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**Brakke Consulting's  
Animal Health News & Notes for February 12, 2015**  
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**2016 INDUSTRY OVERVIEW  
REGISTRATION FOR WVC IS NOW OPEN**

Brakke Consulting is pleased to announce the 2016 Industry Overview, featuring consultants Ron Brakke, John Volk, and Dr. Cary Christensen. The 2016 US Animal Health Industry Overview will be presented twice this winter - once at the North American Veterinary Conference in Orlando, Florida and once at the Western Veterinary Conference in Las Vegas, Nevada.

WVC: Tuesday, March 8, 2:00 – 4:00 pm, Four Seasons.

Online registration for the Industry Overview at the WVC is now open.

To register, go to [www.brakkeconsulting.com](http://www.brakkeconsulting.com) and scroll down to the "What's New" box. The price is \$385 per person for online registration; onsite registration is \$425.

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**COMPANY EARNINGS RELEASES**

> Sanofi reported financial results for the full year 2015. In 2015, sales for Animal Health division **Merial** were EUR 2,515 million (\$2,747 million), up 21% (+11% at constant exchange rates) driven by the success of NexGard. (*company press release*)

> **Phibro Animal Health** Corporation announced its financial results for its second quarter ended December 31, 2015. Animal Health net sales were \$122 million, an increase of 2% primarily due to volume increases in the nutritional specialty and vaccine product groups. *(company press release)*

> **ImmuCell** Corporation announced financial results for its full year 2015. Total sales increased 35% to \$10.2 million compared to 2014. Net income was \$1.2 million in contrast to a net loss of (\$167,000) during 2014. *(company press release)*

> **Henry Schein**, Inc. reported results for the full year 2015. Animal Health sales were \$2,922 million, an increase of 1% compared to the prior year (+8% at local currencies). North American Animal Health sales were \$1,445 million, an increase of 5%. *(company press release)*

> **VCA** Inc. reported results for the full year 2015. Total revenues were \$2,134 million, an increase of 11% compared to the prior year. Animal Hospital revenues were \$1,698 million (+12%), while Laboratory revenues were \$394 million (+9%). Net income attributable to VCA was \$211 million, an increase of 56%. *(company press release)*

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## COMPANY NEWS RELEASES

> **Merck Animal Health** announced the launch of the Pet Diabetes Tracker, a free app that helps pet owners manage their pet's diabetes on their smartphone or tablet. The Pet Diabetes Tracker helps the pet owner to do routine, daily monitoring by entering important health information including blood glucose levels, food and water consumption, body condition and weight. *(company press release)*

> **Central Life Sciences** announced that its ClariFly Larvicide feed additive has been approved to control the emergence of manure-breeding flies from a swine operation, including adult house and stable flies. *(Animal Pharm)*

> **NovaVive** Inc., a Canadian immunobiology company, announced that it has USDA and Canadian Food Inspection Agency (CFIA) approval for Immunocidin to treat equine sarcoid tumors. *(company press release)*

> The leadership team at **Ethos Veterinary Health** announced the formation of the new company, the result of a merger between IVG Hospitals (New England), Premier Veterinary Group (Chicago), Wheat Ridge Animal Hospital (Denver) and Veterinary Specialty Hospital of San Diego. Ethos will provide specialty and emergency care for pets through its 13 hospital locations across the US. *(Business Wire)*

> NETHERLANDS **InVivo NSA** announced it has acquired **Daavision**, an international Dutch company that specializes in the production and marketing of specialty additives for animal nutrition, mainly based on organic fatty acids. Financial terms were not disclosed. *(WattAgNet.com)*

> NETHERLANDS UK company **AB Agri** announced the acquisition of Danish feed maker **AgroKorn**. The deal includes AgroKorn's flagship animal nutrition operations, including premix, milk replacers and new generation proteins, but excludes its mink business. Financial terms were not disclosed. *(Animal Pharm)*

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## ANIMAL HEALTH NEWS

> US - LYME DISEASE SPREAD Researchers have documented an increase in the number of ticks carrying Lyme disease. Ticks carrying Lyme disease are now present in 1,531 (49%) counties spread across 43 states. This represents a 45% increase in the number of counties that have recorded the presence of these ticks since the previous map was presented in 1998. The study, conducted by the Centers for Disease Control (CDC), was published in the *Journal of Medical Entomology*. (*VetAdvantage - AAHA NEWStat*)

> US - LYME DISEASE A novel bacteria named *Borrelia mayonii* causes Lyme disease, according to new research. Testing isolated the bacteria from two patients as well as in 3% of ticks collected from Wisconsin and tested. *B. mayonii* is genetically distinct from *B. burgdorferi*, previously the only pathogen known to cause Lyme disease. The novel pathogen is associated with Lyme disease symptoms but not the classic bull's-eye rash. (*AVMA SmartBrief - NPR, FoxNews*)

> US - EQUINE HERPESVIRUS The University of Georgia Large Animal Veterinary Teaching Hospital was temporarily closed last week for quarantine for the equine herpesvirus after a horse was admitted to the large animal intensive care unit tested positive for equine herpesvirus-1. The horse was humanely euthanized the following day due to progressive neurological disease. (*Vet Advantage - Athens Banner-Herald*)

> US - CATTLE INVENTORY As of January 1, 2016, there were 92.0 million head of cattle and calves on US farms, the highest US cattle inventory since 2011 and a 3% increase from last year. (*Vet Advantage - Agrimarketing*)

> US - BEE PRESERVATION The US Agricultural Research Service (ARS) is creating a national bee gene bank as part of the agency's response to ongoing problems facing the country's beekeepers. The gene bank, which will be located in Fort Collins, Colorado, will help preserve the genetic diversity of US honeybees, especially for traits such as resistance to pests or diseases and pollination efficiency. It will also provide ARS and other scientific organizations access to resources from which to breed better bees. (*Animal Pharm*)

> SAUDI ARABIA - MERS The World Organization for Animal Health (OIE) reported a large outbreak of Middle East respiratory syndrome (MERS) coronavirus in camels in western Saudi Arabia. The outbreak took place at a farm near the city of Jeddah with 11 cases of MERS confirmed out of a total herd of 465 camels. Local animal health officials are investigating and it is likely all camels will be destroyed. (*Animal Pharm*)

> US - PUPPY RENTAL Uber worked with Discovery Communications' Animal Planet and local shelters across several cities including New York and Chicago to deliver puppies to users' doorsteps. For a \$30 "puppy playtime" fee, a puppy and its coaches will visit the home or business of the person who clicks on the "PUPPIES" option on the Uber app. Uber was running the promotion between across seven cities. In most of the cities, the puppies are also available for adoption. (*Vet Advantage*)

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## **BRASSE CONSULTING VIEWPOINT**

The earnings and revenue releases this week showed significant growth for those firms with new product introductions and geographical expansions. However, companies that are competing in mature markets had less positive results.

One bright spot in this newsletter is the increasing number of cattle in the US market. While there are more cattle to treat, the value of animals has decreased so compliance could drop off. This could impact the actual doses used in total.

Like most weeks, the newsletter has several stories regarding various disease outbreaks or possible outbreaks because of increased vectors such as ticks. So, there is no lack of need for new improved products in various species of animals to increase the overall marketplace.

Have a great weekend and call Uber if you'd like a puppy delivered to your home or business!

*Ron Brasse*

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