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**Brakke Consulting's  
Animal Health News & Notes for March 20, 2015**  
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**ANIMAL AGRICULTURE ALLIANCE  
2015 STAKEHOLDERS SUMMIT  
MAY 6-7, 2015**

The Animal Agriculture Alliance's Annual Stakeholders Summit will be held May 6-7, 2015 in Kansas City, MO. This year's theme is "The Journey to Extraordinary". The event will explore animal agriculture's continuous efforts to embrace new technologies that will help feed a growing population while measuring sustainability, engage consumers in innovative ways to bridge the knowledge gap, and highlight initiatives that demonstrate agriculture's commitment to transparency.

For more information please visit [www.animalagalliance.org/summit](http://www.animalagalliance.org/summit). Early registration and special hotel rates close April 8th.

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**COMPANY EARNINGS RELEASES**

> **Nexvet** reported results for its fiscal second quarter of 2015 ended December 31, 2014. The company posted a net loss of \$(2.4 million) for the quarter, compared to \$(1 million) during the second quarter of 2013. Nexvet reported R&D incentive income of \$0.9 million, which was approximately triple the amount brought in during the second quarter of fiscal 2014. (*Animal Pharm*)

> **Sanderson Farms** reported financial results for the first quarter of fiscal 2015 ended January 31. Net sales were \$667 million, an increase of 14% compared to the comparable quarter in the prior year. Net income was \$66.5 million compared to net income of \$28.9 million in the prior year. (*Feedstuffs*)

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## COMPANY NEWS RELEASES

> **ARTES Biotechnology** has announced a collaboration with **Boehringer Ingelheim Animal Health**. ARTES Biotechnology specializes in recombinant protein production, process and vaccine development from microbial expression systems. (*ThePigsite.com*)

> **Abaxis** and **VCA** jointly announced Antech Diagnostics, Inc., VCA's laboratory division, has agreed to acquire the assets of AVRL (Abaxis Veterinary Reference Laboratory) from Abaxis for \$21 million in cash. The parties anticipate the transaction will close by the end of March. (*CNN Money*)

> **Traverse Biosciences** announced an exclusive, worldwide license agreement with the Research Foundation for the State University of New York for animal health applications for a library of proprietary agents designed to treat inflammation. The company's lead compound, TRB-N0224, is envisioned as the first FDA-approved, once-daily, edible prescription medication for the prevention of canine periodontal disease. (*Newswise.com*)

> **Himalayan Corporation** announced it has acquired **Leanlix** and all of its properties. Leanlix makes lickable training treats for dogs that are sold in the US and several other countries. Financial terms were not disclosed. (*Pet Business*)

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## **BRAKKE CONSULTING, INC. COMING IN APRIL: 2015 PAIN MANAGEMENT PRODUCTS REPORT**

Pain management is one of the leading topics in veterinary medicine today. Brakke Consulting's annual report on Pain Management Products for Dogs and Cats includes such valuable information as:

- overview of acute and chronic pain in small animals
- review of new products
- estimates of US sales and prices of leading products
- pain management products in development
- review of nutritional supplements used for chronic pain
- review of therapeutic diets for joint care
- 2015 survey of 200 small animal veterinarians regarding use of pain management products

Pain Management Products for Dogs and Cats 2015 can be purchased for \$4,995 if ordered by March 31, 2014. The report will be completed in April. Questions about the study can be answered by project manager Lynn Fondon, DVM, MBA at 972-243-4033, or email [Lfondon@brakkeconsulting.com](mailto:Lfondon@brakkeconsulting.com).

[www.BrakkeConsulting.com](http://www.BrakkeConsulting.com)

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## ANIMAL HEALTH NEWS

> **US - AVIAN INFLUENZA** The USDA confirmed the presence of a virulent strain of avian influenza in poultry in Kansas. The H5N2 flu strain was discovered in a backyard chicken and duck flock in Leavenworth County just outside Kansas City, Kansas. This discovery confirms the virus has spread into the migratory bird route. (*digitaljournal.com*)

> US - AVIAN INFLUENZA Low-pathogenic H7N3 avian influenza was confirmed in three commercial turkey farms in California. At least 61,000 birds were exposed to the virus and the farm was placed under quarantine. Samples taken at 10 associated farms returned negative results. (*Meatpoultry.com*)

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**BRAKKE CONSULTING, INC.  
TRANSACTION ASSISTANCE**

Let Brakke Consulting provide assistance for all your complicated transactions.

Brakke Consulting has been the finder of record, agent of record or consultant for a number of successfully completed projects. We assist with valuations and provide due diligence on confidential transactions as well as offering executive counsel on a number of potential transactions.

Brakke Consulting has the experience, insight, ability and contacts to provide clients with the highest quality services in the animal health, pet, veterinary and specialty chemicals markets. Please contact any of our offices for a confidential consultation.

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**BRAKKE CONSULTING VIEWPOINT**

It appears that spring break has reduced the number of animal health stories for the week. Hopefully the weather cooperated if this week was your spring break.

We are now approaching the end of the first quarter of 2015 and, if the feedback we are receiving from our clients is correct, it appears that animal health is off to a great start in 2015. According to some clients the surge in revenue they experienced in the fourth quarter of 2014 carried over into 2015. There are several new product launches that are also having a beneficial impact on the growth of the market in 2015. In a conversation earlier this week, we learned that one company expects to more than double the revenue in 2015 that it generated in 2014 from a successful new product launch. That is impressive growth if they achieve their 2015 objectives.

Earlier in the newsletter we made mention of the Animal Agriculture Alliance Annual Stakeholders Summit to be held in Kansas City on May 6-7. We encourage all companies involved in animal agriculture to participate in this meeting. Brakke Consulting has supported this organization since its founding and have participated in most of the meetings over the years. This organization has made progress in bridging the knowledge gap between animal protein producers and consumers. However, much more needs to be done.

Have a great weekend!!

*Ron Brakke*

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