
**Brakke Consulting's
Animal Health News & Notes for September 27, 2013**
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**BRAKKE CONSULTING, INC.
EXECUTIVE AND SALES FORCE RECRUITING**

Recruiting Means More than Resumes

At Brakke Consulting we find the right person to fit your company's needs. 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

Our involvement in every step of the process helps maintain communications with candidates, allowing them to ask questions and get another perspective on the company.

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

- John Mannhaupt at 972.243.4033
- Ken Berkholtz at 772.223.3079
- Jay Lockhart at 314.821.3368

COMPANY EARNINGS RELEASES

> **Neogen Corporation** announced that its revenue for the first quarter of fiscal year 2014, which ended August 31, was \$58.5 million, an 18% increase compared to revenue in the first quarter of last year. First quarter net income increased 17% to \$7.8 million. Neogen's Animal Safety segment recorded revenue of \$28.6 million, an increase of 21%, in the first quarter, aided by sales from the recently acquired SyrVet veterinary instruments and supplies business, and the October 2012 acquisition of the Uniprim veterinary antibiotic. (*company press release*)

> **Animalcare** results for the fiscal year ended June 30 2013. The business made an operating profit of GBP 2.3 million (\$3.7 million) on sales of GBP 12.1 million (\$19.5 million) in the year , compared to GBP 2.1 million and GBP 10.9 million in the previous 12 months. (*Animal Pharm*)

COMPANY NEWS RELEASES

> **Merial** announced that the FDA has approved NexGard Chewables for the treatment and prevention of flea infestations, and treatment and control of the American Dog tick in adult dogs and puppies, for one month. NexGard is the first and only soft beef-flavored chew approved to kill both fleas and ticks. It contains the novel active ingredient afoxolaner, an isoxazoline based compound with a new and distinct mode of action. (*company press release*)

> The Chicago Mercantile Exchange announced it will no longer accept delivery of cattle fed **Merck's** growth additive Zilmax on Oct. 7 to conform with exchange guidelines for deliveries against CME live cattle futures. The exchange based its decision after two major packers discontinued purchases of Zilmax-fed cattle, with the possibility that others may follow suit. (*Reuters*)

> **Boehringer Ingelheim** introduced the FLEXcombo 250 Doses HSB Swine Vaccine. Each FLEXcombo package contains a 250-mL bottle of Ingelvac CircoFLEX and 250 mL of Ingelvac MycoFLEX vaccine in a 500-mL headspace bottle for mixing. (*Vet Advantage*)

> **IDEXX Laboratories, Inc.**, announced the launch of the IDEXX Visual Pregnancy Test, the only blood-based bovine pregnancy test that can be run in-clinic and read visually. The IDEXX Visual Pregnancy Test is highly accurate and can be run as early as 28 days post-breeding. (*company press release*)

> **First Priority, Inc.** and **Cornerstone Animal Health** announced a joint venture. Cornerstone will assist First Priority in commercializing the company's generic drug products. (*company press release*)

> **SmartTag** introduced the Mini-Microchip, a smaller microchip ideal for small dogs and cats. The Mini-Microchip also uses a smaller 15-gauge needle to implant the microchip. (*company communication*)

> **Mg Biologics** announced the availability of RTL, a rattlesnake bite therapy consisting of plasma from donor animals vaccinated against Mojave, prairie, eastern diamondback and western diamondback rattlesnake bites. RTL is designed for use in equine, canine and camelid species. (*Product360*)

> **Jorgensen Laboratories** announced the release of the Vetexos CCL Brace. The Vetexos CCL brace was developed by the largest human brace manufacturer in conjunction with veterinary surgeons to nonsurgically treat cranial cruciate ligament injuries in dogs. (*Vet Advantage*)

> *Fortune Magazine* has named **MWI Veterinary Supply, Inc.** for the third year in a row to its list of "100 Fastest-Growing Companies". MWI is ranked No. 87 on this year's list. (*company press release*)

> **Genus Plc** announced the acquisition of **Genetiporc**, the porcine genetics business of Aliments Breton Foods Group, the largest producer and processor of organic and natural pork in North America. The total consideration for the acquisitions including assumed debt and Genus' share of a Brazilian joint venture is GBP 24.8 million (\$39.6 million). (*Feedstuffs*)

> EU **Zoetis** announced it has received European Union approval for Apoquel (oclacitinib tablet) for the treatment of pruritus associated with allergic dermatitis and the treatment of clinical manifestations of atopic dermatitis in dogs of at least 12 months old. (*Animal Pharm*)

> UK **Dechra Veterinary Products** announced the UK launch of Vitamin K1 tablets for dogs, which help reverse the effects of exposure to anticoagulant rodenticides. (*VetSurgeon.org*)

> UK **Avacta Group PLC** announced the UK launch of Sensipod, an in-clinic blood analysis system, to veterinary practices in the UK. Sensipod is a diagnostic system designed to detect markers of disease in blood samples. It is being launched in the UK with its first test, an allergy pre-screen, to identify allergies in dogs. (*lse.co.uk*)

> SWEDEN **Premune** announced an option agreement with an unnamed multinational animal health company over the exclusive marketing rights to its new pet dermatology product. Premune is currently investigating whether early immune activation of puppies treated with a certain bacterial protein can be applied to prevent future allergy development. (*Animal Pharm*)

ANIMAL HEALTH NEWS

> US - CHAGAS DISEASE The San Antonio Humane Society says that in the last nine months, it has encountered three potential cases of Chagas disease (caused by the *Trypanosoma cruzi* parasite) in dogs. Texas A&M University is conducting a study of the extent of the disease's vector, the triatomine bug or "kissing bug," presence in the US. (*AVMA SmartBrief - San Antonio Express*)

> US - PEDV Researchers have discovered evidence that Porcine Epidemic Diarrhea virus, or PEDv, can be carried through the air on dried fecal matter. Previously, scientists had found the swine virus was transmitted only by physical contact, or carried in on dirty boots or contaminated equipment. (*Vet Advantage - Reuters*)

> US - ANTIMICROBIAL USE The FDA announced a proposal to provide additional data tables in its annual summary report of this information. The proposal is available for public comment until November 25, 2013. To comment on the proposal, go to www.regulations.gov and enter docket number FDA-2012-N-0447. (*FDA*)

BRAKKE CONSULTING VIEWPOINT

There are a number new product introductions, product approvals and distribution relationships in the newsletter this week. The revenue growth of the industry is dependent on innovative technologies and products entering the market so these are good news.

The announcement of the approval of a new innovative oral flea and tick product will provide another alternative product form in an already crowded marketplace. Once launched, this new product will put increased market share pressure on what is already a crowded product category. It is clearly going to be interesting to watch the marketing tactics and strategies of the leading flea and tick brands in 2014. Who will be the winner?

Have a great weekend!

Ron Brakke

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