

# Highlights of Business Changes in Animal Health in 2013



Do you know whom you do business with?

Do you know what new products were introduced in 2013?

Below is a list of the highlights of business mergers, acquisitions and new products in 2013. Information is power; being informed makes you a better manager, and allows you to provide better services and products to your clients. This list is courtesy of Brakke Consulting Services.

## **Mergers and Acquisitions:**

### December

- Ceva and Sogeval announce a merger
- Pethealth acquires VetMedsDirect

### • November

- PBI Gordon acquires PetAg Inc.
- Zoetis acquires the Titanium and Master Guard cattle vaccine lines from AgriLabs
- Henry Schein acquires Poland's Medivet SA
- Manna Pro acquires CutHeal
- The Riverside Company acquires Kyjen Company

### • October

- Aratana Therapeutics acquires Vet Therapeutics Inc.
- Del Monte Foods sells its consumer products business to focus on its pet food and snack business
- Bimeda acquires UK's Telsol Ltd
- Zoetis acquires Advanced Food Technologies LLC
- Animal Supply Company acquires Pet Food Wholesale; RFG Distributing; and Elf Pet Products
- Neogen acquires Prima Tech Inc.

### September

- Genus acquires Genetiporc from Aliments Breton Foods Group

### August

- Pet Food Experts acquires Zeus & Company
- knoell acquires Shotwell & Carr
- Gardiner Smith Labs acquires Animal Reference Pathology
- IDEXX acquires Brazil's Madasa do Brasil Ltda
- DSM acquires New Zealand's Unitech Industries
- MWI acquires IVESCO Holdings

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## Mergers and Acquisitions continued:

### July

- Neogen acquires SyrVet Inc.
- DSM acquires industrial custom premix business from Bayer Philippines
- The Riverside Company acquires a controlling interest in Simcro Ltd
- Patterson acquires the UK's National Veterinary Services Ltd from Dechra Pharmaceuticals
- ASKA Pharmaceutical spins off animal health business as ASKA Animal Health
- BC Partners acquires Allflex Holdings from Electra Partners
- Novozymes acquires TJ Technologies
- InVivo Animal Nutrition & Health acquires Mexico's Vipresa
- Cargill acquires Thailand's Siamakme Aquatic Feeds
- Innovacyn introduces Reptile Wound & Skin Care Spray

### June

- Nestle Purina acquires Petfinder online pet adoption website from Discovery Communications
- Permira acquires Pharmaq
- Phillips Pet Food and Supplies acquires PFX Pet Supply, Pet Food Limited and Pet Food Limited Colorado
- Animal Supply acquires Wholesome Pet Distributing
- VitalPet acquires 4 veterinary hospitals in Texas
- Elanco acquires assets for production of bovine and feline vaccines from Heska
- Huvepharma acquires OptiPhos phytase feed enzyme from JBS United
- Ruff Dawg acquires Astro Manufacturing

### May

- DW Healthcare Partners announces an investment in MedPharmex
- Ares Life Sciences acquires parent company of Greer labs
- Del Monte acquires Natural Balance Pet Foods

### April

- Pethealth acquires PurinaCare Insurance Services
- Royal DSM acquires Tortuga
- Elanco acquires minority stake in China Animal Healthcare Ltd
- Thermo Fisher Scientific acquires Life Technologies

### March

- Manna Pro Products acquires the Start to Finish equine treats and supplements and Advance Small Pack product lines from Milk Specialties Global

### February

- Zoetis begins trading publicly as a standalone company
- Novozymes acquires Iogen BioProducts
- Patterson acquires Universal Vaporizer Support
- Animal Health International acquires Turnkey Computer Systems
- Radio Systems acquires PupPee Solutions
- Petmate acquires JW Pet Co. and Canine Hardware
- I5 Publishing acquires assets of BowTie
- Sogeval acquires Alstoe Ltd Animal Health
- Phelps Industries is acquired by management and Wafra Partners
- Heska acquires Cuattro Veterinary USA

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## Mergers and Acquisitions continued:

- ProbioticSmart acquires the American Livestock and Pet Supply catalog business from Animal Health International

### January

- Bayer completes Teva Animal Health acquisition
- Neogen acquires Scidera Genomics (formerly Metamorphix)
- MWI acquires PCI Animal Health
- Animal Supply acquires Lone Star Pet Supply; Summit Pet Product Distributors; and the California operations of Zeus & Company
- IDEXX acquires Sneakers Software, maker of DVMAX practice management software; SHADOWSMITHS Teleradiology; and VetRadiologist
- Lallemand acquires Microbial Developments Ltd., maker of Aviguard
- Creative Science LLC announced its company launch
- Perrigo Company acquires Velcera
- Bimeda acquires Praziquantel Injection from Teva

## New Products, Approvals and Licensing Deals in 2013 Highlights

### December

- Bioniche receives FDA approval for NexHA hyaluronate sodium for use in horses
- Neogen launches NeoFilm microbial tests
- VetriMax Veterinary Products launches AtopiCream therapeutic skin repair
- IDEXX launches EliteVision Digital Imaging System for equine veterinarians
- Sogeval introduces SAMeLQ 225 Snap Tablets liver support supplement
- Animal Health International launches Udder Calm Spray and Udder Calm Lotion
- Hygeiea Biological Labs receives USDA licensure for a multivalent poultry vaccine
- CardioVet launches a wireless ECG device
- MedaNext launches MedaVet technology
- Merial receives EU marketing authorization for Broadline (fipronil, eprinomectin, praziquantel, smethoprene) topical parasiticide for cats
- Merck receives EU marketing authorization for Bravecto (fluralaner) chewable 12week flea and tick medication for dogs
- Merial announces the EU launch of Oncept IL2 immunotherapeutic treatment for fibrosarcoma in cats
- Zoetis announces the relaunch of DTec CB test for detection of canine brucellosis in dogs
- DRE Veterinary launches the DRE SLS 9000 LED Surgery Light
- Bayer receives FDA approval for additional indications for Advantage Multi: for treating circulating microfilaria in dogs, and for treating heartworms and fleas in ferrets

### November

- Zoetis introduces Draxxin 25 (tulathromycin) injectable for use in nursery pigs; Excenel RTU EZ (ceftiofur HCl); and Fostera PVC MH swine vaccine
- Norbrook receives FDA approval for Tandem Pen (penicillin G benzathine and pen G procaine) for use in beef cattle
- G Shepherd Animal Health launches YolkAy Calf Paste
- Cargill launches Nutrena SafeChoice Senior horse feed
- Zoetis and Antech Diagnostics launch the Pet Wellness Report
- Boehringer Ingelheim introduces Vetera XP line of equine influenza vaccines

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## New Products, Approvals and Licensing Deals in 2013 Highlights continued

- GlobalVetLINK launches the EquusLINK Digital EIA Certificates and Lab Submission System
- Regeneus announces the USDA approves commercialization of its autogenous canine cancer vaccine
- IDEXX introduces the SNAP Pro Mobile Device
- Phibro and Epitopix announced a partnership to commercialize biological products for chickens
- Compan Pharma earns Minor Use Minor Species designation for piroxicam for treatment of transitional cell carcinoma of the bladder in dogs
- Vireo Systems introduces CanineActiv NSAID alternative for dogs

### October

- Vetalis and Zoetis announce an agreement for Zoetis to distribute Vetalis' products in Europe, Africa and the Middle East
- Elanco launches Cheristin (spinetoram) topical flea treatment for cats
- Elanco receives USDA approval for Viralign 6 BVD vaccine for cattle
- Pacific Vet Group USA launches FloraStart probiotic for neonatal chicks
- Lambert Kay launches Petivia and Prozyme digestive supplements
- Ceva announces an agreement with Jinyu Baoling to produce brucellosis vaccines in China
- Ceva receives FDA approval for Meloxidyl (meloxicam) oral suspension for use in dogs
- Phibro receives FDA approval for Boviprol (amprolium) 9.6% Oral Solution for use in calves
- Advanced Animal Diagnostics launches QScout Farm Lab onfarm rapid diagnostic technology
- Bimeda launches MeloxiMed (meloxicam) injectable for use in dogs and cats
- MAI Animal Health launches Transition Calcium Boluses for dairy cows
- PuriCore launches NovaZo Animal Health Wound Irrigation Solution
- Desert Veterinary Concepts launches Healthy Cat Litter
- Aurora Pharmaceutical introduces Balance Stress & Dehydration Aid for livestock
- Abaxis and LamdaGen announce an R&D agreement to integrate LamdaGen's technology into Abaxis equipment
- Harrisvaccines expands its license agreement with AlphaVax to include all companion animal diseases

### September

- Merial and Global Green announce an agreement to evaluate Global Green's vaccine technology
- Novartis receives FDA approval for Zobuxa (enrofloxacin) tablets for use in dogs and cats and Florvio 2.3% Concentrate (florfenicol) for use in swine
- Putney receives FDA approval for Mupirocin Ointment for use in dogs
- Piedmont Animal Health receives FDA approval for Librevia (carprofen) chewable tablets
- Ogenx Therapeutics earns Minor Use Minor Species designation for geroxane to treat lymphoma and mast cell tumors in dogs
- Boehringer Ingelheim receives EU marketing authorization for Semintra (telmisartan1) for use in cats with chronic kidney disease
- Merck launches Circumvent PCV G2 vaccine for use in pigs
- Bimeda launches ClindaMed (clindamycin) Oral Drops for use in dogs and cats
- DermaZoo launches its GlycoZoo line of dermatology products
- Elanco launches Recuvyra (transdermal fentanyl) for use in dogs
- Heska launches Element POC handheld blood analyzer
- Luitpold announces shipment of Adequan IM
- Vetnique launches Glandex nutritional supplement
- Merial receives FDA approval for NexGard (afoxolaner) Chewables for treatment of fleas and ticks in dogs

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## New Products, Approvals and Licensing Deals in 2013 Highlights continued:

- Boehringer Ingelheim introduces FLEXcombo 250 Doses HSB swine vaccine
- IDEXX launches its Visual Pregnancy Test for cattle
- First Priority and Cornerstone Animal Health announce a partnership to commercialize First Priority's generic drugs
- SmartTag introduces the MiniMicrochip
- Mg Biologics introduces RTLR rattlesnake bite therapy
- Jorgensen Labs introduces the Vetexos CCL Brace for dogs

### August

- Bayer receives FDA approval to market Teva's ProstaMate (dinoprost tromethamine) and Ovacyst (gonadorelin diacetate tetrahydrate) for use in livestock
- Ceva announces a strategic alliance with hatchery equipment manufacturer Ecat
- Jorgensen Labs introduces a line of veterinary ophthalmic implants
- Zoetis receives USDA approval for BoviShield Gold One Shot for IBR, BVD and Mannheimia haemolytica in cattle
- Novartis and TyraTech Inc. announce a distribution partnership for TyraTech's biocide products
- VetDC acquires rights to Pathway Therapeutics' anticancer molecules
- Merck temporarily suspends sales of Zilmax in the US and Canada
- Vetoquinol launches Flexadin joint supplement
- IDEXX introduces the Greer Allergdetect Preliminary Panel and Greer Allergcomplete Drops
- Novartis and Okapi Sciences announce an agreement to develop and commercialize an antiviral treatment for cats
- Kemin introduces Feline Urinary Tract Support, Feline Immune System Support and Protegrity GI supplements
- HomeoPet launches UTI+ remedy for cats

### July

- Zoetis receives FDA approval for Factrel (gonadorelin HCl) for use with Lutalyse to synchronize estrus in lactating dairy cows
- Sergeant's launches Vetscription PetSTOP Behavior Correction Spray for dogs and cats
- AgriLabs launches AgriMectin Plus Clorsulon
- SmartVet launches VetGun application device for VetCap
- BioChek launches ThunderBolt Immunoassay Instrument for its line of poultry and swine kits
- Valneva signs research agreement with Boehringer Ingelheim to develop vaccines
- Dechra Veterinary Products introduces MiconHexTriz Shampoo, Spray and Wipes
- Ceva Sante Animale and Sichuan Hengtong Animal Pharmacy Co. form a joint venture named Ceva Hengtong
- Shasun Pharmaceuticals and SeQuent Scientific sign a letter of intent to produce veterinary products
- Vets Plus launches Soft Chews for Dogs to its PetsPrefer line of supplements
- Aurora Pharmaceutical receives FDA approval for EquisulSDT (sulfadiazine/trimethoprim) for use in horses
- Vets Plus and Ashish Life Science announce a partnership to develop veterinary pharmaceuticals
- Animart introduces FeedOMeter for cattle
- Nanochip ID launches a lost pet recovery service

### June

- Cross VetPharm receives FDA approval for ClindaMed Oral drops for use in dogs and cats
- Braasch Biotech announces a patent for a vaccine to treat obesity in dogs and cats
- Orabrush announced two new Orapup supplements
- Neogen develops Igenity Dairy Heifer Program genomic test

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## New Products, Approvals and Licensing Deals in 2013 Highlights continued:

- Diamond V launches SynGenX swine feed additive
- IDEXX introduces Milk Pregnancy Test

### May

- Karyopharm Therapeutics earned a Minor Use Minor Species designation for KPT335 for treatment of canine lymphoma
- Pathogenes arned a Minor Use Minor Species designation for levamisole for treatment of EPM in horses following antiprotozoal therapy
- CP Medical launches the PLUS line of antibacterial sutures
- Velcera launches VetTrust line of OTC pet health products
- Ceva introduces Feliway Wipes
- Neogen develops GeneSeek Genomic Profiler for beef cattle
- Huvepharma receives FDA approval for five generic medicated feed additives for cattle and swine
- Kinetic Technologies launches EquiShield CK Rinse and EquiShield IBH Salve
- Zoetis receives FDA approval for Apoquel (oclacitinib) tablets for the control of pruritus in allergic and atopic dermatitis in dogs
- Bayer introduces several former Teva dermatology products to the market
- VetIQ introduced a line of pet medications and flea & tick products in the OTC market
- AgriLabs receives USDA approval for PulmoGuard PHM bovine respiratory disease vaccine
- Purina Animal Nutrition introduces AmpliCalf Warm Weather Starter feed
- Jazz Medical and Derma Sciences sign license agreement for Derma Sciences' wound care products
- Virbac and NovaBay Pharmaceuticals announce licensing agreement for NovaBay's auriclosene antimicrobial
- Biogal Galed Labs and Lumora announce licensing agreement to develop veterinary tests

### April

- Norbrook receives FDA approval for Enroflox 100 (enrofloxacin) for multiday use in cattle and swine
- Alltech launches Lifeforce range of equine supplements
- Boehringer Ingelheim Vetmedica receives EU marketing authorization for Pexion (imepitoin) canine epilepsy treatment
- Aribex launches NOMAD Pro 2 handheld Xray system
- Zoetis launches enhanced Witness HW Heartworm Antigen Test
- Novartis resumes production of Sentinel Flavor Tabs
- Lorus Therapeutics and Elanco announce a research agreement to investigate novel cancer therapeutics
- Velcera launches PetArmorPro Advanced spoton flea and tick prevention for dogs
- BASF launches Novasil Plus feed additive
- Merck receives FDA approval to reintroduce Vetsulin in the US market
- Merck announced the launch of SE Guard poultry vaccine
- Abaxis announced the launch of the color HM5 veterinary hematology system
- Mars Veterinary launched the Wisdom Panel 2.0 breed test
- Elite Veterinary Products introduces ORGreens surgical clothing and drapes for veterinarians

## New Products, Approvals and Licensing Deals in 2013 Highlights continued:

### March

- Dechra introduces EpiTreats Healthy Canine Snacks and Gentacalm Topical Spray
- PSPC introduces Phycox Max supplements
- Life Vantage introduces Canine Health pet supplement
- Vidisco launches BlazeX Pro DR System for equine use
- VetSource launched eConnect veterinary prescription approval software
- Kinetic Vet launches Complete Soft Chew supplement for dogs and Optimend Corneal Repair Drops
- AgriLabs introduces StressMate colostrumbased treatment for calves
- Iams introduces Shakeables Soft & Chewy Dog Treats
- IDEXX receives USDA approval for M. bovis Ab Test for detection of bovine tuberculosis

### February

- Vets Plus introduces Kla Tox Gel for digestive support in large and small animals
- Accord Healthcare receives FDA approval for generic meloxicam injection for use in dogs and cats
- Putney receives FDA approval for generic cefpodoxime proxetil tablets for use in dogs
- PRN Pharmacal introduces Collasate Silver gel
- Parnell launches Synchronization Pack for dairy and beef cows
- Sergeant's launches Pronyl fipronil spray
- Iams introduces Senior Plus diets for dogs and cats
- Docsinnovent introduces vgel veterinary airway devices
- Pet King Brands introduces Zymox Brushless Enzymatic Oral Care Therapy
- Biolase launches Epic VSeries veterinary softtissue diode laser

### January

- Merial and Imaxio sign licensing agreement to develop vaccines
- Norbrook launches Loxicom (meloxicam) injectable for use in dogs and cats
- Novus launches Avimatrix feed solution for broilers
- Bayer receives FDA approval for Veraflox (pradofloxacin) oral antimicrobial for use in cats
- Abbott receives FDA approval for OroCAM (meloxicam) transmucosal spray for use in dogs
- Abbott and Oasmia Pharmaceuticals sign agreement for global distribution rights to Oasmia's Paccal Vet and Doxophos Vet products
- Dechra and ArthroDynamic Technologies sign agreement for US distribution rights to AT's ACyst, PolyglycanSA, and Polychews
- Bayer launches Seresto (imidacloprid/flumethrin) 8month flea collar for dogs and cats
- Ceva launches Altresyn (altrenogest) for use in horses
- Hill's launches Prescription Diet Metabolic Advanced Weight Solution for dogs and cats
- Sogeval launches TriCOX joint supplement and ClenzADent EsteriCaps dental supplement
- Phoenix launches Omega 3 Mega Gel Caps for dogs and cats
- Veterinary Transplant Services launches Fusion osteoinductive bone putty
- Veterinary Products Laboratories launches Ovitrol XTend Flea & Tick Spoton for dogs or cats
- MinXray launches a new series of digital radiography systems for the veterinary market

This publication courtesy of Brakke Consulting's services and syndicated studies.

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