

# FOUNTAINREPORT

MARKET INTELLIGENCE FOR LEADERS IN ANIMAL HEALTH  
SINCE 2002

BROUGHT TO YOU BY  **Antelligence**

NOVEMBER 4, 2022



The *Fountain Report* is a weekly subscription service provided by Antelligence. Its comprehensive in-depth news and quantitative data have been guiding decision making for executives in the business of animal health since 2002.



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Animalytix

Guggenheim Partners

Packaged Facts

VetWatch

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## ANNOUNCEMENT

# Antelligence announces next Foundations Training Program: November 16

Registration is open for the next Foundations Training Program, scheduled for Wednesday, November 16. Foundations is ideally suited for professionals who have worked in the animal health industry two years or less and for others who could use a more comprehensive understanding of the industry. Past attendees are welcome to join at no charge as part of our rewind program.

### Foundations Training Program details:

**Instructors:** Chris Ragland; Terry Sheehan; Travis Meredith, DVM; and Chris Kelly

**Special luncheon speaker:** Mark Cushing, Animal Policy Group

**Venue:** Zoom

**Time:** 10 a.m. to 5 p.m. Eastern Time

**Breaks:** 10 minutes every hour, 30 minutes for lunch

**Syllabus:** [Click here.](#)

**Extras:** Workbook, glossary of animal health terms, post-program recap

**Cost:** \$695 per attendee

Company-specific training programs are available as well, and Antelligence now offers annual subscription programs for companies using the training to onboard new employees. For further details on the subscription or to register for the November program, please email Chris Kelly at [chris.kelly@antelligence.com](mailto:chris.kelly@antelligence.com) or call (770) 335-5445.

## COLUMN

# 3 critical factors that influence the selection of a veterinary practice location

By Daniel Eisenstadt, founder and CEO of Terravet Real Estate Solutions

Over the past few years, the importance of quality veterinary real estate has become a topic at the forefront of the sector. This demand has been driven by pet owner expectations for quality of care, the need to expand capacity and the importance of recruiting and retaining talent. These trends, along with increased demand for veterinary services, are critical factors to be considered during

the selection of a veterinary practice location.

### Location and demographics

Demographics have always been a significant factor when choosing a new practice location. Practices located in areas with high housing density, access to major employers and high traffic counts can increase the number of potential clients while making it easier for staff to

### Highlights:

- Several factors come into play when choosing where to locate a veterinary practice, including local demographics, staff needs and potential for the practice to grow.
- Local housing costs and ease of commute are key for practice owners to consider as they seek a location that's accessible for their team.
- Practice owners also need to make sure they have enough space to provide staff a great place to work and for clients to have an excellent experience, while ensuring there's room for growth.

commute. In an environment where more people are working from home, it can be important to locate a practice close to residential areas.

At the same time, it's critical to look at the cost of housing within a commutable radius. The ease of access from major highways and the ability to easily commute from longer distances can be critical to building and maintaining a strong team.

In addition to the physical location, parking has become a significant consideration for pet owners. With the increase in household pets, many facilities don't have enough space for both the employees' and the pet owners' vehicles. Ample parking spaces are necessary to keep up with demand and make visiting a practice convenient.

### **A focus on staff**

It's important for veterinary real estate owners to keep staff recruitment and retention in mind when choosing a location. A modern facility with perks and amenities, all in close proximity to employees' homes for easy commuting, is critical.

At a time when finding and retaining veterinary talent is difficult, it's necessary for practices to provide an environment where staff love to work. Features that allow a better professional working experience for the next generation of veterinarians and technicians are requirements. Extra desk space for callbacks, sufficient break and wellness areas for technicians, and enough exam rooms and treatment areas to streamline the flow of patients in and out are necessary for a practice to thrive. This all translates into a need for a location that has a large enough footprint for key functions to exist.



### **Size of the property and room for growth**

Since staff and client expectations have changed, more space is preferable in order to keep up with demand. With more exam rooms, a practice can increase the number of pets they see at one time. Having the option to place pets in multiple exam rooms at once ensures pet owners aren't waiting long for their pet to be seen and veterinarians can quickly transition between appointments. Additionally, enhancing the waiting room environment and the pet owner's comfort with good internet connection and excellent service is essential for maintaining and enlisting new patients.

Expanding a facility requires more than a new blueprint. Zoning

needs to be taken into consideration when looking to make any changes. In case there is future talk of implementing a boarding area, room for growth becomes important. The overarching goal is to choose a lot that can accommodate growth with the fewest possible zoning or title restrictions and hurdles.

As the veterinary sector expands, veterinary real estate owners and operators must evolve to keep up with new expectations from younger generations. As such, careful consideration of the location of a practice will continue to be critical to ensure future success.



**Daniel Eisenstadt,**  
founder and CEO of  
Terravet Real Estate  
Solutions

## BY THE NUMBERS

# Vet Watch

The Vet Watch™ Weekly Insight Report offers updates each week on revenue growth, vaccine purchases and other metrics reported across the more than 32,000 practices and shelters in the Animalytix Marketplace.

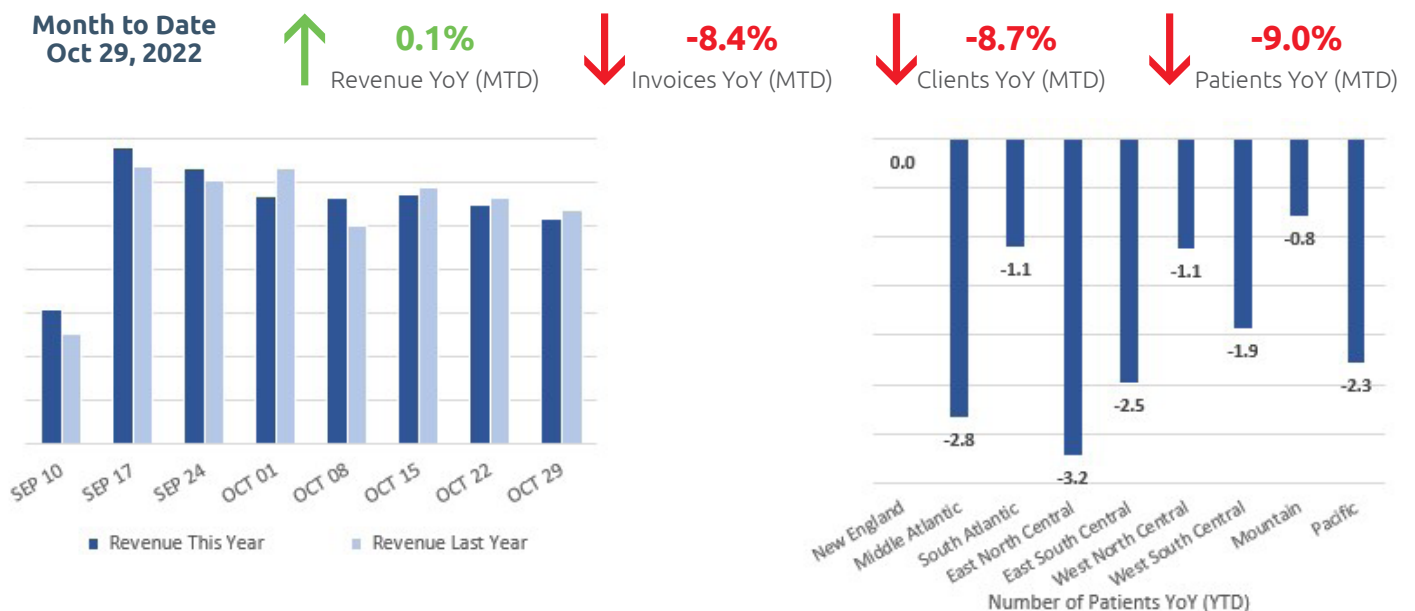
Metrics are compiled by Tim Witt, commercial director at Animalytix/DVMetrics.

Full commentary for the week is available at [vetwatch.com](https://vetwatch.com).

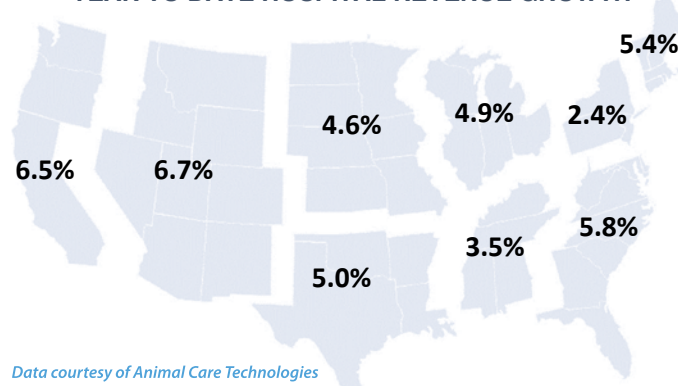
## Key findings for the week ending October 29, 2022

### YTD hospital client and patient trends

Year-to-date revenue growth remained at 5.1% over the same period last year at the roughly 3,000 reporting practices. Reported revenue growth was positive for all Census divisions.



### YEAR TO DATE HOSPITAL REVENUE GROWTH



Data courtesy of Animal Care Technologies

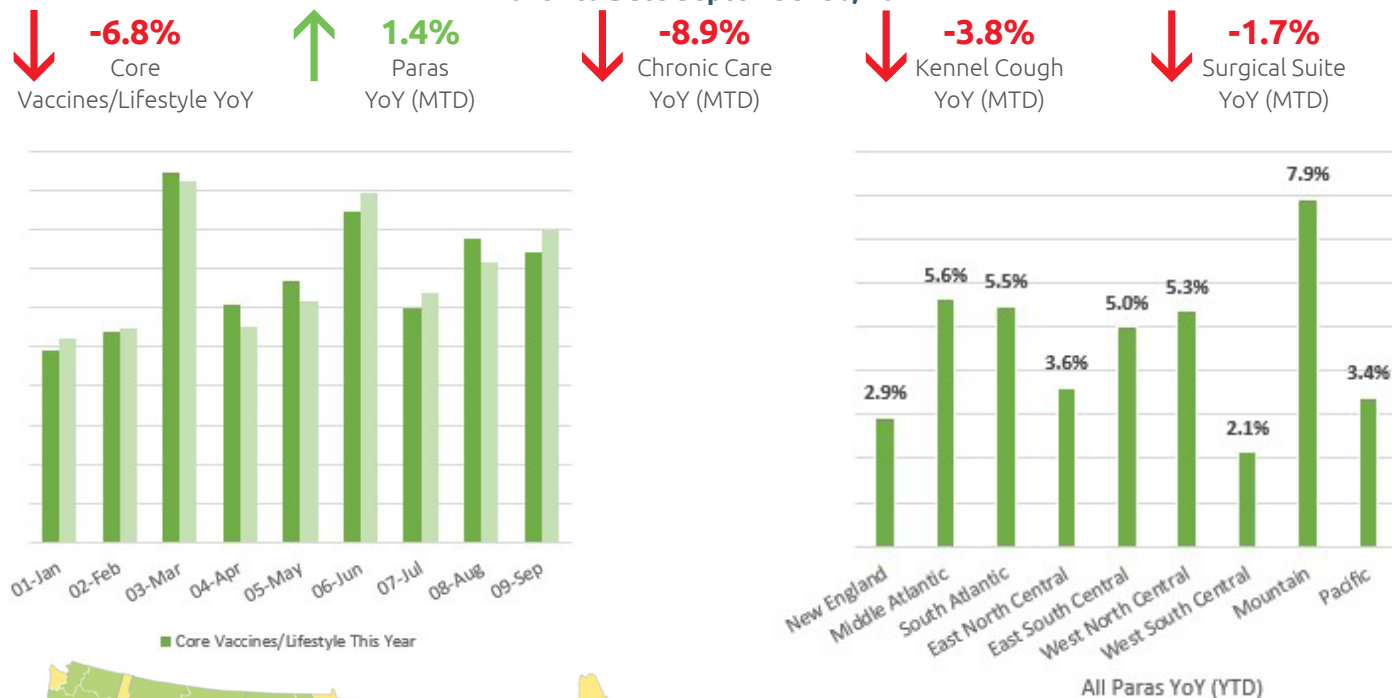


## Monthly hospital vaccine, supplies and parasiticide purchasing trends

For the month ending **September 30, 2022**, year-over-year reporting showed changes from the previous month's results among respective categories ranging from -1% to -0.1% across the more than 32,000 practices and shelter locations in the Animalytix Marketplace.

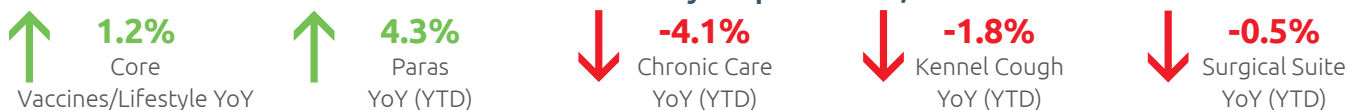
Year-to-date core and lifestyle canine and feline vaccine practice purchases for September were up 1.2% over the same period last year. Purchases of surgical suite consumables, which serve as a proxy for incidence of surgical procedures, were down 0.5%. Chronic care product purchases were down 4.1%. Kennel cough vaccine purchases were down 1.8%. Growth of parasiticide purchases was 4.3%.

### Month to Date September 30, 2022



\*Map displays YTD Core & Lifestyle Vaccines sales courtesy of Animalytix

### Year to Date January - September 30, 2022



**Vet Watch™** was launched in May 2020, led by Animalytix, which has teamed up with NAVC, Animal Care Technologies, Circa Healthcare, M/A/R/C Research and Packaged Facts, along with our sponsors. The goal of VetWatch™ is to deliver the critical information needed by practices and those supporting the veterinary profession to better assess the scope, velocity and significance of developments in the veterinary care sector across the United States. For the full VetWatch™, please visit [vetwatch.com](https://vetwatch.com).

## COMPANY PERFORMANCE AND ACTIVITIES

Sales revenue tracking of first nine months FY 2022 for animal health product suppliers, distributors and retailers that publicly report (US\$000 – Ex manufacturer level)

Company	FY 2022	% change 2021
<b>Regulated products</b>		
Zoetis Inc.	\$6,040	4%
Merck Animal Health	\$4,320	0%
Idexx Laboratories	\$2,539	5%
Spectrum Brands, global pet group	\$2,383	6% (Q3 2022 ended July 3, 2022)
Central Garden & Pet Company, pet products segment	\$1,439	0% (Q3 2022 ended June 25, 2022)
Virbac SA*	\$955	0%
Phibro Animal Health & Nutrition	\$687	12% (Q3 2022 ended March 31, 2022)
Vetoquinol*	\$425	(1%)
Neogen Corporation	\$387	13% (Q3 2022 ended Feb. 28, 2022)
<b>Pet foods</b>		
Nestle Purina PetCare*	\$13,980	11%
Hill's Pet Nutrition	\$2,653	3%
J.M. Smucker Company, U.S. retail pet foods segment	\$2,046	(6%) (Q3 2022 ended Jan. 31, 2022)
General Mills (Blue Buffalo)	\$1,649	28% (Q3 2022 ended Feb. 27, 2022)
<b>Retail, vet services and distributors</b>		
Tractor Supply Company	\$10,198	8%
Patterson Animal Health	\$2,975	14% (Q3 2022 ended Jan. 29, 2022)
PetMed Express Inc.	\$207	(13%) (Q3 2022 ended Dec. 31, 2021)

\***Source:** Companies' FY 2022 sales are based on weighted average foreign currency translation rates (estimate) to U.S. dollars when the reporting is in a foreign currency, and/or the estimate is made on business allocations when the animal health component is not disclosed by the parent company but an estimate can be made. Companies operating with a non-calendar fiscal year are noted and the quarter ending date is noted in parentheses.



# Animal Health M&A Transactions

## November rolling mergers

Mars Petcare has **signed** a definitive agreement to acquire Champion Petfoods from an investor group led by Bedford Capital and Healthcare of Ontario Pension Plan.

Seaboard Corp.'s pork segment **acquired** hog inventory and a hog farm operation in the central United States from The Maschhoffs LLC for a total cash consideration of \$58 million, Seaboard disclosed in a regulatory filing.

Trupanion has **signed** a definitive agreement to acquire Royal Blue s.r.o., the parent company of PetExpert, a pet insurance provider in the Czech Republic and Slovakia. This is Trupanion's second European acquisition.

## October rolling mergers

Advent International, a private equity investor, and Wilbur-Ellis, a crop science and animal nutrition company, are **merging** their life sciences and specialty chemical solutions businesses, Caldic and Connell.

AmeriVet Veterinary Partners has **acquired** 14 new practices from Northeast Veterinary Partners in a buyout, the first time AmeriVet has purchased another veterinary consolidator.

Animal Dermatology Group **announced** the acquisition of Animal Dermatology Referral Clinic, a practice serving the Dallas-Fort Worth area.

Argenta, an animal health contract research organization, **announced** the acquisition of Spain-based CRO Ondax Scientific.

Aspen Surgical Products, a portfolio company of Audax Private Equity, has **acquired** Symmetry Surgical from RoundTable Healthcare Partners.

Bayer has **closed** a transaction through which its West Sacramento biologics research and development site will now become part of

Ginkgo Bioworks, along with Bayer's internal discovery and lead optimization platform.

BrightPet Nutrition Group, a maker of premium pet foods, treats and care products, has **acquired** Bravo! Pet Foods, a manufacturer of frozen raw and freeze-dried foods.

Independence Pet Group, a pet insurance company, has **completed** its acquisition of Fairfax Financial Holdings Limited's U.S. and Canadian interests in the Crum & Forster Pet Insurance Group and Pethealth Inc.

ManyPets, a U.K.-based pet insurance company, has **acquired** U.S.-based Digital Edge Insurance Company, furthering ManyPets' expansion in the United States.

Minerva Foods and the Saudi Agricultural and Livestock Investment Company recently **acquired** one of Australia's largest meat producers, Australian Lamb Company.

Precision Pharmacy and Wickliffe Veterinary Pharmacy have **finalized** a merger agreement to create what they say is the country's largest

equine-focused compounding pharmacy group.

Smithfield Foods' dry seasoning blends company, Saratoga Food Specialties, is set to be **acquired** by ingredient maker Solina for \$587 million, according to Smithfield owner WH Group.

Tractor Supply Company **received** regulatory approval to proceed with its takeover of Orscheln Farm and Home. The company will acquire a net of 81 stores for approximately \$238 million.

Trupanion has **acquired** Smart Paws, a provider of pet insurance in Germany and Switzerland.

Viterra Limited, through a wholly owned subsidiary, has **closed** its stock purchase agreement to acquire the grain and ingredients business of Gavilon Agriculture Investment, a wholly owned subsidiary of Marubeni America Corporation.

Walmart announced it **plans to acquire** grocery robotics company Alert Innovation to boost its order fulfillment speed.

# Stock Tracker

Company	Close 12-31-21	Close 11-3-22	YTD
S&P 500	4,766.18	3,719.89	-1046.29
Dow Jones Industrial Average	36,338.30	32,001.25	-4,337.05
NASDAQ	15,664.97	10,342.94	-5,322.03

Company	Symbol	Exchange	Close 12-31-21	Close 11-3-22	YTD	Market Cap
Amazon	AMZN	NASDAQ	166.72	89.30	-77.42	987.42B
Amerisource Bergen	ABC	NYSE	132.89	157.84	24.95	32.40B
Better Choice Company	BTTR	NYSE	3.23	1.04	-2.19	28.78M
Beyond Meat	BYND	NASDAQ	65.16	14.36	-50.80	975.39M
Central Garden & Pet	CENT	NASDAQ	52.63	41.07	-11.56	2.17B
Chewy	CHWY	NYSE	58.97	35.45	-23.52	16.08B
Colgate	CL	NYSE	58.97	72.39	13.42	61.59B
Elanco	ELAN	NYSE	28.38	12.86	-15.52	6.30B
Freshpet	FRPT	NASDAQ	95.27	66.46	-28.81	2.84B
General Mills	GIS	NYSE	67.38	78.91	11.53	47.65B
Heska	HSKA	NASDAQ	182.49	64.14	-118.35	781.02M
Idexx	IDXX	NASDAQ	658.46	369.19	-289.27	32.88B
Immucell	ICCC	NASDAQ	8.00	7.88	-0.12	61.12M
JM Smucker	SJM	NYSE	135.82	148.78	12.96	15.91B
Merck	MRK	NYSE	76.64	98.75	22.11	252.72B
Neogen	NEOG	NASDAQ	45.41	13.02	-32.39	2.89B
Patterson	PDCO	NASDAQ	29.35	26.37	-2.98	2.62B
Petco	WOOF	NASDAQ	19.79	9.94	-9.85	2.81B
PetIQ	PETQ	NASDAQ	22.71	7.87	-14.84	242.44M
PetMed Express	PETS	NASDAQ	25.26	21.40	-3.86	443.33M
Phibro	PAHC	NASDAQ	20.42	14.16	-6.26	602.69M
Pilgrim's Pride	PPC	NASDAQ	28.20	23.78	-4.42	5.54B
Tractor Supply	TSCO	NASDAQ	238.60	211.31	-27.29	24.48B
Trupanion	TRUP	NASDAQ	132.03	44.00	-88.03	1.99B
Tyson	TSN	NYSE	87.16	66.56	-20.60	24.45B
Walmart	WMT	NYSE	144.69	140.72	-3.97	384.58B
Zoetis	ZTS	NASDAQ	244.03	131.14	-112.89	71.49B
Dechra	DPH.L	LSE	4968.00	2598.00	-2370.00	2.957B
Vetoquinol	VETO.PA	Paris	134.00	83.50	-50.50	987.7M
Virbac SA	VIRP.PA	Paris	430.00	241.50	-188.50	2.040B

# 1.0 – Company activity

## 1.1 AGCO reports Q3 financial results

AGCO; November 1, 2022

AGCO reported third quarter net sales of \$3.1 billion, up 14.5% and driven by North and South America. Reported net income was \$3.18 per share, up 33% from last year. “Our solid operational performance and continued strong pricing overcame ongoing supply chain challenges, inflationary pressures and significant currency headwinds,” said President and CEO Eric Hansotia. Net sales for the first nine months were approximately \$8.8 billion, up 9.6%. Reported net income for the first nine months was \$7.58 per share, down 7%.

[news.agcocorp.com](https://news.agcocorp.com)

## 1.2 AmerisourceBergen reports Q4 and FY 2022 financial results

Business Wire; November 3, 2022

AmerisourceBergen Corporation reported fourth quarter revenue of \$61.2 billion, up 3.8%. Diluted earnings per share of \$1.40 were down 33%. Adjusted diluted EPS increased 8.8% to \$2.60. For the fiscal year, revenue of \$238.6 billion was up 11.5%. Diluted EPS of \$8.04 were up 8.8% for the year, and adjusted diluted EPS of \$11.03 were up 19.1%. [businesswire.com](https://businesswire.com)

## 1.3 AmeriVet Veterinary Partners acquires Northeast Veterinary Partners

PR Newswire; October 31, 2022

AmeriVet Veterinary Partners has acquired 14 new practices from Northeast Veterinary Partners in a buyout, the first time AmeriVet has purchased another veterinary consolidator. This transaction brings the company’s total number of clinics to 186, with new additions in New Hampshire, Massachusetts, Vermont, Maine and California. AmeriVet expects to have more than 200 veterinary practices in its network by the end of the year, with projected 2022 revenue of \$375 million, “a significant year-over-year spike as the company continues to expand its clinic partnerships,” according to the announcement.

[prnewswire.com](https://prnewswire.com)

## 1.4 Butterfly Network reports Q3 financial results

Business Wire; November 3, 2022

Butterfly Network, which makes handheld ultrasound devices, reported third quarter revenue of \$19.6 million, a 34.2% increase from last year. Net loss for the quarter was \$54.7 million, compared to net loss of \$13.6 million last year. Adjusted EBITDA was a loss of \$32.9 million, compared to a loss of \$33.5 million last year. “Our path to transformation at scale is on the right track and while our rate of revenue growth was slower than we anticipated, we are receptive

to the learnings in the market and adapting where needed,” said President and CEO Dr. Todd Fruchterman. [businesswire.com](https://businesswire.com)

## 1.5 Colgate reports Q3 financial results

Colgate-Palmolive; October 28, 2022

Colgate-Palmolive reported third quarter net sales of \$4.46 billion, up 1%. Earnings per share of 74 cents were down 1%. Hill’s Pet Nutrition saw a 3% sales increase, with a \$201 million operating profit down 14%. Commenting on Colgate’s third quarter results, President and CEO Noel Wallace noted that “as expected, significant increases in raw and packaging material and logistics costs continued during the quarter and the negative impact from currency accelerated. Beyond revenue growth management and the significant pricing actions we are taking, we are also continuing our efforts around funding-the-growth and other productivity initiatives to help offset these headwinds.”

[investor.colgatepalmolive.com](https://investor.colgatepalmolive.com)

## 1.6 Freshpet reports Q3 financial results

Globe Newswire; November 1, 2022

Freshpet reported third quarter net sales of \$151.3 million, a 40.7% increase. Net sales were driven by pricing, velocity, distribution gains and innovation, the company said. Net loss was \$18.4 million, compared to a net loss last year of \$2.1 million. The increase in

net loss was due to increased selling, general and administrative expenses, which included increased media spend of \$7.2 million and increased plant startup costs of \$7.4 million, partially offset by contribution profit from higher sales. "We delivered a strong, on-plan quarter," said CEO Billy Cyr. "More importantly, we are executing on our plan to address the cost challenges and improve margins." [globenewswire.com](https://www.globenewswire.com)

**1.7 Heska begins distribution of VolitionRx's Nu.Q Vet Cancer Screening Test in the United States**  
PR Newswire; November 3, 2022

VolitionRx Limited has launched its Nu.Q Vet Cancer Screening Test across the United States, with plans for a Europe launch in the coming weeks. The product, used to detect cancer in dogs, is distributed by Heska through its reference laboratories. The Nu.Q test "is an ideal fit within Heska's expanding portfolio of best-in-class solutions," said Steve Eyl, Heska's chief commercial officer and president of scil animal company. "This is an important achievement in our transformative work together as we move towards the launch of our flagship point-of-care solution anticipated in 2023." [prnewswire.com](https://www.prnewswire.com)

**1.8 Idexx reports Q3 financial results**  
PR Newswire; November 1, 2022

Idexx reported third quarter revenue of \$842 million, a 4% increase as reported and 8% organic. Growth was driven by

an increase in companion animal diagnostics recurring revenue of 5% reported and 9% organic. Earnings per diluted share in the quarter were \$2.15, a 6% increase reported and 13% on a comparable basis. [prnewswire.com](https://www.prnewswire.com)

**1.9 Independence Pet Group acquires pet insurance operations of Fairfax Financial**  
Yahoo Finance; October 31, 2022

Pet insurance company Independence Pet Group has completed its acquisition of Fairfax Financial Holdings Limited's U.S. and Canadian interests in the Crum & Forster Pet Insurance Group and Pethealth Inc. The company also announced the appointment of Lane Kent as CEO, effective January 1, 2023. Kent has served as IPG's chief operating officer since the company's formation last year. [finance.yahoo.com](https://finance.yahoo.com)

**1.10 Mars Petcare to acquire Champion Petfoods**  
PR Newswire; November 1, 2022

Mars Petcare has signed a definitive agreement to acquire Champion Petfoods from an investor group led by Bedford Capital and Healthcare of Ontario Pension Plan. "Champion Petfoods' brands complement Mars Petcare's existing pet food portfolio by adding well-respected brands in the premium pet food category, broadening further its offering within specialty and independent retail, as well as digital commerce channels," according to the announcement. Champion's brands include Orijen and Acana. [prnewswire.com](https://www.prnewswire.com)

**1.11 Mella Pet Care integrates platform with QSM Diagnostics**  
PRWeb; November 2, 2022

Mella Pet Care, maker of an underarm pet thermometer, has integrated its platform with QSM Diagnostics, a developer of instruments for bacterial identification. Through the partnership, Mella customers who use the company's desktop application will be able to operate QSM's Otter eQ bacterial diagnostic test on Mella's platform. [prweb.com](https://www.prweb.com)

**1.12 Precision and Wickliffe merge to create country's largest equine veterinary compounding pharmacy**  
PR Newswire; October 31, 2022

Precision Pharmacy and Wickliffe Veterinary Pharmacy have finalized a merger agreement to create what they say is the country's largest equine-focused compounding pharmacy group. The companies say the merger will allow new investments in research and development such as upgrades to their technology offerings so customers can better navigate a changing regulatory environment. [prnewswire.com](https://www.prnewswire.com)

**1.13 Seaboard acquires hog farm from The Maschhoffs for \$58 million**  
Susan Kelly; Meatingplace; November 3, 2022

Seaboard Corp.'s pork segment acquired hog inventory and a hog farm operation in the central United States from The Maschhoffs LLC



for a total cash consideration of \$58 million, Seaboard disclosed in a regulatory filing. The added operation increases the pork segment's sow base, resulting in less reliance on third-party hog suppliers, Seaboard said. [meatingplace.com](https://meatingplace.com)

#### **1.14 Tractor Supply Company declares quarterly dividend**

Tractor Supply; November 3, 2022

Tractor Supply Company's board of directors declared a quarterly cash dividend of 92 cents per share of the company's common stock. The dividend will be paid on December 6 to stockholders of record of the company's common stock as of the close of business on November 1, 2022. [corporate.tractorsupply.com](https://corporate.tractorsupply.com)

#### **1.15 Trupanion to acquire PetExpert, its second European acquisition**

Globe Newswire; November 3, 2022

Trupanion has signed a definitive agreement to acquire Royal Blue s.r.o., the parent company of PetExpert, a pet insurance provider in the Czech Republic and Slovakia. According to Trupanion, the Czech Republic and Slovakia have an estimated 1,300 veterinary hospitals and more than 95% of them are connected to the PetExpert platform. This is Trupanion's second European acquisition. It [announced](https://globenewswire.com) the acquisition of Smart Paws, a pet insurance provider in Germany and Switzerland, in September. [globenewswire.com](https://globenewswire.com)

#### **1.16 Zoetis reports Q3 financial results**

Business Wire; November 3, 2022

Zoetis reported third quarter revenue of \$2 billion, up 1%. Net income of \$529 million was down 4%, with earnings per share of \$1.13 down 3%. Adjusted net income of \$566 million was down 5%, and adjusted earnings per share of \$1.21 were down 3%. The company is lowering its full year guidance to reflect lower than expected sales due to continued supply constraints, veterinary workforce challenges and the negative impact of recent changes to foreign exchange rates. Revenue this year is now expected to be between \$8 billion and \$8.075 billion, with expected diluted earnings per share between \$4.51 and \$4.59, and expected diluted EPS of \$4.83 to \$4.90. [businesswire.com](https://businesswire.com)

## **2.0 – General industry, public policy and politics**

#### **2.1 Cornell launches Certificate in Veterinary Business and Management**

Cornell University; November 1, 2022

The Cornell University College of Veterinary Medicine has launched a Certificate in Veterinary Business and Management for students to pursue advanced training in business and management. The program consists of eight elective courses in six focus areas: financial literacy, professional development, financial management, organizational

management, personal development and entrepreneurship. After meeting those requirements, eligible students will complete a capstone experience to apply their business and management knowledge to a real-world veterinary project. [vet.cornell.edu](https://vet.cornell.edu)

#### **2.2 AAHA names its first-ever Vet Tech of the Year**

Tasha McNerney; AAHA; November 3, 2022

The American Animal Hospital Association has named Nicole

Jameson-Fritz its first-ever Vet Tech of the Year. Jameson-Fritz, currently working at Canada West Veterinary Specialists, is a technician supervisor responsible for 50 other veterinary professionals. "I believe in leading by example, ensuring that I smile and say hello to those I see, showing genuine gratitude for assistance and the work that people perform, as well as being patient, kind and supportive," she wrote in her application. AAHA also recognized three finalists. [aaha.org](https://aaha.org)

### 2.3 Federal funding program targets SARS-CoV-2 research in animals

APHIS; National Hog Farmer;  
November 2, 2022

The USDA's Animal and Plant Health Inspection Service is allocating \$30 million for SARS-CoV-2 research

in animals. APHIS is targeting the funding to projects that will address gaps in SARS-CoV-2 surveillance in animals; determine susceptibility of target animal species to the virus; help understand potential roles of transmission of the virus in animals; develop strategies to

rapidly detect and characterize new variants; and develop prevention and intervention strategies for SARS-CoV-2 in animals.

[nationalhogfarmer.com](https://nationalhogfarmer.com)

## 3.0 - Companion animal market

### 3.1 U.S. pet ownership rates have plateaued, but spending is still high: Packaged Facts

Packaged Facts; October 26, 2022

Pet ownership rates in the United States have plateaued in the wake of the pandemic, a new report from Packaged Facts shows. Fifty-two percent of U.S. households own pets as of 2022, down from 54% in 2018, the report found, for a total of 68 million pet-owning households. "A pet adoption bump did occur in response to the sudden stay-at-home/work-from-home dynamics of this COVID-19 era," according to Packaged Facts. "Nonetheless, the peak years of pet population gains occurred in the middle of the past decade." Still, there's undoubtedly been a pandemic-fueled spike in pet care spending, with growth in most pet market sectors in 2020 and a nearly 14% sales jump in 2021 to \$123 million, according to [\*\*Packaged Facts\*\*](#).

### 3.2 Short on staff, some veterinary emergency rooms are closing and cutting hours

KIRO 7; November 2, 2022

Emergency veterinary care facilities in Seattle are short on staff, leading some to close or cut their hours, a veterinary technician told KIRO 7. The technician, Rae Thompson, noted staffing was a problem even before the pandemic. "Our clinic often has six- to seven-hour wait times," she said. Thompson recommended pet owners keep a first aid kit in their home and possibly get trained in pet first aid. Beth Guerra and Laurie Wieringa, who started Arrow Animal Urgent Care, recommended pet owners make necessary veterinary appointments even if they can't get into the clinic right away; then they can visit urgent care if the issue becomes pressing before the appointment. They also noted new pet owners should establish relationships with veterinarians as soon as possible, since many clinics aren't taking on new clients. [kiro7.com](https://www.kiro7.com)

### 3.3 Spectrum of care should be 'the standard way to practice,' veterinarian says

Dr. Kate Boatright; AAHA;  
October 28, 2022

Pet owners can't always afford the "gold standard" of care for their pet. But veterinarians can practice a spectrum of care approach to ensure that even if the most extensive care option isn't possible, the owner can still do something, writes Dr. Kate Boatright. "When practicing a spectrum of care, it is essential that we recognize that a client who chooses a more conservative option does not love their pet any less than the one who chooses the gold standard," Boatright says. She notes that students aren't often exposed to this concept in veterinary school, and even established veterinary teams can unintentionally create a judgmental atmosphere when pet owners choose what has traditionally been considered "substandard care." "As a profession, we must make spectrum of care the standard way to practice so we can help the greatest number of pets and pet families," Boatright writes for the [\*\*American Animal Hospital Association\*\*](#).

### 3.4 Nationwide raises money for Pet Cancer Awareness Month

Karen Davis; Nationwide;  
November 2, 2022

November is National Pet Cancer Awareness Month, and Nationwide is holding a virtual pet walk to raise money for treatment research. Nationwide pet insurance members submitted claims for \$53 million for cancer diagnosis and treatment in 2021, making cancer-related conditions one of the most common types of medical claims. “Cancer is the diagnosis we most fear for our pets,” said Dr. Jules Benson, Nationwide’s chief veterinary officer. “But as in human medicine, advances in veterinary care mean many diagnosed pets can maintain a good quality of life thanks to early detection and treatment options.” [news.nationwide.com](https://news.nationwide.com)

### 3.5 PetSmart Charities to hold National Adoption Week November 7-13

PR Newswire; November 3, 2022

PetSmart Charities is holding its National Adoption Week event November 7-13, allowing potential new pet owners to interact at PetSmart stores with adoptable pets from local animal welfare partners. Visitors will be able to spend time with cats, kittens, dogs and puppies, with staff and volunteer support to answer questions and ensure owners feel confident caring for a new pet. The organization says this will help relieve shelters struggling with an overflow of adoptable pets that are staying longer than they used to. [prnewswire.com](https://prnewswire.com)

### 3.6 Project Street Vet establishes Atlanta chapter

PR Newswire; November 3, 2022

Project Street Vet, a California-based nonprofit that provides free veterinary care to pets of people experiencing homelessness, has established a chapter serving Atlanta. The new chapter was created through the organization’s partnership with pet insurer Fetch by The Dodo. It’s Project Street Vet’s first expansion beyond Southern California. As of October, the Atlanta chapter had treated 60 pets. [prnewswire.com](https://prnewswire.com)

### 3.7 Veterinary Growth Partners adds Coa, an ‘online gym for mental health,’ as preferred partner

VGP; November 2, 2022

Management services organization Veterinary Growth Partners has added Coa, an “online gym for mental health,” as a preferred partner. Coa offers online emotional fitness classes and on-demand content led by therapists, focusing on topics such as burnout, anxiety, leadership, workplace wellness and confidence. [vgpveter.com](https://vgpveter.com)

### 3.8 As the pet care industry grows, so does the business of pet death care

Ngan Ho, The Baltimore Sun; Tulsa World; October 30, 2022

As the U.S. pet care industry grows, so does the “pet death care” industry—things like funeral homes and memorial services. “I think the need has always been there,” but pet owners are pushing for these services more lately, said Coleen

Ellis, a consultant at Dulaney Valley Memorial Gardens in Maryland. “I think it’s gotten to a point where a lot of people have said, ‘I did all these things while they were alive. I want to make sure their final moments here, their final walk is exactly like they lived.’” A growing number of pet owners plan to purchase something to memorialize their pet when it dies, according to the American Pet Products Association’s National Pet Owners Survey. For most owners, this would be an urn for ashes or a memorial stone. [tulsaworld.com](https://tulsaworld.com)

### 3.9 Texas duo brings veterinary care to clients’ homes, offering what they say is a much-needed service

Jessica T. Payne; Longview News-Journal; October 30, 2022

An East Texas couple has been providing in-home veterinary care for the past three years, bringing what they say is a valuable but little-offered service to their clients. “We realized there was a need for at-home care for pets,” said Dr. Whitney Jordan Wilcox, who started No Place Like Home Vet Care in 2019 with her husband. “Large animal mobile vets have existed for years, but none catered to small animals and exotics.” She added that it’s difficult for many clients to get to veterinary offices, whether because of a lack of transportation or time or their pet has anxiety at the clinic. The team mostly provides preventive care such as annual exams, vaccines and parasite testing and treatment. They offer mild illness treatment as well as end-of-life care for established clients. [news-journal.com](https://news-journal.com)

### 3.10 How can retailers support the needs of older pets?

Pet Age; November 1, 2022

While new pet owners think a lot about the early days with their young puppy or kitten, they may not be thinking much about what will happen in their pet's older years. Retailers can play an important role educating customers throughout their pet's life. The best place for pet owners to get information is their veterinarian—which is why retailers can form positive relationships with local animal doctors—but retailers can help when the veterinarian isn't available. Pet product stores can set up

"senior pet" sections, and if they already have one, they can evaluate how to organize it better to improve the customer experience. Pet Age offers advice on which products to stock, including food and supplements. [petage.com](https://petage.com)

### 3.11 Common drug given to racehorses could increase risk of sudden death, study finds

Phys.org; October 28, 2022

A drug used in 94% of thoroughbred racehorses could increase risk of sudden death, a new [study](#) found. Researchers from the University of Glasgow and the University of Bristol analyzed data

from more than 4 million starts in horse racing over 12 years in the United States and Canada, finding that about one in 10,000 race starts resulted in a race-day sudden death of a horse. Horses recorded as being administered furosemide were 62% more likely to experience sudden death than horses that didn't get the drug. Furosemide is commonly given to prevent exercise-induced pulmonary hemorrhage (bleeding in the airways) and is also associated with enhanced racing performance. The research team also found other risk factors associated with sudden death, related to the circumstances of the race and individual histories of the horses. [phys.org](https://phys.org)

## 4.0 - Food animal market

### 4.1 Bird flu infects Iowa egg farm with 1 million chickens

David Pitt; The Associated Press; October 31, 2022

Iowa agriculture officials said Monday that another commercial egg farm in the state has been infected with bird flu, the first commercial farm case identified since April, The Associated Press reports. The latest case is in Wright County in north central Iowa, about 80 miles north of Des Moines, housing about 1.1 million chickens. Fifteen commercial farms in Iowa have had infections this year, including turkeys, egg-laying hens and other chickens. Five backyard flocks have also been infected. Iowa had been hit hardest with bird losses at more than 13.3 million

this year before the latest farm infection was detected, according to [The Associated Press](#).

### 4.2 Bird keepers in England will be required to keep flocks indoors due to avian flu

Reuters; October 31, 2022

The British government said Monday that all poultry and captive birds in England will legally be required to be kept indoors beginning November 7 as part of measures to combat the country's largest-ever bird flu outbreak, Reuters reports. The mandatory housing order will extend measures already in place in parts of eastern England to the whole country, following an increase in the risk of bird flu in wild birds to "very high,"

the government said. Bird keepers will have to follow strict biosecurity measures including disinfecting clothing, footwear, equipment and vehicles and keeping mortality records, according to [Reuters](#).

### 4.3 Researchers look for links between swine shows and flu spread

Jon Cohen; Science; October 27, 2022

A group of veterinary researchers based at Ohio State University has visited about 1,000 swine shows and fairs, collecting samples from roughly 40,000 pigs as they try to learn the risks of major influenza outbreaks spreading from these events. While fears about the next flu pandemic often focus on Asia, where markets sell live poultry and



exotic animals, these scientists say the human-animal interaction at U.S. hog shows isn't totally different, as handlers—often children—tend, groom and even sleep with the animals. They're devising steps to protect pigs and people, including testing show entrants and limiting contact between swine and people. "Our goal is to try and figure out how we can make small tweaks in the whole system that will have outsized, downstream effects," Martha Nelson, an evolutionary biologist collaborating with the OSU team, told [Science](#).

#### **4.4 Inflation could challenge pork demand into next year, Rabobank says**

Krissa Welshans; Feedstuffs; October 31, 2022

The pork industry faces a difficult end of the year and first half of 2023 as inflation outpaces wage growth, straining consumers, according to Rabobank's latest quarterly pork [report](#). At the same time, the holidays may bring an uptick in pork demand in the fourth quarter of 2022, and trade could improve in the coming months amid lower global pork inventories and tight supplies of competing proteins. "While weaker economic growth and geopolitical uncertainty could limit early 2023 interest, pork remains good value for most markets," the report said. Rabobank expects global pork production to fall 2% in 2022, with almost no growth in 2023, Feedstuffs reports. [feedstuffs.com](#)

#### **4.5 Russia returns to Ukraine grain deal after suspending participation**

Fatma Tanis; NPR; November 2, 2022

Russia has returned to the United Nations-brokered deal to safely ship Ukrainian grain through the Black Sea. Russia had suspended participation over the weekend, causing a spike in global wheat prices and raising concerns about international food shortages. In a statement, Russia's defense ministry said it agreed to renew its participation in the grain deal after the United Nations and Turkey secured written assurances from Ukraine that shipping corridors wouldn't be used for military purposes. The agreement expires November 19, but discussions to extend it have been ongoing, NPR reports. [npr.org](#)

#### **4.6 USDA awards \$223 million in grants and loans to expand independent meat processing capacity**

USDA; November 2, 2022

The USDA this week announced new investments meant to increase competition in the meat processing industry. Through the Meat and Poultry Processing Expansion Program, the agency is awarding \$73 million in grants for 21 projects. It's giving another \$150 million in loans for 12 projects across two programs. [usda.gov](#)

#### **4.7 Neogen and FFA announce 2023 sponsorship agreement**

PR Newswire; November 1, 2022

Neogen has renewed its partnership agreement with National FFA to support the organization's 2023 Supervised Agricultural Experience grants. Under the terms of the agreement, Neogen will donate \$2 to the National FFA Foundation for any size bottle of Prozap StandGuard Pour-On horn fly and lice control solution, as well as each StandGuard floor display, sold from November 1, 2022, through May 31, 2023, up to a total of \$250,000. [prnewswire.com](#)

#### **4.8 Producers should take notice of Prototheca bovis, a mastitis-causing pathogen that affects dairy cows**

Taylor Leach; Dairy Herd Management; October 28, 2022

Incidence of the mastitis-causing pathogen *Prototheca bovis* has increased in cows in the last five years, a sales manager at Parnell Veterinary Pharmaceuticals told Dairy Herd Management. "Similar to *Staph aureus* and *mycoplasma*, *Prototheca* is hard to detect, has no known cure and is contagious by intermittently shedding from cow to cow," said Angie Ulness, senior territory manager at Parnell. Infection is hard to prevent, and there's no treatment for mastitis. Ulness offered several tips for producers to prevent the pathogen from damaging milk quality. Among other things, Ulness said, producers should establish a relationship with a veterinarian to help identify mastitis-causing agents. [dairyherd.com](#)