

Veterinary Case Study

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"I think the machine has a definite place in a vet's practice, mainly for cats and exotics but also for small dogs. It is one of those pieces of equipment that you don't realise how useful it is until you try it."



Key Unguator e/s Facts:

Weight: 9.5 kg
Size of base*): 30 cm x 30 cm
Height: 65 cm
Total output: 270 W
Mixing volume: 15 - 500 ml
Sealed production
Improved product quality
Hygienic

*) The bench space required to operate the machine is minimal - you only need a little preparation area to fill the pots

As one of the few vets who have a Certificate of Zoological Medicine, my interest has always been to find new ways of treating exotic and ordinary pets. Suitable, licensed medicines can be rare, especially for the small doses needed by my exotic patients. In May 2005 I received an email asking if I wanted to have a free trial of the Unguator® mixing machine. Curious about this new technology I accepted the offer and started a three month trial.

Results/Comments

Very useful for cats and exotics as many owners struggle to give tablets. Owners have no problems with giving the liquid.

Mixes medication into food for exotics. Have syringe fed iguanas and tortoises with food + medication very easily. Is also useful for any animal with a feeding tube in place.

Need to use lower speeds for slightly longer times to dissolve tablets in syrup or water properly. At high speeds (even 5) you get a lot of aeration of the mixture. I have started to allow mixture to stand and give it a second spin. You do get a very nice result this way with good mixture of the medication.

Syrup BP is easy and cheap to obtain from chemists and gives good acceptance to even the fussiest of cats. Aqueous cream is also a useful base for ointments.

Using a pestle and mortar makes crushing tablets easy

Don't use coated tablets as the coating is very difficult to remove. Capsules are very easy to mix. Large tablets require large amounts of syrup or water to mix and results in larger volumes to administer which can be difficult.

Each set of medication takes about 4 minutes to prepare.

Financial advantages

We have been adding a charge of £2 - 3 for preparation of the medications. Most clients take 1 - 2 months at a time so this is a negligible amount and will quickly recoup the purchase cost and consumables.

This value will have to be individual to medications and practices but even with preparation costs, the client can be supplied the correct medication quicker than from a pharmacy and we can make and retain a greater profit.

The greatest revenue generator is that clients actually find it easier to give the medication. This vastly increases compliance and if they are giving the medication, they are more likely to come back for a repeat prescription, rather than going to another practice or just stopping treatment. Our owner compliance and repeat business is greater for those clients on liquid medications than for tablets or capsules.

I am relying less on the pharmacy and more on in-house sales for a greater range of medications which is again increasing sales that would be lost to prescriptions.

Preparation time and quality

The time taken to prepare a special is longer only because it wasn't really practical to do before. We usually didn't bother to prepare a special and wrote a prescription for the chemist (who may not stock what I wanted). Preparing the few things that we used to do by hand is quicker and more accurate with the Unguator®. Now I can choose what I want to give.

I definitely get a better mixed, even product with the Unguator® than preparation by hand. I can then be confident that the animal is getting both the medication and the dose that I want.



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