
Brakke Consulting's
Animal Health News & Notes for June 10, 2016
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BRAKKE CONSULTING, INC.
UNDERSTANDING THE OVER-THE-COUNTER MARKET

Whether your business is considering the OTC channels for new business opportunities or you have been distributing in the OTC channels for years, Brakke Consulting's team can provide significant and quality assistance to businesses seeking to learn more about the details of the OTC channels of distribution. If you are looking for meaningful insights into the OTC channels, the trends found there, and the opportunities that exist, contact our Dallas office or Joel Adamson at jadamson@brakkeconsulting.com.

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COMPANY EARNINGS RELEASES

> The **J. M. Smucker Company** announced results for the fiscal year ended April 30, 2016. US Retail Pet Food sales (formerly Big Heart) for the year were \$2,250 million compared to sales of \$239 million in the prior fiscal year. Smucker acquired Big Heart in March 2015. (*company website*)

COMPANY NEWS RELEASES

> **Zoetis Inc.** announced the USDA has awarded the company its latest contract for vaccines that could be used against avian influenza. The contract calls for 34.2 million doses of Avian Influenza Vaccine, H5N1 Subtype, Killed Virus, valued at \$3.42 million, to be delivered in 2016 and for another 34.2 million doses to be delivered in 2017. The USDA granted Zoetis a conditional license for this vaccine in March 2016. (*ThePoultrySite.com*)

> **Ceva Santé Animale** announced a partnership with **M2i Life Sciences** to develop formulations and systems for the distribution of pheromones used in animals. M2i specializes in using pheromones for repelling insects. The agreement covers all 44 countries where Ceva has subsidiaries and is a long term commitment, with a term of over 10 years. (*Animal Pharm*)

> **IDEXX Laboratories** announced the launch of the Rapid Visual Pregnancy Test for cattle, a point-of-care test that can detect an open cow 28 days post-breeding using whole blood samples collected before the farm visit, enabling veterinarians to provide value-added medical consulting services while on farm. (*company press release*)

> **Huvepharma** announced it has received FDA approval for Tilmovet 90 and Rumensin 90 (tilmicosin phosphate and monensin), a generic combination feed additive for the control of bovine respiratory disease (BRD) and coccidiosis in cattle. (*FDA*)

> **Allflex Group** announced that Stefan Weiskopf has been nominated as Co-CEO and member of the board of directors alongside Jacques Martin, current CEO. After a four-month transition period, Weiskopf will become sole CEO of the Group, and Jacques Martin, 65, will step down from his position, but will remain a member of the board of directors. (*Farmfutures.com*)

> **Alltech** announced it has acquired **Ranch-Way Feeds**, an animal nutrition company that has done business in the western United States for more than 60 years. Alltech also announced the acquisition of **Coppens International**, a leading international aquatic feed solutions company in the Netherlands. Financial terms were not disclosed. (*Wattagnet, Animal.agwired.com*)

> **Jaguar Animal Health, Inc.** announced that it has entered into a \$15 million common stock purchase agreement and a registration rights agreement with Aspire Capital Fund, LLC, a Chicago-based institutional investor. Immediately upon the execution of the Agreement, Aspire purchased 222,222 shares of Jaguar common stock for \$500,000. Jaguar will have the right to sell up to the remaining \$14.5 million of its common stock to Aspire under the Agreement over a 30-month period, at prices based on prevailing market prices at the time of each sale, and Aspire has the obligation to purchase common stock from Jaguar in amounts and timing determined by Jaguar in its sole discretion. (*Business Wire*)

> **Nuscience Group** and **PMI Nutritional Additives** announced a strategic partnership focused on identifying and developing leading feed technology products for the USA livestock industry. Specifically made products for the US market, which incorporate these functional components, will be introduced exclusively by PMI Nutritional Additives. Nuscience Group also announced a partnership with **Canadian Bio-Systems** Inc. for the distribution of Nuscience technology in Canada. (*Farmforum.net, Nationalhogfarmer.com*)

> New Harbor Capital, a private-equity firm, announced it has completed a majority equity investment in **Wedgewood Pharmacy**, the largest US compounding pharmacy specializing in animal health, addiction medicine and urology. Financial terms were not disclosed. (*Business Wire*)

> **Certara**, a global biosimulation technology-enabled drug development company, announced that the FDA's Center for Veterinary Medicine has extended its five-year Cooperative Research and Development Agreement with the company until 2020. Certara is partnering with the FDA to create additional Simcyp physiologically-based pharmacokinetic (PBPK) canine models to help streamline veterinary drug development and evaluation. (*bio-itworld.com*)

ANIMAL HEALTH NEWS

> **CANADA - PEDV** Three pig farms in Canada have confirmed cases of porcine epidemic diarrhea virus (PEDv). Compared to the US, the number of farms affected by PEDv in Canada is still relatively low but precautions need to be taken to keep it that way. Canada has no approved vaccine for PEDv, although the USDA has conditionally authorized two vaccines from Zoetis and Harrisvaccines for protection against PEDv. (*Animal Pharm*)

> **US - EQUINE RESPIRATORY DISEASE** The American College of Veterinary Internal Medicine revised a consensus statement on the diagnosis and treatment of equine inflammatory airway disease. The authors recommend referring to inflammatory airway disease and recurrent airway obstruction as "equine asthma syndrome," noting similarities between the conditions. The recommendations include testing guidelines, treatments and environmental management strategies. (*AVMA Smartbrief - TheHorse.com*)

> **US - DRUG REGULATION** The FDA is releasing recommendations for sponsors of investigational oncology drugs for use as single agents in companion animals on the contents of their New Animal Drug Application (NADA). The FDA is accepting public comments on the draft guidance beginning on June 10, 2016. To electronically submit comments to the docket, visit www.regulations.gov and type FDA-2016-D-1248 in the search box. (*FDA*)

BRAKKE CONSULTING VIEWPOINT

I've spent the past two weeks in the Midwestern part of the US, which is often referred to as the Heartland of America or the bread basket of America. The size and productivity of the farming and food animal operations in this part of the US is truly amazing.

On my return trip to Dallas I stopped off at the World Pork Expo in Des Moines, Iowa. What a great show and meeting. I did note a number of educational meetings on the topic of antibiotic usage in swine operations. There appears to be a great deal of concern and confusion at the producer level on this topic. So, educational programs for veterinarians and producers are in order.

One has to be impressed with the productivity of the US pork industry. The quality of the pork products being produced is also impressive and it was a pleasure to sample some of the product right off the grill at the meeting.

Have a great weekend and grill some pork!

Ron Brakke

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