



**Product list and
Allergy Management
Best practices**





ABOUT EUROVETS

EUROVETS IS YOUR COMPLETE VETERINARY SUPPLY & SUPPORT SOLUTION

Eurovets, established in 2001 has become the Middle East's foremost supplier of some of the world's best known veterinary products to veterinary clinics throughout the UAE.

We represent leading multi-national brands in nutrition, veterinary equipment, medicines and consumables for companion, equine and production animals. In addition to the traditional wholesaling, Eurovets provides warehousing, distribution, marketing and sales resources in order to support the product in the region.

We also offer a host of value-added services such as maintenance and support for all equipment supplied; service-based offerings such as allergy testing; even end-to-end IT solutions for clinics.

Eurovets supports Continued Professional Development, imparting knowledge of the latest developments in the field to veterinary professionals through high-powered seminars.

We pride ourselves on our professional approach and offer vet specialized product advice where required.

In conclusion our mission is to not only deliver excellent products but to be committed to deliver exceptional customer service to all veterinary clinics and pet retailers in the region.

Eurovets YOUR headquarters for veterinary supply and support and a proud distributor of the Nextmune brand.



Nextmune is the market leader in allergen-specific immunotherapy for over 30 years, in over 70 countries worldwide. They have accumulated a wealth of experience and knowledge in the field of diagnostics and treatment of allergies.

Nextmune is the first company to take a holistic approach to allergy – prevention, diagnostics and treatment. Taking a holistic approach is a prerequisite for superior allergy relief. Nextmune is proudly distributed by Eurovets, in the UAE.

Proud partner of veterinarians, pet parents and horse owners for over 30 years.

Important Information about Allergy Testing and Treatment with Nextmune

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WHAT'S THE VALUE OF PROVIDING ALLERGY TESTING AND TREATMENT IN YOUR PRACTICE?

Top 10 Reasons Pets Visit Vets

According to VPI (Veterinary Pet Insurance)

Top 10 Canine Claims	Top 10 Feline Claims
1. Skin allergies	1. Bladder/urinary tract problems
2. Ear infections	2. Periodontitis/Dental disease
3. Non-cancerous skin mass	3. Chronic kidney disease
4. Skin infection	4. Excessive thyroid hormone
5. Arthritis	5. Vomiting, Upset stomach
6. Vomiting, Upset stomach	6. Diabetes
7. Intestinal inflammation/diarrhea	7. Diarrhea/Intestinal upset
8. Periodontitis/Dental disease	8. Lymphoma
9. Bladder/urinary tract problems	9. Upper respiratory virus
10. Soft tissue trauma (bruise or contusion)	10. Skin allergies

For Dogs:

Allergies not only top the list but can be responsible/account for up to 4 of these causes above (ear infections, skin infections, vomiting, diarrhea). *By not offering actual allergy solutions, (not suppression therapies) you are potentially turning away as much of 50% of the business/cases that walk in your door.*

For Cats:

Allergies are not as great of an issue in the feline world, but they are still an issue, nonetheless. Allergies can also account for, or be linked to, 4 other issues common in cats and visits to the vet (thyroid, vomiting, diarrhea, and upper respiratory issues). If your focus is on providing the best care possible, it may be a great advantage to offer allergy testing as a way to really address what is going on, and its causes.

Allergy testing with NEXTMUNE does not mean you will never refer to a veterinary dermatologist again, but it does allow you to keep about 80% of your dermatology cases in house.

WHAT TO ADDRESS/RULE OUT BEFORE ALLERGY TESTING

Before conducting allergy testing we want to complete a full dermatological work up to address one or more of the following:

- Scabies / Parasite Infections
- Malassezia / Yeast Infections
- Bacterial Infections
- Endocrinology disease (Cortisol test)
- Thyroid disease (T4/T5 test).

*Nextmune now offers Thyroid testing in conjunction with the allergy panel as long as there is a large enough sample. If you have questions regarding this, please contact us.

WHAT & WHEN IS TESTING APPROPRIATE?

- Patient is 2 years of age or older
- 3 primary features are present:
 - o Pruritus
 - o Facial and/or digital involvement
 - o Hardening/crusting of sores
 - o Chronically relapsing dermatitis
 - o Individual or family history
 - o Breed predisposition
- 3 secondary features are present:
 - o Onset of signs before 3 years of age
 - o Generalized dry skin
 - o Superficial staphylococcal infection
 - o Cutaneous Malassezia infection
 - o Bilateral external otitis
 - o Facial erythema

Additional Tips:

- If seasonal component exists, ideal to test at the end of offending/most symptomatic season; ideal to treat i.e. build tolerance during off season (not always possible).
- Weaning off of steroids/antihistamines is not necessary for testing but ideal for treatment
- T4 and T5 panels can be run thru Nextmune in conjunction with allergy testing

WHAT ALLERGY SYMPTOMS LOOK LIKE FOR ANIMALS:

Canine	Feline	Equine
<p><i>Mostly skin related</i></p> <ul style="list-style-type: none"> • Skin irritation • Itching/scratching • Face licking/chewing • Hair loss • Rash • Skin infections 	<p><i>Skin and some respiratory</i></p> <ul style="list-style-type: none"> • Excessive grooming • Hair loss • Feline acne/granulomas • Respiratory: sneezing, asthma, nasal discharge • Watery eyes • Gastritis • Vomiting/diarrhea 	<p><i>Can be both skin and respiratory</i></p> <ul style="list-style-type: none"> • Urticaria • Itching • Skin related problems • Head shaking/sneezing • COPD/labored breathing • Respiratory/heaves • Hair loss

WHAT CAN ANIMALS REACT TO?

Animals can be allergic to the same things that cause humans to suffer. These can be pollens like what we find in the air, or proteins that are found in foods.

- Weeds
- Trees
- Grasses
- Indoor Allergens
- Food
- Insects
- Molds

WHAT ALLERGENS SHOULD I TEST FOR AND WHY?

Regionally Specific Inhalant Panel:

The regional panel includes the weeds, trees and grasses that are not only most prone to induce allergic reactions but also those that are most common in your region. Keeping in mind that allergens can travel hundreds of miles, there may be allergens that you don't recognize or aren't included that you feel should be. This could be because they haven't been deemed a "significant" allergen or are not wind pollinated.

Food Panel:

Food allergy is the most likely cause of allergy symptoms in pets less than 1 year of age. The food panel is made up of the 24 most commercially available petfood ingredients for dogs and cats. This means that Nextmune is constantly updating our list to reflect what is being manufactured right now. The diet is the easiest thing to control and can have significant benefits when addressed along side allergy treatment. By pairing these two facets of allergy treatment together, we get a success rate as high as 90%.

Indoor Allergens Panel:

The indoor allergens panel reflects what is found in an indoor home environment. These include things like carpet, furniture upholstery, pillows, and house dust.

Mold Allergens: *(Included in the regional panel)*

Mold allergens can be found just about anywhere and produce airborne spores. Their growth is stimulated by warmth and increases in humidity. They tend to therefore be most prevalent during the hot, humid months.

Insect Allergens: *(Included in the regional panel)*

The insect panel includes cockroach, mosquito and house fly. We also offer flea allergen as a "special" order and it is included in the SPOT Platinum 91 allergen package.

Nextmune's SPOT Platinum Panel:

One of the things that make Nextmune's SPOT Platinum Panel unique is that we routinely test for 91 allergens (small animal) or 86 allergens (large animal). This is the industry's most comprehensive standard panel in the industry. We do this because we want to help you create a "one-and-done" approach to your patients who suffer, not ask you to retest them every year, or every other year. We find that by partnering a comprehensive test with a comprehensive treatment, we not only get success rates as high as 90% but we also create a long-term solution for effective allergy management.

As always if there are allergens that you wish to add that aren't currently found in your panel, you can add them for a nominal fee. Please contact us for details.

EQUINE ALLERGIES 101:

Symptoms:

See page 5 under “What Allergy Symptoms Look Like for Animals.”

Allergen Panels:

Regionally Specific Inhalant Panel:

The regional panel includes the weeds, trees and grasses that are not only most prone to induce allergic reactions but also those that are most common in your region. Keeping in mind that allergens can travel hundreds of miles, there may be allergens that you don't recognize or aren't included that you feel should be. This could be because they haven't been deemed a “significant” allergen or are not wind pollinated.

Food Panel:

The food panel is made up of the 12 most common horse feed ingredients. Diet is the easiest thing to control and can have significant benefits when addressed alongside allergy treatment. By pairing these two facets of allergy treatment together, we get a success rate as high as 90%. If you order the Equine SPOT Platinum Panel we also test for corn, oat, wheat and barley pollen that are airborne, so it is possible to have a horse

Mold Allergens: *(Included in the regional panel)*

Mold allergens can be found just about anywhere and produce airborne spores. Their growth is stimulated by warmth and increases in humidity. They tend to therefore be most prevalent during the hot, humid months.

Biting Insect Allergens:

The insect panel includes Cockroach, Culicoides, Mosquito, Stable Fly, Deer Fly, Horse Fly, and Fire Ant. This is a great “add-on” panel but alone may not test for enough potentially offending allergens to successfully get patients under management long-term.

Allergy Treatment:

See page 11 under headings “When is Treatment Appropriate?” and “How Effective is Treatment”, as well as page 12 under heading “What Does Nextmune Consider a Success?”.





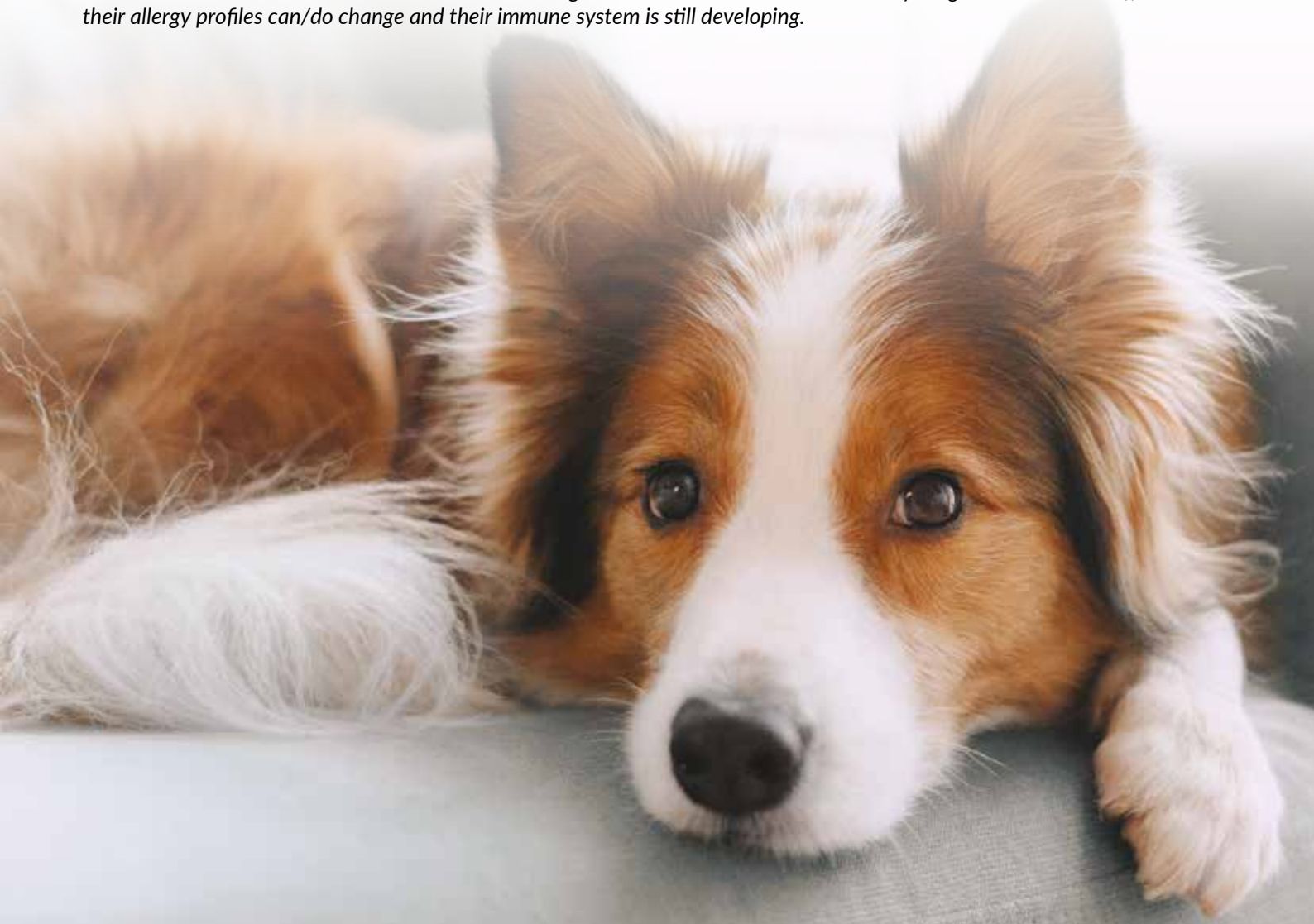
Have a show or performance horse?

Don't worry! Our treatment will not affect their ability to qualify for upcoming competitions.

WHO IS AN IDEAL CANDIDATE FOR ALLERGY TESTING AND TREATMENT?

- Patient is 2 years of age or older
- 3 primary features are present:
 - o Pruritus
 - o Facial and/or digital involvement
 - o Hardening/crusting of sores
 - o Chronically relapsing dermatitis
 - o Individual or family history
 - o Breed predisposition
- 3 secondary features are present:
 - o Onset of signs before 3 years of age
 - o Generalized dry skin
 - o Superficial staphylococcal infection
 - o Cutaneous Malassezia infection
 - o Bilateral external otitis
 - o Facial erythema

If you have a patient who is under 1 year of age and already presenting with allergy-like symptoms and you have ruled out other possible culprits, we suggest testing for food allergies. We suggest this because food is the only thing they have been exposed to long enough to create a sensitivity to. If you were to run a full allergy panel, you would see reactions however it could be maternal antibodies. Those change over time and treatment on such young animals can be difficult as their allergy profiles can/do change and their immune system is still developing.



WHY SERUM ALLERGY TESTING?

- Numeric value rather than visual confirmation
- No steroid/antihistamine withdrawal for testing
- Non-invasive
- Simple blood draw
- Correlates well with skin testing
- Saves time
- Cost effective
- Places allergy treatment in the hands of practitioner & minimizes referrals
- Increases practice profitability while enhancing patient care
- Provides a quick assessment of food hypersensitivity

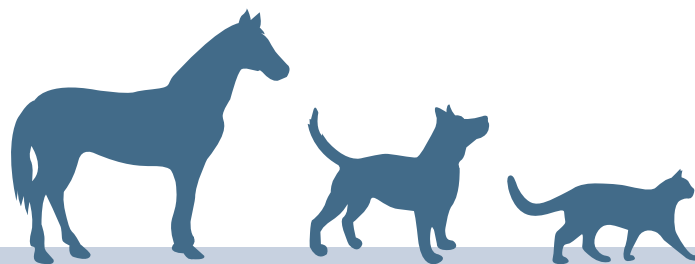
WHY NEXTMUNE?

- Increased services/care to existing client base
- Test for more-including foods; lower price
- List of approved foods provided.
- Two different options for treatment: injections & drops
- Unique compliance tools provided to pet parent
- Same technology used by Veterinary Dermatologist
- Retest can be done after 5 years after first test

HOW TO SUBMIT A SAMPLE:

The allergy testing done via Nextmune's SPOT test is steroid independent meaning it is NOT necessary to wean patient off steroids, antihistamines or cyclosporine for testing purposes. Once the blood has been spun down to serum, please pour into the Nextmune approved plastic tubes. (Please note: if you do not have the plastic tubes, a red top or tiger top will suffice but please request more tubes so we can ensure you have everything you need.)

- 3 - 5 ml of serum
- Absolute minimum - 1.5 ml.
- Order & History Form



Nextmune is committed to getting patients on the road to long-term allergy relief.

WHAT OUR ALLERGY RESULTS TELL YOU?

Allergy testing provides a snapshot of the immune system as it relates to the offending allergens. Any results scoring over 100 ARU's are considered significant allergens and therefore should be avoided, or if it is not possible to avoid, treated for (no food allergens). Not only do we fax/email the results as soon as they are ready, we also send a 24-page custom allergy profile booklet to you, for your pet parent. In the booklet, not only do we color code where all the reactions appear, we also provide you with:

- A list of foods free from offending allergens (see page 10 for more info on "Food Allergies and Serum Testing")
- A general overview on:
 - o Allergies
 - o Types of allergens
 - o Source guide as to where the allergens are found in the environment
 - o Allergy questionnaire
 - o Guide to "allergy proofing" your home

Our approach to treatment:

Nextmune recommends to treat for all allergens patient reactions, either by allergy injections or oral drops. We find that treating for/or accommodating, all reactions creates a long-term allergy solution with reduced likelihood of retesting. We can fit up to 24 allergens in a single treatment set, or can also follow AAAI guidelines for allergy injections upon request.

FOOD ALLERGIES AND SERUM TESTING

There are two main ways to identify food allergies: food elimination diets (which have a failure rate of over 90%) or a serum blood test that measures the presence of IgE. Elimination diets greatly restrict the foods a patient can consume to a minimum number of protein sources, and then slowly reintroduce omitted proteins to see if clinical signs reappear. This process usually takes 6-8 weeks and is more based on the trial & error methodology.

Serum testing challenges the patient's serum against the 24 most commercially available pet food ingredients. We also have a database of allergens that can be added on upon request at a nominal fee. Please contact us for details.

WHEN IS TREATMENT APPROPRIATE?

If dietary adjustment isn't enough to reduce a patient's symptoms OR if the patient has a large number of reactions (18+) it is beneficial to start treatment as soon as possible. If there is a time of year when a patient's symptoms are worse than others, it is always best to test at the end of the offending season. This allows us to ensure ample exposure to the largest number of potentially problematic allergens. Please indicate on the Patient History Form that seasonal allergies seem to be an issue for the patient, if applicable. If you proceed with allergy treatment, it will also be necessary to maintain the allergen year-round, not just during the offending season.

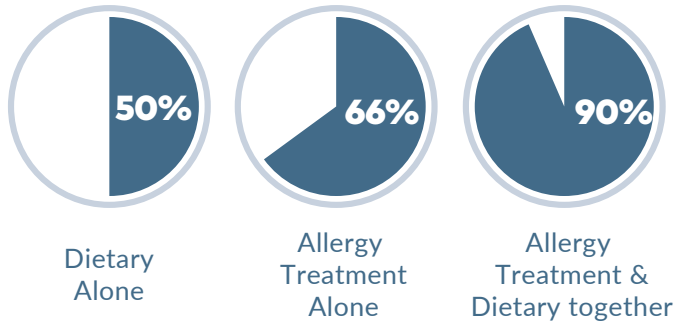
Allergies are a lifelong problem, therefore the best way to ensure long-term success is to encourage the pet parent to maintain the tolerated levels as long as possible. **If you stop allergy treatment at any time, you run the risk that we need to re-establish tolerance by starting over completely.**

Concerned your patient may be over stimulated by the allergy injections? We have a Technical Services Department that are here to help you review and determine the best next steps for each of your patients that seem to continue to suffer. We can also help you with patients who are reaching the end of Vial C (the red topped vial) in the initial treatment set, and pet parents feel the allergens are not helping. It is necessary, when reviewing these cases, to provide us with the following information: date of last dosage, dosage amount, color of vial, symptoms and how soon post injection the symptoms occur. Symptoms can also occur in between dosages.

HOW EFFECTIVE IS TREATMENT?

The efficacy of treatment depends on several factors: including the number of allergens treated for versus the number of total reactions, pet parent compliance, and the proper storage of allergen.

Common Success Rates are as follows:



WHAT DOES NEXTMUNE CONSIDER A SUCCESS?

At Nextmune, our goal is to give patient's back their quality of life and reduce or eliminate their dependence on steroids or other anti-inflammatory drugs. We determine a success when both veterinarian and pet parent can look at their pet and know that is better.

Oftentimes when we can't say the patient is better, and it is in fact suffering from allergies, we are able to work with the Veterinarian and pet parent to adjust or monitor patient protocol to determine where the ideal maintenance dosage should be.

ALLERGY DROPS VERSUS INJECTIONS?

A pet parent's honest feedback is the best tool to determine which treatment methodology will meet both parent and patient needs. The pros and cons of each methodology are listed below:

About Allergy Drops

Allergy drops are the latest in hyposensitization delivery method, perfect for pet owners who prefer a needle free option or pets who have had issues tolerating allergy injections in the past.

PROS

- Simple administration between cheek and gums
- Needle Free

CONS

- Requires daily administration
- No food or drink 10 minutes before or after giving drops

About Allergy Injections

Allergy injections have been used in both humans and veterinary medicine for decades with great success.

PROS

- History of proven success
- Build up once a month injections

CONS

- Uses needles
- Require extract to be at room temperature

ALLERGY TREATMENT SCHEDULE: INJECTIONS

	Dose	Day	Interval (Days)
Vial A Green	0.1 ml	1	0
	0.2 ml	3	2
	0.4 ml	5	2
	0.6 ml	7	2
	0.8 ml	9	2
	1.0 ml	11	2
	1.0 ml	13	2
	1.0 ml	15	5
	1.0 ml	20	5
	Dose	Day	Interval (Days)
Vial B Blue	0.1 ml	25	5
	0.2 ml	30	5
	0.4 ml	36	6
	0.6 ml	42	6
	0.8 ml	48	10
	1.0 ml	58	10
	1.0 ml	68	10
	1.0 ml	78	10
	1.0 ml	88	10
	Dose	Day	Interval (Days)
Vial C Red	0.3 ml	98	14
	0.5 ml	112	21
	0.5 ml	133	30
	0.6 ml	163	30
	0.8 ml	193	30
	1.0 ml	223	30
	1.0 ml	255	30
1.0 ml	283	30	

CALL YOUR VET TO ORDER MAINTENANCE

Injections starts at a two-day interval and works up to a once per month injection.

NEXTMUNE provides the pet parent with the opportunity

Concerned a patient may be over stimulated by the allergy injections? Contact us to assist you.

ALLERGY TREATMENT SCHEDULE: DROPS

Sublingual allergy drops are a great solution for pet parents who prefer a needle free option and/or have pets that have had issues tolerating allergy injections in the past. Proper and consistent administration is the key to success with allergy drops. This method requires daily administration and no food or drink 10 minutes before or after the drops. The dosage amount is based on a patient's weight: under 22lbs=2 drops, over 22lbs=3 drops.

Each vial contains 300 drops, therefore treatment lasts 150 days for a patient receiving 2 drops, and 100 days for a patient receiving 3 drops.

Allergy drops take a minimum of 3-5 months before we see the full benefits, they are going to provide the patient and should be maintained year round, even for seasonally allergic patients.

REASONS FOR POOR ALLERGY TREATMENT RESPONSE:

- Older animals generally give a poor immune response
- Poor owner compliance with hyposensitization regimen
- Undetected allergens in animals' environment
- Suppressed immune system
- *If a complete dermatological work up was not done, it could be endocrine or thyroid rather than allergy*

TOOLS/SUPPORT

Successful allergy management requires a multifaceted approach, because no two allergy cases are the same or have the same needs. Here at Nextmune we provide pet parents with links to online videos that give them insights as to the advantages of this form of testing/treatment, what to do if the pet has an increase in symptoms or symptoms reappear while on treatment, what to do if they miss an injection, along with various other scenarios that may inhibit the pet from achieving the maximum benefits.

Technical Support

We provide you and your veterinary staff with a multitude of online tools and resources (see below) as well as technical support should a client contact you with any question or issues during treatment. With over 26 years of experience, we have encountered just about every scenario imaginable. We do not want any clinic to feel isolated in deciding on any adjustments should they be necessary. While an increase in symptoms is rare, we are here to support you every step of the way. If a patient is experiencing an increase in symptoms, please have the following information ready when contacting us:

- date of last injection
- vial color
- dosage amount
- symptoms
- how soon after injection, symptoms occurred

Social Media

Follow Eurovets socials to see various Nextmune end-user posts and articles.



TESTING

With new technology employing a powerful reagent the results are even more specific as alternate antibodies are reduced to almost negligible levels. This allows for unmatched testing, and ultimately treatment, for pet allergies.

Eurovets Code	Size	Type	Usage
E003790	Single Panel	Spot Platinum Test	91 Allergens
E004016	Single Panel	Food Panel	24 Allergens
E001385	Single Panel	Indoor Panel	Indoor, Insect & Mite Allergens
E001384	Single Panel	Individual Allergen	Individual Allergen

TREATMENT SETS - Subcutaneous Allergy Injections

Once the initial injection protocol is completed, it is necessary to maintain the pet's increased tolerance to allergens. After an initial dosage, maintenance injections are administered monthly and each set lasts approximately 8 months.

Eurovets Code	Size	Type	Usage
E003696	Single Set	Single Initial Set	up to 24 Allergens
E003697	Single Set	Double Initial Set	over 25 Allergens
E003694	Single Set	Single Maintenance Set	Refill Set
E003695	Single Set	Double Maintenance Set	Refill Set

TREATMENT SETS - Sublingual Allergy Drops

Easy to administer oral allergy drops dispensed in spray bottles for daily treatment that last up to 3-4 months.

Eurovets Code	Size	Type	Usage
E003692	Single Set	Single Sublingual Set	up to 24 Allergens
E003693	Single Set	Double Sublingual Set	over 25 Allergens



WHY EUROVETS?



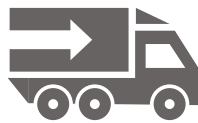
IMPORTER

Source and import the highest quality products to meet the needs of veterinary, equine and camel markets across the GCC region.



SEMINARS AND CPD EVENTS

Continuing professional development (CPD) seminars and events deliver relevant, practical knowledge for veterinarians and healthcare professionals.



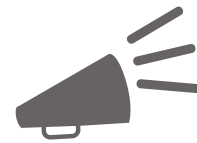
LOGISTICS, FLEET AND DISTRIBUTION

Temperature-controlled vehicle fleet and state-of-the-art inventory management system.



FACILITIES

Fully certified, Temperature-controlled warehouses.



BRAND MANAGEMENT & MARKETING

Digital & traditional marketing support for the brands and products we represent.



AFTERMARKET SOFTWARE AND SUPPORT

In-house technical field support team provides onsite installation, staff training, equipment maintenance and software updates.

Eurovets YOUR complete veterinary Supply and Support SOLUTION.



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CONTACT US:

Tel: +971 4 434 2436

Whatsapp: +971 58 170 1736

E-mail: orders@eurovetworld.com

Address: Warehouse A6, Dubai Science Park, Dubailand,
Al Barsha South, Dubai, United Arab Emirates

For online orders visit:
eurovets.ae



eurovetworld.com