As of April 1, 2023, your access to compounded medications for office use is at risk due to new FDA guidance, GFI #256: “Compounding Animal Drugs from Bulk Drug Substances.” This means that some of the ways veterinarians order compounded medications will change, including what can be ordered for office use and what will require a prescription. Medications on FDA’s list of office stock drugs and medications currently under review may be ordered for office use and prescriptions. Medications that have been reviewed and not listed may ONLY be prescribed for patients.

**Wedgewood Pharmacy** has already submitted nearly 200 compounded medications to be added to FDA’s list of office stock drugs, and now FDA wants to hear from you! To help preserve your access to office use medications, you can submit comments to FDA that supports our nominations.

Visit [wedgewood.vet/gfi](wedgewood.vet/gfi) to learn more about what this means for your practice!
Dr. Conzemius is up and running and ready to work with you and your patients. We are also expanding into an additional 5000 sq ft with additional treatment rooms and a new surgery suite. We offer the state's best CT scans, Fluoroscopy, Ozone Treatment, Hyperbaric Oxygen Therapy and more. What's new at GQ? Good stuff! We appreciate your referrals!

**Gilbert Queen Creek Emergency Vet & Specialty Has a New Lead Surgeon!**
The Hippo Veterinary Group

What's new at GQ? Gilbert Queen Creek Emergency Veterinarian & Pet Specialty Care is beyond excited to announce that Dr. Michael Conzemius, DVM, PHD, DACVS, has joined our team as our new Lead Surgeon. This is great news for valley pets as he is the only surgeon in Arizona that will be doing total elbow and total knee replacement surgeries. Dr. Conzemius is a Founding Fellow in Joint Replacement with the ACVS. In addition, he can handle total hips, TPLO, TTO, TPO and the list goes on.*

*See the attached flyer
New AzVMA Member Helps Practices Offer Regenerative Medicine to Clients

Gallant

Gallant offers cutting edge regenerative medicine solutions, helping pets live healthier and happier lives. Gallant has pioneered an affordable and non-invasive method for stem cell banking, isolating the cells from tissue normally discarded during a spay or neuter. Also, adipose from already altered pets. These personalized and powerful cells can be used in later years to treat everything from osteoarthritis to atopic dermatitis.

The Gallant team is a collective of respected veterinarians, scientists, and unbelievably dedicated entrepreneurs. Their work is the result of over 100 years of regenerative medicine experience, and a commitment to invest millions into the future of stem cell therapies and helping pets.

In addition to stem cell banking (autologous), Gallant’s conducting clinical studies of allogeneic products for the following indications:

- Feline CKD
- Feline chronic gingivostomatitis
- Canine atopic dermatitis
- Canine osteoarthritis

Gallant has five new animal drug applications (INADs), and participates in the FDA Center for Veterinary Medicine (CVM) Veterinary Innovation Program (VIP) that helps to “fast track” innovative therapies in development.

Please connect with your Arizona Gallant rep Stephanie Linnenkamp to learn more.

Stephanie Linnenkamp
Gallant Practice Manager
424-744-03342 | gallant.com

Welcome our new Allied Members!

- Carefree Dentistry & Oral Surgery for Animals
  Ricardo Perez
- Carefree Dentistry & Oral Surgery for Animals
  Stephanie Redhouse
- Nestle Purina PetCare Company
  Jennifer Feese
- Oncura Partners Diagnostic
  Rosie Boyd
- Pawsitive Friendships
  Tosha Tharp-Gaitanis
- Veterinary Insurance Services Company
  Matt Smith
Transform Your Patients' Metabolism and Promote Mobility
Purina Pro Plan Veterinary Diets

New OM Metabolic Response + Joint Mobility uses a unique 3:1 protein-to-starch ratio and was shown to reduce body fat while minimizing loss of lean body mass in a 6-month weight loss study.* This multi-function diet also provides benefits to dogs with joint conditions.

- Helps improve select metabolic health
- Shown to reduce select pro-inflammatory cytokines after 6 months of weight loss* indicators
- High level of omega-3 fatty acids (EPA) to help nutritionally manage dogs with joint conditions

*Caloric restriction @25% MER for months 1-4 and @40% MER for months 5-6; on package feeding instructions reflect 40% restriction.

To learn more about this new diet or questions on other Purina Pro Plan Veterinary products, please reach out to your local Purina Veterinary Rep.

Jennifer Feese
Jennifer.Feese@purina.nestle.com or
Amy Flanagan
Amy.Flanagan@purina.nestle.com

Meet your Provide Practice Lender
Provide

Robert Gibson is a regional director of practice finance for Provide, a fast-growing fintech company that helps veterinarians achieve their dreams of practice ownership through people, technology, and comprehensive financial products.

Responsible for the entire Mountain West region, Robert brings to Arizona the strong financial and client relationship management experience he’s earned during his more than 19 years in banking. Robert specializes in helping our communities’ veterinarians obtain loans for their unique business needs and has extensive expertise in practice acquisitions.

practice startups, expansion and remodel projects, commercial real estate transactions, and debt consolidations.

Robert has built a network of trusted local practice brokers, equipment specialists, attorneys, CPAs, consultants, contractors, architects, and real estate brokers to help ensure his healthcare providers surround themselves with the right team of experts as they embark (or continue) on their practice ownership journey.

Please contact Robert Gibson at 614-572-4357 or robert.gibson@getprovide.com.
Introducing New Covetrus Representative
Michelle Keller
Covetrus

Michelle Keller joined Covetrus in December 2022 as an Account Manager in Arizona covering Phoenix, Scottsdale, Prescott and Sedona. She brings a wealth of experience in sales, marketing, and business development. Previous employers include Coca-Cola and Pfizer but says she landed her dream job when she joined Covetrus. She enjoys working with customers to provide solutions to their business needs and is looking forward to being a resource and partnering with her customers to help them achieve their goals.

Michelle can be reached at Michelle.keller@covetrus.com

Introducing New Covetrus Representative
Jared Schmit
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Jared Schmit joined the Covetrus team in December of 2022, covering Tempe, Phoenix, West Valley cities, and Kingman/Bullhead City/Lake Havasu City areas of Arizona. Jared has extensive experience in business consulting and Learning & Development. Jared is most excited in helping practices achieve their goals of healthier and happier pets!

Jared can be reached at jared.schmit@covetrus.com

Want a Budget? Here Are Some Tips!
North Star Resource Group

Budgeting is so important. If you are looking to get a hold on your finances, here are some tips to get started!

QUOTE OF THE MONTH - APRIL
Always keep moving forward, pushing your limits, and remember, each obstacle is a chance to grow, to learn from the past and thrive.

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She is always willing to help facilitate and introduce the right team to her clients, no matter what the need - a vast number of times she has insider information that the general market does not, due to her extensive network and resources. Angel’s passion for this line of work shows in her dedication to helping clients fulfill their dream of owning their own practice. Don’t know where to start or what is available? Don’t hesitate to reach out! With over 80 transitions and refinances already completed the last few years, do not wait to reach out and find out more about opportunities for you and/or your business!

Please contact Angel Klein at 480-476-4822 or angel.klein@bofa.com.

Animals are known for their nonjudgmental and unconditional love. Pawsitive Friendships demonstrates how Therapy Animals assist individuals with developmental disabilities to make huge strides in motor and social skills, executive function, and more. Pawsitive Friendships was founded in 2014 by an Autism mom who used her French Bulldog to help her son progress with his occupational therapy. Using his progress and determination as a model, Tosha’s own determination gradually grew the fledgling organization to include over 100 Therapy teams. These volunteer teams offer life-changing, goal-oriented therapy to over 1,200 special needs individuals in Maricopa County and now in Pima County. What makes Pawsitive Friendships unique is their use not only of dogs, but cats, pigs, goats, mini-horses, minidonkeys, birds, rabbits, ball pythons, alpacas, tortoises, and ferrets in their programs. Given such a wide variety of animals, the sensory paws-ibilities are endless!
Do You Know What’s In A Compound? New FDA Guidance Says You Should
Epicur Pharma

When: April 12, 2023 8:00 PM - 9:00 PM EST
Presented by: Lauren Forsythe, PharmD, DICVP and Mike Juliano, RPh, J.D.
Total RACE-Approved CE Credit Hours: 1 hour
Approved by AAVSB in jurisdictions that recognize RACE

Learning Objectives:
1. Understand the risks GFI #256 is designed to minimize
2. Review the additional requirements included in GFI #256 that will impact the daily practice of veterinarians
3. Develop a practical plan for ensuring your practice is compliant with the requirements in GFI #256

The next deadline to submit your Allied Industry news and content for the July 2023 edition is June 15, 2023.

Click HERE to submit online!
Questions? E-mail, newsletter@azvma.org

Content Review Policy
The AzVMA respectfully requests all Allied members to refrain from making misleading or false representations in content submitted for the Allied Connection. All submissions are subject to review. All content submitted must have permission obtained for the AzVMA to publish in the Allied Connection. The AzVMA also reserves the right to refuse content that it deems inappropriate or offensive. Acceptance of editorial content for the Allied Connection does not imply endorsement of the product or service by AzVMA.