
**Brakke Consulting's
Animal Health News & Notes for October 4, 2013**
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COMPANY EARNINGS RELEASES

> **Bioniche Life Sciences** Inc. announced financial results for its fiscal year ended June 30, 2013. Animal Health revenues in Fiscal 2013 were \$31.5 million, as compared to \$29.8 million in Fiscal 2012. Animal Health net income was \$3.3 million as compared to a net loss of (\$894,000) in Fiscal 2012. (*Online.wsj.com*)

COMPANY NEWS RELEASES

- > **Vetalis Laboratories** announced an agreement with **Zoetis** for the distribution of its food animal nutraceutical products in several countries in Europe, Africa and the Middle East. (*Animal Pharm*)
- > The FDA announced that it will rescind approval for three of the four arsenic drugs that had been used in animal feeds at the request of **Zoetis** and **Fleming Labs**, the companies that market them. Zoetis withdrew roxarsone from the market voluntarily two years ago; the other two drugs (carbarsone and arsanilic acid) were also largely withdrawn from the market. (*NYTimes.com*)
- > **Merck's** animal health business announced it will relocate its US headquarters to a facility within its current home state of New Jersey. The animal health unit is currently located in Summit, New Jersey, along with Merck's consumer care operations. (*Animal Pharm*)
- > **Elanco** announced the launch of Cheristin (spinetoram) for Cats, a once-a-month topical solution for the prevention and treatment of flea infestations. Cheristin starts working in just 30 minutes; and in a controlled study killed 100% of fleas in 12 hours. (*DigitalJournal.com*)
- > **Neogen Corporation** announced that its Board of Directors has approved a three-for-two stock split. With the split, shareholders of record on Oct. 15, 2013, will receive one additional share of stock for each two shares held. (*company press release*)
- > **Pegasus Laboratories**, makers of PRN Pharmacal branded products, announced the official opening of its expanded new headquarters and warehouse facility in Pensacola, Florida. The 23,500 square foot building has been designed to easily expand by an additional 20,000 square feet. (*company press release*)
- > **Sogeval Laboratories** announced the addition of **Animal Health International**, Inc., to its domestic distribution network. The company will be a non-exclusive distributor of Sogeval livestock, poultry and companion animal products in the US. (*company press release*)
- > **Henry Schein Animal Health** announced the launch of its first veterinary orthopedic instrument catalog. The catalog includes an array of over 3,000 high quality, general and orthopedic specific products; educational materials, and information about the latest technology solutions and value-added services. (*PRNewswire*)
- > JAPAN **Zoetis** global poultry division announced it will extend its longstanding partnership agreement with the Japanese biodevice distributor **Ishii**, which distributes Zoetis' range of Embrex biodevices for in-ovo vaccination of eggs. In addition, Ishii will now supply the Zoetis portfolio of vaccine manufacturing devices that are used in producing egg-based vaccine products for both the veterinary and human health markets. (*Animal Pharm*)
- > EU **Virbac** announced an alliance with the European Veterinary Dental Society to launch an online dental charting tool called the Electronic Veterinary Dental Scoring System. The system aims to enhance the performance of small animal clinicians conducting dentistry and encourage a more thorough review of oral cavities during annual check-ups. (*Zenopa*)
- > CHINA **Alltech** announced it has opened its first Asian mycotoxin analytical laboratory in Beijing, China, as part of the Alltech Research Alliance. This will assist Chinese feed producers in the identification and management of the risks associated with mycotoxins. (*Animal Pharm*)

ANIMAL HEALTH NEWS

> US - PRION RESEARCH New research from the National Wildlife Health Center in Madison, Wisconsin has found that prions that cause chronic wasting disease in deer can be taken up by plants such as alfalfa, corn and tomatoes. The research further demonstrated that stems and leaves from tainted plants were infectious when injected into laboratory mice. The findings are significant because they reveal a previously unknown potential route of exposure to prions, which cause a variety of diseases including bovine spongiform encephalopathy in cattle and Creutzfeldt-Jakob disease in humans. (*AVMA SmartBrief - Wasau Daily Herald*)

BRASSE CONSULTING VIEWPOINT

We have now completed the first nine months of the year and look forward to the third quarter reports. Early indications are that the third quarter from the revenue side was a challenging as the first 6 months.

It has been an interesting year with fierce competition for market shares occurring in some of the leading categories that are not experiencing unit growth. We see more of the same in the fourth quarter and believe that a number of companies will be pleased to have 2013 behind them so they can start with some new approaches and products in the new year. We noted in the newsletter that there is another new flea product entering the market this fall; it seems like we have one of these every week.

Have a great weekend!

Ron Brasse

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