
**Brakke Consulting's
Animal Health News & Notes for December 18, 2009**
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**REGISTER NOW FOR
BRAKKE CONSULTING'S 2010 INDUSTRY OVERVIEW
AT NAVC AND WVC**

Brakke Consulting will be presenting its annual US Animal Health Industry Overview at the North American Veterinary Conference and the Western Veterinary Conference in 2010.

NAVC Overview
Monday, January 18th, 2010
2:00 – 4:00 pm
Gaylord Palms, Orlando

WVC Overview
Date: **Tuesday, February 16, 2010**
Time: 2:00 - 4:00 pm
Place: The Four Seasons Hotel, Las Vegas

To register, go to www.brakkeconsulting.com and look for the Overview link in the "What's New" box. Payment by major credit card is required at time of registration.

www.BrakkeConsulting.com

COMPANY EARNINGS RELEASES

> **Neogen** announced results for its second fiscal quarter ended Nov. 30. Revenues for Neogen's Animal Safety Division increased 6% to \$16.8 million in the quarter compared to the second quarter in the previous fiscal year. (*company press release*)

> **Del Monte Foods** reported results for the second quarter fiscal 2010 ended November 1. Pet Products net sales were \$422 million, an increase of 3% over the prior year period. (*company website*)

COMPANY NEWS RELEASES

> **Pfizer Animal Health** announced it has received a conditional product license for its Swine Influenza Vaccine, for vaccination of healthy swine, including pregnant sows and gilts, three weeks of age or older, against the H1N1 strain of swine influenza virus. Local use of the new vaccine requires the approval of state veterinarians. (*Vet Practice News*)

> **T-Cyte Therapeutics, Inc.** announced its conditional license for Lymphocyte T-Cell Immunomodulator (LTCI) has been renewed by the USDA . LTCI is approved to treat cats infected with feline leukemia virus (FeLV) and immunodeficiency virus (FIV), and is licensed and distributed by **IMULAN BioTherapeutics**. (*company press release*)

> **Abaxis, Inc.** announced that it has entered the production animal diagnostics marketplace with its first product, a rapid Avian Influenza Antigen Test. The USDA-licensed test for Avian Influenza Type A nucleoprotein antigen in chickens, turkeys and ducks is a disposable, non-instrumented device that provides results in 15 minutes, and can be used in the field or in a laboratory. (*PRNewswire*)

> AUSTRALIA **JBS SA** announced the acquisition of Australian lamb processor **Tatiara Meat Company**. The \$27.5 million purchase of Tatiara makes JBS's Swift Australia unit the largest lamb processor in Australia, with a total slaughtering capacity of 24,500 head per day. The company generates approximately \$183 million in annual sales. (*Meating Place*)

AnimalHealthJobs.com Over 70 positions currently posted!

AnimalHealthJobs.com continues to have a number of new job postings from companies looking to fill positions as they head into 2010.

A large number of positions are in sales; there are also some 12 positions requiring a D.V.M. or other advanced degrees such as an M.S. and/or Ph.D. Go take a look at www.animalhealthjobs.com .

ANIMAL HEALTH NEWS

> CHINA - PANDA GENOME Chinese researchers have mapped the genome of the giant panda for the first time, according to a paper published by the journal *Nature*. This is the first member of the bear family to have its full genome sequenced and reported. It is estimated that only 2,500 to 3,000 giant pandas are left in the mountainous region of western China, with habitat destruction and other factors threatening total extinction. (*Animal Pharm*)

> US - FOOD SAFETY *Prevention* magazine included corn-fed beef and milk produced with artificial hormones in a recent article entitled "the seven foods experts won't eat." The magazine spoke to "people at the forefront of food safety" to compile its list, listing a single individual as the source for each of the seven food items on the list. (*Shine on Yahoo*)

> CLIMATE CHANGE The US Agriculture Secretary joined representatives from 20 other countries to announce the formation of the Global Research Alliance on Agricultural Greenhouse Gases (GRA), an international research collaborative to combat climate change. Over the next four years, USDA will expand agricultural climate change mitigation research by \$90 million and contribute this research to the GRA. The GRA will focus on research, development and extension of technologies and practices to grow more food (and more climate-resilient food systems) without growing greenhouse gas emissions. (*Feedstuffs*)

BRASSE CONSULTING VIEWPOINT

The size of the newsletter this week would indicate that many of you have already started on your holiday activities. It's hard to believe that another year is about to pass. As was predicted early in 2009, the marketplace has been challenging for many companies the past 12 months. When we couple tough economic conditions with significant consolidation activity we find it amazing that sales revenue have held up so well for the year. As noted in various presentations, we believe unit volume in most categories will be down for the year but revenue will hold its own based on price increases. We expect continuing challenges to both distributors and manufacturers in 2010.

Since this is the last newsletter before many of you head off for the holidays, we want to wish you and your families a safe and enjoyable Holiday Season. We want to thank each of you and your companies for your support of Brasse Consulting during the year. We look forward to the New Year and the opportunities it will bring.

HAPPY HOLIDAYS!!

*Ron Brasse
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