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Weekly News - 01/19/2010



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Top Stories

Butler Schein Animal Health NAVC press briefing

Jan. 18, 2010, Orlando, FL – Fresh off the recent announcement of the merger of Butler Animal Health Supply and Henry Schein, Butler Schein Animal Health executives have begun implementing their transition program and meeting with customers and supplier partners. “We are working hard on determining what is best for our customers, employees and our business as we execute on our transition plans,” said Kevin Vasquez, chairman, president and CEO of the newly formed organization at a NAVC press briefing. “Our primary goal through these activities is to create value for our customers,” added Vasquez. “We want to help them operate their businesses as efficiently as possible so they can better serve their patients.”

Henry Schein Chairman and CEO Stanley Bergman, who has guided Henry Schein to a \$7 billion Fortune 500 company with a CAGR of 17.5 percent, agreed with Vasquez adding, “As the world’s largest distributor of animal health products, we are committed not only to the success of our customers, but to our supplier partners as well.” Globally, Schein has almost a \$2 billion animal health business (including agency) and almost 600,000 office-based customers in healthcare, dental and animal health segments, including 27,000 veterinarians in the United States.

“We want to be the best customer we can be to our manufacturing partners because we are critical to each other’s success, and ultimately to the success of our customers,” said Bergman. “Together we can best serve the customer by bringing new technology to market and taking cost out of the system.” Bergman’s vision for the Henry Schein business has consistently embraced what he calls Schein’s five constituencies: Customers, supplier partners, investors, society and Team Schein members. “If we always act on behalf of our five constituents, we will all succeed and prosper.”

Henry Schein, supplier partners earmark \$1 million in supplies for Haiti relief

Henry Schein, Inc. and its supplier partners have earmarked \$1 million in life-saving medical supplies to partner non-governmental organizations (NGOs) that are providing relief to Haiti following last week’s catastrophic earthquake. Within hours of the reports of the earthquake, pallets of much needed supplies were prepared for shipment to partner NGOs, including AmeriCares, Direct Relief International, Heart to Heart International, International Medical Corps, LDS Charities and Medshare through Henry Schein Cares, the Company’s global social responsibility program. As part of Henry Schein Cares disaster preparedness efforts, the company already had pallets of essential supplies packed and on site at the warehouses of several partner NGOs to ensure immediate response to humanitarian emergencies.

"As Haitian officials continue to assess the damage caused by this tragic earthquake, Henry Schein Cares is working closely with our partner NGOs to seek opportunities to support humanitarian relief efforts," said Stanley M. Bergman, chairman and CEO for Henry Schein. "We stand ready to do our part to support our NGO partners and are committed to quickly getting these essential medical relief supplies on the ground to those who need them."

Elanco creates Food Safety Business Unit

Elanco, a division of Eli Lilly and Company, announced that it will launch a new business platform focused on food safety. Elanco will market food-safety products and services to the food-animal industry through Elanco Food Solutions. Elanco will develop new technologies that will help the food chain protect consumers from such harmful food-borne pathogens as E. coli O157:H7, Salmonella and Listeria, the company said. The Centers for Disease Control and Prevention (CDC) reports that food-borne diseases cause an annual 76 million illnesses, 325,000 hospitalizations and 5,000 deaths in the U.S. each year, according to the release.

Summit VetPharm enters agreement with Butler Schein

Summit VetPharm announced that it has entered into an agreement with Butler Schein Animal Health to distribute Vectra® products in all 50 states.

"We are very happy that we will be working with the largest veterinary distributor in the U.S. companion animal market," said Rich Shavelson, Director of Sales for Summit VetPharm. "Working with the new Butler Schein Animal Health organization will allow us to meet the increasing demand by veterinarians for Vectra products." Summit VetPharm previously had enjoyed a distribution relationship with Henry Schein and NLS Animal Health.

"The addition of Vectra® products brings a scientifically impressive brand into our broad offering of animal health products," said Butler Schein Animal Health Chairman, President and Chief Executive Officer, Kevin R. Vasquez.

IDEXX announces placement, customer numbers for products in 2009

IDEXX Laboratories, Inc., placed in excess of 2,000 Catalyst Dx(R) chemistry analyzers in 2009, bringing the installed base to nearly 2,800. Catalyst Dx, introduced in the first quarter of 2008, is a next generation chemistry instrument that adds to the IDEXX VetLab(R) integrated suite of analyzers and expands the range and capability of the veterinary practice's in-house diagnostic laboratory. The company also announced that its installed base of IDEXX SmartService customers had grown to over 2,000. SmartService provides veterinary practices using the IDEXX VetLab suite of instruments with proactive, secure service and support over the Internet, reducing potential instrument downtime while improving practice work flow.

VetCentric and Hill's Pet Nutrition partner for home delivery

VetCentric, Inc., announced an affiliation with Hill's Pet Nutrition, Inc. ("Hill's"). VetCentric's prescription management service enables Hill's to expand its reach to veterinarians and pet owners by utilizing VetCentric's veterinary-supportive home delivery business model. Under the new arrangement, VetCentric partner clinics can now offer pet owners access to the entire Hill's pet food product line, including Hill's Prescription Diet and Hill's Science Diet. Hill's produces high-quality, great-tasting pet foods owners can trust and feed to their canine and feline companions as part of a veterinary health care team recommendation.

VetSource partners with Putney

VetSource announced a partnership with Putney, Inc., a pharmaceutical company focused on the development and sale of generic and specialty prescription drugs for dogs and cats. VetSource will now offer Putney's FDA approved generic Carprofen Caplets to provide veterinarians with a cost-effective way for their pet patients to get this frequently prescribed drug. Carprofen is indicated in dogs for pain associated with canine osteoarthritis, and for controlling post-operative pain from certain surgeries.

Products to Watch

Midmark announces new promotion

Midmark Corporation recently announced its newest veterinary promotion, offering rebates on select products from the Veterinary Dental Solutions product line. The promotion kicked off Jan. 1, 2010, and runs through March 31, 2010. Veterinarians and veterinary facilities purchasing eligible Midmark products under terms of the promotion will receive rebates ranging from \$100 to \$400 for each purchase. Eligible products include Canis Major™ Lift Tables, VetPro® 1000 and VetPro® 5000 Dental Delivery Systems, Midmark Wet Treatment Tables, 354 and 355 Surgery Lights, Midmark Dental Lights, and Midmark Dental Stools. Midmark's current promotion puts emphasis on complete veterinary dental solutions for improved animal health. For details or information on other Midmark products, call (800) MIDMARK, or visit midmark.com.

IDEXX announces new practice management software

IDEXX Computer Systems announced the availability of its IDEXX Cornerstone® Practice Management Software version 8.0. To help veterinarians capture, store and share all medical information, Cornerstone 8.0 software simplifies the recording of detailed medical notes, and automatically integrates them into electronic medical records. Doctors can more easily finish notes during the exam or patient visit instead of at the end of the day, and quickly retrieve accurate, comprehensive information. In addition, new functionality within Cornerstone 8.0 software makes it easier for organizations that own or support multiple locations to share client and patient data.

Vical announces licensee's approval of ONCEPT canine vaccine

Vical Inc. announced that the U.S. Department of Agriculture (USDA) has granted the company's licensee Merial Limited, the animal health subsidiary of sanofi-aventis, full licensure for its ONCEPT canine melanoma vaccine, a therapeutic DNA vaccine designed to aid in extending survival of dogs with oral melanoma. Merial planned to launch the product at the North American Veterinary Conference this week.

Intervet/Schering-Plough cattle drug approved by FDA

The U.S. Food and Drug Administration approved Intervet/Schering-Plough's Resflor Gold (florfenicol and flunixin meglumine) for the treatment of bovine respiratory disease in beef and non-lactating dairy

cattle, the company announced. Effective Jan. 11, 2010, the final rule made by the FDA's Department of Health and Human Services approved Resflor Gold (florfenicol and flunixin meglumine), a combination injectable solution. The drug provides for treatment of BRD associated with Mannheimia haemolytica, Pasteurella multocida, and Histophilus somni, as well as control of BRD-associated pyrexia in beef and non-lactating dairy cattle. The drug is restricted for use by or on the order of a licensed veterinarian.

BIVI introduces insulin treatment for cats

Boehringer Ingelheim Vetmedica introduced PROZINC (protamine zinc recombinant human insulin), an aqueous protamine zinc suspension of recombinant human insulin used to reduce hyperglycemia in cats with diabetes mellitus. The FDA-approved suspension should be administered with a U-40 insulin syringe and has an initial recommended dose range of 0.1-0.3 IU insulin/pound of body weight every 12 hours.

Heska introduces blood gas and electrolyte analyzer

Heska Corp.'s new VitalPath Blood Gas and Electrolyte Analyzer was designed to meet the needs of the busy veterinary practice. In three steps, the analyzer delivers accurate blood gas, electrolyte and hematocrit results in just 50 seconds, as well as 27 additional calculated parameters. Requiring as little as 60 microliter of whole blood, serum, or plasma, the VitalPath offers very flexible sampling options and can be customized to suit the needs of any clinic. The VitalPath system is backed by a three-year warranty and 24-hour emergency technical support

Antech Diagnostics introduces respiratory disease tests

Antech Diagnostics introduced a molecular diagnostic test for eight common viral and bacterial causes of canine respiratory disease. The FastPanel PCR Canine Respiratory Disease Profile tests for canine influenza virus, canine adenovirus type 2, canine herpes virus, canine parainfluenza virus, canine respiratory coronavirus, Bordetella bronchiseptica, Mycoplasma cynos and Streptococcus equi subspecies zooepidemicus. FastPanel PCR test results are available in just one to three days.

Events

National Service Dog Eye Exam Event slated for May

The third annual National Service Dog Eye Exam Event is slated for May, but registration begins April 1. The month-long offer of free eye exams to service dogs is sponsored by Merial and the American College of Veterinary Ophthalmologists (ACVO). Owners of service dogs can register online for free eye exams with more than 150 board-certified veterinary ophthalmologists in the United States and Canada. Registration for dog owners begins April 1 and ends May 16. Registration is available at www.acvoeyexam.org. Dogs must be certified for service by national, regional or local organizations listed on that website.

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