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**Brakke Consulting's  
Animal Health News & Notes for December 17, 2004**  
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**ANNOUNCING [AnimalHealthJobs.com](http://AnimalHealthJobs.com)  
AN EXCITING NEW SERVICE FROM BRAKKE CONSULTING!**  
see below for details

IN THE NEWS:

earnings news:  
Dainippon

other news:  
Abaxis  
Agri-Labs  
Colorado Serum  
Dechra Pharmaceuticals  
Neogen  
Novartis  
Orion Pharma  
Peptech  
Pethealth  
Phoenix Scientific  
Vedco

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### **COMPANY EARNINGS RELEASES**

> **Dainippon Pharmaceuticals** reported that net sales of its animal science division for the first half of the year ended September 30, 2004 increased by 2.0% to Yen 14,101 million (\$128 million). Small animal veterinary product and livestock/poultry product sales increased by 2.9% and 11.0% respectively. Aquaculture product and feed additive sales decreased by 23.0% and 19.0% respectively. The decrease of antibiotics in aquaculture and coccidiostats in feed additive market were the primary drivers of the sales declines. Pet product/pet food sales, including Hill's products, increased by 3.9%. (*company information*)

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**[AnimalHealthJobs.com](http://AnimalHealthJobs.com)  
The job site dedicated to the Animal Health Industry**

Brakke Consulting is pleased to announce the launch of [AnimalHealthJobs.com](http://AnimalHealthJobs.com), a website that provides a single location on the web for animal health professionals and employers to find one another in an efficient, convenient manner.

We believe this central site for the Animal Health Industry offers tremendous benefits to companies in acquiring the right people – efficiently and effectively. The site is free to jobseekers, and offers a variety of flexible options to employers who are actively searching for the right candidates to fill their open positions.

## INTRODUCTORY OFFER: FREE JOB POSTINGS!

To introduce this new service to the industry, we are waiving the \$375 fee to post a job at AnimalHealthJobs.com until February 15, 2005. Through this time, your company can post available positions at AnimalHealthJobs at NO CHARGE.

## JOBSEEKERS: OVER 40 JOBS ALREADY POSTED - COME CHECK IT OUT!

We invite you to follow the link below and visit the site to see for yourself how AnimalHealthJobs can streamline your recruiting or job search efforts.

[www.animalhealthjobs.com](http://www.animalhealthjobs.com)

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## COMPANY NEWS RELEASES

> **Novartis Animal Health** announced the launch of J5 Shield vaccine against *E. coli* mastitis. J5 Shield contains the proprietary SuprImm adjuvant, which uses a water-in-oil-in-water emulsion process that enables a prolonged release of antigens for more thorough immune stimulation. *(company press release)*

> The FDA amended the animal drug regulations to reflect approval of an abbreviated new animal drug application (ANADA) filed by **Phoenix Scientific**, Inc. The ANADA provides for veterinary prescription use of furosemide syrup in dogs by oral administration for treatment of edema associated with cardiac insufficiency and acute noninflammatory tissue edema. *(AnimalNet - Federal Register)*

> **Neogen** announced that it has expanded its companion animal line with the acquisition of the UriCon (phenylpropanolamine) Chewable Tablet from **Agri-Labs**. Financial terms were not disclosed. *(company press release)*

> **Colorado Serum Company** introduced a new product for the treatment of West Nile Virus in horses - West Nile Virus Antibody, Equine Origin. Unlike other West Nile Virus antibody treatments, Colorado Serum's new product is concentrated, purified, and ready to use straight from the bottle, offering veterinarians an easy and safe tool in treating horses infected with WNV. *(company press release)*

> UK-based **Dechra Pharmaceuticals PLC** announced that it has established US operations under the name **Dechra Veterinary Products** in Kansas City, Missouri. Mike Eldred was appointed as President of the US Operations. *(company press release)*

> **Pethealth Inc.** announced that it has enrolled more than 400,000 dogs and cats in its ShelterCare Pet Insurance Program, and is averaging 23,000 enrollments per month. The program provides a scaled-down insurance package for dogs and cats adopted through Petfinder.com members, with the first 30 days paid for by Petfinder. The ShelterCare Pet Insurance Program was introduced in January 2002, and is available in Canada and most US states. *(Veterinary Practice News, company website)*

> **Abaxis** announced that it has terminated its distribution agreement with **Vedco**. The action was taken to provide Abaxis with greater visibility to manage its business based on individual distributor sales forecasts, and to offer realistic price incentives based on actual distributor sales volume. Currently, Abaxis has negotiated direct distributor agreements with Vedco members Merritt Veterinary Supply and Miller Veterinary Supply. Abaxis is working with its other distributors to support customers currently served by other Vedco distributors. *(company press*

release)

> AUSTRALIA **Peptech Animal Health** announced that its patented canine contraceptive, Suprelorin, is now available in Australia. Suprelorin is a slow release formulation of deslorelin which prevents the production of sex hormones, leading to loss of reproductive function for at least six months. The drug is inserted under the dog's skin in the shoulder area, and the effects are reversible. (*company website*)

> FINLAND **Orion Pharma Animal Health** announced the launch of clinical field studies testing levosimendan in dogs as a treatment for congestive heart failure. Until now, levosimendan has been marketed in Finland for human use. Previous studies have proven levosimendan is safe when used in dogs. (*Veterinary Practice News*)

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### **OIE Offers Online Education**

The World Organization for Animal Health (OIE) is offering an online course that will focus on the structure and functions of the OIE, its responsibility for development of standards for trade in animals and animal products under the World Trade Organization (WTO), as well as its mandates in animal welfare and food safety.

Guest lectures are provided by an international array of highly qualified experts from the OIE, the WTO, government services and academia. Geared for busy animal health professionals, the course will start January 10th, 2005.

For more information or to register online, visit <http://vu.msu.edu/preview/anr-ifl/2002/oie.html>

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### **ANIMAL HEALTH NEWS**

> THAILAND Thai officials reported two more outbreaks of avian influenza in the kingdom, saying wild birds had also tested positive for the virus in four provinces already listed as outbreak zones. Officials said that infected backyard chickens were the source of the two new outbreaks in the southern provinces of Pattani and Nakon Sri Thammarat, but did not indicate how many birds had succumbed to the virus. (*AnimalNet - Agence France Presse*)

> NETHERLANDS - BSE Dutch authorities have reported the sixth case of BSE in their country in 2004 and destroyed 26 cattle suspected of harboring the disease, 25 of them from a single farm. Authorities are investigating the 6-year-old animal's feed, particularly in its younger years, to try to determine the source of the infection. This marks the 77th case in the Netherlands since 1997. (*Meating Place*)

> CANADA - TAINTED FEED Despite strict laws against using ruminant parts in feed for cattle, over half of feed samples tested by the Canadian government labeled vegetable-only had undeclared animal content, according to documents obtained by the Vancouver Sun. There was no indication in the documents as to whether the animal content was bovine, but of 70 feed samples tested by the Canadian government, 59% contained animal protein. Canadian suppliers were far worse, with 20 of 28 vegetable-only samples containing unidentified animal content. Officials noted that the feed could have been contaminated by some of the raw materials being shipped in trucks that had transported animal products. Under Canadian law, cattle parts cannot be fed to cattle, but can be fed to pigs and poultry. Pig and poultry remains can then be fed to cattle. (*Meating Place*)

> US - LYME DISEASE The spread of Lyme disease and other ailments could be reduced by vaccinating wildlife against *Borrelia burgdorferi*, according to a new study by Yale University and three other colleges. Researchers vaccinated 1,000 white-footed mice in about a dozen wooded areas in Connecticut and discovered a reduction in the number of *Borrelia* infections in the animals. The universities say the study shows that vaccinating mice could lead to a 27% reduction in the number of infected ticks that transmit the disease to humans. (AOL News - Hartford Courant)

> US - NEW MEAT WEBSITE The Meat and Poultry Communications Alliance, a coalition of three industry organizations, unveiled a new Web site aimed at offering consumers and the media quick and easy meat and poultry nutrition information. [www.meatpoultrynutrition.org](http://www.meatpoultrynutrition.org) was developed with assistance from a leading nutrition expert who will periodically answer nutrition questions submitted via the Web site. The Meat and Poultry Communications Alliance is a joint project of the American Meat Institute, the National Chicken Council and the National Turkey Federation. (Meating Place)

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**BRAKKE CONSULTING INC.  
2005 INDUSTRY OVERVIEW  
TO BE PRESENTED AT NAVC AND WVC**

Brakke Consulting will once again be presenting our annual overview of the Animal Health Industry at the 2005 North American Veterinary Conference and also at the Western Veterinary Conference. There will be a single presentation at each of the conferences.

The Overview will be presented at the NAVC on Monday, January 10 from 1:00 - 3:00 pm.

The Overview will be presented at the WVC on Tuesday, February 22 from 9:30 - 11:30 am.

Registration fees are \$325 for early registration for the first attendee from a company, and \$300 for additional attendees. Early registration ends December 28<sup>th</sup> for the NAVC Overview and February 9<sup>th</sup> for the WVC Overview.

To register, please visit our website at [www.brakkeconsulting.com](http://www.brakkeconsulting.com) or call Jane Morgan at 972-243-4033.

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**BRAKKE CONSULTING VIEWPOINT**

It is with a great deal of pleasure that Brakke Consulting announces the launching of AnimalHealthJobs.com as a new web-based recruiting tool for the animal-related industries. We have been developing and refining this new service for several months. It is the mission of AnimalHealthJobs.com to be the premier job board for open positions and resumes for the industries we serve.

We encourage you to visit the site at [www.AnimalHealthJobs.com](http://www.AnimalHealthJobs.com) and have your human resources department join the companies that have already posted their open positions on our site during the free introductory period. To those of you who assisted in our early testing, thank you. We are confident you'll be rewarded by receiving quality applicants via the AnimalHealthJobs website.

Also, we want to thank the numerous Human Resources and hiring managers that provided feedback and encouragement throughout the site's development. We believe that AnimalHealthJobs fulfills most of the needs and requirements that you voiced to us. As with any

new service, AnimalHealthJobs.com will be a work-in-progress as we perfect it over the coming weeks and months.

Have a great weekend and enjoy the holiday festivities.

*Ron Brakke*

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For more information about Brakke Consulting's services and syndicated studies, visit our website at [www.brakkeconsulting.com](http://www.brakkeconsulting.com).

Brakke Consulting, Inc.  
2735 Villa Creek, Suite 140  
Dallas, TX 75234 USA