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Selections

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VALUE BEYOND THE LABEL

Dr. Dave Anderson

**Learn how a boy who started out hating
chickens became a successful academic
and leader in the poultry science industry**



Also in this issue:

Keith's Komments



Dave Anderson

Successful academic and pioneer in Marek's research



Image by Altman - Dreamstime.com

As a child working on the family farm, Dave Anderson came to hate chickens. This fact is ironic, since chickens not only helped launch Anderson into a highly successful academic career, but indirectly helped him to become dean of one of the most prestigious veterinary colleges in the country.

However, Anderson's path from farm boy to venerable poultry scientist was by no means a straight and simple one. When Anderson retired as dean of the College of Veterinary Medicine at the University of Georgia in 1996, he closed a chapter that had spanned more than 20 years. And while many might envy two decades of deanship at

avian respiratory diseases and Marek's research.

Early life

Anderson's journey to academic fame began on a farm seven miles outside of Twin Falls, Idaho. An only child, Anderson helped his father run the farm. It was during this time that he says he grew to despise chickens.

"As a little kid I always had to feed the chickens and gather the eggs," Anderson says. "I was not enamored with chickens, particularly with setting hens. They are always apt to pecking."

In the summers, Anderson had to kill and clean 10 chickens every morning for his mother, so she could cut them up and freeze them.

home earlier than the school bus so that he could help his father.

"There was always something to do on the farm," Anderson recalls. "We raised beans and wheat. Potatoes sometimes. Beets, sugar beets, alfalfa, clover. Mostly seed crops."

The farm was also home to a variety of animals during the years. After having pigs, sheep and dairy cows, the family decided to focus on cattle farming. Not surprisingly, the influence of the family farm spread to Anderson's education. At school, he was involved in the vocational agriculture program (VOAG).

However, not all of Anderson's early life was about farming. He was also a Boy Scout, and there was at least one big advantage to living near Twin Falls; it was home to a farm team of the New York Yankees. And while young boys around the country whiled away their summer evenings looking for things to do, a young boy in Twin Falls could sit and watch a minor league game for fifty cents and see future major league players like Yogi Berra and Mickey Mantle, heroes of Anderson's childhood.

Education

After graduation from Twin Falls High School, Anderson attended the

“The poultry industry is pretty resilient and pretty innovative. The research dollars may not be there, but the brains? The brain power is definitely there.”

the University of Georgia, it was not a deanship that originally lured him south from the great northwest; it was the University of Georgia's Poultry Diagnostic and Research Center (PDRC). It was at the PDRC that Anderson began to be known as a pioneer, particularly in the areas of

"I did that every day for ten days until we got 100 chickens in the freezer. They were a large part of what we ate for the rest of the year."

The farm kept Anderson busy. Like many farm children, Anderson got a driver's license at 14 that allowed him to drive during the day. He would get

University of Idaho for two years before transferring to Washington State University. He ultimately received his Bachelor of Science and Doctor of Veterinary Medicine degrees from Washington State, but not without some detours along the way.

In 1955, one week before he was scheduled to return to school at Washington State, Anderson's father was hit by a truck and hospitalized with a broken shoulder. Anderson didn't return to veterinary school that year. Instead, he needed to stay at home and finish the harvest.

However, there was one small thing that no one thought of – the United States Army.

"We had forgotten that I was on a student deferment by being in college," Anderson says. "This was in 1955. So I got a notice from Uncle Sam that I would report on December 15."

With his schooling temporarily interrupted, Anderson spent the next two-and-a-half years at a Chicago army base working in food inspection. He finally returned to Washington State in 1958 to finish his degree. It was while he was at Washington State that he met a professor who would turn out to be one of the most influential people of his career, Dr. John Gorham. Gorham was, and continues to be, one of the most respected veterinarians in the country. The author of more than 400 papers, Gorham still keeps in touch with Anderson.

"Gorham suggested that maybe I should be interested in graduate

school or research," Anderson recalls. "Gorham said 'You can always go into practice if you don't like it.'"

So, with Gorham's advice in mind, Anderson began graduate work at the University of Wisconsin in 1961, under the direction of Robert P. Hanson, on a fellowship from the National Institute of Health. After he finished his master's and doctoral degree, Anderson stayed at the university as a faculty member, focusing on environmental influences on respiratory diseases.

It was clear fairly soon that the move to Wisconsin was a smart one in at least one area; it was there that Anderson met Gale, his future wife. They were introduced by a friend and married on December 21, 1962. The Andersons have two children, Christopher and Kathryn.

The PDRC

Several years later, Anderson was in Las Vegas attending the Western

States Poultry Conference when he was approached by a colleague about coming to Georgia to lead the PDRC. Anderson subsequently called Charlie Beard, who was working for the Department of Agriculture, across the street from the PDRC.

"Charlie Beard said Georgia was a great place to live, work and raise a family," Anderson recalls.

Anderson thought about the offer and then headed for Georgia, arriving on July 1, 1969. On his first day on the job, he found himself in Jekyll Island, Georgia, presenting a paper at the state veterinary convention.

"I thought that was pretty neat," he says.

As it turns out, Anderson's first hire at the PDRC was someone who would also become well-known in the poultry science world, Dr. Stanley Kleven. Anderson knew Kleven from working with the University of Minnesota in a joint project with the University of Wisconsin. Kleven joined the PDRC in 1970 and was later named its director after Anderson became an associate dean of the College of Veterinary Medicine.

A close call

In 1970, Marek's disease was wreaking havoc on chicken flocks in the US, and the PDRC was working hard to find a vaccine. Anderson was working with a turkey herpes virus that



See video of the interview with Dave Anderson

[www.wattagnet.com/
Merial11.aspx](http://www.wattagnet.com/Merial11.aspx)

isolated by his post doctorate fellow Hitoshi Kawamura. This work would ultimately play a major role in creating a Marek's disease vaccine. However, the story almost had a different ending.

Since working with the turkey herpes virus was an important part of his work, Anderson didn't think twice about mentioning the research while speaking at an AVMA convention in Minneapolis in July 1969. What was surprising was what happened next.

"Within days, or maybe even hours, several different groups were getting isolates out of turkeys," Anderson recalls.

What's more, a number of groups were also trying to patent the vaccine. However, luck was on Anderson's side. As it turned out, shortly after speaking at the Minnesota meeting, Anderson had spoken at Salsbury Laboratories. There, Anderson presented what the PDRC was doing and Salsbury Laboratories had printed information about it in a small publication. That small publication turned out to have big implications.

"That publication was the most fortunate thing that could have happened, because three groups tried to patent the turkey herpes virus as a vaccine," Anderson recalls. "However, because Salsbury put out that little publication, the information was considered to be in the public domain and therefore could not be patented."

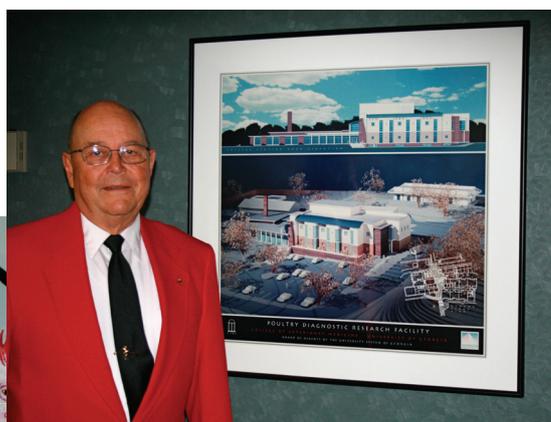
Beyond the PDRC

In 1972, Anderson was named an associate dean at the College of Veterinary Medicine, which took him away from the PDRC. The next year, he became editor of *Avian Diseases*, the publication for the American

Association of Avian Pathologists, a position he held until 1994.

"The journal kept me current because I had to read several hundred manuscripts every year, so that was a salvation for my interest in poultry," Anderson says.

The next step in Anderson's journey was being named dean of Georgia's College of Veterinary Medicine in 1975. It was during Anderson's tenure that a number of things took place; the Board of Regents approved the master's degree in avian medicine, and also approved the department of avian medicine. In addition, a new veterinary hospital opened.



Dave Anderson began his work in Georgia as director of the Poultry Diagnostic Research Center, a position he assumed in 1969.



Anderson observes that in his 21 years as dean, veterinary medicine has seen a lot of changes outside of breakthroughs in research and treatment. When Anderson began, only 64 students were admitted each year from hundreds of applicants. Today 106 students are admitted.

"The gender balance of the student body has changed," Anderson says. "It used to be the student body

was 95 percent male. Now it's 75 percent female."

And Anderson notes that people have a different attitude about their pets.

"People think nothing now of paying several thousand dollars to take care of their pet where as 25 years ago that was unthinkable."

Anderson notes that his students have been inspiring, recalling in particular one student who applied from Maryland. At that time, the college only took 10 students a year from

Maryland. Since the quota from Maryland was filled, the applicant was placed on the waiting list.

"After a week a girl got sick and decided veterinary medicine wasn't for her,"

Anderson recalls. "So we called the next person on the list. He came and graduated the top of his class." That student, Dr. Mike Veitch, now runs a successful practice in Maryland.

Retirement

"The only bad thing about retirement is you never get a day off," Anderson jokes. He says that after he retired, someone asked him if he



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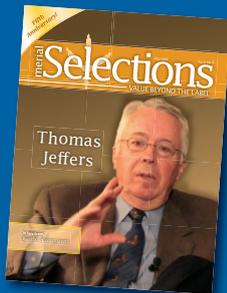
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would move back to Wisconsin or Idaho. However, the spry 75-year-old finds plenty to do in Georgia. In fact, when hunting season arrives you will often find him on land he owns in Oglethorpe County.

"My perfect day in Georgia was one Saturday when we went to our hunting land, shot a deer, dropped it off at the process plant, got home, cleaned up, picked up Gale and went to the Georgia-Auburn football game," Anderson recalls. "We were ahead, so we left about five minutes before the game was over and were sitting on our boat dock at Lake Hartwell at six o'clock. Why in the

into a beer can, it made a noise and you never knew which can it was in. My wife decided we were going to do away with that."

The Past, Present and Future of the Poultry Industry

According to Anderson, funding for poultry research has changed a great deal since he first began working with the Marek's vaccination back in the 60s.

"In those days, the industry was 'what do you need?'" he recalls. "A lot of federal money in the late 1960s is not available today."



During Dave Anderson's 20+ year tenure as Dean of the Georgia College of Veterinary Medicine, the Board of Regents approved the master's degree in avian medicine as well as the department of avian medicine. In addition, a new veterinary hospital opened.

hell would you go any place else? You can't beat it."

Anderson also has a somewhat unexpected collection on display at his home – beer cans. Anderson and his wife began collecting cans while they were still in Wisconsin, where breweries were plentiful. At one time, the cans used to line shelves around the walls of their home.

"We had to quit that," Anderson laughs. "If a fly got in the house and

Field testing for new vaccines was also faster in the 1960s, Anderson observes. Whereas back then a new vaccine could be on the market in less than a year, now it can take up to three years to get one on the market.

"The poultry industry is pretty resilient and pretty innovative," Anderson notes. "The research dollars may not be there, but the brains? The brain power is definitely there." **ms**

The Merger



Keith Pritchard,
Executive Director,
US Business
Operations, Avian

As most of you now know, Merial's parent company, sanofi-aventis, recently announced that it is exercising its option to create an animal health joint venture with Merck. I am sure you have many questions regarding the impact of this pending merger on your business relationships with Merial Select. The following is the press announcement issued on March 9, 2010:

Sanofi-aventis (EURONEXT:SAN and NYSE:SNY) and Merck & Co., Inc. (NYSE:MRK) announced today that sanofi-aventis has exercised its option to combine Merial with Intervet/Schering-Plough, Merck's Animal Health business, to create a global leader in Animal Health.

The new joint venture will be equally-owned by Merck and sanofi-aventis. The formation of this new animal health joint venture is subject to execution of final agreements, antitrust review in the United States, Europe and other countries and other customary closing conditions. The completion of the transaction is expected to occur in approximately the next 12 months.

"The upcoming combination of Merial and Intervet/Schering-Plough is an exciting opportunity for sanofi-aventis to create with Merck a leading company in the Animal Health strategic and growing sector," said Christopher A. Viehbacher, Chief Executive Officer of sanofi-aventis. *"I am convinced that, together, we will create strong value in bringing broader and improved offerings in both pet and production animal segments. This transaction represents another consistent milestone in our diversification strategy to bring sustainable growth to sanofi-aventis"*

"Merck has been in the animal health business for well over six decades and through this new joint venture, we will bolster our diverse portfolio and create a new global competitor poised for growth," said Richard T. Clark, Merck Chairman, President and Chief Executive Officer. *"This new joint venture delivers on Merck's commitment to customer focus by creating one of the broadest portfolios of animal*

health products and services in pharmaceuticals and biologics for millions of customers who include farmers, veterinarians and pet owners. The planned joint venture will have an attractive geographical network of global technology and expertise to provide health solutions based on customers' needs, which often vary regionally."

The enterprise value of Merial has been fixed at \$8 billion and the enterprise value of Intervet/Schering-Plough at \$8.5 billion, leading to a true-up payment of \$250 million to Merck to establish a 50/50 joint venture. An additional amount of \$750 million will be paid by sanofi-aventis, as per the terms of the agreement signed on July 29, 2009. All payments, including adjustments for debt and certain other liabilities will be made upon closing of the transaction. This new joint venture will offer a broader portfolio of animal health products and services in pharmaceuticals and biologics, as well as the ability to capitalize on growth opportunities in all fields and countries around the world.

The worldwide animal health market reached \$19 billion in 2008. Products for companion animals accounted for 40 percent of total sales while products for production animals accounted for the remaining 60 percent of total sales. This market is expected to grow at around 5 percent per year over the next 5 years, driven by a growing demand for animal proteins, as well as a strong consumer needs for companion animal health care.

The companies said that both Merial and Intervet/Schering-Plough will continue to operate independently until the closing of the transaction.

We want to assure you that while this merger goes through regulatory review, which may take up to 12 months, Merial Select operations regarding our customers will not change in any way. Merial and Intervet/Schering Plough remain separate companies during this regulatory review period. You can be confident that the Merial product lines, sales force, distributor network and customer service on which you rely will all continue unchanged. As the integration progresses, we will keep you informed. For now, it's "business as usual" for Merial.

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