
**Brakke Consulting's
Animal Health News & Notes for June 7, 2013**
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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.

www.BrakkeConsulting.com

COMPANY EARNINGS RELEASES

> **JBS S.A.** reported results for the first quarter of 2013. Sales were 19.5 billion reals (\$9.2 billion), an increase of 22% compared to the first quarter of 2012. Earnings were 228 million reals (\$108 million), nearly double the earnings of 116 million reals in the first quarter of 2012. *(Feedstuffs)*

COMPANY NEWS RELEASES

> **Cross VetPharm** announced that the FDA has approved the ANADA for ClindaMed Oral Drops (clindamycin HCl) for the treatment of infections in dogs and cats. *(FDA)*

> **Nestle Purina PetCare** Co. announced it will acquire **Petfinder**, the online pet adoption website, from Discovery Communications LLC. In addition to helping facilitate adoptions, Petfinder serves as a resource guide to help people and families select the right pets; Nestle Purina plans to add pet nutrition and welfare information to the site. Financial terms were not disclosed. (*StLouis.cbslocal.com*)

> **Patterson Veterinary** announced the availability of the NewTom 5G Cone Beam CT (CBCT) from **ImageWorks**. The NewTom 5G acquires a 3D data set in seconds by projecting a low-level X-ray dose in a cone shape, scanning one revolution around the subject. Intuitive software then produces DICOM standard images anywhere. (*company press release*)

> **Braasch Biotech** announced it has been awarded the first US patent for a vaccine to treat obesity in dogs and cats. The company has been assigned US Patent 8,425,914 for its vaccination method of enhanced somatostatin immunogenicity in the treatment of phenotypic obesity. (*Animal Pharm*)

> AUSTRALIA **Medical Australia** (MLA) announced it will acquire **MediVet Pty Ltd** for an upfront payment of \$5 million cash and a further \$5 million worth of MLA shares. MediVet Pty Ltd has a controlling interest in MediVet USA LLC, and is best known for developing in-house regenerative animal stem-cell technology, which has been commercialized for veterinary markets throughout the world. (*Proactiveinvestors.com.au*)

ANIMAL HEALTH NEWS

> US - BSE STATUS The World Organization for Animal Health (OIE) upgraded the risk status of US cattle for bovine spongiform encephalopathy (BSE) from "controlled" to "negligible." This is the lowest risk level under the OIE code. (*National Hog Farmer*)

> NORWAY - ISA The World Organization for Animal Health (OIE) reported an outbreak of infectious salmon anemia (ISA) at a large fish farm in northern Norway. The aquaculture complex reported 50,000 salmon deaths from the disease plus another 138,000 fish destroyed as a control measure. A further 1.2 million fish are susceptible to the infection. (*Animal Pharm*)

> AUSTRALIA - AVIAN INFLUENZA DIAGNOSTIC Australia's Commonwealth Scientific and Industrial Research Organization (CSIRO) has developed a diagnostic test for the H7N9 strain of avian influenza in poultry. It is now in use in the Asian countries affected by the latest outbreak of the viral disease. CSIRO developed the blood test in collaboration with international laboratories and the World Health Organization center in Melbourne. (*Animal Pharm*)

> US - ADUFA The Animal Drug User Fee Act (ADUFA) has passed the House of Representatives with a vote of 390-12. With the passage of ADUFA last month in the Senate, the legislation, which authorizes the FDA to collect fees for certain animal drug applications, now heads to the White House for the President's signature. (*CattleNetwork.com*)

BRASSE CONSULTING, INC. ANIMAL HEALTH BREAKFAST ROUNDTABLE JUNE 13, 2013

Please join Brasse Consulting and Stinson Morrison Hecker LLP in Kansas City for the next roundtable, "How Changing Ownership is Shaping Animal Health," on Thursday, June 13, 2013.

Susan Warren of Brakke Consulting and Stinson Partner Scott Claassen will provide a review of the mergers, acquisitions and consolidations in recent years and how those changes are impacting the industry and the veterinary profession.

To register, go to <http://www.stinson.com/registeranimalhealthjune2013/>.

BRAKKE CONSULTING VIEWPOINT

As we move past the Memorial Day holiday weekend and into the summer months, we can sometimes find ourselves with a little more spare time than we have the rest of the year. If you're looking to fill that time productively, consider attending the June 13 Animal Health Breakfast Roundtable in Kansas City, sponsored by Brakke Consulting and Stinson Morrison Hecker LLP. Brakke's Susan Warren, along with Stinson's Scott Claassen, will present an overview of the recent corporate transaction activity in the industry, and what it may mean for you personally and professionally. The Roundtable is free of charge, so you can't find a better bargain!

If you can't make it to Kansas City, Brakke consultants will also be speaking at the AVMA Convention in Chicago in July. John Volk will be presenting the results of the latest Bayer Veterinary Care Usage Study in a seminar hosted by Bayer and the AAEP. In addition, Ron Brakke will be presenting a brief industry snapshot as part of the corporate and public practice CE track. Both events will occur on Sunday, July 21.

And if you're interested in practice management, Brakke's Jessica Goodman Lee will be the keynote speaker at the Colorado VMA's annual meeting in September. Jessica will be discussing the economic well-being of today's veterinary practice.

As you can see, we are working hard to offer the industry a variety of learning opportunities. We hope you'll find one or more of them useful.

Have a great weekend!

Lynn Fondon

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