
**Brakke Consulting's
Animal Health News & Notes for December 22, 2005**
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TIME TO REGISTER FOR THE BRAKKE CONSULTING 2006 INDUSTRY OVERVIEW
New session added in New York City!

See below for details

IN THE NEWS:

other news

[Biovet](#)

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[Diamond Pet Foods](#)

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ORDER YOUR ANIMAL HEALTH DIRECTORY NOW

Each year, Brakke Consulting produces a directory of the leading animal health manufacturers, distributors and service providers in the US. The 2006 Directory will be shipping in early 2006. For pricing and to order the Directory, please email Jane Morgan at jmorgan@brakkeconsulting.com or call 972-243-4033.

COMPANY NEWS RELEASES

> **GeneSeek**, Inc. and **Merial** Limited announced an agreement to conduct large-scale DNA genotyping in cattle. The two companies are collaborating to develop seamless and high-throughput platforms to support research and for commercial diagnostic purposes, including sample collection, sample preparation, SNP genotyping, data processing and data management. Cattle producers will be able to use this information for advanced management and breeding of cattle to optimize efficiencies. (*company press release*)

> Huvepharma Inc. announced the completion of subsidiary **Biovet's** acquisition of three of **Intervet's** feed additive products: Flavomycin, Sacox and Gainpro. Huvepharma will maintain the same fermentation, formulation and product blending sources; only the company name under which the products are marketed will change. Financial terms were not disclosed. (*Poultry Times*)

> **Patterson Companies**, Inc. announced the acquisition of **Intra Corp**, one of the nation's leading developers of veterinary practice management software that is marketed under the

IntraVet brand name. The all-cash transaction, terms of which were not disclosed, is expected to have a neutral impact on the Company's consolidated profitability during Intra Corp.'s first year as part of Patterson's **Webster Veterinary Supply** business. IntraVet, which has about 1,600 software installations nationally, has revenues of approximately \$5 million. *(Business Wire)*

> **Neogen Corporation** announced that it has completed the acquisition of Brussels, Belgium-based **UCB's** dairy antibiotic testing business. Neogen will assume the operations of UCB's former antibiotic testing business effective immediately. Sales of the former UCB products within North America will be handled by existing Neogen sales personnel. Sales outside of North America will continue to be handled by Chr. Hansen. *(company press release)*

> **Central Garden & Pet Company** announced that it has acquired certain intellectual property assets from Shirlo, Inc. including the company's exclusive marketing rights to etofenprox, a leading edge technology insect adulticide approved for on-animal use, for approximately \$10 million. The acquired assets will be combined with Wellmark International, a wholly owned subsidiary of Central. *(Business Wire)*

> Due to the discovery of aflatoxin in a product manufactured in its Gaston facility, **Diamond Pet Foods** has issued a voluntary recall of certain pet food products. Products included in the recall contain a capital "G" in the 11th or 12th position in the date codes, along with best buy dates between March 1, 2007 and June 10, 2007. *(PR Newswire)*

> **Hendrix Genetics** and **Natexis Industrie** signed a definitive agreement in which Hendrix Genetics will acquire **Compagnie Internationale de Volailles** from Natexis Industrie. Both HPB and ISA will be fully owned in parallel by Hendrix Genetics and together will constitute its egg layer breeding division. The combination of ISA and HPB will create a global co-leader company with an excellent product range in both white and brown egg layer genetics. *(PoultrySite.com)*

SIGN UP NOW TO ATTEND BRAKKE CONSULTING'S 2006 INDUSTRY OVERVIEW

Brakke Consulting will once again be presenting our 2006 Industry Overview at the North American Veterinary Conference and the Western Veterinary Conference.

NAVC

The 2006 Industry Overview will be presented on Monday, January 9 from 2pm - 4pm at the Gaylord Palms.

WVC

The 2006 Industry Overview will be presented on Tuesday, February 21 from 8:30am - 10:30 am at the Four Seasons hotel adjacent to the Mandalay Bay.

JUST ADDED: NEW YORK CITY

January 30, 2006
1:30pm – 4:30pm
The Princeton Club

Early registration is \$325 for the first company attendee and \$300 for additional attendees at the same presentation. To register, visit our website at www.BrakkeConsulting.com, or call Jane Morgan at 972-243-4033 or email jmorgan@brakkeconsulting.com.

ANIMAL HEALTH NEWS

> ROMANIA - AVIAN INFLUENZA Romania has detected new cases of the H5 strain avian influenza in domestic fowl in villages less than 100 km east of Bucharest, indicating that the virus could be spreading towards the capital. Both villages had been placed in quarantine and all domestic fowl would be culled as a precautionary move. Samples from dead birds will be sent to a British laboratory to find out whether they were infected with the H5N1 strain. (*Reuters AlertNet*)

> JAPAN - US BEEF ARRIVES The first shipment of US beef in nearly two years arrived in Japan on Friday, ending a two-year absence. Before the 4.3-ton shipment of beef reaches Japanese consumers, Japanese inspectors will verify that the beef meets the safety guidelines that Japan and the US agreed to before Japan lifted its ban. Under the agreement, beef exported to Japan will come from cattle younger than 21 months of age. (*Wattnet Meatnews*)

> US - NEW POULTRY VACCINATION EQUIPMENT Egg producers now have access to a new poultry vaccination tool developed by the Agricultural Research Service (ARS). The CPJ Vaccinator is a battery-powered, 6-foot-tall by 5-foot-long device with nozzles on both sides that quietly spreads the vaccine to three tiers of birds at once without disturbing them. The vaccine is dispensed so uniformly that it reaches more than 90% of the birds to be treated. With it, one person was able to vaccinate roughly 75,000 chickens in about seven minutes, compared to five people taking 45 minutes to get the job done conventionally. A manufacturer for the CPJ Vaccinator has been found, and the device is now commercially available through the **Long Branch Company, Inc.** (*AnimalNet - ARS News Service*)

BRASSE CONSULTING, INC.

NOW AVAILABLE!

2005 US FLEA & HEARTWORM MARKETS REPORT

As we've done for the past several years, Brasse Consulting has published an update of our annual report on the US Flea Control and Heartworm Markets. The report includes up-to-date sales data on the leading flea and heartworm products, advertising expenditures, and information on new and developing products.

The 2005 report also includes a survey of over 180 small animal veterinarians regarding flea, tick and heartworm products. Veterinarians shared their thoughts on retail sales of products, prescription fulfillment services, incentive programs, and other current topics affecting flea and heartworm product sales, and even supplied open comments to the product manufacturers. Shouldn't you know what your clients are thinking?

The report on the US Flea Control & Heartworm Markets available for a purchase price \$4,995.

Please contact Dr. Lynn Fondon at (972) 243-4033 or lfondon@brasseconsulting.com to order the report or for more information.

BRASSE CONSULTING VIEWPOINT

Everyone at Brasse Consulting wishes our readers a Happy Holiday season!

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