



GREER TOUCHPOINT #62

“As a dermatologist, I need an allergy immunotherapy partner who provides comprehensive solutions.”



In Touch. Within Reach.™

GREER® is one of the largest providers of allergy testing and immunotherapy products for veterinary practices in the United States. GREER is proud to be trusted by over 160 dermatology practices and 27 veterinary colleges across the country. As a global allergy immunotherapy company, GREER offers a comprehensive line of immunotherapy products and services: raw materials, extract manufacturing, serology testing, the GREER Pharmacy, and more.

GREER is equally proud of its more than 25 years heritage in the field of veterinary allergy. Our history, expertise, and dedication to the field of allergy immunotherapy shows in everything we do, from the collection of raw materials through the formulation of allergen specific immunotherapy (ASIT). So what does it mean to be in touch? Here's what you've told us it means.

GREER TOUCHPOINT #31

“Extracts are an important part of my practice. I need to trust the quality.”

The process of growing and collecting allergens to create high-quality extracts is a science unto itself. Pollens must be collected at very specific times of the year and from various locations around the world. Correct identification of the pollen genera and species is the single most important step in the whole collection process.

Each type of raw material uses a slightly different extraction and processing method. Fungi are grown under strictly controlled conditions from authenticated cultures. House dust mites are raised on special nutrients to eliminate contamination from other possible allergen sources.

This precise, time consuming, and extensive process is necessary to produce extracts that meet FDA, USDA, and GREER's rigorous standards.



GREER TOUCHPOINT #56

“Everyone talks about customer service. You come through.”

It takes experience and advanced technology to lead the industry. It takes a special attention to your needs to make us GREER®. That comes from a drive and passion for allergy immunotherapy—and respect for those who practice it. What does GREER customer service include?

- Support personnel, available at times convenient to most practices
- Specific allergen measurements in extracts, allergen stability testing, and immunoassay development
- Dosage and prescription consultations by the GREER Pharmacist
- Testing sheet development by region
- On-staff immunologist, scientist, entomologist, and botanist to field pressing questions

It all adds up to a level of customer care and responsiveness unmatched in the industry. It's an important facet that helps GREER be in touch. And within reach.



GREER TOUCHPOINT #43

**“An allergen-specific
IgE serology test
backed by solid science?
Just what I’ve been
looking for.”**

Testing with Proven Concordance and Reproducibility¹

GREER® has taken the lead in proving reproducible test results by developing a unique proficiency monitoring program to be used by GREER and any of its affiliate labs. As a part of that effort, GREER conducted a study to measure the reproducibility of results. This blinded study¹ demonstrated that GREER’s monoclonal antibody cocktail-based ELISA (macELISA) results are reproducible within and between laboratories.

GREER’s monoclonal antibody cocktail (mac) ELISA utilizes 3 monoclonal antibodies specific to the Fc region to detect allergen-specific IgE. GREER’s macELISA is designed to yield reliable and reproducible results. It has a proven 91% concordance between laboratories.¹

GREER’s macELISA offers IgE specific testing for canine, feline, and equine patients. Testing features 8 geographically specific standard allergen panels based on vegetation zones for improved accuracy. GREER’s macELISA allows you to test with multiple allergen panels per geographic location.



Concordance of macELISA Between Laboratories¹

		macELISA (US)	
		Positive	Negative
macELISA (EU)	Positive	333	55
	Negative	62	831

Total Sample Pairs 1281
 Number Concordant 1164
 % Concordant 90.9
 Cutoff = 150 EA Units

The GREER[®] macELISA panels are extremely sensitive and can detect as little as 70 to 140 picograms of allergen-specific IgE in canine serum without compromising specificity. Other features include:

- 8 geographically specific standard panels
- Results within 24–48 hours after your sample is delivered to GREER
 - Clear, concise summary of panel results
 - Access to GREER technical support throughout the management of your case

Treatment

Immunotherapy treatment sets and refills can be compounded on-site by GREER Pharmacy. GREER Pharmacy, a unit of GREER, is a licensed sterile compounding pharmacy and is USP Chapter <797> compliant. GREER Pharmacy specializes in the compounding of allergy immunotherapy prescriptions for veterinarians throughout the United States, Canada, and Europe.

GREER Pharmacy utilizes US licensed extracts in the compounding of allergy immunotherapy prescriptions. An average delivery time for various formulations of allergy immunotherapy prescriptions is one week.

References:

1. Lee KW, Blankenship KD, McCurry ZM, Esch RE, DeBoer DJ, and Marsella R. Performance characteristics of a monoclonal antibody cocktail-based ELISA for detection of allergen-specific IgE in dogs and comparison with a high affinity IgE receptor-based ELISA. *Veterinary Dermatology*. 2009;20:157-164.



GREER TOUCHPOINT #61

“I’m just about to complete my dermatology residency and need to set up a practice. Now what do I do?”

GREER® offers consultation services for veterinary dermatologists—whether you are starting a practice, joining your first practice, or moving to your third. GREER can help you with support through

- On-site setup
- Staff training for extract serial dilution preparation
- Hands-on mixing seminars
- State- and region-specific allergen mapping
- Botanical profiles
- Customized testing sheets
- Customized product order forms
- First order oversight, from start to ship to setup in your office

Just give GREER Customer Care a call to discuss your needs. Your GREER Setup Team will get started on the project as soon as possible.



Have a challenge or question you didn't see here and need answered?

Please give your Customer Care Specialist a call at 877.777.1080, fax to 877.777.1090, or send an e-mail to customercare@greerlabs.com. GREER Customer Care Specialists are available Monday through Thursday 8 AM to 7 PM and Friday 8 AM to 5 PM Eastern Time.



GREER Veterinary Allergy

P.O. Box 800
639 Nuway Circle NE
Lenoir, NC 28645
877.777.1080
www.greerlabs.com