

PANCREATIC ENZYME CONCENTRATE

PANZQUIN™

FROM **nutramax**[®]
LABORATORIES
VETERINARY SCIENCES, INC.

The enzyme analysis veterinarians expect
PLUS cobalamin (vitamin B₁₂)

Features/Functions:

Provides the enzyme analysis veterinarians expect PLUS an oral cobalamin (vitamin B₁₂) form that is bioavailable and has been shown to increase serum cobalamin concentrations in dogs and cats.

Benefit:

Veterinarians who switch to Panzquin™ retain the enzyme concentrations they expect PLUS gain a B₁₂ supplement for these patients that are at risk of deficiency.

Features/Functions:

Packaged with a small ¼ teaspoon scoop.

Benefit:

The small scoop size allows more precise control over the quantity used per meal, potentially reducing waste and cost ... and improving client satisfaction.

Features/Functions:

A quality pancreatic enzyme concentrate manufactured by a trusted company with B₁₂ and a scoop included—all at one of the least expensive price points in its class.

Benefit:

Client Satisfaction!

To learn more about Panzquin™, contact your Nutramax Laboratories Veterinary Sciences, Inc. sales representative.

Our customer service and technical advisors are available Monday thru Friday 8:30 am to 5:00 pm ET at 888-886-6442.

Enroll now in the Nutramax Laboratories Veterinary Sciences, Inc. Loyalty Program:
nutramaxlabs.com/loyalty

PANZQUIN.com

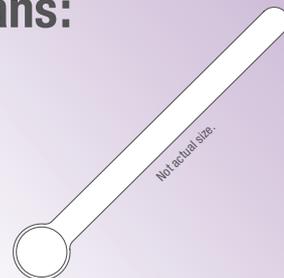
nutramax[®]
LABORATORIES
VETERINARY SCIENCES, INC.

**Sound
Byte**

Packaged with a small, helpful scoop.
At only ¼ teaspoon (1.25 cc), it allows YOU and your clients to choose the appropriate number of scoopfuls for each individual patient's specific meal size.

Choosing the RIGHT amount means:

- Better response
- Lower client cost
- Improved client satisfaction

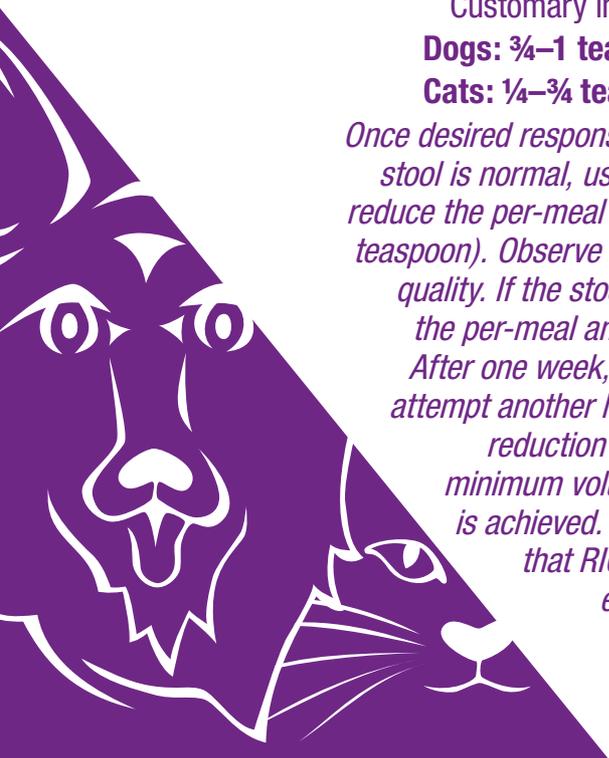


Customary initial amount per meal:

Dogs: ¾–1 teaspoon (3-4 scoopfuls)

Cats: ¼–¾ teaspoon (1-3 scoopfuls)

Once desired response is achieved and the patient's stool is normal, use the 1/4 teaspoon scoop to reduce the per-meal amount by half a scoopful (1/8 teaspoon). Observe the patient response and stool quality. If the stool becomes loose, increase the per-meal amount to the prior volume. After one week, if the stool is still normal, attempt another half scoopful (1/8 teaspoon) reduction and repeat until the minimum volume, or RIGHT amount, is achieved. Maintain patient using that RIGHT amount with every meal.



Sound Byte

CHECK-OFF & ECHO NOTES

Check-Off (Qualify)

Identify if a Nutramax representative has been in recently:

Doctor, have you recently been introduced to Panzquin™ Pancreatic Enzyme Concentrate?

If **YES**, confirm and discuss benefits.

If **NO**, engage/detail the customer as the primary contact.

Confidence

I believe Panzquin™ will provide an important tool for improving client satisfaction for your patients that require pancreatic enzyme supplementation.

Invitation to neutral

Let's take a look at some basic information about Panzquin™ and its packaging...

It's the customer's decision

...so you can decide whether Panzquin™ is a solution you'll consider for your patients whose owners need to adjust the administration level.