



tailored retail  
laboratory services  
for horse health



## Tests to target parasite control

Good, modern worming programmes are based on worm counts. Profit from best practice and offer a great service to your customers with Westgate Labs.

Horse worms are evolving to become resistant to worming drugs. This means that we can no longer rely on keeping horses worm free purely by giving them wormers. The **British Veterinary Association** has issued guidelines for worming all grazing animals, designed to reduce resistance to anthelmintics:

- ✓ Use regular faecal egg counts and only worm those animals who need it.
- ✓ Target the drug used to the parasite to be treated.
- ✓ Emphasise the importance of not underdosing.
- ✓ Advise that newly treated animals should NOT necessarily be moved immediately onto clean pasture.
- ✓ Emphasise quarantining and testing of incoming animals.
- ✓ Reduction test to monitor efficacy of treatment
- ✓ Investigate and report suspected cases of resistance to the Veterinary Medicines Directorate.

**All tests include veterinary approved advice from our friendly team of SQPs**

## A TARGETED WORMING PROGRAMME

A veterinary approved programme for healthy adult horses

SPRING	Worm egg count for redworm & ascarids	Saliva test for tapeworm
SUMMER	Worm egg count for redworm & ascarids	
AUTUMN	Worm egg count for redworm & ascarids	Saliva test for tapeworm
LATE AUTUMN/ WINTER	Blood test with your vet and/or treat for possible encysted redworm, depending on risk.	

## TARGETED WORMING

### Devising a worm control programme using tests

A mature, healthy horse can follow a very simple pattern of testing and dosing. A dung sample is taken approximately three times a year to check for the presence of redworm and roundworm and a saliva sample twice a year to test for tapeworm.

If all is well then no need to worm. Complete the year by treating or testing for possible encysted redworm in winter. These larval stages are immature so don't lay the eggs which are counted in the dung sample. Foals, youngsters, neglected or older horses will require more attention.

Test for pinworm, lungworm or liver fluke if required. This way wormers can be targeted only where they're needed, slowing resistance so that they stay effective for those times when our horses really need them.

### Reduce the risk of sand colic

Quantitative faecal testing is now available to monitor sediment levels in the horse's gut, a relatively common cause of colic in horses. Animals ingest sand as they graze which can accumulate in the colon over time. Here it irritates the gut lining and, in sufficient quantity, also has the ability to cause impaction of the gut.

Many proprietary products are available to expediate sand from the gut and testing can be a useful way of monitoring an appropriate management and/or treatment protocol..

## SAND

# What does this mean in commercial terms?

You may sell less wormer but there is an obvious commercial opportunity to sell faecal egg counts. Westgate Laboratories have developed two services specifically for merchants and saddlers:

## 1. WESTGATE RETAIL WORM COUNT KIT POUCHES; *the easy way*



Sustainable parasite control in environmentally friendly packaging, what's not to love?! Our most popular tests are available in compostable retail pouches that can be offered for sale in your store. The attractive pouches contain everything the horse owner needs to take and send a sample for testing and become the return envelope to the lab making them zero waste for the customer too!

Test	Cost	RRP
Horse worm egg count	£9.25 + VAT	£14.00
Pinworm test	£7.27 + VAT	£13.00
Faecal sand test (x 2 inc)	£17.80 + VAT	£23.00
Chicken worm egg count	£9.25 + VAT	£14.00

Prices as of April 2024. Minimum order direct from the lab is 30 kits, can be mixed.

There's no need to be AMTRA registered to sell this product. Westgate Laboratories do not sell wormers and our SQP's will refer your customers back to the shop if they require anthelmintics. Retailers who stock Westgate worm count kits can request refillable point of sale display boxes or display clipstrips free of charge, please ask.

> Kits are available through Trilanco or can be purchased directly from Westgate Laboratories. Call **01670 791994** or e-mail [info@westgatelabs.co.uk](mailto:info@westgatelabs.co.uk) for more information.

## 2. WESTGATE BESPOKE MERCHANT SERVICE; *the slightly harder way*

Some merchants prefer to become more involved with their client's worming programme and the increased number of visits to the shop will bring about add-on sales.

- Personalised to your business
- No upfront costs

Westgate provide you with all the paperwork you need, joint branded with your logo and contact details. You sell the kit, including post paid return packaging. The customer takes and sends the sample to us at the lab. We carry out the required tests and e-mail results to YOU to deliver to your customers. We bill one invoice at the end of each month for the tests and the number of pre-paid envelopes used.



This means more work for you but also greater involvement with the client to build rapport and to offer followup treatments and add on sales if required. This service has proven very popular with retailers and busy vets and can be set up very quickly and easily. All return packaging is compostable, allowing us to reduce our waste to landfill by 75% since 2020.

> For more information or to request a free sample of the direct merchant service please call **01670 791994** or e-mail [info@westgatelabs.co.uk](mailto:info@westgatelabs.co.uk)

### The tests

We test all samples on the day we receive them in our purpose built laboratory with results speedily reported in the way you choose. By using Westgate you can be assured of a professional service and a result that your customers can rely on.

- Worm egg counts and liver fluke tests are conducted using the industry standard 'modified McMaster' egg count method (including a centrifuge) with results expressed as eggs per gram.
- Pinworm is detected using an adhesive tape test
- Lungworm tests are conducted using the Baerman sedimentation technique with results expressed as eggs per gram.
- Sand tests are conducted as sedimentation tests with results expressed as a percentage to give a quantitative measure of any sand levels.

### Choose Westgate Labs

Whichever method you choose Westgate Laboratories are here to give you full support. Any questions worming questions you have can be addressed to our friendly, qualified staff.

If you decide to go ahead with offering targeted worm control programmes based on worm counts then Westgate Laboratories can make it easy for you.



**1.** We supply you with customised leaflets to explain the benefits of targeted worming and customised control sheets pots, labels and padded bags free of charge.



**2.** You Sell worm counts to clients who then post their samples to the lab

**4.** You deliver the customer result, give advice and prescribe any necessary wormers via your onsite vet or SQP, so developing customer rapport.



**3.** The samples are tested in the laboratory on the day they arrive. Results are then returned to you by e-mail or post.



**5.** At the end of the month you receive an itemised bill from the lab. **No upfront costs.**

**> Contact us today**

to get started with your merchant service

## COSTS (All prices subject to VAT at the prevailing rate)

- Customised leaflets FREE
- Customised control sheets FREE
- Sample pots & labels FREE
- Pre-paid post bags FREE

offering  
profitability  
from best  
practice

	£ cost to you	£ suggested sale price
Each worm count (1-9 horses)	£6.75 + VAT	£10.50 inc. VAT
Each worm count (10+ horses)	£5.75 + VAT	£8.95 inc. VAT
Each lungworm or liver fluke test	£15.00 + VAT	£20.00 inc VAT
Each pinworm test	£7.27 + VAT	£10.00 inc. VAT
Each sand test	£17.80 + VAT	£23.00 inc. VAT
Each pre-paid return packaging	£2.00 + VAT	£3.50 inc. VAT

**Merchants** will be billed monthly, in arrears, for the tests conducted in the billing period. We will automatically open a 30 day account for you, no references required. If we receive more than 100 samples from you in any one month you will receive an automatic 10% discount.

# WESTGATE LABORATORIES

## Sample Collection Guidelines



One.



Two.



Three.

### Collecting Dung samples

For worm egg counts, liver fluke, lungworm and sand tests. Please send two sample pots for lungworm tests, three samples from over three consecutive days for liver fluke tests and three full pots for sand tests. The dung should be as fresh as possible but can still be posted the day after collection.

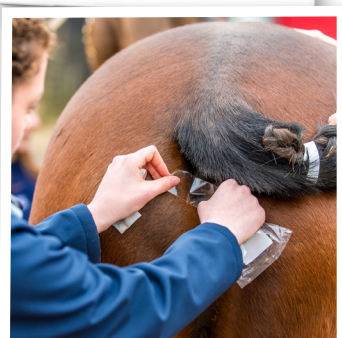
1. Use the glove to pick up about five small pinches from different places of a fresh dung pile.
2. Press the dung into the sample container, **filling it to the top to exclude the air gap**; this ensures we have sufficient dung to test and also helps to preserve sample freshness.
3. Label the sample with horse's name and number if sending more than one sample. Please write in ball point pen.
4. Put the container in the plastic bag. Put sample, paperwork and payment or voucher into the post-paid return bag. Pop in the post box.

### Collecting adhesive tape tests for pinworm

1. Collect the sample in the morning, ideally before 9am. Pinworm are most active at night so this will give the best chance of detecting any activity that is present.
2. Take the 4" length of clear sticky tape and press this firmly onto the skin around the anus (not the hair).
3. Fold the tape in half, sticky side to sticky side.
4. Pop the folded piece of tape into the sample bag ensuring this is clearly labelled. Post in the prepaid return bag.



Four.



Pinworm

## EQUINE PARASITE CONTROL

common worms to test or treat for in a targeted programme

Test routinely; Treat if required



worm count every 8-12 weeks + reduction test



EquiSal test x 2 a year

Autumn/Winter



test and/or treat

Test only if necessary; Treat if required



wet grazing with sheep test December-May



grazing with donkeys test May-September



rubbing tail head sellotape test

Treat if required



bot eggs on hair 1 x winter wormer

## COMMON HORSE PARASITES

Redworm, roundworm & tapeworm are the biggest pathological threats to horses but you may also need to consider bots, pinworm, lungworm and liverfluke in a worm control programme. See our website for more information on detecting and treating these parasites.

### Join us

Follow us on social media for lots of shareable content to promote best practice for worm control.



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