a Category 1 trimmer. This highest level of expertise marks Bevan out as one of the country’s leading foot trimmers.

David Pinnegar, Foot Trimmer and Farm Technician. Mobile: 07764 806948
David joined Westpoint in 2009 following a successful career as herd manager to some of the South East’s leading herds. He too is a registered Category 1 trimmer with the National Association of Cattle Foot Trimmers (NACFT). David has gained a wealth of experience and knowledge from working closely with clients in all animal handling skills and preventive foot care.

Phil Jones, Foot Trimmer and Farm Technician. Mobile: 07703 676960
Following a 15 year career in large herd dairy management, during which time he gained experience in animal husbandry, handling and cattle mobility along the way, Phil then joined Westpoint in January 2012 as an apprentice foot trimmer and is now a registered NACFT Category 1 foot trimmer.

David Glover, Foot Trimmer and Farm Technician. Mobile: 07900 571798
David was brought up on his family’s mixed stock farm on the Isle of Islay in Scotland, gaining a Certificate in General Agriculture at Oatridge College during that time. He then moved to Wiltshire working in both the arable and dairy sectors before joining Westpoint in January 2012 as an apprentice foot trimmer and has recently gained his NACFT Category 1 status.

The Technicians

Fiona Barrett, Veterinary Technician - South West. Mobile: 07730 763746
Fiona qualified as a Veterinary Nurse in 2008 and has worked locally in mixed veterinary practice for the last 7 years. Fiona joined Westpoint in 2013, transferring from vet nursing to become a Veterinary Technician and work solely with farm animals.

Brett Luxton, Freeze Brander - South West. Mobile: 07889 275937
Brett grew up on a dairy farm and worked there for 10 years before taking a break to pursue a rugby career. Now back in the agricultural industry, his main work is freeze branding within the South West region. Brett has been freeze branding for 3 years and takes pride in providing a clear brand and professional service, using three inch irons with availability of the full alphabet.

Support Staff

Michelle Baker, Office Support for Foot Trimmers. Telephone: 01306 628086
Michelle works out of our Head Office at Warnham in-putting all the daily summaries sent in by our foot trimmers and turning them into quarterly, 6 monthly and yearly reports for both vets and clients alike. She is a point of contact for all enquires with regards to foot trimming, details on pricing, contracts, reports, schedules and diary dates. Michelle can be contacted on the main office number above.

Emma Eastham, Business Extension Officer. Mobile: 07872 033528
Emma graduated in July 2011 from the University of Reading with a BSc in Animal Science. Acting as a link between Westpoint and the farmer, Emma helps to deliver the products and services Westpoint offers along with organising information events, discussion groups and farm walks.

The Foot Trimmers (continued)

Nick Wickett, Foot Trimmer - South West. Mobile: 07792 380648
Born and bred in Cornwall Nick was originally a herdsman for a large part of his working life until undertaking a foot trimming course with Westpoint nearly 3 years ago with the aim to become a NACFT Category 1 foot trimmer. This he achieved and he now works both for us part time and himself based solely in the West Country.