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**Brakke Consulting's  
Animal Health News & Notes for March 4, 2015**  
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**BRAKKE CONSULTING, INC.  
COMING IN APRIL:  
2016 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
- 2016 survey of 200 small animal veterinarians regarding use of pain management products

Pain Management Products for Dogs and Cats 2016 can be purchased for \$5,500 if ordered by **March 25, 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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## COMPANY EARNINGS RELEASES

> **Norbrook Laboratories** results for the fiscal year ended August 1, 2015. The company posted sales of GBP 216 million (\$302 million), an increase of 8.5% for fiscal 2015. Norbrook also reported an increase in recurring operating profit from GBP 15.8 million to GBP 24 million (\$33.6 million). (*Animal Pharm*)

> **Heska** reported results for the full year 2015. Total revenue was \$105 million, an increase of 16% compared to the prior year. Net income was \$5.5 million compared to net income of \$1.6 million in 2014. (*company press release*)

> **Balchem Corporation** reported results for its 2015 record full year. The Animal Nutrition & Health segment sales were \$166 million, a decline of 6% compared to the prior year. Earnings before income taxes for the segment were \$27.9 million, an increase of 18% over the prior year. (*GlobeNewswire.com*)

> **Kindred Biosciences**, Inc. announced financial results for the full year ended December 31, 2015. The company reported a net loss of \$(27.1) million versus a net loss of \$(27.1) million for the same period in 2014. At December 31, 2015, KindredBio had \$77.6 million in cash, cash equivalents and investments. (*company press release*)

> **Sanderson Farms** reported results for the first quarter of its fiscal year 2016. Net sales were \$605 million, a decline of 9% compared to the comparable period in the prior year. Net income for the period declined to \$10.7 million on a year-over-year basis. Results for the first quarter reflected significantly weaker market prices for the company's products, as well as a higher effective tax rate. (*WattAgNet.com*)

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## 2016 INDUSTRY OVERVIEW REGISTRATION FOR WVC IS NOW OPEN ONLINE REGISTRATION ENDS TODAY!

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; **online registration ends March 4 at 2:00 pm Central time**. Onsite registration is \$425.

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## COMPANY NEWS RELEASES

> **Zoetis** announced that it has received licenses from the USDA for new Vanguard Rapid Resp Intranasal and Vanguard B Oral vaccines. Zoetis is the first and only manufacturer to offer oral, intranasal and injectable options for vaccinating dogs against Bordetella bronchiseptica (Bb), which is considered a common pathogen in canine infectious respiratory disease (CIRD). *(company press release)*

> **Zoetis** announced the launch of Clarifide Plus, a genomic test that allows dairy producers to directly predict disease risk in Holstein cattle. Reliable assessments are available for these six common dairy health challenges: mastitis, lameness, metritis, retained placenta, displaced abomasum, and ketosis. *(Animal.agwired.com)*

> **Virbac Corporation** announced the launch of the C.E.T. OraStrip Dental Diagnostic Test to detect periodontal infection in dogs, providing visual test results to support veterinarians' dental treatment recommendations and enhance client compliance. *(company press release)*

> **Ceva** announced the formation of a US Swine Business Unit. In addition to swine vaccines, the company will have a strong focus on different approaches to animal health, including alternative ways to apply vaccines and equipment to help reduce labor and improve compliance when giving the medication. *(Animal.agwired.com)*

> **Dechra** announced the FDA approval and immediate availability of Zycortal (desoxycorticosterone pivalate) Suspension for use as replacement therapy for mineralocorticoid deficiency in dogs with Addison's disease. *(company press release)*

> The FDA announced the abbreviated new animal drug approval of **ECO LLC's** WormX (pyrantel pamoate) flavored tablets for use in dogs and puppies. *(FDA)*

> **VCA Inc.** announced the signing of a definitive agreement for VCA to acquire an 80% ownership interest in Companion Animal Practices, North America (**CAPNA**) for \$344 million. CAPNA, located in Las Vegas, Nevada, operates a network of 56 free standing animal hospitals. *(company press release)*

> **Kane Biotech Inc.** announced it will be launching its bluestem brand of premium pet oral care products in the US in March. The products will be available in retail outlets. *(company press release)*

> AUSTRALIA The Australian government announced that it has approved the A\$280 million (US\$202 million) sale of the land and assets of **Tasmanian Land Co.**, including Van Diemen's Land Co. (VDL), from the New Plymouth District Council to Chinese **Moon Lake Investments**. *(Feedstuffs)*

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## ANIMAL HEALTH NEWS

> US - EQUINE HERPESVIRUS Payson Park Thoroughbred Training Facility in Florida is under quarantine for three weeks after a horse tested positive for equine herpesvirus-1. The facility will quarantine about 500 thoroughbreds at the facility for three weeks as a precaution. *(AVMA SmartBrief - StarTribune.com)*

> US - CVM LEADERSHIP The FDA announced that Dr. Bernadette Dunham, DVM, Ph.D., director of the Center for Veterinary Medicine (CVM), is leaving the agency in April to participate in a One Health collaborative effort between the Milken Institute School of Public Health at the George Washington University and the FDA. Tracey Forfa, J.D., who has served as CVM deputy director since 2008, will fulfill the role of acting center director while the agency conducts a

nationwide search for a new leader of CVM. (FDA)

> US - RESEARCH FUNDING An anonymous \$20 million donation completes Colorado State University's fundraising campaign to build its Institute for Biologic Translational Therapies. Plans include studying the use of stem cells to treat equine joint problems and exploring the translation of regenerative therapies from animals to humans. (AVMA SmartBrief - Denver Post)

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**BRAKKE CONSULTING, INC.  
EXECUTIVE, SALES FORCE and TECHNICAL SERVICES RECRUITING**

At Brakke Consulting we find the right person to fit your company's needs. We have an unequaled network in animal health, and unique insights into what veterinarians value in an animal health professional, including the sales rep attributes that correlate to higher sales volume.

As part of our executive recruiting services, we manage the entire process of identifying and recruiting top candidates, including:

- Developing metrics to help rank candidates
- Scheduling interviews and arranging for travel
- Maintaining communications with candidates throughout the process

For more information about our recruiting services, visit our website or call one of our consultants:

- John Mannhaupt at 972.243.4033
- David Goodnight at 830.285.1259

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**BRAKKE CONSULTING VIEWPOINT**

There were mixed results for 2015 reported by several companies this week. One reflects the growth occurring in the generics business, another demonstrates how difficult it is to start a new company to develop technology, and a third shows how difficult being in the protein business has become in the past year. We believe that 2016 is likely to follow the same trends as occurred in 2015.

We were saddened to learn of the departure of Dr. Bernadette Dunham from the FDA's Center for Veterinary Medicine. We have enjoyed our relationship with CVM under Bernadette's leadership. We wish her the best of luck in her new position.

For those individuals interested in learning more about these trends in the animal health business in 2016 and beyond we highly recommend our Animal Health Industry Overview which will be given next Tuesday at WVC in Las Vegas. We have a few seats left to accommodate those who have not yet registered. If you don't register online today, you can still register on-site on Tuesday.

We look forward to seeing many of you in Las Vegas next week; travel safe!

*Ron Brakke*

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