

AHDA MATTERS

Animal Health Distributors Association (UK) Limited

'TIRELESSLY SERVING OUR MEMBERS TODAY AND SAFEGUARDING THEIR FUTURE TOMORROW'

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- **AHDA Conference**
- **AHDA Member Benefits**
- **AHDA Council**
- **Foundation Partners**
- **More Re-Classification progress**
- **Nutritional Supplements/Supplementary feeds**

AHDA Conference: As the dust settles from the January 2008 Conference, we were pleased (and relieved!) to have received much favorable comment over the new venue, the speakers, the location and timing of the event. The animal health industry turned out in force with a record attendance, record Gala dinner and record exhibition. The Royal Court delivered well being a first time for them as well as for us and they were well impressed with their bar takings! As such, the 2009 Conference is confirmed to remain at The Royal Court on Wednesday 21 January and Thursday 22 January 2009 with a full capacity room booking at The Royal Court (25 extra rooms) and a different and closer overflow hotel. Planning always starts at least eight months ahead and any suggestions for speaker topics are welcome.

AHDA Member Benefits: Access is now available from our website to all members using, for now, a common password (see below). During the AHDA Conference paper, we showed how AHDA members can now access valuable business and personal savings on a range of business services and expenditure. We highlighted a live demonstration on fuel savings (1p off Esso), credit card processing (guaranteed lower rates and charges than whatever you are paying now), 15% Viking stationery discount off final bill (after using promotional prices) and savings on vehicle finance, IT soft and hardware, not to mention staff benefits: social, leisure and travel. To go on now for what will be a valuable cost-saving exercise go to:

www.ahda.org.uk/logbuy

User name: ahda

Password: logbuy1234

Again – any feedback on savings and use of this site would be welcome.

Other new benefits currently being explored relate to an AHDA Code of Best Practice manual to help reduce premises registration costs, savings on disposal of out-of-date medicines, CPD external courses and staff health. As previously mentioned, we hope to have good news on AHDA subscription costs before May 2008 renewals.

AHDA Council: At our AGM on 22nd January 2008, we were pleased to welcome five new members: Wendy Kett, ACT; Kevin Shaw, Farmway; Karen Bevan, CCF; Peter Barker, Wessex Animal Health and Philip Williams, Wynnstay. A full list of Council members with contact details can be accessed from our website.

Foundation Partners: Details of our special membership package for manufacturers and suppliers to our industry were announced at the AHDA Conference. In return for exclusive marketing access to our membership, manufacturers can support AHDA by becoming Foundation Partners and an invitation card is enclosed. To help AHDA strengthen our position as an effective trade association,

merchant members can help by passing this card to key suppliers and urge them to support us, thereby ensuring your goodwill and helping preserve your core sales in animal health.

Regulatory Matters: Internet trading was a 'hot topic' at Conference and the VMD revealed their consultation thoughts on ensuring internet sales of animal medicines remain within new guidelines which, in turn, ensure a level playing field and that the regulations are carefully adhered to in a similar manner to over the counter sales.

Re-classification: VMD has just published another review of species sectors: Sheep and multi-species vaccines, Rabbit, Poultry and Fish vaccines: good news that **Covexin 10** is up for re-classification to POM-VPS but regrettably not the enzootic abortion vaccines (Toxovax and Enzovax). An interesting opportunity may open up for Poultry and Fish vaccines. Brands up for re-classification consultation are:

Sheep: Covexin 10 POM-V – POM-VPS (Schering-Plough)

Poultry: Chick Anemia Virus:-

Nobolis CAV P4

POM-V – POM-VPS (Fort Dodge)

AviPro Thymovac

POM-V – POM-VPS (Lohmann)

Coccidial vaccines:-

Povacox

POM-V – POM-VPS (Schering-Plough)

Povacox 5

POM-V – POM-VPS (Schering-Plough)

Fish: Salmon

Alphaject 2-2

POM-V – POM-VPS

Aquavac PNM plus vaccine

POM-V – POM-VPS

Aquavac Furovac

POM-V – POM-VPS

Furogon 2

POM-V – POM-VPS

Nutritional drenches/Supplementary feeds: These products form a valuable part of the animal health sales portfolio, covering boluses, pastes, tablets and water soluble additives. They are regulated in part by European feeding stuff regulations and AHDA attention has been drawn to new and more **stringent amendments** currently under discussion. In particular specific claims, raw material inclusion rates and inaccurate recommendations for use coupled to labeling non-compliance. These regulations will cover own brand as well as the main line branded products so we advise you check with your suppliers on these points and ensure you remain compliant. As details to the amendments emerge we will keep you informed. **Mixing** of nutritional drenches with anthelmintics and licensed medicines has also been under the spotlight. At present there is a recommendation to label: 'Do not mix this anthelmintic with any other product prior to administration'. Sequential use is permitted. We are working to enable mixing to be allowable under 'professional guidance'. Apart from the obvious advantages of a properly mixed and advised procedure, knowledge of an approved system could form part of CPD. Again, these are discussions in progress and AHDA will be working for a best practice solution on this issue.

I look forward to hearing from you, particularly with regard to speaker topics for our 2009 Conference.

Ian Scott. Secretary General. AHDA (UK) Ltd.