
**Brakke Consulting's
Animal Health News & Notes for December 12, 2008**
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IN THE NEWS:

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COMPANY EARNINGS RELEASES

> **KMG Chemicals** Inc. reported results for its fiscal first quarter 2009 ended October 31. In the first quarter of fiscal 2009, Animal Health generated net sales of \$1.4 million, compared to sales of \$1.5 million in the first fiscal quarter of 2008. (*RTTNews*)

COMPANY NEWS RELEASES

> **IDEXX Laboratories**, Inc. announced the availability of the SNAP Feline Triple Test, the next generation of the SNAP Feline Combo Test. The new SNAP Feline Triple Test features FIV/FelV plus the ability to determine the presence of feline heartworm antigen. (*company website*)

> **AgriLabs** introduced Colostrx 130 Colostrum Replacer, a complete replacement option for maternal colostrum. Colostrx 130 Colostrum Replacer contains a full 130 grams of globulin protein protection in every dose, the most of any other available colostrum replacer. (*company press release*)

> **Neogen** Corporation announced that its Board of Directors has initiated a new share repurchase program to purchase up to 500,000 shares of the company's common stock. In a joint move, the Board rescinded the previous stock repurchase program first approved in 1999. The shares will be repurchased on the open market or in negotiated transactions, depending on market conditions and other factors. Shares repurchased under the program will be retired. (*company press release*)

> **ThermoGenesis** Corp. announced the unveiling of its first veterinary product, Res-Q60v ePRP. The Res-Q60v ePRP is used to produce equine platelet-rich plasma (PRP) from 60 mL of blood, which is then used to treat ligament and tendon injuries in performance horses. (*International Business Times*)

> **Erginate Corporation** announced the availability of eTattoo, an ultra-high frequency radio frequency identification (UHF RFID) cattle management ear tag. The new technology allows the capture of data from multiple animals simultaneously with the added benefits of gaining greater

read ranges at much faster speeds than conventional technology. Producers can read information from either the front or back of the animal from a distance of more than 25 feet using a fixed reader or up to 15 feet using a handheld. *(company press release)*

> **HomeoPet** announced a new product in its HomeoPet Pro line, HP Healing Cream, an anti-infective, first aid cream for animals. HP Healing Cream is a non-steroidal cream that can be used in conjunction with conventional antibiotic therapy to promote rapid healing in wounds, cuts, bites and burns. *(company press release)*

ANIMAL HEALTH NEWS

> **US - BOVINE TB** North Dakota Beef herd is being tested for bovine tuberculosis following the identification of a cow with a TB lesion at a Minnesota meat processing plant. A traceback determined that the animal came from a livestock operation in southwestern North Dakota. North Dakota had been officially TB-free since Jan. 1, 1976. *(Meating Place)*

> **IRELAND - PORK RECALL** A dioxin scare involving pork from Ireland has triggered the recall of all pork products from pigs slaughtered in the country, including products that were exported elsewhere in Europe. Ten farms appear to be involved, having used pig feed sold by one company. Preliminary evidence gathered by Ireland's Food Safety Authority indicated that the contamination likely started in September. Only a "handful of pigs" at the 10 restricted farms have been slaughtered so far. However, all of them, estimated at 100,000 or about one in 30 pigs in the country, would eventually be destroyed so that they cannot enter the food chain. *(Pork Alert)*

> **US - JOHNE'S VACCINE** Scientists at Cornell's College of Veterinary Medicine have developed a vaccine that prevents Johne's disease. Their antigen is licensed to the **Biotechnology Research and Development Corp.** *(Physorg.com)*

BRASSE CONSULTING VIEWPOINT

From the news this week, or lack thereof, it appears that most of you are either feverishly figuring how to generate a few more sales in the last weeks of the year, or focused on the holiday season. Whichever it is, we wish you much success.

There appears to be in the industry a common perception that the veterinary business is recession-proof. Is it? Not so much, perhaps. Data from several sources including NCVEI, VIN, and a new Brasse study indicate that companion animal veterinarians are experiencing a significant slowdown.

Brasse's new Economy and Pet Care Study, due to be published next week, sheds substantial light on the issue. A large segment of practices are facing turbulent times. There's a direct impact on purchasing decisions, too, with some cutbacks in 2008 and more planned for 2009.

Have you adjusted your 2009 business plans accordingly? The Economy and Pet Care Study has some great insights to help you do so.

Have a great weekend.

Ron Brasse

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