
**Brakke Consulting's
Animal Health News & Notes for December 1, 2017**
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King Bio
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Tomlyn
Virbac (Centrovvet)
Virbac (LeuFel)

**BRAKKE CONSULTING, INC.
MANAGEMENT, REGULATORY, SALES FORCE and TECHNICAL SERVICES RECRUITING**



At Brakke Consulting we find the right person to fit your company's needs. We have an unequaled network in animal health, and unique insights into what veterinarians value in an animal health professional, including the sales rep attributes that correlate to higher sales volume.

As part of our executive recruiting services, we manage the entire process of identifying and recruiting top candidates, including:

- Developing metrics to help rank candidates
- Scheduling interviews and arranging for travel

- Maintaining communications with candidates throughout the process

For more information about our recruiting services, visit our website or call one of our consultants:

- John Mannhaupt at 972.243.4033
- Terry Fritz at 336.312.0667

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COMPANY EARNINGS RELEASES

- **Central Garden & Pet Company** announced financial results for the fourth quarter of its fiscal year ended September 30, 2017. Fourth quarter net sales for the Pet segment increased 22% to \$331 million from the same period a year ago, with acquisitions and an extra week significant factors. Pet organic sales, excluding the extra week, grew 3.4%. *(company website)*
- **Novozymes** announced its financial results for the nine months of 2017. Agriculture & feed sales were DKK 1.51 billion (\$240 million), a decline of 1% compared to the comparable prior-year period. *(company website)*

COMPANY NEWS RELEASES

- **Aratana Therapeutics**, Inc. announced an underwritten registered public offering of \$35,000,000 of shares of its common stock, but subsequently cancelled the offering after the stock price dropped, stating that "current market conditions are not conducive for an offering on terms that would be in the best interests of its stockholders." *(bizjournals.com/kansascity)*
- **Tomlyn** and **King Bio** announced that Dr. King's Natural Pet Pharmaceutical line is now made with a new, plant-based, natural preservative. The new preservative removes the need of alcohol as a preservative and the need of sugar to mask the alcohol flavor to pets. *(PRWeb)*
- **ezyVet**, a developer of cloud-based veterinary practice management software, announced the opening of its North American Headquarters in Frisco, Texas in January 2018. ezyVet's existing headquarters are in Auckland and London. *(company press release)*
- CHILE **Virbac** and the other shareholders of **Centrovvet** have decided to postpone the option to buy the remaining shares in the Chilean aquaculture specialist for three years, under the same pricing conditions. Virbac has held a 51% stake in Centrovvet since November 2012. *(GlobeNewswire)*
- EU The European Medicines Agency (EMA) has approved **Virbac's** Nobivac LeuFel for the protection of cats from eight weeks of age against feline leukemia. *(Animal Pharm)*
- ISRAEL **AquiNovo Ltd.**, a portfolio company of The Trendlines Group, an agreement with **Neovia** for an aggregate investment of \$1.5 million. AquiNovo is developing a non-genetically modified, non-hormonal, easy-to-use solution that may be incorporated into fish feed to offer hatcheries and fish farms a shorter time to market and additional growth cycles within their existing infrastructure. *(Feedstuffs)*

ANIMAL HEALTH NEWS

- **SPAIN - BSE** Spain has reported a case of atypical type H form bovine spongiform encephalopathy (BSE) on a farm in the Castile and Leon region near the Portuguese border. Spain also reported a case of atypical BSE in Castile y Leon in March of this year. (*Reuters*)
- **US - TELEMEDICINE** The AVMA, Association of American Veterinary Medical Colleges (AAVMC), and American Association of Veterinary State Boards (AAVSB) announced their support of a joint statement recognizing the opportunities offered by veterinary telehealth and telemedicine, while placing the focus firmly on delivery of top-quality medical care for animal patients. The full statement can be read at <http://atwork.avma.org/2017/11/27/avma-aavmc-aavsb-agree-telehealth-statement/>. (*AVMA At Work*)
- **US - TICK SPECIES** A rare East Asian tick known as the longhorned tick or bush tick, not previously known to be present in the US, was found on a New Jersey farm this month. Officials are investigating whether the ticks found locally carry pathogens that could be a risk to human or animal health. To determine if the tick has spread, ongoing surveillance is being conducted by the NJ Division of Fish and Wildlife, Department of Environmental Protection in cooperation with the USDA Animal and Plant Health Inspection Service and the Southeastern Cooperative Wildlife Disease Study at the University of Georgia. (*Patch.com*)
- **US - CANINE NUTRITION** The Pet Food Institute (PFI) launched a new series of interactive infographics showing the ways the key nutrients found in a complete and balanced dog food recipe help our pets. The new web resource, "Nutrition from Nose to Tail," provides fast facts about the essential nutrition that fuels dogs' growth and supports their body systems, as well as non-essential nutrients that can also serve important functions. (*APPA News brief*)

BRAKKE CONSULTING VIEWPOINT

We hope each of you had an enjoyable Thanksgiving holiday and that you're now back at your desk finishing up your 2017 business. Yes, there are only three weeks left before we move into the Christmas and New Year's break.

It appears that 2017 has been reasonably successful for most firms in the industry. We know the industry loves negative rumors regarding their competition, however it is our view that most companies are coping with their challenges reasonably well. It is clear that recent consolidation has positive and negative impacts depending on where you fall in the business chain and cycle. We see more positive than negative developments for the industry in 2018 and hope to participate with all of you in your success next year.

Have a great weekend and go easy on the Holiday cookies!

Ron Brakke

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