
**Brakke Consulting's
Animal Health News & Notes for September 21, 2007**
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IN THE NEWS:

earnings news
[Animal Health Int'l](#)

other news
[Abaxis](#)
[Abbott](#)
[Dechra](#)
[Freedom Health](#)
[Janssen](#)
[Nutro](#)
[Peptech](#)
[Vet-Stem](#)
[Virbac](#)

COMPANY EARNINGS RELEASES

> **Animal Health International** Inc., reported results for its fourth quarter and year ended June 30, 2007. For the quarter, the company posted a loss of (\$0.2 million) compared with a profit of \$0.7 million in the year-ago quarter. Excluding one-time charges, the company earned \$1.7 million in the fourth quarter. Net sales increased 9% in the quarter to \$160 million. For the full fiscal year, the company reported net income of \$5.2 million, compared to net income of \$7.4 million in the prior year. Net sales for the year grew to \$630 million, an increase of 10% compared with the prior year. (*company website*)

COMPANY NEWS RELEASES

> **Abbott Animal Health** announced that it is now carrying the AlphaTRAK Blood Glucose Monitoring System Kit for use in home monitoring of diabetic dogs and cats. The AlphaTRAK includes the AlphaTRAK Meter; 50 test strips; 100 lancets; control solution; a quick user's guide; a diabetes diary; and an instructional video. (*company press release*)

> **Dechra Veterinary Products** announced it has launched Muricin Ointment, a veterinary approved, water removable topical treatment that contains mupirocin 2%, a naturally occurring broad-spectrum antibiotic with activity against various gram-positive and gram-negative bacteria. (*company press release*)

> **Abaxis**, Inc. introduced the VetScan HM5, a fully automated 5-part differential cell counter specifically designed for veterinary applications. The VetScan HM5 provides a comprehensive 22-parameter complete blood count with cellular histograms in minutes for cats, dogs and horses, and offers a 3-part mode for seven other species. (*CNN News*)

> **Freedom Health** announced the launch of the Succeed Equine Fecal Blood Test Kit, the only test that can detect occult blood in horse manure and identify where the blood is coming from in

the animal's digestive tract. The test provides results in about 10 minutes and can be administered in the field. (*Animal Pharm*)

> The National Advertising Division of the Council of Better Business Bureaus has recommended that **Nutro Products**, Inc. modify advertising claim for its Natural Choice Lite and Natural Choice Small Bites Lite petfood products to conform to industry standards established by the Association of American Feed Control Officials (AAFCO). After reviewing the evidence, NAD determined that the petfood in question does not meet the industry standards, established by AAFCO, for lite petfood products. (*Petfood Industry*)

> EU The EU's Committee for Medicinal Products for Veterinary Use (CVMP) recommended **Janssen Animal Health's** Meloxicam for approval. Meloxicam is a generic non-steroidal anti-inflammatory drug for dogs containing the active ingredient meloxicam. (*Animal Pharm*)

> EU **Peptech Animal Health** and **Virbac** announced an agreement whereby Virbac will exclusively sell, market and distribute the canine contraceptive Suprelorin in Europe. Suprelorin, an implant containing the synthetic hormone deslorelin, sterilizes male dogs for six months by inhibiting the production of testosterone and sperm. It was recommended for EU approval by the Committee for Medicinal Products for Veterinary Use in March, and is expected to be launched in early 2008. (*Animal Pharm*)

> UAE **Vet-Stem** announced that it has licensed its proprietary stem cell technology to the Central Veterinary Research Laboratory (CVRL) of Dubai in the United Arab Emirates. The deal will allow CVRL to offer adipose-derived stem cell services to animal owners throughout the Middle East. CVRL plans to use the stem cell service for the treatment of injuries in thoroughbred race horses, Arabian endurance horses, racing camels, and other species. (*Animal Pharm*)

ANIMAL HEALTH NEWS

> US - CANADIAN BEEF TRADE The USDA issued its final rule for normalizing cattle trade with Canada and other regions deemed at minimal risk for BSE. The rule largely conforms to designations and guidelines established by the World Organization for Animal Health. Specifically, the ruling allows Canada to export live cattle born after March 1, 1999, the date Canada ostensibly rid itself of ruminant feed associated with BSE. It also allows Canada to export small intestines without the distal ileum, casings, blood and blood products. (*Meating Place*)

> US - TREAT WARNING The American Veterinary Medical Association (AVMA) has recently become aware of complaints from pet owners and veterinarians that multiple brands of jerky treats manufactured in China have been making pets sick. Symptoms of illness have included vomiting, diarrhea and lethargy; no deaths have been reported. The AVMA says all complaints have involved jerky treats from China and recommends pet owners use their best judgment. The FDA is testing these treats for a contaminant, but has yet to identify anything that could be making pets sick. (*PetFood Industry*)

> US - CLONED MEAT The California state senate passed a bill that would require all packages containing product from a cloned animal to be labeled as such. The legislation would require labels on packages of cloned product in the event that the FDA approves cloned meat sales for human consumption. The California Governor has until Oct. 21 to sign or veto the bill. (*Meating Place*)

> UK - CAMPYLOBACTER SEQUENCED The UK's Institute for Food Research (IFR) has deciphered and published the complete genome sequence of a strain of *Campylobacter jejuni*.

The bacterium is a major cause of food poisoning in humans, and is commonly carried in the gut of poultry. (*Animal Pharm*)

**CVC Central
September 15 - 18, 2007**

The CVC Central concluded this week in Kansas City. The conference enjoyed increased attendance from 2006, with a total of nearly 6,600 attendees including 1,981 veterinarians, 761 technicians and 1,889 exhibitors. Attendees chose from over 450 hours of clinical and management programming and a variety of opportunities to mix and mingle with colleagues.

BRASSE CONSULTING VIEWPOINT

It was quite a meeting at the CVC Central in Kansas City this week. The trade show floor had good traffic. We had 30 attendees at the Brasse Consulting Overview on Monday afternoon. And there were 250 people at the Kansas City Animal Health Corridor dinner on Monday evening. At the dinner, Wes Remington received well-deserved recognition for his many contributions to the animal health industry and the KC/St. Joseph communities.

All of this goes to reinforce the fact that the KC area is indeed at the center of the industry. It was great to see so many of you in attendance and to realize that some of you were there but did not get a chance to hello because there were so many people to talk to. That type of networking opportunity results when an industry is concentrated in a metropolitan area. Our thanks and congratulations to all involved in the various efforts this week.

John Mannhaupt

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