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LAUNCH OF NEW
Speed® FARM KITS

Calf diarrhoea
BSRV
Mastitis

Page 7

Summer 2008

Issue No. 11

Reliable Science from Vetlab Supplies

Clinical Chemistry: WET v DRY

Dry chemistry has traditionally been the method of choice for veterinary practices, but now the case for changing to wet chemistry is stronger, especially as workload increases.

Firstly, wet chemistry is no longer so time consuming and complicated as it used to be. Wet chemistry analysers are computer driven and fully automatic with no manual pipetting or timing involved. Secondly, reagents are more stable and being liquid, are much faster and easier to handle than individually packed 'dry' slides. Thirdly, they can run a greater

range of tests and run more than one sample at a time freeing-up operator time significantly. All this makes a modern analyser like our Easytest much easier and faster to use than any dry analyser.

However, the most important benefits of wet chemistry are its greater accuracy and much lower running costs. This is why all laboratories, other than veterinary practices, use wet chemistry. The only downside is the higher capital cost of the analyser although this can be more than covered by the lower

running costs. It all depends on the practice's workload. For example, a Vet-Test user running only two General Health Profiles a day, on average, would completely cover the finance cost of our Easytest assuming the practice sold the profile at the same price. Once the workload increases beyond this threshold the potential increase in profit is enormous.

For further information on our new Easytest Clinical Chemistry Analyser please see page 3.



Haematology

Some vets are very sceptical about accuracy of in-practice haematology analysers and prefer to send samples to an outside laboratory for analysis. This is perfectly understandable because:

a) some analysers are actually inaccurate and unreliable! and b) no in-practice analyser can provide the same information as the examination of a stained blood smear. However, some other analysers are accurate and have a useful role to play in terms of **screening**, especially as most samples will be normal anyway. These analysers are the type that directly count and size cells (e.g. electronic), and have software which allows accurate counting and sizing of blood cells from a variety of species. *(Those analysers which measure the length of cell layers in the buffy coat do not directly count cells and are notoriously unreliable when used for analysing blood from sick animals*)*

Our Celly 70 is an electronic cell counter and an upgraded version of its predecessor CellyVet which has been used successfully in veterinary practice for many years and proved reliable for screening blood from many different species, regardless of clinical condition.

*In-house practice survey 2007

For further information please see page 2.

SPECIAL OFFERS

Easytest Clinical Chemistry Analyser Page 3
EasyVet Na/K Analyser Page 4
Speed Duo FeLV/FIV Page 5

SPECIAL DISCOUNTS FOR NEW PRACTICES AND CHARITIES

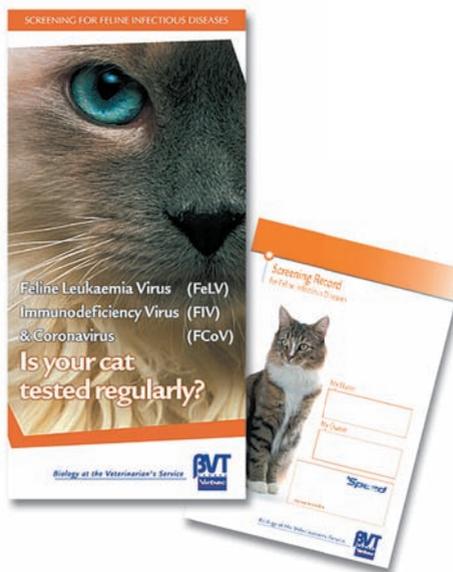
Please telephone us on 01798 874567

FeLV/FIV Testing

In our experience, the vast majority of practices in the UK, surprisingly, perform relatively few tests: only 1 or 2 tests per month.

According to the American Association of Feline Practitioners (www.aafponline.org) "All cats should be tested for infection with FeLV and FIV", and their guidelines explain in detail, why. A recent survey of different manufacturers' test kits⁽¹⁾ shows no significant difference in accuracy compared with the reference method used so there is now a lot more evidence to justify more in-practice testing. In this respect, we have just designed and printed a new range of information leaflets, incorporating the AAFP recommendations and test certificates to support our Speed® Duo. If you are interested in obtaining some for your waiting room/own use, please give us a call.

⁽¹⁾ Hartmann et al, (2007) J.Fel.Med. & Surg. 9, 439-445



For further information on
®Speed Duo FeLV/FIV please see page 5



Introducing the New

Celly 70

Veterinary Haematology Analyser



Celly 70 has been designed as an upgraded version of our previously highly successful CellyVet haematology analyser. Like all our analysers it has been thoroughly tried and tested in practice and is supplied with our total confidence and usual Money Back Guarantee.

FEATURES

- Comprehensive profile including 3 part differential WBC count.
- Accurate and precise - regardless of animal's state of health!
- Veterinary software allows multi-species capability. selected quickly via keyboard.
- Compact, space saving design.
- Low running costs.
- Fast - full profile in only 50 secs!
- Easy to use.
- Separate reagents to avoid waste
- Alpha-numeric keyboard.
- Pentium processor inside PC compatible with 3.5" floppy disc
- Direct data input and result display.
- Stores up to 15,000 sets of results.

For further information please circle No. 1 on the enclosed request form

Introducing The New Easytest

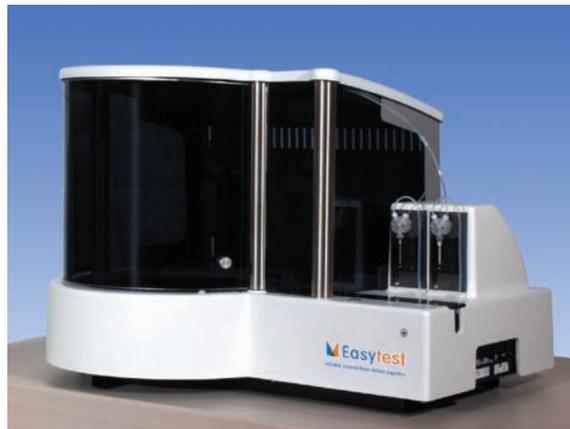
Veterinary Clinical Chemistry Analyser

At last! An affordable, automatic, wet chemistry analyser with dedicated veterinary software which is easier, faster and much cheaper to run than any 'dry' chemistry analyser.

SPECIAL OFFER
Free Easy Vet Na/K analyser included.
See page 4

BENEFITS

- **Huge Savings on Running Costs**
Wet chemistry very cheap to run -
£1 for 6 test P.A. Profile
£2 for 12 test G.H. Profile
- **Fast Results/Operation**
Up to 50 samples run at a time.
Load up, walk away capability
Leave switched on 24/7 - no need to wait to warm up.
Ready to use day or night.
- **Simple to Use**
Custom designed for non-technical staff. Low maintenance. Easy, fast reagent handling.
- **Flexible Operation**
Over 25 different tests available.
Customise your own profiles.
Connects to external computer system.



FEATURES/SUPPORT

- **State of the Art Technology**
Fully automatic, Direct Read, Random Access, Windows software. Unique linear photometer with LED light sources.
- **Stable Reagents**
Liquid reagents stable > 6 months. No waste.
- **Flexible Purchase Schemes**
Buy analyser, service contracts and consumables for cash or lease.
- **Reliability Proven in Practice**
Many installations and reference sites nationwide.
No slide spotting failures with Easytest!!

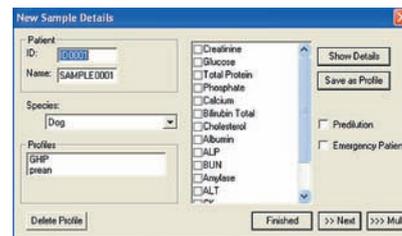
EASYTEST
Is a new, innovative analyser of unique design and not an upgrade of any other analyser!



Unique lid design seals all reagent bottles instantly for fast handling and preservation



All reagents contained in removable carousel for fast, easy loading and storage



Patient and test details entered easily and quickly

VET-TEST USERS: SEE HOW MUCH YOU CAN SAVE!

Comparison of Annual Running Costs EASYTEST v VetTest

Profiles per day	Pre Surgery Profiles*			General Health Profiles*		
	Easytest Cost £1	VetTest Cost £8.63	Easytest Savings	Easytest Cost £2	VetTest Cost £13.24	Easytest Savings
1	£312	£2,693	£2,381	£624	£4,131	£3,507
2	£624	£5,385	£4,761	£1,248	£8,262	£7,014
3	£936	£8,078	£7,142	£1,672	£12,393	£10,521
4	£1,248	£10,770	£9,522	£2,496	£16,524	£14,028
5	£1,560	£13,463	£11,903	£3,120	£20,655	£17,535

The Easytest running cost calculation is a total cost which allows for cost of reagents plus controls and any anticipated wastage.

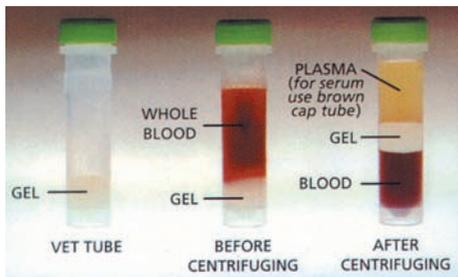
*List price x number of profiles per day x 312 days per year.

For further information please circle no. 2 on enclosed request form.

Vet-Tube[®] Blood Collection/Centrifuge Tubes

General Features

- **Tough, plastic tube**
Ideal for centrifuging and posting samples.
- **Post compliant**
Polypropylene, 3-part tube with leak-proof screw cap.
- **Improves sample quality**
Unique additives enhance accuracy of test.
- **Competitively priced**
Excellent value for money.
- **Unique, Convenient I.D. system**
Colour coded cap and unique Vet I.D. label.
- **Separation gel**
Once centrifuged, layers remain separated. Serum/plasma transfer optional; either leave on or pour off. Prevents glycolysis. No need for FI. Oxalate tube.



Specific Features

- **Vet-Tube S & SG**
Clotting agent for serum.
Available with and without separation gel.
Reduces slide failures with dry chemistry analysers.
- **Vet-Tube P & PG**
Li-Heparin anticoagulant for plasma biochemistry and exotics haematology.
Blood can be centrifuged immediately after collection to allow fast testing on plasma.
- **Vet-Tube E for Haematology**
EDTA anticoagulant in LIQUID form enhances mixing.
Reduces risk of clotting.
Reduces platelet clumping.
Improves differential WBC counting.

Available from your wholesaler

For further information please circle No. 3 on the enclosed request form

EasyVet Sodium Potassium Analyser

The EasyVet combines easy 'Yes/No' prompted operation, with simple maintenance and reliability into one economical design. The 800ml solutions pack minimises the need to change reagents and makes cost per test lower than ever before. Calibration is fully automatic and electrodes are maintenance free. The software computes quality control statistics, flags abnormal results and monitors performance.

Plus EasyVet offers:

- **Very easy to use**
Instantly ready for use, anytime of day, with 'Yes/No' Prompting.
- **Economical**
Uses very little reagent in stand-by mode, inexpensive to buy and run.
- **Fast, accurate results**
Automatic calibration
- **Small, space saving unit**
24cm (w) x 42cm (h) x 20cm (d)
- **800ml solutions pack**
Up to 1200 samples
Reagent pack lasts 5/6 months.
- **One year free warranty**
Free servicing, parts, labour and technical support.

**SPECIAL
OFFER**
Now only
£1,995 + VAT
(offer ends 31.07.08)



For further information please circle no. 4 on the enclosed request form.

SPECIAL OFFER® Speed Duo FeLV/FIV

30% Discount?
I must be Dreaming!

30% DISCOUNT
on all direct orders only
(offer ends 31st July 2008)



Speed Duo FeLV/FIV



Supporting Literature

- Maximum Accuracy**
Gain peace of mind knowing that you are using one of the most accurate products available *.
- Convenient Storage**
Simply store at room temperature. Saves valuable fridge space.
- Instant Use for Fast Results**
No need to wait for the test to get to room temperature. Results available in 10 mins.
- Convenient Pack Size**
Packed in small, easy to store boxes containing 6 or 20 tests.
- Efficient I.D. System**
Owner and test type clearly identified on device.
- New Free Supporting Literature**
Client's Information Leaflet, Test Certificates.
- Long Shelf Life**
No more short-dated stock to worry about. (at least 18 months shelf life). No waste

- Simple Test Procedure**
No special sample preparation. Only 2 simple steps. No need to watch device and 'snap' at a certain time.
- No Waste of Product or Time**
No 'snapping' or crucial timed steps which, if missed or performed incorrectly, can invalidate results.
- Free Laboratory Back-Up**
Free confirmation of result in event of any query.
- Wide Range of Other Kits Available**
e.g. Giardia, Parvo, Coronavirus, Chlamydia

*Hartmann et al./J. Fel.Med. Surg. (2007) 9, 439-445
Further independent studies available on request

For further information please circle No. 5 on the enclosed request form

Order Code	Description	Size	Normal List Price	Special Discount Price
6026	®Speed Duo	6	£ 87.98	£ 61.59
6027-20	®Speed Duo	20	£277.83	£194.49

Leica Microscopes *with 3 year warranty*

Still the best value-for-money microscopes available today!

Designed specifically for the veterinary market, they cope beautifully with the rigours of every day use.

Try one for 7 days in your practice free of charge - you won't want to send it back!

Call us on 01798 874567

Both microscopes feature

- Superior parfocal, upgradeable Leica optics providing crisp, bright images.
- Widefield, high eye-point eyepieces with fold-back rubber eyeguards.
- Automatic focus compensation.
- Long-life tungsten-halogen illumination - low heat output.
- Wide range of accessories including photomicrography & video (CME).
- Unique ergonomic designs offer low user fatigue and high comfort level.
- Rear facing nosepiece and objectives.



**BME
ONLY £483 + VAT**

For further information please circle no.6 on enclosed request form.

FREE starter pack

Spare bulb
Immersion oil
Instruction manual
Dust cover
Lens tissues
Lens cleaner
Slides



**CME
£767 + VAT**

*These 3 items all
available on
7-Day Sale or Return
Phone:
01798 874567*

The Hawksley Vetspin Dual Speed Centrifuge

- ▶ **Dual Speed Function**
Fast - 12,500g for blood
Slow - 2,200g for urine
- ▶ **Automatic Braking System**
Provides a smooth and safe system for bringing the rotor to a halt.
- ▶ **Variable Timer Control**
0 - 15 minutes.
- ▶ **Multi-Combination Rotor**
This innovative rotor accommodates a greater variety of tubes and containers eg:
 - 2ml blood tubes (ie our Vet-Tube P,PG, S or SG)
 - Haematocrit capillaries 75ul
 - Conical bottom microcentrifuge tubes
 - Idexx tubes



£675 + VAT

For further information please circle no. 7 on enclosed request form.

ANNOUNCING THE NEW Speed® FARM Range of rapid Diagnostic TEST KITS

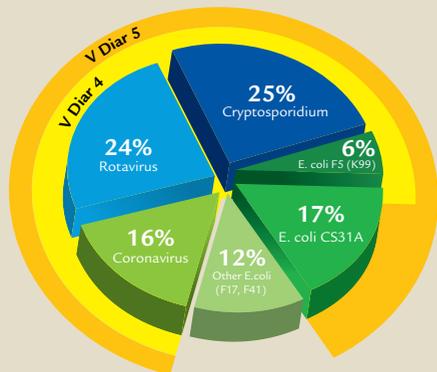
NEONATAL CALF DIARRHOEA

Products: Speed® V-Diar 4 • Speed® V-Diar 5

- Identifies - the main causative agents in only 15 minutes
- Method - Rapid Immunochromatography on a strip
- Agents Detected:
 - Rotavirus
 - Coronavirus
 - Cryptosporidium
 - E.coli K99
 - E.coli C31A (V-Diar5)



- Accurate - Sensitivity 93-95%
Specificity 95-100%
- An essential aid for the efficient management of neonatal diarrhoea providing valuable information regarding:
 - specific treatment
 - prevention and hygiene
 - vaccination programmes



- Fast Results - can be performed at the farm or in practice
- Supports your role as exclusive veterinary adviser

Product information: Speed® V-Diar 4 five sets of strips: Rota, Corona, Cryp, E.coliK99 Cat No. 6071
Speed® V-Diar 5 four sets of strips: as above + E.coli C31A Cat No. 6072
Kits can be stored at room temperature

BOVINE MASTITIS

Product: Speed® MamColor



- Performs identification of causative organisms in 8 different genera (including mycoplasma and yeast) in 48 hours
- Performs sensitivity test against 14 antibacterials and combinations, directly on milk sample (simulates in vivo results) in only 24 hours
- Avoids delays involved sending to outside laboratory
- Therapy can be modified on the second day according to sensitivity result
- Valuable in chronic, persistent cases or a series of cases of mastitis
- More accurate sensitivity results due to direct nature of test

Product information: Speed® Mamcolor
Packs of 5 trays Cat. No. 6043
Kits must be stored at 2-8°C

BOVINE RESPIRATORY DISEASE

Product: Speed® ReSpiVB

- Identifies:- Bovine Respiratory Syncytial Virus antigen in nasal swabs
- Method:- Rapid Immunochromatography on a strip
- Accurate:- Sensitivity 88% Specificity 100%
- Fast results:- Can be performed by the vet in-practice or on farm in less than 30 minutes.



Product Information: Speed® ReSpiVB - packs of 5 Cat. No 6057 or 10 strips Cat No. 6058.
Kits can be stored at room temperature

For further information please circle No. 8 on the enclosed request form

Speed® Giardia

Clinical Background

Giardia is a protozoan capable of infecting humans as well as various animal species such as bovine, feline and canine. *Giardia duodenalis* exists in two different morphological forms: as an asexual intestinal growth form called a 'trophozoite' and an encystment form called an 'oocyst'.



Giardia oocyst

Clinical signs depend on the degree of infestation and age of the animal. Typically, there is intermittent or chronic diarrhoea associated

with weight loss/malabsorption. Faeces may be faded in colour and show steatorrhoea or blood. A malabsorption syndrome is often noted even though appetite is preserved or increased. Occasionally, polyuria polydipsia may be present. The prevalence of Giardia can be quite high especially in young animals showing signs. In dogs, rates range from 6.5% to 33% and in cats, between 4% and 14%. Healthy carriers exist as a potential source of infection.

Laboratory Diagnosis

Speed® Giardia is a rapid, qualitative test for Giardia oocyst antigen in faeces based on an immunochromatographic method on a strip with results available after 10 minutes.

Speed® Giardia is supplied in 5 test packs which can be stored at room temperature.

For further information please circle No. 9 on the enclosed request form

Speed® Corona Canis

Clinical Background

Canine Coronavirus (CCV) is a highly contagious virus causing diarrhoea of varying severity but often acute. When associated with Canine Parvovirus a synergistic effect can be manifested with mortality rates reaching 80% or more. Infection with CCV may also result in a maldigestion-malabsorption syndrome and growth retardation. Laboratory diagnosis is indicated in cases of diarrhoea occurring in a group or kennel situation, progressing rapidly with high morbidity.



Laboratory Diagnosis

Speed® Corona Canis is used in the same way as Speed® Parvo, with a diluted faeces sample being placed on a slide. Results are available in 10 minutes.

Other tests: Speed® Coronacat, Speed® Distemper, Ovulation® Test Kit

For further information please circle No. 10 on the enclosed request form

Speed® Parvo

Clinical Background

Canine Parvovirus (CPV) causes enteritis in susceptible dogs, especially puppies between 6 and 13 weeks old when serum levels of maternal antibody drop. The risk of mortality is very high (up to 50%). Clinical signs are fever, vomiting and haemorrhagic diarrhoea in puppies and milder signs in older dogs. The virus is shed in faeces 2-3 days post-infection and can remain infectious within the environment for up to 12 months.

Laboratory Diagnosis

The major advantage of Speed® Parvo is that the test can be run rapidly on fresh faeces. Virus excretion lasts only a few days due to a rapid increase in antibody. Testing of a fresh sample for antigen is imperative due to the risk of virus neutralisation by antibody in-vitro (e.g during transport to a laboratory).

Speed® Parvo is a rapid, qualitative test for the presence of CPV antigen in faeces based on an immunochromatographic method on a slide with results available in 10 minutes. Speed® Parvo is supplied in 5 test packs which can be stored at room temperature.

For further information please circle No. 11 on the enclosed request form

Ovulation® Test

Ovulation® Test is a unique, easy to use, semi-quantitative ELISA test on a membrane for estimating the level of progesterone in serum or plasma. The sample reagents are added to a single membrane unit at timed intervals and the intensity of the resulting colour compared with a standard colour chart supplied.

It's main use is to determine the ovulation period and therefore, the best time to inseminate or mate.

Ovulation® Test can be used on samples from the bitch, queen, cow or mare.

Ovulation® Test results show a 93.5% agreement with R.I.A methods for progesterone.

Also available from your Wholesaler



For further information please circle No. 12 on the enclosed request form

Other Diagnostic Test Kits

Speed Duo FeLV/FIV

Speed Chlam

Speed Corona Cat

Speed Ehrli

Speed Leish

Speed Diro

Speed ReSpiVB

Speed Mam Color

Speed V-Diar 4