
**Brakke Consulting's
Animal Health News & Notes for June 17, 2005**
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AnimalHealthJobs.com.
The job site dedicated to the Animal Health Industry

AnimalHealthJobs.com continues to add job postings and jobseekers regularly. It is our mission to help employers and jobseekers in the animal health industry find one another in an efficient, cost-effective manner.

Some of our site statistics since launching 6 months ago:

- Over 100,000 visits
- Averaging over 700 visits daily
- Average of 300 views per posted job
- Over 780 Jobseekers registered

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

www.AnimalHealthJobs.com

COMPANY NEWS RELEASES

> **Pfizer** and **Orion Pharma** announced that they have extended their marketing and development agreements in the areas of pain management and sedation. Pfizer currently markets Orion's Dormosedan (detomidine), Domitor (medetomidine) and Antisedan (atipamezol) in the US and most European markets, and will begin marketing them in major Asian, Latin American and Middle Eastern countries. Financial terms were not disclosed. (*Animal Pharm*)

> **Boehringer Ingelheim Vetmedica**, Inc., announced USDA approval for the first and only single-dose 7-way blackleg/pinkeye vaccine, Alpha-7/MB-1. Alpha-7/MB-1 protects cattle against seven major Clostridia diseases and *Moraxella bovis* (pinkeye). A companion product, Ocu-guard MB-1, a single-dose pinkeye vaccine, has also received USDA approval. Both vaccines are approved for subcutaneous (SubQ) administration and meet all Beef Quality Assurance (BQA) guidelines. (*company press release*)

> **Nutramax Laboratories**, Inc. announced the addition of Marin for Dogs and Cats to its growing line of liver support products. Marin consists of silybin, vitamin E, and zinc (Marin for Cats does not contain zinc). Research has shown that these three ingredients play an effective role in protecting liver function. Marin can be used in conjunction with Denosyl to extend the mechanisms of hepatic support. *(company press release)*

> Equicare, a division of **Farnam**, announced the debut of SimpliFly with LarvaStop, the next generation of feed-thru fly control. SimpliFly with LarvaStop has been proven 97 - 100% effective in inhibiting the development of the larvae of house flies and stable flies in horse manure. It is fed daily as a top dress on grain ration. *(company press release)*

> **Bimeda**, Inc. announced it has closed its US headquarters and distribution center in Riverside, MO. Distribution has been consolidated in the company's manufacturing plant and warehousing facility in LeSueur, MN. Sales, marketing and administrative functions are now headquartered in the Chicago suburb of Oakbrook Terrace, IL. *(company press release)*

> **W. F. Young**, Inc. announced it is the recipient of the Jeffrey H. Butland Family-Owned Business Award for 2005 from the US Small Business Administration. The award is given to a growing and successful family-owned business, with at least a 15-year history, that has been passed from at least one generation to the next. W. F. Young, Inc. celebrates its 113th anniversary in 2005. *(company press release)*

> **Pet Supermarket**, the nation's largest independently owned pet specialty store, has officially opened the doors to its 100th store. Headquartered in Florida, about two-thirds of the Pet Supermarkets are located in that state, but in the past ten years the chain has expanded into states such as Georgia, Alabama and North Carolina. *(Business Wire)*

> **Premium Standard Farms'** IPO, first announced in March, hit the market with a \$123 million initial public offering. Investors Putnam LLC, Morgan Stanley and Oaktree Capital Management LLC put up the 9.84 million shares, priced at \$12.50 a share. Premium Standard originally had set the IPO at 12.5 million shares, priced at \$15 to \$17 a share. It was lowered following an earnings warning last week from ConAgra Foods that cited higher pork and beef costs. *(Meating Place)*

> **American Foods Group Inc.** and **Rosen's Diversified Inc.** announced that the two companies will merge to form American Foods Group LLC, combining the two companies' meat operations. American is the number-10 beef packer in the US and Rosen is number 6. The merger should be completed in August. Terms of the deal were not released. *(Feedstuffs online)*

ANIMAL HEALTH NEWS

> **US - BSE** Secretary of Agriculture Mike Johanns announced that the animal that yielded a presumptive positive for BSE last November using rapid testing, and then negative for the disease after immunohistochemistry (IHC) testing was performed, has since returned a positive result under the Western blot test. Brain samples have now been sent to OIE's BSE World Reference Laboratory in Weybridge, England, for an impartial third-party review. Results are expected later this week. *(Meating Place)*

> **US - LOW PATHOGENIC AVIAN INFLUENZA** Low-pathogenic avian influenza (LPAI) has been found in commercial ducks on two separate but adjoining farms in New York state. More than 80,000 ducks at these two locations are under state quarantine as officials attempt to strengthen biosecurity measures on the involved premises and other local poultry farms. The

LPPI findings have been reported to the World Organization for Animal Health and relevant US trading partners, and Japan has banned all poultry and eggs from New York. (*Meating Place*)

> AVIAN INFLUENZA A leading World Health Organization official warned that the avian influenza virus is evolving quickly and urged heightened vigilance because the strain in China appears to have increased in virulence. The official said two outbreaks in China's remote west in the past month have killed large numbers of species of birds that had previously been relatively resilient to the disease. (*Wattnet Meatnews*)

> US AND RUSSIA - TRADE AGREEMENT The US and Russia signed a trade agreement which establishes specific terms of access for US beef, poultry, and pork in the Russian market. However, Russia remains closed to US beef following confirmation of a single case of BSE in the US in December 2003. The new agreement, though, clarifies the economic terms that will define resumption of US beef shipments into the Russian market once concerns about BSE have been addressed. (*Wattnet Meatnews*)

> US - MASTITIS TREATMENT The USDA's Agricultural Research Service (ARS) has developed an antibiotic-free method of treating mastitis. The new compound, called Poly-X, works by increasing the number of white blood cells to a level that is protective against infection. The product is injected into the mammary gland and has a slow-release formulation that is effective for five days. The ARS technology is available for licensing. (*Animal Pharm*)

> US - VACCINE CLASS ACTION LAWSUIT CONSIDERED - Law firm Childress Duffy Goldblatt is considering whether to mount a class action lawsuit against pet vaccine producers and veterinarians for advising pet owners to pay for more vaccines than are necessary. The attorneys claim they are trying to gather support for the lawsuit because pet owners are not given adequate disclosure as to the need for the vaccines. (*Animal Pharm*)

> AUSTRALIA - AVIAN INFLUENZA TEST DEVELOPED Australian scientists have developed a rapid test for avian influenza reported to reduce the time necessary to identify the virus from three weeks to one day. The test, which utilizes polymerase chain reaction (PCR) technology, would be able to detect 15 different bird flu strains, including those transferable to humans. The test will be showcased at the BIO2005 convention. (*Meating Place*)

> US - TRADE SHOWS The boards of directors of the American Feed Industry Association (AFIA) and the US Poultry and Egg Association (USPEA) have agreed in principle to co-locate their respective trade exhibitions, beginning in January 2007. Under the arrangement, the International Poultry Expo (IPE) will devote space for a separate and distinct feed industry component as part of its annual exposition in Atlanta, GA. (*association press release*)

BRAKKE CONSULTING VIEWPOINT

Is your human resources department using www.AnimalHealthJobs.com to find quality employees in various functional areas? The animal industry website has now been operating for 7 months. The site is visited by over 5,000 individuals every week and there are 750-plus resumes posted. Every day, quality resumes are received by those firms advertising open positions on the site.

Why not search the database of resumes for immediate candidates? As part of our ongoing website monitoring, we have noticed that there are often numerous qualified candidates in our resume database for the posted positions. Take the initiative and seek out these individuals instead of waiting for them to come to you. Our contingency fee agreement means you only pay for the contact information if you find and hire the right person for your open position.

We understand that it takes time to educate the industry regarding capabilities of AnimalHealthJobs.com and how it can improve the quality of candidates that are received by the hiring authority and the human resources department. What other recruitment site would allow your firm to post an open position advertisement specific to the animal health industry for \$375 and for an additional \$1200 provide your staff with 6 hours of professional screening of candidates? We believe this is a unique value that can significantly reduce the time required by your staff in reviewing resumes. We encourage you to ask your human resources department about AnimalHealthJobs.com.

Have a great weekend!

Ron Brakke

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