

# THE VET ALLERGIST

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## SPECTRUM LABS MOVES TO NEW HOME

To accommodate our continued growth, Spectrum Labs was recently faced with the pleasurable task of moving to our new state of the art facility.

Very few things compare with the thrill and excitement of occupying a brand new custom designed facility. Leaving our home of the last 12 years however was certainly a nostalgic moment, nonetheless the nostalgia soon gave way to reality and the fact that not only would we be more comfortable, but able to far better serve our veterinary clientele.

Rather than attempt to make existing space work, we were able to custom design work areas to suit our needs and those of our clients. From our newly built USDA licensed

allergen extraction facility to our ultra modern laboratory space, our staff look forward to continuing to serve our growing veterinary community both in the United States, as well as in our increasing base of international markets (currently 29 countries).

This relocation would not have been possible without growth and growth certainly would not have happened

without the support of our client base.

We would like to take this opportunity of thanking every one of our loyal clients for your support over the past 12 years, and look forward to being of service to you in the future. Your support alone has helped build **Spectrum Labs into the largest veterinary allergy only facility in the world. THANK YOU.**



## WHY CHOOSE SPECTRUM LABS?

ALLERGY TESTING AND TREATMENT-----

WHY USE SPECTRUM LABS????

My mother once told me if you don't toot your own horn, no one is going to toot it for you. I think she had a point. And I think it is time for us at Spectrum Labs to do a little tooting.

To put it simply, **we have the best allergy**

**testing and treatment program available for veterinarians anywhere on the planet!** Keep reading – even through the technical stuff – and you will know why I say this.

**Success of an allergy testing program is measured by one criterion only - how well the patients' improve.**

1. **Experience and Service:** We started *in vitro* allergy testing and treatment in 1985 out of our laboratory in Arizona. We have continued to learn, listen to you, and improve. **Allergies are not a sideling for us, but our entire focus.** We are bigger today, but we want to give you the same individual care we did back in those



early days. **Serving you promptly, courteously, and correctly are stressed and re-stressed at Spectrum Labs.** That is why you may even hear the company president answering the phone. You see, we have a rule at Spectrum Labs, if the phone rings three times; any free hand must answer it, even our company president.

2. **Allergens and technology:** The allergens and the technology are what makes it all work. By “work” I mean you test, you treat, and the allergic animal improves. **Our SPOT TEST will evaluate an animal’s allergic response to 92 individual, regionalized allergens.** All allergens and treatment sets come from our USDA licensed manufacturing facility. Now consider the following regarding allergy testing technology:

- a. **False Positives and False Negatives:** Griffin and Moriello (1) reported in 1989 that parasite induced IgE could result in false positive results. **To reduce the possibility of false positive results,** at Spectrum Labs all serum samples are treated with an immunosorbant to remove non-allergy related IgE prior to testing. Also, when an animal is exposed to an antigen it will make IgG, as well as IgE. Excess IgG can cause false negative results. Therefore, we use a second immunosorbant to remove IgG and the possibility of false negatives results.

**Our SPOT test uses a combination of the best of the RAST and ELISA methodologies, giving you the most sensitive and specific allergy test available anywhere.**

- b. **Monoclonal vs. Polyclonal antiserum:** Monoclonal antiserum recognizes only one type of IgE molecule (or antigenic determinates on the IgE molecule). Polyclonal antiserum recognizes numerous types of IgE molecules. Since there is more than one type of IgE antibody, doesn’t it make sense to use polyclonal antiserum? We think so. That is why Spectrum Labs uses only polyclonal antiserum. (2) In human allergy testing, monoclonal antiserum is used, BUT, 8 to 12 different monoclonals are mixed for testing.

- c. **The Type of Test:** Our SPOT TEST uses a combination of the best of the RAST and ELISA methodologies, giving you the most sensitive and specific allergy test available anywhere. With the RAST an allergen was covalently bound to a solid matrix. They will not wash off during the test procedure. With the ELISA, allergens adhere (stick) electrostatically to a polystyrene surface. Sounds good! But try to get 92 different proteins to stick in the same manner to a polystyrene surface. It will not happen. (This would be similar to 92 different birds flying over your freshly washed car and pooping on it on a hot summer day. The next day you try to wash it off. Some of the poop will come off easily, while some take a lot of elbow grease to remove.) At Spectrum Labs we use a technology that covalently binds the allergen to the polystyrene surface. When we report out results, you can be sure it is not a false negative because the allergen washed off during the testing procedure.

**Need a Guest Speaker...**

**C.E. Credits...**

**Just interested in hearing more...?**

**LOOK NO FURTHER!**

**We will come to you**

For 12 years Spectrum Labs has been providing Seminars to local groups of veterinarians at **no charge** to the group. The seminar has been very well received and some associations have had us back more than once. If you have **20 or more people** scheduled for an upcoming meeting, call us at **(800) 553-1391** to schedule a **FREE** speaker. We look forward to addressing your group.

- d. **The In-House Screenings:** While this sounds good, the actual useful results obtained are minimal. In almost every case you know if an animal has allergies or not after completing an examination. Too often the in-house screenings are simple a way to generate extra revenue for the vendor, or are a “hook” to get you to spend more than necessary. Why go through the hassle? Our test covers 92 allergens.
- e. **Food Allergy Testing:** Do humans ever develop food allergies? Do dogs, cats, and horses ever develop food allergies? Yes and yes. If an animal has the genetics to develop allergies to pollens, mold spores, or dust mites, then they have the genetics to develop allergies to foods. There can be more than one class of immunoglobulin involved in food allergies. However, there is significant Type I (IgE) involvement to justify an allergen specific IgE test for identifying food sensitivity. A recent study on 1000 animals in Japan has shown a 50% significant reduction in allergy symptoms on diet change alone following food testing. (3) That is why we continue to offer extensive food allergy testing and follow-up diet recommendations to avoid offending foods.

3. **The Bottom Line:** Compare the cost you pay per allergen tested and then compare what you pay for treatment sets and refills. WHY PAY MORE FOR LESS? Our cost for a three vial treatment set that will last 9 months is \$51 your cost including shipping. Something else; treatment sets from Spectrum Labs contain up to 20 allergens, not 10. When formulating a treatment set, the old axiom “if the animal is allergic to it, treat it for that” holds true. Frankly, the reason for putting 10 allergens in a treatment set has more to do with making money rather than anything related to treatment. Including 20 allergens will NOT overload the immune system. A mouse can respond to over 1,000,000 antigens. Remember Landstiner’s work with synthetic antigens? Also, by injecting more allergens we often see a higher response to each allergen than if injected singly.

At Spectrum Labs our goal is to offer you the service so that when you treat an allergic animal, the animal will improve, and to offer that service effectively, cordially, and timely. That is our job, our only job, and we do it well.

1. Griffin and Moriello. First World Congress of Veterinary Dermatology: Dijon, France. 1989.
2. Peng, Simons, and Becker. Am. J. Vet. Res. 54:239, 1993.
3. Spectrum Labs, Inc. unpublished data.

## SPECTRUM LABS INCREASES PRESENCE IN INTERNATIONAL MARKET

Since Spectrum Labs began offering its services through our international affiliate program in 1991, the level of interest from both veterinarians and potential affiliates has steadily grown. Presently Spectrum is represented in 29 countries outside of the United States.

Our current plans call for that number to be approximately 35 by the end of the year and around 50 within 5 years. In order to achieve this goal, as well as to continue to provide the same high level of service to our international veterinarians, we have expanded our infra-



structure to facilitate that portion of our business development.

To that end we are pleased to welcome Robert Cohen to the newly created position of Managing Director of Worldwide Development.

Robert is no stranger to the international arena, having worked for many years in the area of international development for the airline industry. He is somewhat of a prodigal son to Spectrum as well, since he previously worked for the company for several years. We welcome Robert (as well as his frequent flyer miles) back to the fold.

**VISIT US ONLINE AT [www.vetallergy.com](http://www.vetallergy.com)**

## FOOD ALLERGY TESTING - WORTH THE EFFORT OR NOT?

No area of allergy has been more controversial than food and much has been written about the role of IgE in food hypersensitivity. While this topic remains controversial in some circles, most literature now agrees that there is definitely an IgE role in food hypersensitivity. There remains little doubt that the gastrointestinal tract can support all four types of hypersensitivity, however, IgE appears to be involved in most cases. Our experience at Spectrum Labs shows not only this to be true, but further that the IgE involvement is significant enough to justify testing for IgE levels to specific foods as an indicator of food hypersensitivity. This can be backed up by clinical and test data showing the degree of correlation between SPOT food test results and clinical improvement following change of diet based solely on these results.

The role of genetics in predisposition to allergies is also well documented, as is the fact that an individual is just as likely to develop a sensitivity to the protein structure of a food as it is to an inhaled allergen. Perhaps nothing highlights this point better than some of the cross reactions that exist between inhalant and food allergens. The fact remains that an animal that has the genetic predisposition to develop allergies is just as likely to be predisposed to food allergies as they are to inhalant allergens.

There have been studies reported in the literature showing a high degree of false negatives with regard to ELISA tests and food allergies. What is now clear however is that the investigators who reported those studies may have overlooked two significant details. Firstly, the fact

that we now know of the overall high degree of false negative results with standard ELISA techniques. Secondly, there was no clarity as to whether the patients with negative results were in fact suffering from food intolerance rather than food allergy.

A survey amongst a number of our clients indicated an average 10% higher overall success rate in treatment for allergies amongst the group that prescribed dietary changes (based on SPOT results) in addition to hyposensitization as compared to the group that prescribed hyposensitization alone. This makes sense if one considers the importance of threshold in the overall allergy picture. The more allergens that are identified in testing and treated for and/or eliminated, the greater chance one has of bringing an animal below its allergy threshold (the point at which the animal is asymptomatic).

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**As many as 50-60% of the animals in a study improved significantly based on diet changes prescribed by SPOT Test results alone.**

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Perhaps the single largest block of data with regard to the relevance of food allergy testing is the as yet unpublished study carried out recently by Spectrum Labs in Japan. More than 1,000 dogs were tested for the full SPOT package (which includes 24 foods). At the time, hyposensitization was not available as an option for these patients, leaving food elimination as the only means

of treatment. A survey amongst the referring doctors with regard to these patients indicated that as many as 50-60% of these animals showed significant improvement. If hyposensitization was not available, and no other therapy was initiated, how else can one explain the improvement in what seems like a disproportionately high number of animals if not food allergy? **In conclusion, there seems absolutely no doubt as to the role of IgE food testing.**