
**Brakke Consulting's
Animal Health News & Notes for April 7, 2006**
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2006 Pain Management Report now available
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COMPANY EARNINGS RELEASES

> **Boehringer Ingelheim** reported results for the year ended December 31, 2005. Sales for Animal Health increased 8% (local currencies) in 2005 to 361 million euros (\$428 million).
(company website)

> **Virbac Corporation** announced its earnings for the year and three months ended December 31, 2005. Virbac reported 2005 net income of \$3.9 million on revenues of \$80.8 million as compared to 2004 net income of \$1.5 million on revenues of \$77.1 million. While incurring significant non-recurring costs since December 31, 2003, the company has reduced net borrowings by nearly \$12.0 million largely as a result of Virbac's strong operating performance. Virbac Corp is pleased to have many of the issues that have challenged the Company over the past two years nearly resolved, and has reapplied for relisting with NASDAQ and is hopeful that they will be able to complete this process in the near future. (MSN)

NOW AVAILABLE

PAIN MANAGEMENT PRODUCTS IN DOGS AND CATS
2006 UPDATED REPORT

Brakke Consulting is once again publishing a review of pain management in small animals, and the products used to treat pain. The new 2006 report includes 2005 sales data on the pain management products used in small animal practice, as well as news on new and developing products in the pain management area. Included are sections on nutraceuticals and joint support prescription diets. The introduction of Merial's Previcox and Novox, the first generic carprofen, are covered in the 2006 report.

The report also includes a survey of over 130 small animal veterinarians regarding their usage of pain management products, including NSAIDs, nutraceuticals, and the new joint support therapeutic diets.

The report is immediately available for a price of \$5,500.

Place your order today to get the latest information on the veterinary pain management market!

For more information, contact Dr. Lynn Fondon at lfondon@brakkeconsulting.com or 972-243-4033.

COMPANY NEWS RELEASES

- > **Henry Schein**, Inc. announced the completion of the acquisition of **NLS Animal Health**. Financial terms of the transaction were not disclosed. (*Tradingmarkets.com*)
- > The **Hartz Mountain Corporation** has selected William D. Ecker as its new president and chief executive officer. Mr. Ecker succeeds Robert Devine who is leaving the company to pursue other interests. Before joining Hartz, Mr. Ecker was chairman of Diam International, the largest designer and manufacturer of permanent retail displays in the nation. (*company press release*)
- > **GERMANY Crucell N.V.** announced that it has reached agreement on the sale of all its shares in the veterinary pharmaceuticals production company **Dr. E. Gräub AG**. The company will become a subsidiary of **VETINVEST GmbH**. Dr. E. Gräub was fully owned by the Swiss vaccine company Berna Biotech AG, which was recently acquired by Crucell. Financial terms were not disclosed (*Faz.net*)

Inaugural CVC East Meeting March 31 - April 3

With beautiful spring weather to greet visitors, the Inaugural CVC East Conference held March 31- April 3 at the Baltimore Convention Center hosted more than 2,000 attendees. Drawn by well known speakers, a convenient travel destination and the CVC reputation for great learning opportunities, attendee's expectations were exceeded. With plenty of time between sessions to enjoy both the outdoors and the easy to navigate exhibit hall, lecture seats were typically filled by eager participants with questions to ask and lessons to be learned. Many were already looking forward to attending CVC Central and CVC West to continue to build on what they have learned. We would like to congratulate Advanstar on this conference and look forward to their continued success as they prepare for their inaugural CVC West Conference in San Diego October 27-30, 2006.

Christine Merle

ANIMAL HEALTH NEWS

- > **GERMANY - AVIAN INFLUENZA IN POULTRY** Germany detected its first case of avian influenza in domestic poultry, marking the spread of the virus from wild populations to fowl destined for the food chain. Ducks and turkeys near Leipzig, the eastern state of Saxony, have tested positive for H5N1 influenza virus. (*Bloomberg, Meating Place*)

> UK - AVIAN INFLUENZA Scottish veterinary officials confirmed the presence of the H5N1 avian flu strain in a dead swan. The swan was found last week near Fife, a coastal Scottish town. To combat potential spread of the disease, authorities set up a protective zone of nearly two miles surrounding the area where the swan was found. (*Meating Place*)

> BURKINO FASO - AVIAN INFLUENZA The government of Burkina Faso has announced that three cases of the H5N1 avian influenza virus have been detected at a poultry farm in Gampéla, just outside the Burkinabe capital, Ouagadougou. Burkinabe authorities had carried out 65 tests in different regions of the country after rumors of a bird flu outbreak in the country emerged last month. Burkina Faso is the fifth African country to be affected by the H5N1 strain of bird flu. (*Afrol News*)

> US - R-CALF LOSES AGAIN The District Court in Billings, Montana, which in March 2005 issued a temporary injunction that temporarily closed the US border to Canadian cattle, has ruled against the original petitioner, Ranchers-Cattlemen Action Legal Fund, in its bid for a permanent injunction against such imports. The judge said his hands were tied by a July 2005 decision by the US 9th Circuit Court of Appeals indicating that courts must respect USDA's "judgment and expertise" in the matter. (*Meating Place*)

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BRAKKE CONSULTING VIEWPOINT

We're not sure what happened this week to the industry news. This seems to be the week when little was announced. Maybe all of you are trying to catch up with the paperwork involved in closing the first quarter. We hear there was some serious scrambling to make first quarter numbers.

Have a great weekend!!

Ron Brakke

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