
**Brakke Consulting's
Animal Health News & Notes for October 14, 2005**
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IN THE NEWS:

earnings news
[Swift & Co.](#)

other news
[Bayer](#)
[Boehringer Ingelheim Vetmedica](#) (vaccine)
[Boehringer Ingelheim Vetmedica](#) (Denagard)
[Del Monte](#)
[Doane Agricultural Services](#)
[Kent Feeds](#)
[Merial](#)
[NJ Phillips](#)
[Novartis](#)
[Pet Ecology Brands](#)
[Schering-Plough](#)
[Vance Publishing](#)
[Virtus Nutrition](#)

**Brakke Consulting, Inc.
2006 U.S. Animal Health Manufacturers, Distributors & Services Directory**

ATTENTION: COMPANIES LISTED IN THE BRAKKE DIRECTORY

- Submitting listings and early-bird pricing for purchasing directories ends TODAY!
- Fax listing information to 972.243.0925
- email jmorgan@brakkeconsulting.com or call 972-243-4033 for an order form or listing form
- Company information will be printed as is from the 2005 directory if we don't receive an updated listing

COMPANY EARNINGS RELEASES

> **Swift & Company** reported net sales of \$2.4 billion for its fiscal first quarter ending Aug. 28, down 4% from its fiscal first quarter a year earlier. A continued strong net sales increase in the company's Swift Australia segment, which benefited from a 7.5% increase in the Australian dollar to US dollar exchange rate, was more than offset by net sales declines in its Swift Pork and Swift Beef segment. Swift's first quarter EBITDA was \$29 million, versus \$71 million in the prior year period. (*Meating Place*)

BRAKKE CONSULTING, INC.
When The Time is Right

Are you interested in growing your business by purchasing another company, product line or technology? Have you been thinking about selling your company, product line or technology? Have you considered merging your company with another firm to improve shareholder value?

Brakke Consulting, Inc. assisted many clients with mergers, acquisitions and divestitures over the last few years. Contact information for all offices are available on our website at www.brakkeconsulting.com, or email info@brakkeconsulting.com.

COMPANY NEWS RELEASES

> **Novartis Animal Health US** announced it has acquired the Denagard (tiamulin) brand franchise from **Boehringer Ingelheim Vetmedica**. Denagard is a broad-spectrum swine antibiotic for control and treatment of certain swine bacterial diseases. Novartis pioneered tiamulin, the active ingredient in Denagard, and markets it under the Tiamutin brand name in other key swine markets throughout the world. Under the Novartis brand, product formulations will remain the same, although packaging will quickly change to reflect the new owner's brand. Financial terms were not disclosed. (*company press release*)

> **Schering-Plough Animal Health** Corporation announced the introduction of Avimune IB98, the first commercially available vaccine for protecting broilers against Georgia 98 infectious bronchitis. Avimune IB98 is a live-virus vaccine administered as a coarse spray, which minimizes lower respiratory tract reaction, to healthy chickens 1 day of age or older to prevent disease due to Georgia 98 type of infectious bronchitis (IB). Georgia 98 has also been isolated in Alabama, South Carolina and North Carolina. (*company press release*)

> **Merial** announced the reintroduction of clopidol, a coccidiostat treatment for broilers that was on the market from 1968 to 1989. (*Feedstuffs*)

> **Virtus Nutrition** introduced Strata G with Omega-3 Fatty Acids, the first in a line of new products to appear under the new Strata G brand name. Strata G with Omega-3 Fatty Acids is a patented source of fatty acids delivering concentrated energy, plus two specific omega-3 fatty acids, EPA (eicosapentaenoic) and DHA (docosahexaenoic). Strata G with Omega-3 Fatty Acids will soon be made available using the company's new, patented Engineered Fatty Acid Conversion Technology (EFACT), which enables Virtus to manufacture calcium salts from virtually any fat source. (*company press release*)

> **Kent Feeds** announced the launch of Rebound Plus product line. Rebound Plus supplements contain organic trace minerals and yeast. (*Feedstuffs*)

> **NJ Phillips Pty Ltd** announced the US launch of Trigger-Lock Syringe, designed to accurately deliver intended doses while minimizing the likelihood of unplanned injections. The syringe features a trigger-lock mechanism that prevents movement of the plunger until it is manually released. (*Feedstuffs*)

> **Pet Ecology Brands, Inc.** announced that Pet Product News has named the company's Scientific Professional Cat Litter one of 2005's Best New Products, and has received the Pet Product News Editor's Choice Award. (*Business Wire*)

> **Del Monte Foods** introduced its new Meaty Bone Denta-Delicious dog chew, which cleans teeth and freshens breath, and is also scientifically proven to reduce tartar buildup by 70%. The bone-shaped treat features a tasty meaty flavor that helps man's best friend chew his way to cleaner teeth and freshen breath through the product's unique, patent-pending design. (*company website*)

> **Vance Publishing** Corporation, parent company of *Pork* magazine, has purchased **Doane Agricultural Services** of St. Louis. The newly acquired product lines include an array of economic advisory products, a magazine and a daily live radio program. The products and services will be housed in Vance's Food360° Division. The division was formed earlier this year as an umbrella for a combination of products and services designed to reach all of the audiences in the food chain: agriculture, production and retail. (*Pork Alert*)

> EU **Boehringer Ingelheim Vetmedica** announced the pan-European launch of Enterisol Ileitis, the first enteric vaccine to have received marketing authorization in the EU to improve pig's weight gain and to reduce body weight variability. Enterisol Ileitis is approved for the active immunization of pigs against *Lawsonia intracellularis* and is licensed for use in grow/finish pigs, breeding sows and gilts. (*WebWire*)

> AUSTRALIA **Bayer** announced the Australian launch of Drontal Allwormer Chewable for dogs. Developed with a unique liver flavor, the tasty chewable tablet is particularly appealing to dogs. In clinical studies, 98% of Australian dogs ate the entire treatment. (*company press release*)

ANIMAL HEALTH NEWS

> TURKEY - AVIAN INFLUENZA The first reported outbreak of avian influenza in Turkey has killed some 2,000 turkeys in the northwestern province of Balikesir, and a quarantine had been imposed on a turkey farm in the province's Manyas region. The turkeys are believed to have contracted the disease from migratory birds and the outbreak is isolated. The EU announced that the strain of avian influenza has been confirmed as the deadly H5N1 strain. (*AnimalNet - Agence France Presse, Wattnet Meatnews*)

> ROMANIA - AVIAN INFLUENZA Three domestic ducks have died of avian influenza in eastern Romania, but authorities have not confirmed whether the birds were infected by the H5N1 strain. The strain is, however, confirmed to be of the H5 type. (*AnimalNet - AP, Reuters*)

> BRAZIL - FOOT AND MOUTH DISEASE Brazil's agriculture ministry confirmed an outbreak of foot and mouth disease in a cattle herd in the Eldorado district of the central western state of Mato Grosso do Sul. The farm was quarantined, and a 25 km safety zone was established around the outbreak. A number of countries, including the EU, have banned meat and livestock from Brazil as a result. (*Feedstuffs online, Meating Place*)

> VIETNAM - FUNDS PLEDGED TO FIGHT AVIAN INFLUENZA In a first-of-its-kind agreement that includes donors such as the US, Europe and the World Bank, Vietnam and the United Nations have launched a joint program to prevent avian influenza during the winter, when most of Vietnam's fatalities from the disease have occurred in the past. About \$2.1 million has been secured so far for the six-month plan, which aims to strengthen surveillance and rapid response systems, vaccinate poultry and complete Vietnam's national emergency preparedness plan to deal with a bird flu epidemic. Also this week, the US Health and Human Services Secretary pledged \$3.4 million in aid to Laos to fight the disease. (*Meating Place*)

> RUSSIA - AVIAN INFLUENZA Russia's veterinary service has announced plans to destroy 460,000 fowl in an attempt to wipe out the avian flu virus that has erupted in parts of Siberia. Separately, Russia's Agriculture Ministry indicated that 17 districts in the Siberian region of Novosibirsk remained under observation for avian influenza. Quarantine procedures have been lifted in other areas previously struck by avian flu. (*Meating Place*)

> COLOMBIA - AVIAN INFLUENZA Colombian authorities reported the country's first suspected cases of avian influenza, but insisted the strain was not harmful to humans. Avian influenza was discovered in chickens at three farms in Tolima state in western Colombia, and the affected flocks were immediately quarantined to prevent the spread of the disease. There was no sign of the H5N1 strain of the virus. (*AnimalNet - AP*)

> US - DAIRY INDUSTRY BACKS ANIMAL ID A group of six leading dairy organizations joined forces last week in the area of animal identification with the formation of IDairy, a program aimed at educating dairy producers about how to register their premises and obtain tags for individual cattle. Representatives of the American Jersey Cattle Assn., Holstein Association USA Inc., National Association for Animal Breeders, National Dairy Herd Improvement Assn., National Milk Producers Federation (NMPF) and Professional Dairy Heifer Growers Assn. all came together at the World Dairy Expo to urge dairy producers to get started in a national animal identification program. (*Feedstuffs online*)

> US - NEW BSE TESTING The USDA reported that during the next few weeks it will begin BSE testing on 20,000 healthy cattle aged 30 months or older whose owners volunteer to have them tested. The testing is being conducted to further determine the extent of the disease in the US. The carcasses will be held and not allowed to enter the food chain until test results show the samples were negative for BSE. (*Wattnet Meatnews*)

> Correction: last week's article on the new Foot and Mouth vaccine should have been identified as news from Argentina, not Brazil.

BRAKKE CONSULTING VIEWPOINT

The news this week reflects the continuing need for new products in the animal health field. The worldwide concern over the avian influenza outbreaks is driving government officials to prepare for the worst. In the meantime, a vaccine to prevent this disease is surely a welcome entry in the marketplace.

It should also be noted that foot and mouth disease is still a problem in many parts of the world. Again, even with extensive governmental control programs, we've not been able to eradicate this disease worldwide.

One could add other diseases to the list. There are many significant opportunities for companies that can provide solutions to some of the world's leading animal diseases. We've come a long way, but there are still many opportunities, and it's a sure bet that new ones will arise.

Have a great weekend.

Ron Brakke

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