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Brakke Consulting's
Animal Health News & Notes for November 17, 2017
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Editor: Lynn Fondon DVM MBA
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IN THE NEWS:

Brakke Consulting news
Flea, Tick and Heartworm Markets report – early order ends Nov. 22
AnimalHealthJobs.com

earnings news
ImmuCell
JBS
Kane Biotech
Spectrum Brands
Tyson Foods

other news
AgriLabs
Aptimmune Biologics
Ceva
Companion Healthcare Technologies
Corta-Flx
Creso Pharma
Ehave
Fear Free
ImmuCell
Manna Pro Products
Merck
Petco
Petplan
Plant Advanced Technologies
PupBox
TechLab
Vetoquinol
Vilsan Pharmaceuticals
Virbac
Zoetis

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BRAKKE CONSULTING, INC.
2017 US FLEA CONTROL AND HEARTWORM MARKETS REPORT
EARLY ORDER DISCOUNT ENDS NOVEMBER 22

Are you on top of the trends in the largest market segment in companion animal health?

Brakke Consulting will soon be publishing our 2017 report on the **US Flea Control and Heartworm Markets**.

The report includes valuable information on the US market for small animal parasiticides including:
- Product descriptions, prices, and sales for the leading veterinary flea, tick and heartworm products
- an overview of the veterinary and OTC flea control markets
- discussion of new flea and tick products
- 2017 survey of 300 veterinarians
- 2017 survey of 500 pet owners

The report on the US Flea Control & Heartworm Markets will be available for a purchase price of $7,250 if ordered by **WEDNESDAY, NOVEMBER 22**, and $7,750 after that date.

Please contact Dr. Lynn Fondon at (972) 243-4033 or lfondon@brakkeconsulting.com to pre-order the report, or for more information visit our website at:

www.BrakkeConsulting.com

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COMPANY EARNINGS RELEASES

- **ImmuCell Corporation** announced unaudited financial results for the quarter ended September 30, 2017. Total product sales were just over $2 million compared to just under $2 million during the same quarter of 2016, an increase of 2%. Net (loss) was $(339,000) in comparison to a net income of $35,000 during the third quarter of 2016. *(company press release)*

- **Kane Biotech** Inc. announced its third quarter 2017 financial results. Total revenues were C$60,727 (US$47,400), an increase of 2% compared to the quarter ended September 30, 2016. Product revenues no longer include StrixNB, as this technology was licensed to Dechra for the North American veterinary channel. Sales of bluestem increased 36% on the quarter and 49% year to date. Net loss for the quarter was $C(869,246) (US$678,000) compared to a loss of $C(616,063) for the quarter ended September 30, 2016. *(company press release)*

- **Spectrum Brands Holding**s, Inc. reported results for the fiscal year ended September 30, 2017. Global Pet Supplies net sales were $793 million, a decline of 4% compared to the prior fiscal year. *(company website)*

- **Tyson Foods**, Inc. reported results for its full fiscal year ended September 30, 2017. Total sales for the year were $38.3 billion, an increase of 4% compared to fiscal 2016. Net income was $1.78 billion, flat compared to the prior year. The Beef and Pork segments delivered increases in both sales and operating income, while the Chicken segment increased its sales. *(company website)*

- **JBS S.A.** released results for the fiscal 2017 third quarter. The company registered a 323 million ($98.50 million) profit compared to a profit of 887 million reais ($269 million) seen in the third quarter of 2016. JBS USA Beef reported net revenue of $5.53 billion in the third quarter of 2017, an increase of 3.2% compared to the third quarter of 2016. Pilgrim's Pride Co. posted net revenue of $2.8 billion, a 12% increase from the same quarter last year. *(Feedstuffs)*

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COMPANY NEWS RELEASES

- **Zoetis** and the American Guernsey Association (AGA) announced a genomic testing agreement to help improve Guernsey breed performance and production objectives. With this agreement, AGA elected to partner exclusively with Zoetis for its leading genomic testing solutions. *(company press release)*

- **Vetoquinol** and **Plant Advanced Technologies** (PAT), a plant biotechnology company, announced Vetoquinol's acquisition of a 2% equity stake in PAT. The transaction was carried out via a EUR 500,000 reserved capital increase at a price of EUR 25 per share. According to Vetoquinol, PAT's technology can be adapted to the animal health sector, particularly in the area of monoclonal antibodies*. (Business Wire)*

- **Ceva Animal Health** announced it is partnering with **Fear Free** to offer Fear Free practice certification to qualifying veterinary hospitals beginning in April 2018. Practice certification will be conducted by Ceva veterinarians, who in their capacity as Fear Free consultants are committed to conducting thorough and impartial certifications. *(company press release)*

- **AgriLabs** announced that the USDA has granted a conditional approval for its DNA vaccine for avian influenza. According to the company the vaccine, which uses AgriLabs' ExactVac DNA technology with ENABL adjuvant, is the first DNA veterinary vaccine approved for chickens. *(company press release)*

- **Manna Pro Products** LLC announced it has acquired **Corta-Flx** Inc., a global supplier of equine and canine health supplements. Financial terms were not disclosed. *(Feedstuffs)*

- **ImmuCell Corporation** announced that the USDA's Center for Veterinary Biologics has approved licensure for First Defense Tri-Shield, the first calf-level scours preventative with claims against all three newborn calf scours (diarrhea) causing pathogens: *E. coli,* coronavirus and rotavirus. *(company press release)*

- **Aptimmune Biologics** announced the launch of Barricade IAV-S, the first inactivated mucosal vaccine for influenza A virus in swine. The vaccine, which is administered via an intra-nasal spray, utilizes the firm's Barricade proprietary vaccine formulation. *(Animal Pharm)*

- **TechLab** Inc. announced that it has received a USDA establishment license and product license for Giardia Vet Check. The test, an automatable enzyme immunoassay, qualitatively detects Giardia cyst antigen in canine and feline fecal samples. *(Veterinary Practice News)*

- **Petco** announced it has acquired **PupBox**, a puppy- and life stage-focused subscription service company that delivers customized products and training information to new puppy and dog owners based on their pet's current stage of development and physical characteristics. Financial terms were not disclosed. *(Pet Product News)*

- **Petplan** pet insurance announced a new three-year extension to its relationship with AARP as a pet insurance provider. Under the agreement, AARP members will receive exclusive special offers, discounted rates and other benefits. *(company press release)*

- **Ehave**, Inc. and **Companion Healthcare Technologies**, Inc. (CHT) announced that they have executed a Letter of Intent whereby CHT will license Ehave's core health informatics platform for animal health. Financial terms were not disclosed. *(PRNewswire)*

- TURKEY **Merck Animal Health** announced that it has signed an agreement to acquire **Vilsan Pharmaceuticals**, a division of Vimar Group, based in Turkey. Vilsan Pharmaceuticals is the largest privately-held producer of animal health products in Turkey. Financial terms were not disclosed. *(Feedstuffs)*

- SWITZERLAND **Creso Pharma** and **Virbac** announced the launch in Switzerland of anibidiol, a natural complementary feed for companion animals containing a standardized amount of hemp extract with cannabidiol (CBD), the non-psychoactive substance of the hemp plant. The product supports companion animals' immune system, its natural defenses and contributes to balanced behavior. It is available to Swiss veterinarians. *(Stockhouse.com)*

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ANIMAL HEALTH NEWS

- US - MUMS GRANTS The FDA announced an open period for applications for grants to support the development of new animal drugs intended for minor species or minor uses (MUMS) in major species. This is Funding Opportunity Announcement #RFA-FD-15-004. Subject to the availability of funds, grants will be available for up to $100,000 per year for up to two years for routine studies; and up to $150,000 per year for up to two years for studies of unusual complexity, duration or size. A third year of funding may be available for long-term toxicology studies. Applications must be submitted electronically by January 12, 2018, through www.grants.gov. *(FDA)*

- HONG KONG - VETERINARY SCHOOL A six-year veterinary medicine program developed in collaboration with Cornell University has opened at Hong Kong's City University, Hong Kong's first veterinary program. The program, which is modeled on Cornell's four-year DVM program, holds provisional accreditation from the Australasian Veterinary Boards Council. *(Today's Veterinary Business)*

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BRAKKE CONSULTING VIEWPOINT

The holiday season will be in full swing starting next week with the annual Thanksgiving holiday here in the US. Many of you have are probably already in in transit for this to meet and see family and friends.

We want to take this opportunity to thank all of our readers and subscribers to this newsletter and wish you a safe and enjoyable holiday week. We also want to thank our many clients and industry partners for their support and assistance in 2017. The industry has and is experiencing some transformational changes in 2017. And yes, we expect these changes to continue in 2018 as we close out another year of growth for the industry.

Have a great weekend and travel safe!

Ron Brakke

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Brakke Consulting, Inc.
12005 Ford Rd., Suite 530
Dallas, TX 75234 USA