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**Brakke Consulting's  
Animal Health News & Notes for June 30, 2017**  
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*Editor: Lynn Fondon DVM MBA*

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IN THE NEWS:

Brakke Consulting news

Cancer in Dogs and Cats – early order now  
Recruiting

earnings news

Benchmark Holdings  
ECO Animal Health

other news

Activ4Vets  
ADM Animal Nutrition  
Animalcare Group  
Aviagen  
Blue Ridge Fish Wholesale  
Boehringer Ingelheim  
Boss Pet Products  
Carolina Aquatics  
Coast 2 Coast Wholesale Pet Products  
Corden Pharma  
Ecuphar  
Kindred Biosciences (manufacturing facility)  
Kindred Biosciences (Corden)  
Kinetic Vet  
Nutriad  
PuppySpot.com  
Strategic Veterinary Pharmaceuticals  
Tetra Bio-Pharma  
Tyson Foods

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**COMING IN SEPTEMBER 2017  
BRAKKE CONSULTING, INC.  
NEW REPORT: 2017 CANCER IN DOGS AND CATS  
EARLY ORDER DISCOUNT THROUGH JULY 31**

In 2009 and 2014, Brakke Consulting published an overview of the treatment of cancer in dogs and cats. We are pleased to announce that an update of this highly regarded report will be available this fall.

The 2017 Cancer Study includes information on the incidence, diagnosis, and treatment of the common veterinary cancers, including treatment cost estimates. The study includes a survey of general veterinary practitioners, interviews with veterinary oncologists, and a survey of pet owners. Reviews of new and developing veterinary cancer chemotherapeutics and other

treatment modalities are included in the report as well.

The report is available for pre-order for \$6,995 through July 31. For more information, please visit our website or contact Dr. Lynn Fondon at [lfondon@brakkeconsulting.com](mailto:lfondon@brakkeconsulting.com).



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### COMPANY EARNINGS RELEASES

- **Benchmark Holdings** reported results for the first half of 2017 ended March 31. Revenues came to GBP 69.2 million (\$88.2 million), an increase of 44% in (+14% excluding acquisitions it executed in 2016). (*Animal Pharm*)
- **ECO Animal Health** reported results for the year ended March 31, 2017. Sales increased 30% to GBP 61.4 million (\$76 million). Adjusted EBITDA increased 54% to GBP 17.1 million (\$21 million). (*Business Wire*)

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### COMPANY NEWS RELEASES

- **Animalcare Group** announced it has entered into a conditional share purchase agreement to acquire **Ecuphar NV**. The consideration for the acquisition is structured on a consolidated Animalcare/Ecuphar enlarged issues share capital ratio of 37:63 with the cash component of the consideration to be satisfied in part through a placing to raise proceeds of GBP 30 million. The remaining balance of GBP 4 million will be funded by existing cash held by Animalcare. The enlarged group will have combined revenues of around GBP 84 million with GBP 68.4 million coming from Ecuphar NV. (*insidermedia.com*)
- **Kindred Biosciences** announced it has purchased a manufacturing facility in Kansas formerly owned by **Boehringer Ingelheim** and **Strategic Veterinary Pharmaceuticals** for \$3.75 million. The 180,000 square ft. site has clean rooms, utility, equipment, and related quality documentation suitable for small molecule and biologics manufacturing. (*company press release*)
- **Kindred Biosciences** announced the execution of a three-year commercial manufacturing agreement with **Corden Pharma** for the manufacture of its product Zimeta (dipyrene injection) for the control of pyrexia (fever) in horses. (*Animal Pharm*)
- **Kinetic Vet** announced the launch of EquiShield AO Shampoo, a soothing shampoo with aloe, oatmeal and EFA's. (*company press release*)

- **ADM Animal Nutrition** announced it is recalling 50-pound bags of Rough-N-Ready 14 BT cattle feed because the product contains elevated levels of monensin beyond the recommended dosage, which could be harmful to cattle. *(FDA)*
- **Nutriad** announced the launch of NutriTrace, a new trace mineral product for the swine industry to improve feed digestibility, palatability and performance. NutriTrace will have four different formulas: NutriTrace Zinc 20%, NutriTrace Mn 20%, NutriTrace Cu 15%, and NutriTrace ZMC. *(Animal Pharm)*
- **Tyson Foods** has implemented what it refers to as the US meat industry's most extensive third-party remote video auditing (RVA) system covering 33 plants; is fielding what is believed to be the world's largest team of animal well-being specialists; and is introducing a pilot project for controlled atmosphere stunning (CAS) at two of its poultry facilities this year. *(WattAgNet)*
- **Aviagen** announced the opening of a new state-of-the-art genomics laboratory in Scotland as well as a modern veterinary diagnostic laboratory in Tennessee. The new genomics laboratory is equipped to process more than 1 million DNA samples and genotypes yearly for both chicken and turkey lines. The new diagnostics lab replaces an existing smaller one and will serve the diagnostic needs of Aviagen's pedigree poultry breeding stock. *(Feedstuffs)*
- **Boss Pet Products, Inc.**, a subsidiary of Boss Holdings, announced it has purchased the pet product distribution business and related assets of **Coast 2 Coast Wholesale Pet Products**, located in California. Financial terms were not disclosed. *(Pet Product News)*
- Marine and reef aquarium livestock wholesaler **Carolina Aquatics** announced it has acquired long-time business partner **Blue Ridge Fish Wholesale**. Financial terms were not disclosed. *(Pet Product News)*
- **PuppySpot.com**, a service connecting dog lovers with responsible breeders nationwide, has unveiled its plan for a national series of health clinics to further enhance the health and well-being of the puppies raised by its network of breeders. PuppySpot is working with the American Kennel Club (AKC) to execute this program, providing important health screenings for breeding dogs. *(Vet Advantage - Pet Product News)*
- **Activ4Vets** announced the launch of its veterinarian relief staffing service and platform, which includes three comprehensive solutions for veterinary staffing and consultation needs; Traditional Relief Vet Staffing, Online Relief Vet Solutions and Peer-to-Peer Specialty Consults. *(company press release)*
- CANADA **Tetra Bio-Pharma Inc.** announced that, in addition to its human prescription cannabinoid products, it will also commercialize novel cannabinoid-based formulations for the treatment of pet conditions. *(Marketwired.com)*

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## ANIMAL HEALTH NEWS

- **US - BRAZILIAN MEAT BAN** The US Secretary of Agriculture announced the suspension of all imports of fresh beef from Brazil because of recurring concerns about the safety of the products intended for the American market. The suspension of shipments will remain in place until the Brazilian Ministry of Agriculture takes corrective action which the USDA finds satisfactory. *(Vet Advantage - AgriMarketing)*

- **EU - STEM CELL REGULATION** The European Medicines Agency (EMA) has published a document that gives advice on sterile manufacturing processes for veterinary stem cell medicines – the first of its kind. The document addresses eight major concerns previously raised by animal health companies with regards to the sterility of allogenic stem cell veterinary medicines. For details, go to [http://www.ema.europa.eu/docs/en\\_GB/document\\_library/Scientific\\_guideline/2017/06/WC500229927.pdf](http://www.ema.europa.eu/docs/en_GB/document_library/Scientific_guideline/2017/06/WC500229927.pdf). (*Animal Pharm*)
- **US - MEAT PRODUCTION** The USDA reported that total red meat and pork production during May were new all-time highs for the month. Pork was reported at 2.096 billion pounds, 8% above a year ago, while beef came out at 2.162 billion pounds, 6% more than last year. This year's red meat production is 4% ahead of last year, including a 5% year to year increase for beef and a 3% rise in pork. (*Vet Advantage - BrownfieldAgNews*)

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MANAGEMENT, REGULATORY, SALES FORCE and TECHNICAL SERVICES RECRUITING**



At Brasse Consulting we find the right person to fit your company's needs. We have an unequalled 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
- Terry Fritz at 336.312.0667

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**BRASSE CONSULTING VIEWPOINT**

What a wide range of stories this week! This broad variety of acquisitions, new products and services demonstrates how dynamic the animal health market is for those with innovation and vision. It is now routine to find stories weekly related to aquaculture, mineral supplements and genomics, which was not the case just a few years ago.

This is the last week of the 2nd quarter of 2017 so the year is now half over for those companies on a calendar year. We look forward to seeing the first half revenue results in the coming weeks. We believe there is going to be reasonably positive growth in most company reports.

Here in the US most of the companies will be experiencing a long holiday weekend with the observance of Independence Day on July 4th. Eat lots of animal protein, travel safe, stay cool and keep a safe distance from the fireworks!

Have a great weekend with family and friends!

*Ron Brakke*

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Brakke Consulting, Inc.  
12005 Ford Rd., Suite 530  
Dallas, TX 75234 USA