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March Digital Issue 2019

TVC

Digital magazine

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From the Floor Up

Stockton Veterinary Hospital is building a loyal customer base with the right patient mindset and product base





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Protecting TVC's Value

Keeping it confidential

By Allison Morris, President of TVC

Non-Disclosure Agreements (NDAs) are critical to protecting TVC's value to its Co-op Owners. Breaking an NDA hurts not only the clinic, but it weakens TVC as a whole. It also has legal implications for you as you may be injuring the financial interest of all of the other Co-op Owners/stockholders by releasing confidential information.

For instance, say that TVC makes a deal with Vendor A for lab services. However, a Co-op Owner who recently joined TVC uses another lab service from Vendor B. The new TVC Co-op Owner sees the great pricing being offered by Vendor A, and feels like it would be advantageous to go to Vendor B, show them the pricing, and see if they can get a better deal from Vendor B, or threaten to switch to the TVC vendor.

The problem is, more than price matching has just happened in that exchange.

If the TVC Co-op Owner tries to price match, and the TVC Vendor finds out, the vendor is going to come back and question why they should give TVC the pricing they did. TVC is risking the loss of vendor partners, and thus the financing advantages of a Co-op.

We try and tell Co-op Owners that if they prefer a non-TVC Vendor, that's fine, but they can't use the pricing gained by the TVC Vendor to negotiate with the other vendor.

By honoring the NDA, you're protecting not just the price, rebate or service, but you're protecting the value gained from being in the Co-op. You're protecting other Co-op Owners as well.

And as an Owner of TVC, every clinic has a level of responsibility to help protect what they own for themselves and all of their fellow TVC co-owners. We must all take the NDA seriously to protect what we have worked hard to offer for TVC Owners, or we will risk losing our power in the industry to help you.

There are also ways that a TVC Co-op Owner may accidentally provide confidential information. It should be obvious that any email from TVC or any PDF, video, etc., on the Owner's portion of the website is confidential and should not be shared outside your practice. In addition, if you share your current data from your practice management system with the prices you are paying, that is an NDA violation. In the past, if a salesperson asked you for this information so they could compare pricing and provide you with competitive pricing information, that would have been okay. Now that you are part of the Cooperative, if the pricing includes TVC vendor pricing, you are breaking the NDA.

If you have any questions about NDAs, don't hesitate to contact us. We're here to help you get the most out of your contracts.

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Also, don't miss out on the monthly CE Live Online webinars
brought to you by TVC vendor partners! Check out upcoming
webinars at www.tvc.coop/to/events



NEWS

This Month at the Veterinary Cooperative

TVC News

Spring has finally sprung for many of us (one can always hope), and with it comes the inevitable parasite parade of fleas, ticks, heartworms and other pests. Keep your patients safe and protected with a wide array of products from our vendor partners, many at attractive savings now. Check them out in the Promotions section, and of course on the TVC Members-Only website!

Vendor News

ProVetLogic has recently introduced “Dirty Dog” Triple Action Peroxide Powered laundry detergent. This triple action formula has a stain remover, cleaning and brightening power, and a natural deodorizer. Plus, it’s safe for both pets *and* the environment.

You may have heard about an alarming spike in the number of peanut and tree nut allergies among school age children nowadays. Did you know that some peanut butter may also pose a threat to dogs? Our vendor partner [ASPCA Pet Health Insurance](#) wants to remind everyone: “We all know how much dogs love peanut butter. However, some brands use xylitol, a sweetener that’s harmful to pups. March is Pet Poison Prevention Month, so the [ASPCA Pet Health Insurance](#) program wants to provide you with a Peanut Butter Danger Infographic. Hang it in your waiting room or exam room to remind clients to check the peanut butter label and prevent a mishap. [Download the infographic today!](#)”

TVC University Live CE Webinars



[Register](#)

Leptospirosis: Considerations in Disease Etiology, Diagnosis and Treatment April 9 | 9 AM & 1 PM (CST)

Join **Merck Animal Health** with speaker Dr. Christopher A. Lee, DVM, MPH at the April CE Live Online webinar, for a 1-hour RACE-approved presentation. Attendees will earn **1 CE credit**.

Abstract: TBA



[Register](#)

Alfaxalone: An Update in the Advancement of Injectable Anesthesia May 14 | 9 AM & 1 PM (CST)

Join **Jurox Animal Health** with speaker Dr. Elizabeth Martinez at the May CE Live Online webinar, for a 1-hour RACE-approved presentation. Attendees will earn **1 CE credit** and be entered in a drawing to win an **Anti-Fatigue Mat** for your surgery suite. There will be a lucky winner in both the AM & PM sessions!

Conferences



[Register](#)

TVC Central: 2019 Chicago Vet Show

May 13 - 16 | Chicago, IL

Chicagoland Veterinary Conference is a great place to expand your knowledge and grow your network. TVC will be sponsoring a fantastic lineup of speakers and lecture topics you won't want to miss. **TVC Co-op Owners can receive 10 percent off of their registration with promo code: TVC2019.**

[Click here](#) for more information on the conference.

Hope to see you at this great event!



[Register](#)

TVC East: 2019 TVC CE Conference & Trade Show

September 22 | Atlanta, GA

Free CE with TVC!

Join TVC and TVC Vendor partners at our annual Free one-day CE Conference and Trade Show in Atlanta, GA. We will be offering a variety of RACE-approved lectures sponsored by TVC vendor partners, each worth 1 CE credit. There will also be trade show giveaways and a mini Treasure Hunt. The show is FREE to TVC Co-op Owners!

Trade Show: TVC is expecting about 25 of our vendor partners to participate in the TVC East Trade Show. In between lectures you will have time to learn more about TVC offerings, rebates, and discount programs, as well as talk directly to our vendor partners about their products and programs that can help you practice better medicine and increase your profitability. Also, take part in the mini Treasure Hunt and enter raffles to win great giveaways!

We hope you'll join us at this great event!

Bayer: March Promo: Switch to Advantage Multi! Purchase 6-pack Advantage Multi (Mix and Match) for a tiered Consumer Rebate! Tier 1: Up to \$200 in Consumer Rebates; Tier 2: Up to \$450 in Consumer Rebates! [Click here for details.](#)

Boehringer Ingelheim: The 1st 200 practices to order 40 cartons (mix and match) of NexGard, HeartGard, CentraGard, or FrontLine Gold will get **17,500 PurrrchasePoints™**! And all who purchase on promo get extended terms through May 20! Offer valid through March 29, 2019. [Click here for details.](#)

Ceva: There's still time to take advantage of Ceva's Q1 Buy X, Get X FREE promos on Vectra, Pheromone, Catego, Clenz-a-dent, and Derma-3 products! [Click here for details.](#)

First Veterinary Supply: Earn an additional 3-15 percent in rebates and 20-50 percent in savings from TVC vendors! [Click here for details.](#)

Hill's: Q1 PurrrchasePoints™ Promo: Grow your Hill's online sales over last year and earn TVC PurrrchasePoints™! Hill's will award 5 PurrrchasePoints™ for every \$10 in Hill's online sales through your vet-sponsored online solution, including our partner Vetsource or Hill's to Home. Through March 31, 2019. [Click here for details.](#)

Human Interest: 401(k) plans tailored for the small business market. They have waived their \$499 set up fee exclusively for TVC owners. [Click here for details.](#)

Jurox: New Alfaxan Multidose can be used for 28 days after broaching! Buy 10, Get 2 FREE! Must not have ordered Alfaxan in the past 12 months to qualify for the promo. Promotional orders must be placed directly through Jurox. Call 1-844-253-2926 to take advantage of this offer.

Merck: Feb. 1 - April 30, 2019: Tri-Heart Plus Spring Promo: Buy 5 Cartons, Get 2 Cartons FREE! [Click here for details.](#)

PetLink (Datamars): Current User Special: Buy 50 PetLink SLIM chips, Receive 10 FREE! March 1 – April 30, 2019. [Click here for details.](#)

Provecta: Earn FREE YETI gifts! Purchase 4 cases of Provecta Advanced for Dogs between January 28 – April 15, 2019 and receive 4 YETI Ramblers and a Bonus YETI Cooler! Mix and Match; 1 invoice. [Click here for details.](#)

Purina: Exclusive TVC Calming Care Promo: There's still time to enter to win a \$100 Amazon gift card by placing a Calming Care order through Vetsource's ScriptRight e-Prescribing tool! [Click here for details.](#)

RapidBac Vet: Exclusively for TVC owners: Get a free sample and 25 percent off the only rapid test for the detection of Gram-negative and Gram-positive bacteria in urine in both cats and dogs! Through March 31, 2019. [Click here for details.](#)

Securos Surgical: Buy 1 Instrument Pack, Receive a 10 percent Discount and Get 2 FREE Boxes of Visipro Suture March 1 – May 31, 2019. [Click here for details.](#)

Stratford Rx: Exclusive TVC Offer: Get up to \$50 in Stratford products FREE! New customers or current customers with new SKUs only. Limit one offer per clinic through March 31, 2019. Email Shannon@stratfordrx.com and mention TVC \$50 FREE offer in the "Comments" box, or call 1-877-498-2002 Ext. 242.

VetOne: January 14 – April 30, 2019: VetriJec Needle and Syringe Program: Mix and Match and get credits on your MWI Animal Health account! [Click here for details.](#)

Vetoquinol: Buy 9, Get 3 FREE! pHnotix rebalancing ear cleaner for cats and dogs through March 31, 2019. [Click here for details.](#)

Vetoquinol: Buy \$1750 of Vetprofen, get a free pair of BLOXR X-ray gloves. Valid on purchases January 1 – March 31, 2019. [Click here for details.](#)

Vetsource: For every Purina Calming Care order placed through Vetsource's ScriptRight ePrescribing tool you can enter to win 1 of 6 \$100 Amazon gift cards through March 31, 2019! [Click here for details.](#)

Wedgewood: Turn to Wedgewood for backordered or hard-to-find medications like Pimobendan 10mg Quad tabs 100ct. \$64. [Click here for details.](#)

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Dr. Charlie Read-Kydd

From the Floor Up

Stockton Veterinary Hospital is building a loyal customer base with the right patient mindset and product base

Managing the human-animal bond in a veterinary hospital setting can be tricky for practitioners.

“There is a duplicity in veterinary medicine,” says Angus Kydd, hospital director for New Jersey-based Stockton Veterinary Hospital, a TVC Co-op Owner. “You have to medically manage animals, and psychologically manage the human component.”

That’s why Stockton Veterinary Hospital’s doctors – Charlotte Read-Kydd, BVSc, MRCVS, and Julia C. Coughlin, DVM – are very intentional in the way they approach the animals, and humans.

“Dr. Charlie and Dr. Julia have a complete lack of ego in their interactions,” says Kydd. “When they meet new clients and patients, they start on the floor with the animals, and then graduate to meeting the human.”

People relish that the human comes second on the initial visit, Kydd says. “They love that the doctor gets on the floor and is on a level playing field with the pet. The animals are much more relaxed and enjoy coming here.” Indeed, the staff mirrors that approach. “The whole staff spends a lot of time on the floor with the animals,” Kydd says. “Everyone wants to get involved.”

Kydd says that along with the nuts of bolts of managing a business and running a veterinary hospital, Stockton Vet also put a lot of thought into the client/patient experience. Appointment times are prioritized. They don’t stack the waiting room full of animals.

Building a practice

Stockton Veterinary Hospital opened in June 2017. A lot of planning went into the opening. The Kydds spent many nights and weekends mapping out details, such as the potential traffic flow of the veterinary hospital, to procedures, to working on a floorplan once a facility was acquired. Stockton Veterinary Hospital is a passion project of Dr. Charlie. Angus Kydd left a career in aviation to work as the hospital’s director.

Kydd says that along with the nuts of bolts of managing a business and running a veterinary hospital, Stockton Vet also put a lot of thought into the client/patient experience. Appointment times are prioritized. They don't stack the waiting room full of animals. They strive for a "serene environment," Kydd says.

Another piece to the process has been **Boehringer Ingelheim's** Preferred Recommendation program. Kydd says Stockton Vet's **BI** rep, Jeannine Whiton, was instrumental in showing them how the program works, "and how it allows us to streamline our finances,



Dr. Julia Coughlin

different things – to the economic detriment of the hospital," he says.

Among the **BI** portfolio, Kydd says he likes how NexGuard is introduced to new clients, with information on the product available in puppy kits. "You're not necessarily giving the product to the pet on the first visit, but you're making the product known to the pet owner, and it initiates the conversation between doctor and client that it's an important component of the pet's health."

Stockton Vet's veterinarians and staff can then revisit the flea and tick preventive conversation on an annual basis. "We encourage clients to screen annually. It's a great opportunity to refresh and discuss the prevalence of fleas and ticks, as well as the diseases associated with them. NexGuard remains relevant from a proactive strategy."

Stockton Vet tries to make sure its clients stick with preventives year round. "You really thread the needle between advocating medical relevancy, and not just trying to sell them something," says Kydd. "It's important to make the distinction that this is something we advocate for the health of the animal. It's one of the most important recommendations that we can make."

and present our clients with a product that the doctors feel confident with."

Kydd says his job as hospital director is to know which products the veterinarians feel they can stand behind. "As a young hospital, I felt it made sense to provide a comprehensive line of one company's products, rather than diluting ourselves by acquiring a lot of different products and offering a lot of

Judging by its growth in a relatively short period of time, the message is resonating with pet owners in the area. "We're very blessed to have experienced growth which surpassed what we had thought might be a reality," Kydd says. "Again, I think it's because of a different approach to our client base. I see these doctors every day bring something that creates a special connection for pets and people." ■



Stockton Vet Hospital

Editor's note: If you found this article interesting and want to learn about having a preferred recommendation for your products in order to practice the best medicine and also benefit your profitability, watch our webinar. Register here: tvc.coop/to/marchwebinar

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[†]With a minimum purchase of \$3,000 in products from Vetsource through your Home Delivery service.



CAPC Launches Monthly Top 10 Cities Heartworm Report

New monthly report alerts pet parents, veterinarians and pet-related service providers about metro areas with highest percentage increase in positive heartworm tests

The Companion Animal Parasite Council (CAPC) – the nation’s leading source on parasitic diseases that threaten the health of pets and people – issued the CAPC Top 10 Cities Heartworm Report reflecting positive heartworm test results from the last 30 to 45 days. In its mission to continuously monitor and report emerging threats to companion animals, CAPC recently launched its new monthly report initiative to alert pet parents, veterinarians, and pet-related service providers about U.S. metropolitan areas experiencing the highest percent increases in positive heartworm tests in dogs and cats.

“What the new [CAPC Top 10 Cities Heartworm Report](#) demonstrates is that heartworm disease – transmitted by mosquitoes – is a national threat to pets who are increasingly vulnerable to this debilitating and potentially fatal illness in most communities across the country,” said Dr. Michael Yabsley, CAPC board member and professor in the Department of Population Health, College of Veterinary Medicine and Warnell School of Forestry and Natural Resources at the University of Georgia. “It takes just one heartworm-infected dog in an area to become a reservoir of infection, increasing the number of infected mosquitoes and ultimately spreading the heartworm parasite to unprotected dogs and cats. This

is why CAPC recommends monthly heartworm protection and annual testing for both heartworm antigens and microfilariae –regardless of where pets live or travel.”

During January 2019, these 10 U.S. cities had the highest percentage increase in positive heartworm tests:

1. Cincinnati, Ohio
2. Stockton, California
3. Amarillo, Texas
4. San Diego, California
5. Lexington-Fayette, Kentucky
6. Springfield, Massachusetts
7. Fort Collins, Colorado
8. Newark, New Jersey
9. Spokane, Washington
10. Seattle, Washington

Pets in cities on January’s CAPC Top 10 Cities Heartworm Report may have been exposed locally or travel-related exposure may have been a contributing factor to the increase in positive tests. Other factors include transporting of shelter dogs, pet owner compliance in administering monthly heartworm preventatives, changing weather patterns and mosquito microclimates.

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Nationally, prevalence rates for heartworm have risen each of the last five years and are now up 20 percent from 2013 levels, according to CAPC. “Many pet owners mistakenly think their dog or cat isn’t at risk for heartworm because they don’t live in what has been historically considered a heartworm ‘endemic’ region of the country. This is no longer the case,” said Dr. Cassan Pulaski, DVM, MPH, CAPC board member and [Merck](#) Resident in Veterinary Parasitology, School of Veterinary Medicine at Louisiana State University. “While southern regions of the country

Heartworm disease has likely become more widespread in the U.S. due, in part, to pet owners who are increasingly traveling with their pets – exposing them to varying, unpredictable temperatures and heartworm-positive dogs. According to a 2017-18 American Pet Products Association survey, 37 percent of pet owners are traveling with their pets every year – up from 19 percent a decade ago. And a recent TripAdvisor survey indicates travel with pets is expected to rise 49 percent.

have historically been associated with heartworm, we now know pets all over the country are potentially at risk for heartworm disease throughout the year.”

Just one heartworm-infected dog increases heartworm risk

When a mosquito bites an infected dog, it transfers the microscopic heartworm parasite (larvae) to the next dog or cat it bites. It only takes one heartworm-infected dog to substantially increase the number of infected mosquitos that can transmit heartworm parasites. This was clearly demonstrated in a [study](#) published in the *Journal of Medical Entomology* which found over 73 percent of mosquitoes collected inside the kennel of just one heartworm-infected dog, demonstrating that “a single heartworm-positive dog potentially increases infection pressure on susceptible animals sharing mosquito exposure.”

Mosquito microclimates

Regardless of where you live, the risk for heartworm is ever-present due, in large part, to mosquito microclimates.

“No matter the temperature, mosquitoes can thrive in sewers, stormwater drains, crawl spaces, alleys and other warm spaces where they survive and feed through winter months,” said Craig Prior, a veterinarian and former owner of VCA Murphy Road Animal Hospital in Nashville, Tennessee, and past president of the CAPC board of directors. “There can be two feet of snow on the streets, but between high-rise buildings, it may be 50 degrees and wet – a perfect environment for mosquitos to breed.”

Increasing travel with pets

Heartworm disease has likely become more widespread in the U.S. due, in part, to pet owners who are increasingly traveling with their pets – exposing them to varying, unpredictable temperatures and heartworm-positive dogs. According to a 2017-18 American Pet Products Association survey, 37 percent of pet owners are traveling with their pets every year – up from

19 percent a decade ago. And a recent TripAdvisor survey indicates travel with pets is expected to rise 49 percent.

Transporting rescue dogs

Another reason heartworm disease has become more widespread in the U.S. is likely due to increased transportation of rescue dogs from regions with higher heartworm prevalence to areas where the disease was previously uncommon. Due to financial and time constraints of rescue and shelter groups – particularly during natural disasters – many animals are not protected, have missed a monthly dose or have not been tested or treated for heartworm.

While CAPC supports efforts to find every rescue dog a home, pet owners need to understand that imported dogs may be unwittingly infected with heartworms and become a reservoir of infection in their communities.

In 2017, for example, more than 31,000 rescue dogs were transported from southern U.S. states to Colorado where they’re considered to have a higher likelihood of being adopted.

“In an increasingly mobile society, pets are vulnerable to heartworm disease in every community,” Prior added.



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“The neighbor next door may have adopted a new rescue dog and, despite good intentions, hasn’t yet had it tested for heartworms. Meanwhile, it may be heartworm positive, posing a high risk of exposure to your pet.”

Not worth the risk

“Most people consider their pets as family members and wouldn’t knowingly expose them to infection with a potentially fatal disease that can ultimately compromise the length and quality of their lives. Yet millions who fail to protect their pets every month from heartworm infection are doing just that,” Prior added. “The risk just isn’t worth it. Heartworm preventatives are affordable, safe and effective. This is why CAPC recommends all pets, no matter where they live, be tested annually and placed on heartworm preventatives 12 months of the year.”

In addition to the cities in CAPC Top 10 Heartworm Report, many other communities also are experiencing increases in heartworm prevalence. To help pet parents and veterinarians monitor heartworm prevalence in their community, CAPC provides a monthly, county-by-county Heartworm disease forecast (<https://petdiseasealerts.org/>).

“It’s our hope that the monthly CAPC Top 10 Cities Heartworm Report – along with our 30-day [Parasite Forecast Maps](#) – will prompt important conversations between pet owners and their veterinarians about heartworm protection,” said Dr. Chris Carpenter, DVM and CAPC’s Chief Executive Officer. “The increasing prevalence of heartworm disease across the U.S. is why CAPC recommends year-round heartworm preventatives and annual testing for all dogs and cats – no matter where they live or travel.” ■

ABOUT CAPC

The Companion Animal Parasite Council (www.capcvet.org) is an independent not-for-profit foundation comprised of parasitologists, veterinarians, medical, public health and other professionals that provides information for the optimal control of internal and external parasites that threaten the health of pets and people. Formed in 2002, the [CAPC](#) works to help veterinary professionals and pet owners develop the best practices in parasite management that protect pets from parasitic infections and reduce the risk of zoonotic parasite transmission.



CORAXIS™
(moxidectin)
Topical Solution for Dogs

BRIEF SUMMARY:
Before using Coraxis™, please consult the product insert, a summary of which follows:

WARNING

- **DO NOT ADMINISTER THIS PRODUCT ORALLY**
 - For the first 30 minutes after application ensure that dogs cannot lick the product from application sites on themselves or other treated animals.
 - Children should not come in contact with application sites for two (2) hours after application.
- (See Contraindications, Warnings, Human Warnings, and Adverse Reactions, for more information)

CAUTION:

Federal (U.S.A.) Law restricts this drug to use by or on the order of a licensed veterinarian.

INDICATIONS:

CORAXIS is indicated for the prevention of heartworm disease caused by *Dirofilaria immitis*. CORAXIS is also indicated for the treatment and control of the following intestinal parasites:

Intestinal Parasite	Intestinal Stage		
	Adult	Immature Adult	Fourth Stage Larvae
Hookworm			
Species			
<i>Ancylostoma caninum</i>	X	X	X
<i>Uncinaria stenocephala</i>	X	X	X
Roundworm			
Species			
<i>Toxocara canis</i>	X		X
<i>Toxascaris leonina</i>	X		
Whipworm			
<i>Trichuris vulpis</i>	X		

CONTRAINDICATIONS:

Do not administer this product orally. (See WARNINGS.)

Do not use this product (containing 2.5% moxidectin) on cats.

WARNINGS:

For the first 30 minutes after application: Ensure that dogs cannot lick the product from application sites on themselves or other treated dogs, and separate treated dogs from one another and from other pets to reduce the risk of accidental ingestion. Ingestion of this product by dogs may cause serious adverse reactions including depression, salivation, dilated pupils, incoordination, panting, and generalized muscle tremors. In avermectin sensitive dogs,² the signs may be more severe and may include coma and death.¹

¹ Some dogs are more sensitive to avermectins due to a mutation in the ABCB1 gene (formerly MDR1 gene). Dogs with this mutation may develop signs of severe avermectin toxicity if they ingest this product. The most common breeds associated with this mutation include Collies and Collie crosses.

² Although there is no specific antagonist for avermectin toxicity, even severely affected dogs have completely recovered from avermectin toxicity with intensive veterinary supportive care.

HUMAN WARNINGS:

Not for human use. Keep out of the reach of children.

Children should not come in contact with application sites for two (2) hours after application. Causes eye irritation. Harmful if swallowed. Do not get in eyes or on clothing. Avoid contact with skin. Exposure to the product has been reported to cause headache, dizziness, and redness, burning, tingling, or numbness of the skin. Wash hands thoroughly with soap and warm water after handling.

If contact with eyes occurs, hold eyelids open and flush with copious amounts of water for 15 minutes. If eye irritation develops or persists, contact a physician. If swallowed, call poison control center or physician immediately for treatment advice. Have person sip a glass of water if able to swallow. Do not induce vomiting unless told to do so by the poison control center or physician. People with known hypersensitivity to benzyl alcohol or moxidectin should administer the product with caution. In case of allergic reaction, contact a physician. If contact with skin or clothing occurs, take off contaminated clothing. Wash skin immediately with plenty of soap and water. Call a poison control center or physician for treatment advice.

The Safety Data Sheet (SDS) provides additional occupational safety information. For a copy of the Safety Data Sheet (SDS) or to report adverse reactions call Bayer Veterinary Services at 1-800-422-9874. For consumer questions call 1-800-255-6826.

PRECAUTIONS:

Do not dispense dose applicator tubes without complete safety and administration information.

Use with caution in sick, debilitated, or underweight animals. The safety of CORAXIS has not been established in breeding, pregnant, or lactating dogs. The safe use of CORAXIS has not been established in puppies and dogs less than 7 weeks of age or less than 3 lbs body weight.

Prior to administration of CORAXIS, dogs should be tested for existing heartworm infection. At the discretion of the veterinarian, infected dogs should be treated with an adulticide to remove adult heartworms.

CORAXIS is not effective against adult *D. immitis*. (See **ANIMAL SAFETY - Safety Study in Heartworm-Positive Dogs.**)

ADVERSE REACTIONS:

Since CORAXIS contains 2.5% moxidectin, studies that demonstrated the safe use of a topical solution containing 2.5% moxidectin + 10% imidacloprid were acceptable to demonstrate the safety of CORAXIS.

Field Studies: Following treatment with a topical solution containing 2.5% moxidectin + 10% imidacloprid or an active control, dog owners reported the following post-treatment reactions:

OBSERVATION	Moxidectin + Imidacloprid n = 128	Active Control n = 68
Pruritus	19 dogs (14.8%)	7 dogs (10.3%)
Residue	9 dogs (7.0%)	5 dogs (7.4%)
Medicinal Odor	5 dogs (3.9%)	None observed
Lethargy	1 dog (0.8%)	1 dog (1.5%)
Inappetence	1 dog (0.8%)	1 dog (1.5%)
Hyperactivity	1 dog (0.8%)	None observed

During a field study of a topical solution containing 2.5% moxidectin + 10% imidacloprid using 61 dogs with pre-existing flea allergy dermatitis, one (1.6%) dog experienced localized pruritus immediately after product application, and one investigator noted hyperkeratosis at the application site of one dog (1.6%).

Laboratory Effectiveness Studies: One dog in a laboratory effectiveness study experienced weakness, depression and unsteadiness between 6 and 9 days after application of a topical solution containing 2.5% moxidectin + 10% imidacloprid. The signs resolved without intervention by day 10 post-application. The signs in this dog may have been related to peak serum levels of moxidectin, which vary between dogs, and occur between 1 and 21 days after product application.

The following clinical observations also occurred in laboratory effectiveness studies following application of a topical solution containing 2.5% moxidectin + 10% imidacloprid and may be directly attributed to the drug or may be secondary to the intestinal parasite burden or other underlying conditions in the dogs: diarrhea, bloody stools, vomiting, anorexia, lethargy, coughing, ocular discharge and nasal discharge. Observations at the application sites included damp, stiff or greasy hair, the appearance of a white deposit on the hair, and mild erythema, which resolved without treatment within 2 to 48 hours.

ANIMAL SAFETY:

In a controlled, double-masked, field safety study, a topical solution containing 2.5% moxidectin + 10% imidacloprid was administered to 128 dogs of various breeds, 3 months to 15 years of age, weighing 4 to 157 pounds. The moxidectin + imidacloprid topical solution was used safely in dogs concomitantly receiving ACE inhibitors, anticonvulsants, antihistamines, antimicrobials, chondroprotectants, corticosteroids, immunotherapeutics, MAO inhibitors, NSAIDs, ophthalmic medications, sympathomimetics, synthetic estrogens, thyroid hormones, and urinary acidifiers. Owners reported the following signs in their dogs after application of moxidectin + imidacloprid topical solution: pruritus, itchy/greasy residue at the treatment site, medicinal odor, lethargy, inappetence and hyperactivity. (See **ADVERSE REACTIONS.**)

NADA # 141-417, Approved by FDA

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Animal Health Division
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Bayer

Moxidectin kills heartworms.

Transdermal Coraxis™ (moxidectin)

kills them again, and again

and again...

Should we keep going?

We could do this all month.

Coraxis™ (moxidectin) Topical Solution for Dogs is transdermal moxidectin that achieves and sustains high serum levels and keeps killing susceptible stages of heartworms for 30 days. Administered monthly, Coraxis™ also treats and controls hookworms, roundworms and whipworms to work hard for your clinic and your patients.

Add the power of 30-day heartworm protection to your portfolio.

Visit coraxis.com or contact your Bayer sales representative today.

1 dose.

6 parasites.

30 days.

That's Coraxis.™

CORAXIS™
(moxidectin)

Coraxis™ is not approved for the treatment of adult *D. immitis*.

CAUTION: Federal (U.S.A.) law restricts this drug to use by or on the order of a licensed veterinarian. WARNING: **DO NOT ADMINISTER THIS PRODUCT ORALLY.** For the first 30 minutes after application ensure that dogs cannot lick the product from application sites on themselves or other treated animals. Children should not come in contact with the application sites for two (2) hours after application. (See Contraindications, Warnings, Human Warnings, and Adverse Reactions, for more information.) CONTRAINDICATIONS: Do not use this product on cats.



Industry NEWS



FDA announces second approved insulin for use in dogs with diabetes

According to *AAHA NEWS*Stat, the US Food and Drug Administration (FDA) announced recently that it had [approved ProZinc](#) for the treatment of hyperglycemia and clinical signs associated with hyperglycemia in dogs with diabetes mellitus (DM). [ProZinc](#) (protamine zinc recombinant human insulin) is manufactured by [Boehringer Ingelheim Animal Health, Incorporated \(BI\)](#), and was FDA approved for use in treating feline DM in 2009. While veterinarians have been using ProZinc to treat canine DM for years under extralabel use (see the [2018 AAHA Diabetes Management Guidelines for Dogs and Cats](#)), this marks the first time that the drug has been officially sanctioned by the FDA for treating DM in dogs.

AVMA praises increased funding for veterinary diagnostics, rural veterinary care

The American Veterinary Medical Association (AVMA) is “pleased with funding levels provided for veterinary priorities in the bipartisan spending agreement passed by the U.S. House of Representatives and Senate,” the association said in a release. The bill maintains and increases funding for important animal health and welfare programs housed in the U.S. Department of Agriculture (USDA), Food and Drug Administration, and National Institutes of Health. Of particular importance to veterinary medicine, the bill provides

funding to fill anticipated workforce needs for the National Bio and Agro-Defense Facility (NBAF), a planned biocontainment laboratory for the study of diseases that threaten both animal agriculture and public health. Congress also included an increase of \$10.6 million for veterinary diagnostics within the USDA’s Animal Plant and Health Inspection Service to support NBAF efforts. Additionally, the bill increases funding for animal health research, including an increase of \$15 million for the USDA’s Agriculture and Food Research Initiative. The agreement also increases funding for the Veterinary Services Grant Program – which helps address rural shortages of food animal and public health veterinarians through educational efforts or practice enhancement – from \$2.5 million to \$3 million.

App matches dogs with new owners

According to the *Associated Press*, animal lovers in Lithuania have created a mobile application inspired by the popular dating app Tinder to match up dogs in local shelters with new owners. Called GetPet, the app was launched last month and is getting hundreds of new users daily and already has made a few matches. It joins a growing market of apps for people looking to adopt a pet, including PawsLikeMe and BarkBuddy. “It is like Tinder, but with dogs,” said Vaidas Gecevicius, one of the app’s creators. “You can arrange a meeting with the dog – a date.”

NexGard® (afoxolaner) Chewables

CAUTION: Federal (USA) law restricts this drug to use by or on the order of a licensed veterinarian.

Description:

NexGard® (afoxolaner) is available in four sizes of beef-flavored, soft chewables for oral administration to dogs and puppies according to their weight. Each chewable is formulated to provide a minimum afoxolaner dosage of 1.14 mg/lb (2.5 mg/kg). Afoxolaner has the chemical composition 1-Naphthalenecarboxamide, 4-[5-[3-chloro-5-(trifluoromethyl)-phenyl]-4, 5-dihydro-5-(trifluoromethyl)-3-isoxazolyl]-N-[2-oxo-2-[(2,2,2-trifluoroethyl)amino]ethyl].

Indications:

NexGard kills adult fleas and is indicated for the treatment and prevention of flea infestations (*Ctenocephalides felis*), and the treatment and control of Black-legged tick (*Ixodes scapularis*), American Dog tick (*Dermacentor variabilis*), Lone Star tick (*Amblyomma americanum*), and Brown dog tick (*Rhipicephalus sanguineus*) infestations in dogs and puppies 8 weeks of age and older, weighing 4 pounds of body weight or greater, for one month. NexGard is indicated for the prevention of *Borrelia burgdorferi* infections as a direct result of killing *Ixodes scapularis* vector ticks.

Dosage and Administration:

NexGard is given orally once a month, at the minimum dosage of 1.14 mg/lb (2.5 mg/kg).

Dosing Schedule:

Body Weight	Afoxolaner Per Chewable (mg)	Chewables Administered
4.0 to 10.0 lbs.	11.3	One
10.1 to 24.0 lbs.	28.3	One
24.1 to 60.0 lbs.	68	One
60.1 to 121.0 lbs.	136	One
Over 121.0 lbs.	Administer the appropriate combination of chewables	

NexGard can be administered with or without food. Care should be taken that the dog consumes the complete dose, and treated animals should be observed for a few minutes to ensure that part of the dose is not lost or refused. If it is suspected that any of the dose has been lost or if vomiting occurs within two hours of administration, redose with another full dose. If a dose is missed, administer NexGard and resume a monthly dosing schedule.

Flea Treatment and Prevention:

Treatment with NexGard may begin at any time of the year. In areas where fleas are common year-round, monthly treatment with NexGard should continue the entire year without interruption.

To minimize the likelihood of flea reinfestation, it is important to treat all animals within a household with an approved flea control product.

Tick Treatment and Control:

Treatment with NexGard may begin at any time of the year (see **Effectiveness**).

Contraindications:

There are no known contraindications for the use of NexGard.

Warnings:

Not for use in humans. Keep this and all drugs out of the reach of children. In case of accidental ingestion, contact a physician immediately.

Precautions:

Afoxolaner is a member of the isoxazoline class. This class has been associated with neurologic adverse reactions including tremors, ataxia, and seizures. Seizures have been reported in dogs receiving isoxazoline class drugs, even in dogs without a history of seizures. Use with caution in dogs with a history of seizures or neurologic disorders (see **Adverse Reactions and Post-Approval Experience**).

The safe use of NexGard in breeding, pregnant or lactating dogs has not been evaluated.

Adverse Reactions:

In a well-controlled US field study, which included a total of 333 households and 615 treated dogs (415 administered afoxolaner; 200 administered active control), no serious adverse reactions were observed with NexGard.

Over the 90-day study period, all observations of potential adverse reactions were recorded. The most frequent reactions reported at an incidence of > 1% within any of the three months of observations are presented in the following table. The most frequently reported adverse reaction was vomiting. The occurrence of vomiting was generally self-limiting and of short duration and tended to decrease with subsequent doses in both groups. Five treated dogs experienced anorexia during the study, and two of those dogs experienced anorexia with the first dose but not subsequent doses.

Table 1: Dogs With Adverse Reactions.

	Treatment Group			
	Afoxolaner		Oral active control	
	N ¹	% (n=415)	N ²	% (n=200)
Vomiting (with and without blood)	17	4.1	25	12.5
Dry/Flaky Skin	13	3.1	2	1.0
Diarrhea (with and without blood)	13	3.1	7	3.5
Lethargy	7	1.7	4	2.0
Anorexia	5	1.2	9	4.5

¹Number of dogs in the afoxolaner treatment group with the identified abnormality.

²Number of dogs in the control group with the identified abnormality.

In the US field study, one dog with a history of seizures experienced a seizure on the same day after receiving the first dose and on the same day after receiving the second dose of NexGard. This dog experienced a third seizure one week after receiving the third dose. The dog remained

enrolled and completed the study. Another dog with a history of seizures had a seizure 19 days after the third dose of NexGard. The dog remained enrolled and completed the study. A third dog with a history of seizures received NexGard and experienced no seizures throughout the study.

Post-Approval Experience (July 2018):

The following adverse events are based on post-approval adverse drug experience reporting. Not all adverse events are reported to FDA/CVM. It is not always possible to reliably estimate the adverse event frequency or establish a causal relationship to product exposure using these data.

The following adverse events reported for dogs are listed in decreasing order of reporting frequency for NexGard:

Vomiting, pruritus, lethargy, diarrhea (with and without blood), anorexia, seizure, hyperactivity/restlessness, panting, erythema, ataxia, dermatitis (including rash, papules), allergic reactions (including hives, swelling), and tremors.

Contact Information:

For a copy of the Safety Data Sheet (SDS) or to report suspected adverse drug events, contact Meril at 1-888-637-4251 or www.nexgardfordogs.com.

For additional information about adverse drug experience reporting for animal drugs, contact FDA at 1-888-FDA-VETS or online at <http://www.fda.gov/AnimalVeterinary/SafetyHealth>.

Mode of Action:

Afoxolaner is a member of the isoxazoline family, shown to bind at a binding site to inhibit insect and acarine ligand-gated chloride channels, in particular those gated by the neurotransmitter gamma-aminobutyric acid (GABA), thereby blocking pre- and post-synaptic transfer of chloride ions across cell membranes. Prolonged afoxolaner-induced hyperexcitation results in uncontrolled activity of the central nervous system and death of insects and acarines. The selective toxicity of afoxolaner between insects and acarines and mammals may be inferred by the differential sensitivity of the insects and acarines' GABA receptors versus mammalian GABA receptors.

Effectiveness:

In a well-controlled laboratory study, NexGard began to kill fleas four hours after initial administration and demonstrated >99% effectiveness at eight hours. In a separate well-controlled laboratory study, NexGard demonstrated 100% effectiveness against adult fleas 24 hours post-infestation for 35 days, and was >93% effective at 12 hours post-infestation through Day 21, and on Day 35. On Day 28, NexGard was 81.1% effective 12 hours post-infestation. Dogs in both the treated and control groups that were infested with fleas on Day -1 generated flea eggs at 12- and 24-hours post-treatment (0-11 eggs and 1-17 eggs in the NexGard treated dogs, and 4-90 eggs and 0-118 eggs in the control dogs, at 12- and 24-hours, respectively). At subsequent evaluations post-infestation, fleas from dogs in the treated group were essentially unable to produce any eggs (0-1 eggs) while fleas from dogs in the control group continued to produce eggs (1-141 eggs).

In a 90-day US field study conducted in households with existing flea infestations of varying severity, the effectiveness of NexGard against fleas on the Day 30, 60 and 90 visits compared with baseline was 98.0%, 99.7%, and 99.9%, respectively.

Collectively, the data from the three studies (two laboratory and one field) demonstrate that NexGard kills fleas before they can lay eggs, thus preventing subsequent flea infestations after the start of treatment of existing flea infestations.

In well-controlled laboratory studies, NexGard demonstrated >97% effectiveness against *Dermacentor variabilis*, >94% effectiveness against *Ixodes scapularis*, and >93% effectiveness against *Rhipicephalus sanguineus*, 48 hours post-infestation for 30 days. At 72 hours post-infestation, NexGard demonstrated >97% effectiveness against *Amblyomma americanum* for 30 days. In two separate, well-controlled laboratory studies, NexGard was effective at preventing *Borrelia burgdorferi* infections after dogs were infested with *Ixodes scapularis* vector ticks 28 days post-treatment.

Animal Safety:

In a margin of safety study, NexGard was administered orally to 8 to 9-week-old Beagle puppies at 1, 3, and 5 times the maximum exposure dose (6.3 mg/kg) for three treatments every 28 days, followed by three treatments every 14 days, for a total of six treatments. Dogs in the control group were sham-dosed. There were no clinically-relevant effects related to treatment on physical examination, body weight, food consumption, clinical pathology (hematology, clinical chemistries, or coagulation tests), gross pathology, histopathology or organ weights. Vomiting occurred throughout the study, with a similar incidence in the treated and control groups, including one dog in the 5x group that vomited four hours after treatment.

In a well-controlled field study, NexGard was used concomitantly with other medications, such as vaccines, anthelmintics, antibiotics (including topicals), steroids, NSAIDs, anesthetics, and antihistamines. No adverse reactions were observed from the concomitant use of NexGard with other medications.

Storage Information:

Store at or below 30°C (86°F) with excursions permitted up to 40°C (104°F).

How Supplied:

NexGard is available in four sizes of beef-flavored soft chewables: 11.3, 28.3, 68 or 136 mg afoxolaner. Each chewable size is available in color-coded packages of 1, 3 or 6 beef-flavored chewables.

NADA 141-406, Approved by FDA

Marketed by: Frontline Vet Labs™, a Division of Meril, Inc.
Duluth, GA 30096-4640 USA

Made in Brazil.

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