



CENTINELA ANIMAL HOSPITAL
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COMPANION ANIMAL PRACTICE

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To Whom It May Concern:

Dr Martin Henderson has provided our office with responsible, competent ultrasound services for several years and it is my pleasure to provide this letter of introduction and recommendation to those interested in learning more about his services.

Our AAHA hospital delivers integrative health services to 16,000 dogs and cats. Our veterinary health care team consists of three doctors, two RVTs, a dozen lay staff and a certified practice manager. Our practice location is in an inner city neighborhood, and our clientele represent varied socioeconomic groups.

After purchasing our own ultrasound machine and getting basic training in its use, I rapidly realized that the experience of ultrasound professionals is invaluable. After several years of use, we found that diagnostic accuracy is far superior when the operator is on site and present to examine and interpret their findings. For this reason we have actively used outside ultrasound professionals in our practice. Once we began using ultrasound as a regular part of patient diagnostic protocols, it became evident just how useful this form of imaging can really be. Now I can't go a week without imaging patients (often doing two or three a day) and our clients love the rapid turn around time we get from Dr Henderson.

Clients are very receptive to ultrasound and this offers not only a new profit center for the office but the financial gains available are often not realized until one begins using ultrasound. If healthcare practitioners seek truth, then they find data that is useful in designing effective treatment protocols. If they do this effectively then they become very popular for the good results they create. Good results go hand in hand with expanding practice revenues. Ultrasound is invaluable in accomplishing this work as well as supporting economic health for the clinic. Often a client will be a bit stubborn regarding doing further treatment or diagnosis and we frequently find them becoming very excited and agreeable once we finish the ultrasound examination and review the findings with them. Greater than 95% opt for fine needle aspirates or biopsies when recommended and the vast majority will pursue further diagnosis and treatment once an ultrasound imaging result is completed.

We will miss Dr Henderson as he leaves our practice area. I trust you will find him to be a worthwhile and helpful friend and ally for your hospital's mission to help others. Please feel free to contact me if I can be of assistance.

Yours truly,

Richard Palmquist, DVM
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