
**Brakke Consulting's
Animal Health News & Notes for November 27, 2013**
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**BRAKKE CONSULTING, INC.
VETERINARY PRACTICE MANAGEMENT**

Veterinary CE Seminars – Providing Value-added Service to Your Customers

Is your company is looking for new ways to increase your exposure to current and prospective veterinary customers? Practice Management Consultant Jessica Lee of Brakke Consulting speaks on a wide array of topics that can provide added value to your veterinary customers.

Jessica regularly publishes articles in leading veterinary publications. You can read her article on pet insurance in *Veterinary Team Brief* magazine at <http://www.veterinaryteambrief.com/article/obesity-conversation-opportunities>

For more information on how to book Jessica for speaking engagements, contact her at jlee@brakkeconsulting.com or 919-444-3279.

www.BrakkeVPMG.com

COMPANY EARNINGS RELEASES

> **PetSmart**, Inc. announced financial results for the third quarter of 2013. Total sales for the third quarter of 2013 increased 4% to \$1.7 billion. Comparable store sales, or sales in stores open at least a year, grew 3%. Services sales grew 5% to \$184 million. Net income totaled \$92 million in the third quarter of 2013, compared to \$82 million in the third quarter of 2012. (*Business Wire*)

COMPANY NEWS RELEASES

> **Manna Pro** announced it has acquired **Cut-Heal**. In addition to the Cut-Heal product line, the acquisition also includes an exclusive distribution in the North American ag/feed/equine/pet markets for the new Performance Support Deep Freeze family of topical analgesics. Financial terms were not disclosed. (*PRWeb*)

> **DermaZoo Pharma** announced the launch of the new GlycoZoo Dermatology Line. The GlycoZoo Dermatology Line is a unique combined formulation of Glycolic and Boric Acids and Ceramides. The line includes GlycoZoo Shampoo, GlycoZoo Conditioning Spray, GlycoZoo Otic and GlycoZoo Wipes. (*company press release*)

> The Riverside Company announced the acquisition of dog toy manufacturer **Kyjen Company**. Financial terms were not released. (*PRWeb*)

> UK **Avacta Animal Health** announced the UK launch of the Avacta Sensitest cIBt test to assist vets in the testing and remission monitoring of canine lymphoma. The Sensitest cIBt test enables detection of lymphoma up to eight weeks prior to physical symptoms. Avacta's Sensitest range of serological testing uses monoclonal antibodies to detect allergen specific antibodies. (*Animal Pharm*)

> CANADA **Pharmgate LLC** announced the approval of Deracin 22% Granular Premix containing 22% chlortetracycline, by the Veterinary Drugs Directorate of Health Canada. (*company press release*)

> EUROPE **Petmate** announced the opening of its European headquarters in Lyon, France. The company's products have been available in Europe for more than a decade. (*Pet Product News*)

ANIMAL HEALTH NEWS

> US - VETERINARY CONTINUING EDUCATION The American Animal Hospital Association (AAHA) and Colorado State University (CSU) are joining forces to offer the Veterinary Management Institute (VMI), a new executive-level management program designed specifically for the veterinary profession. Born in 1990, nearly 24 years later the popular VMI program is getting a complete overhaul with the needs of the modern veterinary professional in mind. (*association press release*)

BRAKKE CONSULTING VIEWPOINT

The consultants and staff at Brakke Consulting wish each of you and your families an enjoyable and safe Thanksgiving holiday.

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