
**Brakke Consulting's
Animal Health News & Notes for February 11, 2005**
Copyright © Brakke Consulting, Inc.

IN THE NEWS:

earnings news:

[Gold Kist](#)

[Ridley](#)

other news:

[Agtech Products](#)

[Banfield](#)

[Biopure](#)

[Ceva Sante Animale](#)

[Chr. Hansen](#)

[Cytos Biosciences](#)

[DermaPet](#)

[DSM Nutritional Products](#)

[Pfizer](#)

[Tecnoquimicas](#)

[Vivalis](#)

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

Brakke Consulting will once again be presenting our annual overview of the Animal Health Industry at the 2005 Western Veterinary Conference. There will be a single presentation at the conference.

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

To register, please visit our website at www.brakkeconsulting.com or call Jane Morgan at 972-243-4033.

COMPANY EARNINGS RELEASES

> **Ridley Inc.** reported results for its fiscal 2005 second quarter ended December 31, 2004. Revenue decreased slightly to \$129.9 million compared with \$130.3 million in the second quarter of 2004. In fiscal 2005, reported revenue includes the sales volumes generated by the Company's Sweetlix feed supplement business, which was acquired in July 2004, offset by lower volumes in the existing businesses and lower selling prices per ton. Net earnings for the fiscal 2005 second quarter were \$5.3 million (diluted earnings per share of \$0.39) compared with \$3.8 million. (*Business Wire*)

> **Gold Kist** announced increases in both income and sales for the first quarter ended Jan. 1. Net income for the quarter was \$4.2 million, compared with \$3.4 million for the same period a year ago. First-quarter net sales increased 2.8% to \$552 million. (*Meating Place*)

COMPANY NEWS RELEASES

> **Pfizer** announced an agreement with **Cytos Biosciences** granting Pfizer exclusive access to immunodrugs developed by Cytos designed for use in animals, as well as right of first refusal on new products. The products are classified as biologics rather than veterinary medicines. Cytos will receive an upfront payment followed by milestone payments and royalties. (*Animal Pharm*)

> **Vivalis** announced that it has granted **Ceva Sante Animale** rights to its EBx stem cell lines for use in producing viral vaccines for veterinary use. Financial terms were not disclosed. (*Animal Pharm*)

> **DSM Nutritional Products Inc.** announced the acquisition of exclusive marketing rights for two direct-fed microbial products from **Agtech Products Inc.** The agreement covers MicroSource swine feed additives "S" and "8818." MicroSource "S" is a waste treatment product, utilizing waste-digesting natural bacteria to break down manure solids and reduce odors. MicroSource "8818" is a combination of Bacillus strains to optimize nursery pig performance by maintaining normal gut flora and health, even in the presence of E. coli challenges. (*Wattnet Feed enews*)

> **DermaPet** announced the launch of MalAcetic HC, another new product for its MalAcetic line. MalAcetic HC adds 1% hydrocortisone to the formulation, and reduces the amount of acetic and boric acid in the product. The new product is available in a 2 ounce bottle with a dispensing cap in cases of 12. DermaPet products are sold only to and by veterinarians. (*company press release*)

> **Biopure** announced that it raised \$11.3 million after selling 22.2 million shares of its common stock to institutional and private buyers. Biopure received \$10.4 million in net proceeds from the financing. (*Animal Pharm*)

> **Banfield, The Pet Hospital** opened 84 new full-service Pet hospitals in fiscal-year 2004, bringing the practice total to more than 450 full-service hospitals in the U.S., two in the U.K., and one at Western University of Health Sciences College of Veterinary Medicine in Pomona, Calif. Banfield also set an internal record, opening 19 new full-service hospitals in January 2005. The practice will continue to grow even more rapidly in 2005, with plans to open 100 new full-service hospitals in the U.S., and its first hospital in Latin America. (*company press release*)

> EU **Chr. Hansen A/S** has reportedly obtained final European Union registration of its probiotic feed additive BioPlus 2B for grower and finisher pigs. The additive contains two living and naturally-occurring forms of bacteria, found to have a beneficial effect on the microbial balance in the intestinal tract of farm animals. After 10 years of product development, it was now approved for all pig categories (piglets, grower and finisher pigs and sows) without time limit. (*Wattnet Feed Enews*)

> COLOMBIA **Tecnoquimicas** announced the imminent launch of Tickback, the world's first successful tick vaccine for cows. Tecnoquimicas will launch the vaccine together with another as-yet-unnamed company. The company intends to patent the vaccine across Latin America. (*Animal Pharm*)

CORRECTION: Last week's item on **Farnam Pet Products** new dewormer should have read: Farnam Pet Products introduced a new, over-the-counter product to its D-Worm line to combat tapeworms caused by both *Dipylidium caninum* and *Taenia pisiformis*.

**Animal Health Marketing Conference
March 31-April 1, 2005
Washington DC**

CBI's Animal Health Marketing conference, March 31-April 1, 2005 in Washington, DC, convenes sales and marketing executives interested in exploring valuable promotional tools, and providing them with a networking opportunity unavailable at any other industry event. To Register or for more details please visit <http://www.cbinet.com/events/HB530/index.html> Mention HB530BC and receive \$200 off of your registration fee.

ANIMAL HEALTH NEWS

> POLAND - BSE A new case of BSE has been detected in Poland. The disease was detected in a cow from a herd in Krzemieniec. The entire 262-head herd has been isolated. The case is the 22nd since Poland began testing for BSE in 2001. (*Wattnet Meatnews*)

> UK - POSSIBLE BSE IN SECOND GOAT A sample, taken from a goat that died in Scotland 1990, has shown that the goat may have had BSE. Archived tissues from this animal were recently tested by the Department of Environment Food and Rural Affairs' Veterinary Laboratory Agency but confirmation of BSE requires further tests and these will take up to two years. Few if any goats from 1990 are likely to still be alive and BSE has not been found in the current UK goat population. (*Wattnet Meatnews*)

> JAPAN - US BEEF TALKS Officials high in the government of Japan have given their nod of approval to a method of determining the age of cattle without birth records that may clear the way for U.S. producers to begin shipping beef overseas again. Japan's Ministry of Agriculture and Ministry of Health have accepted the report from a special technical panel that visited the United States to determine whether a method similar to that used by USDA inspectors in grading beef was accurate enough to guarantee safety of American beef. Although Japan still has to change its internal law that all cattle slaughtered must be tested for bovine spongiform encephalopathy, no matter what age they are, the decision within the two ministries seems to remove the last substantial obstacle standing in the way of resumption of trade between the two countries. (*Meating Place*)

> US - CANADIAN BEEF IMPORTS The US announced that it will halt the importation of Canadian boxed beef from animals 30 months and over. The US will continue to target March 7 as the effective date to reopen the border to live animals under 30 months of age. (*Droverts Alert*)

> US - ANIMAL ID Arizona has joined with neighboring states Colorado and New Mexico, as well as two Mexican states, in a voluntary Animal ID program, the Tri-National Livestock Health and Identification Consortium. The program will eventually become mandatory. The program, which includes radio frequency identification ear tags for cattle, is meant to allow the state to trace a diseased animal back through the food chain to its birthplace within 48 hours. Data corresponding to the ear tags and other tracing technologies will be a jealously guarded secret, with access limited to the state veterinarian's office, and then only when an animal or meat products have been diagnosed as potentially infectious. (*Meating Place*)

> US - BEEF IMPORT LEGISLATION A bill was introduced in the Senate to set the age of live cattle and beef products at 30 months. Democrats and some Republicans have introduced various bills to delay the reopening of the border until the rule can be investigated further. (*Meating Place*)

> US - VETERINARY CANCER TESTING According to researchers, a human DNA test is now being used in at least 640 veterinary clinics worldwide to detect lymphoma before a biopsy of the

lymph comes back positive. The test, adapted for use in dogs two years ago by professors at Colorado State University (CSU), is 85% sensitive and 92% specific to lymphoma. It is now being tested for use in cats. (AAHA NEWSStat)

**Animal Agriculture Alliance
Fourth Annual Stakeholders Summit
March 21 - 23, 2005**

The Animal Agriculture Alliance (Alliance) announced plans to host its fourth industry-wide Stakeholders Summit. This year's Summit is focused specifically on animal welfare and its importance to all stakeholders in the food chain. This day and a half conference, "Animal Welfare Initiatives, Needs, Regulation and Communication: Building on the Past, Preparing for the Future," is scheduled for March 21 – 23, at the Marriott Crystal City Hotel in Arlington, Virginia. Registration for the Summit can be made securely via the Alliance website at www.animalagalliance.org.

BRAKKE CONSULTING VIEWPOINT

It's been an interesting week at Brakke Consulting. It's now 7 weeks since the launch of AnimalHealthJobs.com and we could not be more pleased with the results. We currently have 160 open positions posted, 290 jobseekers registered, and nearly 500 applications made to posted positions. The site has received more than 5,000 visits weekly the past two weeks. We've received very positive feedback from employers on the quality of applicants they're receiving from jobs posted at AnimalHealthJobs.com.

Yes, this week AnimalHealthJobs.com went down for a few hours for the first time. We're back up and apologize for any inconvenience the site outage caused.

Here are a couple of additional resources that the Human Resources personnel and Hiring Managers may want to consider:

- search our database of jobseeker resumes.

You do not have to post a job to search our database - just register and agree to our success fee arrangement. You only pay if you ultimately hire the jobseeker identified by searching the resume database.

- upgrade your open position to a Featured Job.

For only \$40 you can make any posted position a Featured Job, where it will appear on the AnimalHealthJobs.com home page. These jobs average twice as many views as non-featured positions.

- become a Featured Employer.

Being a Featured Employer means your company logo is prominently displayed on the AnimalHealthJobs.com home page and other Jobseeker pages. Jobseekers clicking on your logo are directed to your Employer Profile, where all your posted jobs are accessible.

- Utilize our Plus Service.

Consultants are available to screen all responses to your posted positions. You are then forwarded only those individuals who are genuinely qualified for the position.

Thanks to the 50+ companies who have posted positions during our introductory period. You've moved AnimalHealthJobs.com closer to being THE job site for open positions in the Animal Health industry.

Have a great weekend!

Ron Brakke

This electronic newsletter is the sole property of Brakke Consulting, Inc.

Any use of the contents herein should be approved by and appropriately attributed to Brakke Consulting, Inc.

For more information about Brakke Consulting's services and syndicated studies, visit our website at www.brakkeconsulting.com.

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

In order to receive the HTML version instead of the text version of this newsletter, use the link at the bottom of this week's newsletter that states: "If you would like for us to remove your name from the circulation list, or if you need to change your profile or email address, please click here". Then click on the button below your email address that says HTML, and click "Update subscription."

If you need information about the effect of spam filters on receiving the newsletter, please go to <http://www.brakkeconsulting.com/newsletter/nl-spam.html>.