

Mountaineer Animal Clinic, P.C.

All Paul Zancanella ever wanted was to become a veterinarian. In 1972 he received a degree in veterinary science and graduated from Colorado State University in Fort Collins in 1976. He worked during school for various veterinary clinics, and one more year for a clinic in Laramie.

Paul knew he wanted his own business, but for ten years, Paul followed the racing circuit around Wyoming, not meeting his dream.

Finally, in 1978 with no business experience, Paul made the decision to open a clinic and started with



seven staff members. Paul has a big heart and relates well with people. Vicky, his

wife, has a lot of personal skills which help promote the clinic. His clinic is well run by teamwork between his staff. Employees receive an hourly rate and bonuses for their work. Paul has a good idea of what animal owners want from their vet: a good diagnosis and to know what is wrong with their pet. When they get this type of service, people don't mind paying for it. As the business grew, he knew he had to expand the facility. He asked staff members what

they needed in a larger facility with better working conditions. He took their recommendations and plans were drawn up.

When the project started, the Small Business Administration helped out with a guaranteed loan. Their loan officer, Nema Martin, at Wells Fargo Bank, went out of her way to see their SBA loan approved. Their Office Manager, Deniece Tanner, was also a big help in getting them through the loan processing and has been with them 12-13 years.

Paul volunteered for the fair board for 15 years and was chairman for eight of these years, was county commissioner, has been involved in Wyoming High School Rodeo and 4-H, helps with care of horses on the race track in Evanston, helped vaccinate 10's of thousands of wild horses for the Bureau of Land Management and is a member of the chamber of commerce.

Paul has 17 staff members, approximately 8,000 active clients, and is booked just about every 15 minutes. He says this is the best staff he has ever had. Paul knows in the morning when he gets up, he is going to do what he wants to do, be a veterinarian. You can find Paul and Vicky most any day at their clinic, 1801 Yellowstone Rd., Rock Springs, WY, or phone them at (307) 382-6698 or (800) 491-6698.

