
**Brakke Consulting's
Animal Health News & Notes for February 20, 2015**
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COMPANY EARNINGS RELEASES

> **Nestle Purina** reported results for the full year 2014. Pet Care sales were CHF 11.34 billion (\$11.46 billion), representing organic growth of 6%. (*company press release*)

> **Trupanion** announced its full-year 2014 financial results. Sales jumped 38% year-over-year to \$116 million in 2014, as the company increased the number of pets enrolled by 29% to 218,684.

The company's net loss widened from (\$8.2 million) in 2013 to (\$21.2 million) last year. (*FierceAnimalHealth*)

> Patterson Companies, Inc. reported results for its fiscal third quarter ended January 24, 2015. Sales for **Patterson Veterinary** were \$338 million, an increase of 1% compared to the third quarter of the prior year (up 3.5% on a constant currency basis). (*Business Wire*)

COMPANY NEWS RELEASES

> **Avivagen** announced the termination of its US product distribution agreement with **Bayer Animal Health**. The agreement was signed with Teva Animal Health in 2012 and related to one Avivagen product – Oximunol Chewable Tablets for Dogs. Bayer became party to the agreement when it acquired Teva Animal Health in January, 2013. (*Vet Advantage*)

> **IDEXX** announced the launch of the IDEXX Somaticell SCC Test, an on-farm test that eliminates the guesswork about somatic cell counts (SCC) in raw cow milk. The new test, which provides results in less than 2 minutes, will be available in the US, Canada and Latin America. (*company press release*)

> **Assisi Research Laboratories**, LLC announced it has received Minor Use Minor Species (MUMS) designation from the FDA for the use of its asparaginase product for the induction of remission of multicentric lymphoma in dogs. (*company press release*)

> **Jaguar Animal Health**, Inc. signed a multiyear distribution agreement providing **Vedco Inc.** with distribution rights for Neonorm Calf, Jaguar's non-prescription product to address symptoms of scours in pre-weaned dairy calves. (*Dairyherd.com*)

> **Integrated Animal Health**, a Queensland, Australia-based animal health company, announced that it will locate its North American headquarters and commercial operations in the KC Animal Health Corridor. (*company press release*)

> **Vaxin** announced plans to acquire UK-based synthetic vaccines developer **Immune Targeting Systems** (ITS) in an all-stock transaction. Vaxin's animal health products currently consist of numerous poultry, swine and immunocontraceptive vaccines, all at various stages of clinical development. Financial terms were not disclosed. (*Animal Pharm*)

> **Infiniti Medical** announced the release of ALICAM, the world's first ambulatory light-based imaging (ALI) device for dogs. ALICAM is intended for intraluminal visualization of the gastrointestinal (GI) tract as a tool in the detection of abnormalities of the GI system. (*PRweb.com*)

> **HealthyPets** Inc., an online pet-supply seller that operates the websites HealthyPets.com and EntirelyPets.com, announced it has acquired a 70,000-square-foot building in Newark, NJ, its third owned facility. (*bizjournals.com*)

> UK **Axiom Laboratories** announced the UK launch of MiPetAllergy, a pet allergy test which the company says is not affected by medication and which requires no withdrawal period prior to testing. With its food elimination diet selector tool, it tests against as many as 80 environmental allergens and foods. (*Vetsurgeon.org*)

> THAILAND Thai feed specialist **Betagro** announced plans to build a one billion-baht (\$31 million) pet food factory to cash in on rising domestic demand, which the company said currently

outstrips domestic supply. Part of the production will be used for export to other Asian countries and Europe. (*Animal Pharm*)

ANIMAL HEALTH NEWS

> US - AVIAN INFLUENZA The USDA confirmed the presence of the H5N8 avian influenza virus in a 114,000-bird chicken farm in the San Joaquin Valley in California, the farthest south the virus has surfaced yet. Avian influenza has infected wild birds, non-commercial flocks and a game bird farm in Washington, Oregon, Idaho, Utah, California and Nevada since mid-December. (*AVMA Smartbrief - Capitalpress.com*)

> US - VETERINARY MEDICINE BILL US Senators from Idaho and Michigan introduced the Veterinary Medicine Loan Repayment Program (VMLRP) Enhancement Act (S. 440) last week, which will exempt VMLRP awards from a steep federal income withholding tax, allowing more veterinarians the opportunity to provide ranchers and farmers with vital food safety and animal and public health services. (*Vet Advantage*)

> US - CATTLE HERD The USDA announced in a semi-annual report that the total number of cattle and calves has increased by somewhat more than 1%. According to a Purdue University Extension economist, this is the first increase in the cattle inventory since 2007, and points to faster rebuilding of the US herd than had been anticipated. (*Vet Advantage - Ag Web*)

WESTERN VETERINARY CONFERENCE FEBRUARY 15-19, 2015

The 87th annual Western Veterinary Conference concluded this week, with over 15,000 attendees. The conference offered over 1,000 of continuing education and an Exhibit hall with over 500 vendors. The Oquendo Center offered over 30 hands-on labs for additional learning opportunities.

BRAKKE CONSULTING VIEWPOINT

It was great to see many of you at the WVC meeting this week in Las Vegas. While winning in the casinos is difficult, the quality of the meetings and the venue make almost everyone who attends WVC a winner.

Based on the attitudes and reports we hear from clients and others it appears that the industry is off to a nice start in 2015. The mix of new products and services being introduced when coupled with some long term recognized brands and products should allow for revenue increases in 2015.

We also learned of a number of new technologies in development that should provide for future revenue growth. It appears to us that 2015 will be growth year for many firms. Those without new products or services could struggle because it's not obvious that neither companion animal numbers nor the number of veterinary visits is going to increase based on the data we see in various reports. We believe the food animal sector will be strong in most species.

Stay warm this weekend and keep your snow shovel handy!!

Ron Brakke

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