

The VET ALLERGY Report



Summer 2004



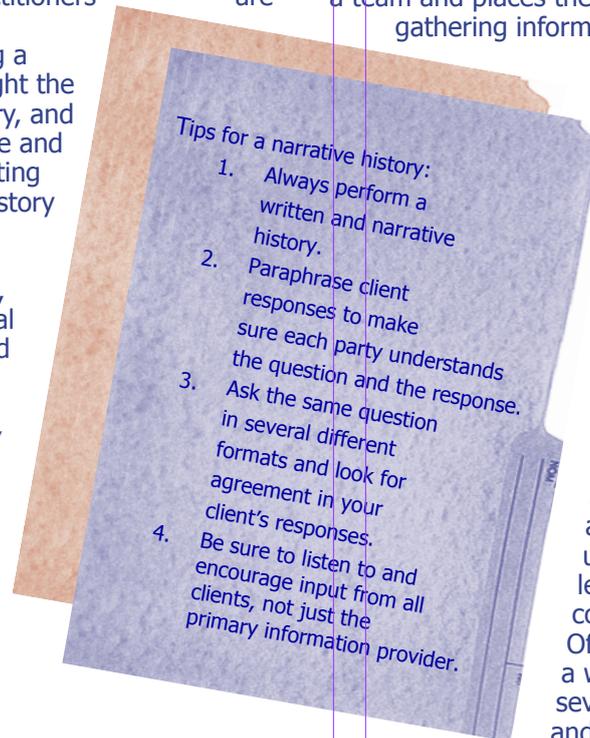
Obtaining an Accurate History

Every veterinary professional knows how important an accurate and complete medical history is in the diagnosis and treatment of animals. While practitioners often taught the importance of taking a history, few are taught the art of taking a history, and the benefits, tangible and intangible, of extracting complete medical history from their clients.

In atopic individuals, patient history is vital to the diagnostic and treatment process. Not only does a complete history aid the practitioner in arriving at a differential diagnosis, but it also establishes the relationship between the veterinarian and client.

Atopic patients will require life-long management. Diagnostic and treatment costs can often be quite expensive. Set-backs in treatment will occur and can be frustrating to the client. A well-planned

patient history assures the client of your thoroughness and professional ability. It also establishes the concept of working as a team and places the responsibility for gathering information onto the client.



Tips for a narrative history:

1. Always perform a written and narrative history.
2. Paraphrase client responses to make sure each party understands the question and the response.
3. Ask the same question in several different formats and look for agreement in your client's responses.
4. Be sure to listen to and encourage input from all clients, not just the primary information provider.

When scheduling appointments for potential atopic patients, have the owners come prepared with a thorough history. If possible, mail, fax or email the patient history form a few days before the client's appointment. This allows the owner a chance to reflect upon their answers leading to more complete responses. Often times, sitting in a waiting room with several other people and animals can be too distracting to your client

to allow for an accurate and complete history. This also prepares the owner for an investigative appointment.

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Treatment Sets

3 days

Now Shipped in 3 days!

The concept of allergy threshold is one of the most important aspects of allergy, yet receives the least attention. It is often even underplayed in importance. The immune system (just like a water bucket) has a finite capacity, no matter whether that be for water or for immunoglobulin. Every allergen to which an individual is exposed results in an increased IgE level, and subsequently an increased number of triggered mast cells. A triggered mast cell is in a sensitized state, such that upon exposure to that/those same allergens again will rupture releasing histamine, bradykinin, SRS etc. and result in a type I allergic reaction.



As a result of Threshold, our philosophy at Spectrum has always been to identify and treat for AS MANY allergens as possible. In the case of a bucket, we are able to visualize its capacity and turn off the water prior to it overflowing. The immune system is not as "visual". We cannot measure each individual's unique threshold level. In some patients testing and treating for a limited number of allergens may prove sufficient. However, studies have shown that for a vast majority of patients, treating for only a limited number of allergens is insufficient to managing the allergy signs.

One such study showed that by testing for only 30 allergens and treating for up to 12 positive allergens, only 40% of subjects showed improvement. When those same subjects were tested using the Ultimate Spot's 92 allergens and treated for all positive reactants, 85-90% showed a successful response to hyposensitization.

From the Desk of the President...

As we come up on our 15th Anniversary at Spectrum Labs, there is a distinct aura of excitement around the halls of our building. It is difficult however to pinpoint the source of excitement to goals accomplished over the last 15 years, or to the outlook for our future as we begin our second 15 years.

We are extremely proud to have attained the position as the premiere provider of allergy testing services worldwide. Our distribution currently encompasses every State of the Union, as well as 29 countries outside of the United States. The number of veterinary clients in the U.S. continues to grow exponentially, as does the number of international distributors. I am very proud to report that we have enjoyed double digit percentage annual growth since our inception, and this year is set to break all records for growth. None of this would have been possible without your loyal patronage and support, and for that I thank each and every one of you from the bottom of my heart. At the same time, no ship can reach it's destination without a dedicated crew, and my gratitude extends to each and every member of the Spectrum Team as well.

The level of growth that we have experienced was certainly not attained by complacency, and our current mission remains as far from complacency as is possible. Our dedicated R & D Team continues to strive to provide you with the most reliable and accurate results possible. This same team that brought you such innovations as the eminently superior SPOT Test technology, serum IgG removal, non-specific IgE removal, markedly increased specificity and sensitivity, to name but a few, are hard at work, as I write this to continue to keep Spectrum at the forefront of in-vitro veterinary allergy diagnostics and treatment.

With the kind of growth that we have experienced, comes the usual (but very pleasant) growing pains. In our case this involved ways of getting results to you in the fastest possible time, with the highest level of accuracy. Clearly this involved significant automation, a journey which was to lead us to some very surprising findings. There was no equipment on the market designed to handle the volume of work being done by Spectrum, while testing for as many allergens as we offer. This led us to assembling a team of very talented robotic engineers with the mission of automating our facility. \$350,000 and 5 instruments later, we are very proud of our brand new state of the art, fully robotic laboratory. I would encourage each and every one of our clients, when visiting our area, to contact us and arrange a tour of both our testing and manufacturing facilities.

Our mission at Spectrum Labs remains simple: To provide you with the highest quality results in the least amount of time, all in a spirit of superlative customer service. In addition we pledge that we will stay at the forefront of technology on your behalf. To that end you can look forward to more great innovations from our marketing team to complement our personalized results booklet, treatment diary and highest quality client support materials.

I look forward to leading Spectrum Labs into our next 15 years and to continue to be of service to each and every one of you.

*Sincerely,
Mervyn Levin, Ph.D.
President.*

Dermatology History

Your appointment is with:

Date: _____ Time: _____
If you need to reschedule, kindly give 24 hours notice.



We know that you are busy and promise to always respect your time. By completing a patient questionnaire prior to your appointment, our staff can ensure that all concerns are addressed.

Please take your time completing this history and answer as completely and as possible. It may be helpful for you to read through the form, observe your pet for hours or days and then complete the form.

Please make note of any questions you may have for our staff.

Thank you.

Pet's Name: _____ Medical Record # _____

Section 1: Chief Complaint

What are we seeing your pet for today?

Section 2: History

Approximate date problem was first noticed?

Where on the body did the problem initially begin?

What did the problem initially look like?

Has the problem gotten worse since it was first noticed? Yes / No If yes, describe

Has the problem ever been seasonal? Yes / No If yes, when is/was the problem

Is the problem still seasonal? Yes / No

Is the problem worse: Indoors / Outdoors / No Difference

Night / Morning / No Difference

Section 3: Medications

List your pet's current medications, including heartworm preventative:

Do you use a flea preventative? Yes / No If yes, list:

What medications have you tried for the current problem? Please list the medication and if it helped the problem.

Spectrum Labs,

 Committed to Complete Allergy Care
 e. By completing this
 e that all of your con-
 ely and accurately as
 e your pet for several
 Record #
 yes, describe how.
 the problem worse?
 tative:
 se list the medica-

Section 4: Bathing/Grooming

How often is your pet bathed per month? Groomed?
 Date last bathed?
 Shampoo(s)/Conditioner(s) used:
 Does bathing help the problem? Yes / No

Section 5: Home Environment

Where does your pet live? Urban / Suburban / Rural
 What % of time does your pet spend indoors outdoors
 Describe your pet's indoor environment, including where your pet likes to sleep (room in house and bedding):
 Describe your pet's outdoor environment (i.e. grassy yard, multiple trees, paved kennel run):

Section 6: Diet

Try to remember everything your pet has eaten in the past 24-48 hours.
 Dry Food:
 Canned Food:
 Treats & Edible Toys
 Table Scraps
 Supplements
 Other
 Have you changed your pet's diet at all in the past 3 months? Yes / No. If yes, what else was fed?

Section 7: Miscellaneous

Are there any other animals in your home? Yes / No
 If yes, please list. Also, note if they suffer the same problems.
 Do any humans in the home suffer from skin problems? Yes / No If yes, please list condition(s):
 Has your pet traveled out of the state recently? Yes / No

Office Use

For a full size version of this questionnaire, please call 1-800-553-1391



September 23-26

Booth #427

SEE YOU THERE

Fax Form to **Spectrum Labs** to Receive a **FREE** full Information and Supplies Package and/or **FedEx** Labels

Veterinarian: _____

Clinic: _____

Address: _____

City: _____ State: _____ Zip: _____

Tel: _____ Fax: _____

Please send me _____ FedEx shipping labels.

From Your Door To Our Lab...



In Record Time

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1. Call 1-800-553-1391 to receive your pre-paid FedEx labels.
2. Schedule a pick-up with FedEx at www.FedEx.com or **1-800-GO-FedEx**. When prompted to say the service you desire, simply say the word "REPRESENTATIVE"
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