

Sales Of Animal Health Products Decline Slightly In 2000

WASHINGTON, D.C. — Animal health product sales in the U.S. for 2000 totaled \$4.21 billion — a slight decrease of two percent compared to 1999, according to an Animal Health Institute (AHI) 2001 Domestic Sales Survey.

The sales survey is conducted annually by AHI and shows product sales in three major product categories — pharmaceuticals, biologics and feed additives. Total sales for the entire U.S. animal health products industry has also been tabulated based on projections made by AHI using sales data collected from AHI member companies. Sales are for products priced at the manufacturer's level.

Among AHI member companies, sales for products used in livestock and poultry totaled \$1.8 billion, while companion animal health product sales totaled \$1.5 billion, or 45 percent of total sales. AHI member companies represent approximately 80 percent of the U.S. animal health products industry.

A report compiling sales, research, and development data from 1998-2000 is available from AHI. The report includes total combined sales figures of AHI member companies for ruminant, swine, poultry, companion animal, and equine products, and includes graphical representations of the data. The report is \$150 USD: copies can be ordered by calling Marie Gilmore at the Animal Health Institute at (202) 637-2440.

R&D SPENDING

AHI member companies spent more than \$418 million to research and develop potential new products and to ensure the safety and effectiveness of existing products in 2000, according to

AHI's 2001 Research and Development Survey.

Data was collected and compiled by the Animal Health Institute. Research and development spending is calculated according to the type of product manufactured by AHI's member firms: pharmaceuticals, biologics, insecticides, and diagnostics.

AHI member companies invested more than 12 percent of total sales revenues in research and development in 2000. Research and development expenditures for the industry have consistently ranged from 12 to 15 percent of product sales in recent years, despite increased uncertainty in the regulatory review process.

AHI members were asked to report "innovative research," or investments in the search for new animal health products, and "defensive research," or revenue spent in support of existing products. In 2000, innovative research expenditures were reported at 362.5 million, representing 87 percent of total R&D spending. The remaining 13 percent went toward defensive research for a total of \$55.7 million.

A compilation of surveys from the past three years showing trends in animal health products sales and research and development expenditures is available from AHI. The report includes combined sales figures of AHI members for ruminant, swine, poultry, small animals, and equine products.

Sales totals for these species are broken down as feed additives, biologics and insecticides, and pharmaceuticals. No further breakdown or tabulations are provided, although the report does track trends for the report categories for 1998, 1999 and

2000. The report is \$150 USD: copies can be ordered by calling Marie Gilmore at the Animal Health Institute at (202) 637-2440.

AHI represents the manufacturers of animal health products — the pharmaceuticals, vaccines

and feed additives used in modern food production, and the medicines that help keep pets healthy.

NRCS Schedules Listening Session

HARRISBURG (Dauphin Co.) — The USDA Natural Resources Conservation Service (NRCS) has scheduled six listening sessions throughout the U.S. to hear comments from vendors, producers, and other interested parties regarding private sector vendors providing technical assistance for conservation and nutrient management planning — particularly in reference to animal feeding operations (AFOs) and concentrated animal feeding operations (CAFOs).

A session will be conducted Monday, July 30 from 9 a.m. to 3 p.m. at the Holiday Inn, Francis Scott Key Conference Center. The hotel is located at 5400 Holiday Drive, I-270 at Route 85 in Frederick, Md., (301) 694-7500.

NRCS Chief Pearlie Reed and other state and national leaders will be listening and accepting comments in developing and implementing a comprehensive nutrient management plan (CNMP). The elements of a CNMP such as manure and wastewater handling and storage, land treatment practices, nutrient management, record keeping, feed management, and other wastewater utilization activities can also be discussed.

Are you a farmer who has used consultants to design waste management facilities or for nutrient management planning? Are you a vendor who has provided this serv-

ice? Was the experience positive? What changes would you suggest? Please plan to attend and share your thoughts. This will be the only session covering the Mid-Atlantic and Northeastern states.

Speakers will be allowed only five minutes. That time limit will be strictly enforced. Written comments will be accepted and speakers are urged to consider providing written comments as well as oral remarks. Please contact Carol Hollingsworth, (443) 482-2902, if you wish to speak, or you may register at the door. Keep in mind that speaking time will be available on a first come-first served basis when registering at the door. Those who have registered in advance will be guaranteed the first opportunity to provide comments.

Questions to think about in preparing your comments could include:

- What do you believe the role of private sector vendors should be in providing technical services to AFO/CAFO owners and operators with the development and/or implementation of their CNMPs? Is there a distinction in the role between regulated

CAFOs versus non-regulated AFOs?

- What are the technical capabilities and capacities of private sector vendors in relation to the skills, knowledge, and experience needed to provide technical services associated with the development and/or implementation of CNMPs?

- How do you see the capabilities and capacities of the private sector vendor community changing over the next few years? Over the next decade?

- What would be needed for a successful public/private partnership to facilitate AFO/CAFO owners and operators development and/or implementation of CNMPs?

If you are unable to come to the listening session, written comments can be mailed or faxed to USDA Natural Resources Conservation Service, Thomas Christensen, Animal Husbandry and Clean Water Program Division, 5601 Sunnyside Avenue, Mail Stop 4573, Beltsville, MD 20705. The fax number is (301) 504-2264. Comments will be accepted through Aug. 15.

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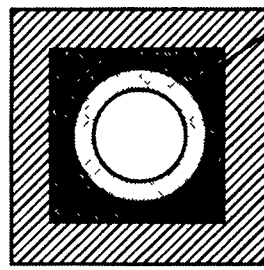
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