
**Brakke Consulting's
Animal Health News & Notes for March 25, 2016**
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COMPANY EARNINGS RELEASES

> **Neogen Corporation** announced financial results for the third quarter of fiscal 2016 ended Feb. 29. Revenues increased 12% to \$77 million; revenues for the company's Animal Safety segment increased 16% to \$42 million. Net income increased 12% to \$8.3 million compared to the comparable period in the prior year. (*company press release*)

> **Ouro Fino Saúde Animal** reported results for the full year 2015. The company reported sales of R\$534 million (\$150 million), a 24% increase over 2014. Profits increased 28% to R\$69 million (\$19 million). (*Animal Pharm*)

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COMPANY NEWS RELEASES

> **Bayer** announced the appointment of Joyce Lee as President of Bayer's North American Animal Health business. Previously, Lee was the Executive Vice President and Area President of Canada and Latin America at Zoetis. *(PRNewswire)*

> **Aratana** announced that the FDA has granted approval for Galliprant (grapiprant tablets), a new animal drug intended to control pain and inflammation associated with osteoarthritis in dogs. Galliprant is a prostaglandin E2 (PGE2) EP4 receptor antagonist; a non-cyclooxygenase inhibiting, non steroidal anti-inflammatory drug (NSAID). Galliprant is expected to be available to veterinarians in fall 2016. *(FDA, company press release)*

> **Innovacyn** announced the launch of Vetericyn FoamCare, a new shampoo line specifically formulated for individual coat types for both pets and equine. Vetericyn FoamCare is applied as a foaming spray and is available in non-medicated and medicated formulations. *(PRNewswire)*

> **Addison Biological Laboratory** announced the release of MAXI/GUARD Oral Cleansing Wipes. The taste-free compound in the wipes neutralizes offensive mouth odors, helps reduce the deposition of plaque and aids in gingival inflammation. *(company press release)*

> **Oculus Innovative Sciences** announced a multi-year licensing agreement with **Manna Pro Products** for the entire family of MicrocynAH animal healthcare products for the North American large animal and farm/home market. Manna Pro began shipping the MicrocynAH products to customers in March 2016. *(GlobeNewswire)*

> **Adartis Animal Health** announced the launch of Kalvatin Dermal Spray and Dermal Gel. The products use a cold-adapted marine enzyme that works with an animal's own natural defenses to cleave necrotic tissue, reduce inflammation, and create an active barrier to reduce microbial adhesion to wounds and dermatitis while exfoliating and moistening the skin to reduce itching, scratching and chewing of the affected area. *(company press release)*

> **VetBadger Software** announced the launch of VetBadger Practice Management Software for veterinary clinics. Provided as a cloud-based system, VetBadger offers enhanced QuickBooks integration. *(Virtual-strategy.com)*

> **PetDNA Labs** announced the launch of K9 Smiles, a simple oral swab that when sent to PetDNA Labs can identify 3 common pathogenic bacteria known to cause oral and systemic health problems for dogs. K9 Smiles is available through vet offices. *(PRNewswire)*

> Guardian Capital Partners announced it has acquired the assets of **Hyper Pet**, a manufacturer of dog toys and pet supplies. Financial terms were not disclosed. *(Pet Business)*

> **Petland** announced plans to open stores in the Middle East and North Africa regions. In the last two years, Petland has opened more than 20 stores in international locations. *(Pet Business)*

> EU MSD Animal Health (**Merck**) announced that Bravecto flea and tick treatment has secured a positive final opinion for an extension of its existing authorization in Europe. The European Medicine Agency's Committee for Medicinal Products for Veterinary Use (CVMP) approved the

addition of new pharmaceutical form (spot-on solution) for dogs and a new target species (cats) for the spot-on formulation to Bravecto's indications. The CVMP's decision follows a request for a re-examination of a previous the negative opinion adopted in December 2015, which was related to user safety. (*Animal Pharm*)

> EU **Premune** and **Innovet Italia** announced that they have expanded their collaboration by signing an exclusive licensing agreement for six additional products, targeting three key areas in companion animal well-being. The extended product range now includes Retopix Spray, Retopix Fluid, and Retopix Oto (skin care), Normalia (support of gut function) and Oculvet Wipes and Oculvet Drops (eye care). (*PRNewswire*)

ANIMAL HEALTH NEWS

> FRANCE - BSE France has confirmed a case of bovine spongiform encephalopathy (BSE) in the northeastern region of Ardennes. This is the third single case of BSE detected in Europe since 2015. (*Agriland.com*)

> FRANCE - ANTIBIOTIC REGULATION France enacted a new regulation focused on drugs of critical importance to human medicine effective April 1. The regulation means 50 critically important antibiotics can no longer be used for preventive treatment of livestock. It states that even when animals are sick, veterinarians should explore alternatives before prescribing such drugs. (*Animal Pharm*)

> US - ANTIBIOTIC RESISTANCE Leading food companies such as Wal-Mart, Costco, Cargill, McDonald's, Tyson Foods, Hormel, Cargill and others have written a letter to congressional appropriators urging Congress to build on investments in the fiscal 2017 appropriations legislation that would help combat antibiotic-resistant bacteria. (*Feedstuffs*)

> USA - BSE RULES The FDA has issued a rule finalizing three previously issued interim final rules designed to further reduce the potential risk of bovine spongiform encephalopathy (BSE) in human food. The final rule provides definitions for prohibited cattle materials and prohibits the use of such materials in human food, dietary supplements and cosmetics to address the potential risk of BSE. FDA also finalized the process for designating a country as not subject to BSE-related restrictions applicable to FDA-regulated human food and cosmetics. (*Feedstuffs*)

> US - RABIES There has been a recent increase in cattle confirmed with rabies in Kansas. In the past two years, cattle have been the most common domestic species diagnosed with rabies by the veterinary diagnostic laboratory at Kansas State University. This year, the lab has 13 confirmed bovine cases; last year there were nine. (*Vet advantage - Farm & Ranch Guide*)

> US - FMD PREPAREDNESS The USDA's Animal and Plant Health Inspection Service (APHIS) announced plans to store enough vaccines to respond to any future FMD outbreaks. The agency would like to have a minimum of 25 million doses for each of the ten high-risk strains available. Initially, APHIS is seeking to identify manufacturers who can supply enough relevant FMD vaccines in the timeframe needed. The US has not reported an outbreak of FMD since 1929. (*Animal Pharm*)

BRAKKE CONSULTING VIEWPOINT

There were a number of announcements this week related to new product and technology launches. Several involve new products into the already crowded demonological product space. There was one FDA approval for a technology to compete in the companion animal osteoarthritis

marketplace. While these new launches are important to the companies involved, there does not appear to be a “blockbuster” in the group.

Another story of note this week is the continued activity in the food safety area being driven by large food companies desiring to have the government fund research into the antibiotic resistance area. This request is based on the growing consumers' desire to purchase animal protein from animals that have NOT been treated with antibiotics, particularly those that are used in human medicine. It is clear that the issues surrounding the use of antibiotics in food animals are not going to dissipate in the near future.

Have a great Easter weekend! Travel safe!

Ron Brakke

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