

## CODE OF ETHICS



Dr. Angie Garavet



Dr. Armon Hetzel



Dr. Jacob Carlson



Dr. Jim Heier



Dr. Larry Judge



Dr. Megan Tiffany



Dr. Vicky Lauer

### What is the typical background and experience of an Armor Animal Health Veterinarian?

Armor Animal Health Veterinarians have a wealth of practical experience. Collectively, they've served in varying private practice environments from small, mixed animal practices **to large, dairy or beef exclusive practices**, by way of varying roles; associate vets, relief vets and even veterinary clinic owners, in a variety of locations across the United States and even abroad. It's this extensiveness of experience which makes them well-prepared for the diversity of farms they support as Armor Animal Health Veterinarians and provides a shared knowledge that is unrivaled.

### What is a typical day of an Armor Animal Health veterinarian like?

Armor Animal Health Veterinarians are out **visiting clients on a daily basis**. While on farm, they do an in-depth review of treatment and vaccination protocols, look at records and calculate disease incidence to see if farms are staying within their calculated drug budgets. They work with clients to identify areas of improvement for increasing farm profitability and animal wellbeing; giving producers practical recommendations. Armor Animal Health Veterinarians spend much of their time investigating herd-wide issues and helping address underlying causes.

### Do Armor Animal Health Veterinarians require clients to sign a written agreement for validation of the relationship?

**No, they do not.** There is no legal requirement to do so and quite frankly, with all the regulations producers face, the last thing they need is more paperwork. The truth is after reviewing the documentation released by various industry trade associations, Armor Animal Health has not found any benefit to the producer by signing this document. It may actually have the unintended consequence of limiting choice. If every decision and activity has to go through one specific person, that person could easily end up becoming a chokepoint, limiting options for farms.

Think of it this way. When a person gets sick and visits a doctor, they do not sign an agreement stating only that doctor can diagnose and prescribe treatment for them. The patient retains the right to **seek a second opinion** from another provider of their choice, who may diagnose and prescribe something different. The second doctor does not have to seek the approval of the first to perform their duties. This is how Armor Animal Health believes it should work for farms as well.

However, Armor Animal Health Veterinarians do believe in establishing the **treatment protocols** and **Standard Operating Procedures (SOPs)** the trade associations are promoting as part of these written agreements. This is really where the benefit of the relationship becomes tangible to the producer: helping farms limit drug use by using SOPs and good herd management.

Simply put, the relationship Armor Animal Health Veterinarians have with their clients is far more than a piece of paper.

### What three things do Armor Animal Health veterinarians see in common on successful farms?

**Organization, organization and organization.** The most successful farms are those which are organized. These farms have established SOPs and treatment protocols. Everyone knows their job and what's expected of them daily. The management of these farms are constantly reviewing processes and training their staff. The farms are run consistently, and the variables removed. In these situations, the cows thrive.

# DETECT. DEFEND. DELIVER.

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### Defenders of Choice Since 1982

**As your Defender of Choice, Armor Animal Health not only offers over 8,000 bovine-specific products – a far broader selection than most local sources and national suppliers – we fully support your freedom to choose where to buy prescription products.**

Per the American Veterinary Medical Association (AVMA) Code of Ethics, veterinarians shall honor a client's request for a prescription in lieu of dispensing.

#### Code of Ethics

As stated in the Principles of Veterinary Medical Ethics of the AVMA,

1. Dispensing or prescribing a prescription product requires a valid Veterinarian-Client-Patient Relationship
2. Veterinarians shall honor a client's request for a prescription in lieu of dispensing
3. A veterinarian may not accept payment of any kind, in any form, from any source such as a pharmaceutical company or pharmacist, manufacturer of medical appliances and devices, for prescribing or referring a patient to said source
4. A veterinarian shall, in the provision of appropriate patient care, except in emergencies, be free to choose whom to serve, with whom to associate, and the free environment in which to provide veterinary medical care

The choice of treatments or animal care shall not be influenced by considerations other than the welfare of the patient, needs of the client and the safety of the public.



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