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**Brakke Consulting's  
Animal Health News & Notes for September 6, 2013**  
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Editor: Lynn Fondon DVM MBA

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**BRAKKE CONSULTING, INC.  
Due Diligence Seminar.**

Brakke Consulting is planning an update and repeat of its highly regarded two-day seminar on due diligence and other issues related to acquisitions, divestitures, intellectual property (IP) transfer and licensing. The seminar will have a special focus on small to mid-size acquisitions and on IP transfer and licensing.

The registration fee will be approximately \$1,500 for the two-day, in-person seminar, which will be held in the late fall in the Kansas City area.

We are hoping to get a sense of interest in the seminar. With no obligation, if you think you may attend please send an e-mail to Joel Adamson ([jadamson@brakkeconsulting.com](mailto:jadamson@brakkeconsulting.com)) or John Mannhaupt ([jmannhaupt@brakkeconsulting.com](mailto:jmannhaupt@brakkeconsulting.com)) indicating that you may attend, or would likely attend, such a seminar. We appreciate your feedback.

[www.BrakkeConsulting.com](http://www.BrakkeConsulting.com)

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**COMPANY EARNINGS RELEASES**

> **Genus** reported financial results for the year ended June 30, 2013. The company reported an operating profit of GBP 37.2 million (\$58.1 million) on revenues of GBP 345 million (\$539 million) in the year ended June 30, 2013, compared to GBP 54.2 million and GBP 342 million in the previous 12 months. (*Animal Pharm*)

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## COMPANY NEWS RELEASES

> **Global Green, Inc.** announced the signing of an agreement with **Merial Ltd.**, to conduct an internal evaluation of Global Green's patented Salmogenics vaccine technology. Salmogenics is a salmonella vaccine injected into the egg before the chick is hatched. At the conclusion of the evaluation, Merial has the first option to enter into a license agreement with Global Green for the manufacture, distribution, and sale of the vaccine. (*Marketwatch*)

> The FDA announced the approval of an abbreviated new animal drug approval for **Novartis'** Zobuxa (enrofloxacin) tablets for management of canine and feline diseases associated with bacteria susceptible to enrofloxacin. (*FDA*)

> The FDA announced the approval of an abbreviated new animal drug approval for **Novartis'** Florvio 2.3% Concentrate Solution (florfenicol) for the treatment of swine respiratory disease. (*FDA*)

> The FDA announced the approval of an abbreviated new animal drug approval for **Putney's** Mupirocin Ointment 2% for the topical treatment of canine bacterial infections of the skin. (*FDA*)

> The FDA announced the approval of an abbreviated new animal drug approval for **Piedmont Animal Health's** Librevia (carprofen) chewable tablets for the relief of pain and inflammation in dogs. (*FDA*)

> The FDA reported that **Ogenx Therapeutics** has received a Minor Use Minor Species (MUMS) designation for geroxane for two indications: for the treatment of lymphoma in dogs, and for the treatment of nonresectable Grade II and III mast cell tumors in dogs that have not received previous therapy except corticosteroids. (*FDA*)

> EU **Boehringer Ingelheim Animal Health** announced the European launch of Semintra (telmisartan<sup>1</sup>), the first ever angiotensin receptor blocker to receive a marketing authorization in veterinary medicine. Semintra is licensed for the reduction of the unwanted loss of proteins via the urine (proteinuria) associated with chronic kidney disease in cats. Semintra is available as a 4 mg/ml oral solution. (*Animal Pharm*)

> EU **Novartis Animal Health** announced that its canine dewormer Milbemax (milbemycin oxime, praziquantel) has received new indications in the European Union for lungworm and eyeworm. (*Animal Pharm*)

> NEW ZEALAND **Bayer** HealthCare's animal health division announced the opening of a new research facility in New Zealand. The Auckland-based Centre for Innovation and Development (CID) is located at Bayer's Glenfield site, replacing a smaller laboratory at its Manukau production site. (*Animal Pharm*)

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## ANIMAL HEALTH NEWS

> MEXICO - AVIAN INFLUENZA Mexico reported two new outbreaks of H7N3 highly pathogenic avian influenza (HPAI), the first in a village flock of quails and the second in a flock of commercial layers. Control measures previously applied are still ongoing, including vaccination of birds at risk and epidemiological surveillance at national level. (*ThePoultrySite.com*)

> US - VETERINARY EDUCATION Montana has approved the creation and funding of the Montana Cooperative Veterinary Medicine Program in cooperation with the College of Veterinary Medicine at Washington State University. Ten Montana students will take their first year of veterinary program classes at Montana State, then go to the WSU CVM for the remainder of their education. (*Feedstuffs*)

> US - RABIES VACCINE Oral rabies vaccine packets dropped by the USDA in New York, Ohio, New Hampshire, Vermont and West Virginia were found to be effective in raccoons, coyotes and foxes but didn't induce protection from rabies in skunks. This is the USDA's third such wildlife vaccine trial. (*AVMA SmartBrief - Portland Press Herald*)

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### **ANIMALHEALTHJOBS.COM**

**The best place on the web to find qualified job applicants!**

[www.AnimalHealthJobs.com](http://www.AnimalHealthJobs.com) is the premier recruiting web site for the animal health industry.

A customer who recently posted a job on AnimalHealthJobs.com states: "We have had an exceptional response to our advertisements through Animal Health Jobs, which has been fantastic; thank you for such a high-quality service."

When you need qualified professionals, think of Brakke Consulting and Animal Health Jobs first.

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### **BRAKKE CONSULTING VIEWPOINT**

We are supposed to be moving into the fall season, but in some parts of the US we're experiencing very hot and dry weather. It is not supposed to be 102 degrees on September 4th, but it was in Dallas.

In the past two weeks we've had the opportunity to interface with a number of senior managers at various venues. There seems to be a consensus building that 2013 is not going to be a banner revenue growth year for animal health. The weather early in the year, along with heavy inventories of products in some of the leading product categories, have put a lid on second and third quarter revenue opportunities.

The good news is that the economy continues to improve slowly, which should increase the consumer's purchases of pet products and animal proteins this fall. The increased interest level of the financial community in animal health is one of the leading indicators regarding the future of the industry. If companies continue to perform well, there will be plenty of capital to fuel new growth.

Have a great weekend!!

*Ron Brakke*

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