

Intraview

nr. 3 • September 2018

“Great atmosphere
at VIV Europe”

Intra



The proven way:
ready-to-use Intra
Hoof-fit Spray® Page 14

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a disinfectant with an
excellent reputation Page 16

Intracare

www.intracare.nl

Introduction

Foreword by Moniek

So here I am at my computer again....With a nice cup of tea in my hand and a big smile on my face. I read all the enthusiastic responses in my inbox from people who attended our recent Intracare open day and VIV Europe. It is great to read that everyone enjoyed it so much and that they are impressed by what we have built here with Intracare over the past few years. All of our clients are safely back home again and happy and that is always a good feeling. The period of the Intracare and VIV Europe open day was without a doubt the busiest week of the year for our team and me. It was lovely to see that everything went smoothly and everyone enjoyed it so much. I have just uploaded all the films about the open day and VIV Europe on YouTube, so there is plenty to watch for people who want to relish their memories.

Along with the rest of our team, I really looked forward to the week because it is always lovely to meet those people that I usually only have contact with via email or phone. It is very striking that our clients have so much in common. It is not only the friendly way they treat each other that binds everyone together, but also their shared passion for being successful with Intracare products. And even better than that is seeing how all of our clients are able to learn from each other. For example, the people from our Turkish distributor had a great chat with the Russians over a glass of Raki, and our Irish distributor shared his extensive Intracare product expertise with our Asian customers.

Our plans for after the summer holidays are already ready to go. This year we will once again be setting up a great stand at the EuroTier in Germany, and we will be preparing for some local trade fairs in various countries. Having a visible presence at all kinds of trade fairs remains very important for Intracare, so that we can maintain contact with our distributors and the end users. And I always enjoy making sure that everything runs smoothly – luckily by now I have the required experience.

As the person with final responsibility for everything that happens here in the office, I will keep working hard to bring you all the information you need. Do not hesitate to contact me if you have any questions or if you would like some promotional materials. We have got more than you think!!

All the best, Moniek
(mbouwens@intracare.nl)



Moniek Bouwens

“Many times I feel that Intracare and her customers are one big family which are going for the same goal: create succesful business with Intracare products”



*Me and Mr.Tien
from Behn Meyer Vietnam*

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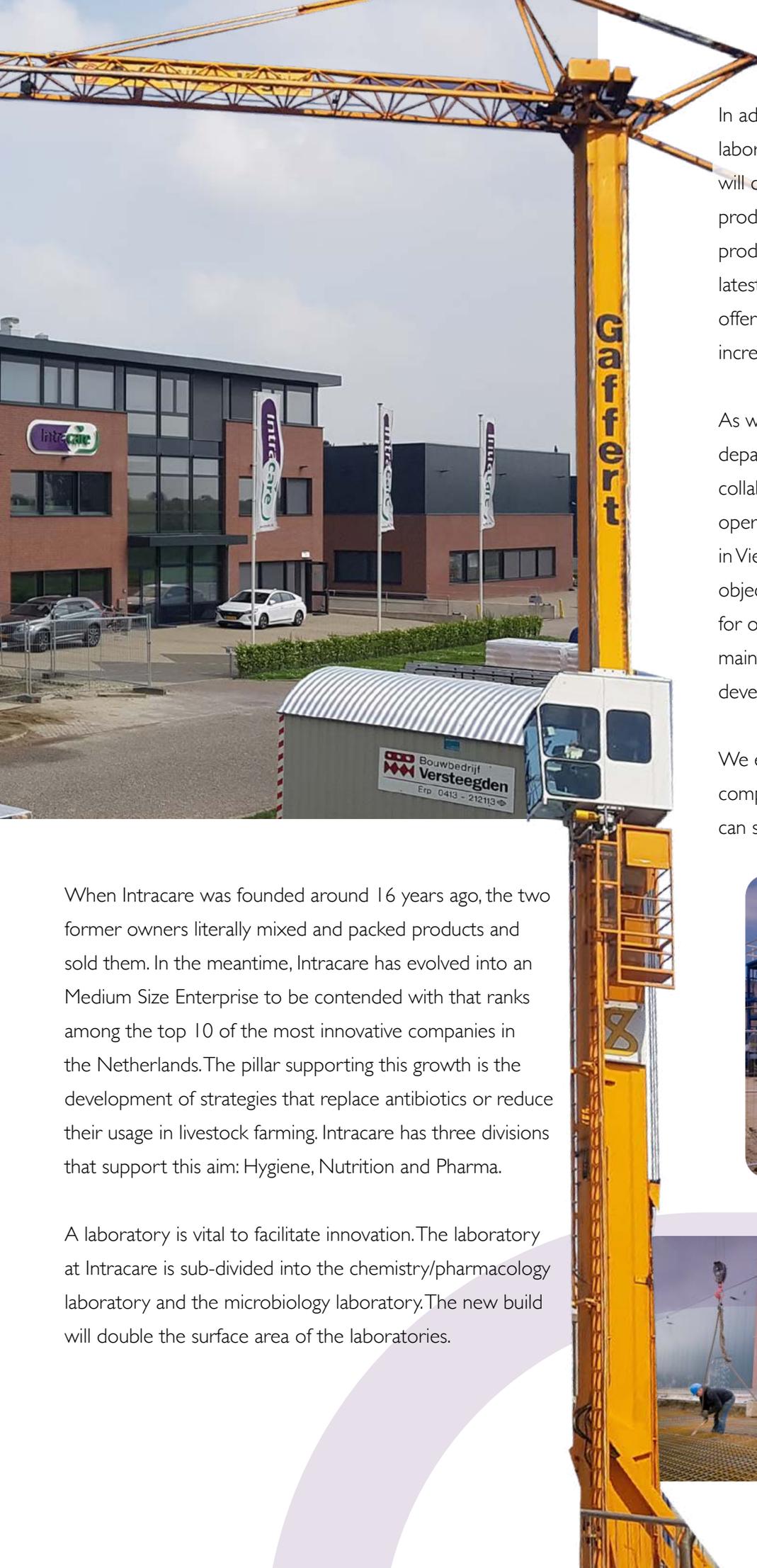
Interview with our Pharma specialist Eric-Jan Ubels.



Under construction at Intracare

Innovation is part of Intracare's DNA... an absolute necessity for further growth in this ever-changing world. The technical team at Intracare forms the core of our innovative capability and drive. Together with the sales team, who maintain close contacts with the customers, we use a compact organisational structure to offer rapid solutions.





In addition to increasing the available laboratory space, this building extension will create a dedicated area for the production and filling of Intra Hydrocare products. This area complies with the latest safety and hygiene standards and offers the capacity to cope with the increasing demand for this product.

As well as expanding the R&D department in Veghel, Intracare also collaborates with other laboratories operated by our partner Behn Meyer in Vietnam and Malaysia with the joint objective of developing unique products for our customers. This approach will maintain Intracare's leading position in developing alternatives for antibiotics.

We expect construction work to be completed in mid-October so that we can start using the new laboratories.

When Intracare was founded around 16 years ago, the two former owners literally mixed and packed products and sold them. In the meantime, Intracare has evolved into an Medium Size Enterprise to be contended with that ranks among the top 10 of the most innovative companies in the Netherlands. The pillar supporting this growth is the development of strategies that replace antibiotics or reduce their usage in livestock farming. Intracare has three divisions that support this aim: Hygiene, Nutrition and Pharma.

A laboratory is vital to facilitate innovation. The laboratory at Intracare is sub-divided into the chemistry/pharmacology laboratory and the microbiology laboratory. The new build will double the surface area of the laboratories.





Ramon Agro

Russia



1. How and when did cooperation between your company and Intracare start?

Our cooperation started in 2008, one year after the birth of our company. "Ramon Agro" ideally fitted the profile Intracare was looking for. Its strategy was to find a small start-up that was still unknown on the market and that could concentrate all its attention in selling Intracare products. And, of course, that strategy turned out to be the right one and has brought positive results. At that time, no one knew us. We sold small equipment and software for pig production, we had a very narrow market and we were looking for ways to expand our range. With the delivery of the first consignment of goods from Intracare, our capabilities increased

dramatically. The first thing we bought was Intra Hydrocare and Intra Chickpaper in various densities.

2. What is the secret behind your company's success with Intracare products in your local market?

Many factors play a role here. Perhaps the most important factor is the high quality of the products we sell. It's one thing getting a customer to try our products, but persuading them to become a loyal, repeat customer is another. Positive feedback on the effectiveness of a product is a pledge of the company's high reputation in the market and its further promotion. The second important factor is our team and the team at Intracare. We work in a harmonious symbiosis and continually interact with all team members on any emerging issues.



Company information

- *Company name:* Ramon Agro
- *Company founded on:* 2-5-2007
- *Number of employees:* 14
- *Company location:* Moscow (with additional office in Belgorod)
- *Sales share (%) Intracare products compared with rest of product portfolio:* 83 %

3. How did your competitors respond when you entered the market with Intracare products and how did you beat them?

Our competitors - that was a very interesting story. At the beginning of our development, we were a small, unknown company with no weight in the market. No one had heard of us, or the products from Intracare. Gradually, our products became recognisable, but we still occupied an insignificant share of the market. At first, the competitors did not take us seriously and talked about us with a smile. But after a while we steadily began to conquer the market, win new customers, which included offering better quality and affordable products from Intracare. Today, almost every company in the agricultural business, whether pig, poultry or livestock, knows the brand Ramon Agro and Intracare.

4. What can Intracare improve to increase your Intracare sales?

Intracare already makes a huge contribution to the development of our joint business operations. For example, by the consultancy support given to our specialists on any technical and commercial issues, and organising training at the Intracare office for the whole team to boost the level of professionalism. Other things include joint participation at specialised trade fairs and seminars, joint experiments in the form of masterclasses, visiting key accounts, assistance in marketing and so on. So what is left to desire? Only one item - further growth and that means expansion of the product line and the emergence of new, high-quality innovative products in the style of Intracare. 😊 And our team will be happy to sell them!

5. Do you have a golden tip for other Intracare distributors?

Always try to achieve more and believe in the new concepts of Intracare. Intracare may only offer a small range, but every product is a rough diamond which can be polished to create a very valuable diamond.

6. What is your favourite Intracare product?

Our favourite product from Intracare is, of course, Intra Hydrocare. This is the first product, the one with which our company entered the market and started to acquire a positive reputation. In our country there have been many attempts by our competitors to recreate the Intra Hydrocare formula, but so far no one has been successful.

As our colleague once wrote in a scientific publication: "The chelated silver bubbles will save the world" 😊

7. How do you see the future of our cooperation? What do you want to achieve and what will be your strategy?

We see our future cooperation continuing in the same close and active interaction of the specialists at both our companies, just like now, and in the future growth and development of our joint businesses. Perhaps with the addition of some new products from the innovative Intracare laboratory. Perhaps in some new directions, for example, fish farming and the food industry.

We would like to express our deep gratitude to all the Intracare teams for their help in the daily work and the operational support that the company's specialists give us in solving any issues that occur. Over the course of our cooperation we have become not only a well-coordinated team of professionals, we have become a big united family.





Intra Nutri-Mix:

The effective

way to cope
with stress

Propionic
acid

Methio-
nine

Tryp-
tophan

Zn²⁺

Lysine

Lactic
Acid

Form
Acid

Threo-
nine

Methio-
nine

Tryp-
tophan

Lysine

Cu²⁺

Zn²⁺

Propionic
acid

The increased production performance of modern poultry husbandry is associated with an increasing number of stress factors. Some stressors are avoidable (overcrowding, poor ventilation or dehydration) and some are unavoidable (vaccination, handling, transport or beak trimming). Prolonged or intense stressors trigger chemical and physiological changes, which can have a tremendous impact. This leaves poultry farmers with the following question: How can we control the negative effects of (unavoidable) stress in the modern poultry sector?

When chickens experience stress, their natural flight or fight response stimulates the production of corticosterone. Corticosterone leads to the depletion of glycogen, increased plasma glucose concentrations and finally to increased pH levels in the intestines, because high blood glucose levels are inversely correlated to low intestinal acid secretion. This provides a suitable environment for bacteria and fungi, which increases the risk of gastrointestinal diseases.

What will the farmer observe?

When poultry experience (heat) stress, their hormone status changes and their feed index drops to reduce metabolic heat production. Besides the reduced feed intake (nutrients and vitamins), and thereby reduced growth rate, mineral excretion is increased and they are immunologically challenged. Therefore, when it is not possible to prevent stress, additive supplementation via the drinking water is preferred. Intra Nutri-Mix contains a unique combination of organic acids, essential amino acids and chelated minerals which have a positive impact on the health and performance of chickens enduring stress.

Why Intra Nutri-Mix?

1. Suppress micro-organisms:

- Organic acids: according to Wageningen University, 49 different studies with lactic, formic and propionic acid gave consistently positive results and therefore organic acids were defined as the best alternative to antibiotics. These organic acids have a wide pH range for effective bactericidal activity
- Chelated Cu: is directly bactericidal

2. Increase protein digestibility:

- Organic acids: lower the pH in the stomach to around 4.0 and convert protein chains by pepsin to peptides, the small building blocks which are directly digestible
- Essential amino acids: no conversion is needed as amino acids can be directly digested

3. Improve intestinal integrity:

- Chelated Zn: Zinc supplementation improves the production of antibodies and supports the primary (dominantly IgM) and secondary (dominantly IgG) immune response system. Furthermore, chelated zinc restores the intestinal epithelium to ensure healthy villi



4. Liquid supplementation through drinking water:

- Directly applicable by the farmer at stress moments
- Rapid intake, direct results
- Weak animals eat less, while continuing to drink

To demonstrate the efficacy of Intra Nutri-Mix in practice, multiple field trials were performed. By administering Intra Nutri-Mix to the drinking water of broilers, the 7-day weight, growth rate and feed conversion rate (FCR) were improved and a positive result on reducing the number of aflatoxin cases was reported. At an international breeder farm, Intra Nutri-Mix significantly reduced 1st and 4th week mortality. With layers, an improvement in egg colour, laying performance and a heavier egg weight of +11.8% was observed in reference to the control group.

The way to cope with stress

Supplementing poultry with Intra Nutri-Mix, a mix of chelated minerals, specific organic acids and essential amino acids, during stressful moments can reduce the negative consequences of stress. It improves the overall health and production status of poultry by improving the immune status, growth rate, FCR and by lowering the mortality rate.

Product Intra Nutri-Mix





Fantastic Open Day and VIV Europe

Following a long period of preparation, the last week of June finally arrived: VIV Europe! This leading business to business trade event was a home match for Intracare and was held in Utrecht, in the centre of the Netherlands.

Before the event 150 distributors from more than 40 different countries visited Intracare B.V. for an open day at the production facility in Veghel. In the run up to VIV Europe 2018, many customers had already planned a trip to the Netherlands and this important trade event. Intracare seized this opportunity to invite its customers to visit the company on the day before the opening of VIV Europe.



Intracare organised some buses to transport all the visitors to the production facility. Part of the plant is still under construction, as are the new laboratory facilities which are undergoing considerable expansion. A few years ago, Intracare also opened its GMP Pharma department for the production of veterinary medicine.



During the open day, the Intracare team treated the guests to drinks and bites, and they were given a warm word of welcome by Mr Jan van Geest (Commercial Director at Intracare). After his welcome speech, Mr Jan van Geest was proud to introduce the mayor of the municipality of Meierijstad. This municipality is known as an important and extensive agrifood region (Veghel). The mayor of Meierijstad – Kees van Rooij - emphasised the high levels of skill and expertise in the field of food and feed production that are present in this region of the Netherlands. "As home to companies such as Intracare, de Heus, Friesland Campina and Royal Canin, we call this region the AgriFood Capital of the Netherlands. Offering an inland shipping terminal, an international airport in Eindhoven, and a new motorway link, Veghel is also the ideal location to distribute products to the global market."

Dr. Dirk Lorenz Meyer from Behn Meyer Co., Ltd also attended the open day at Intracare. Behn Meyer recently became the Intracare partner for south east Asia and guarantees the further development of Intracare as an innovator. Intracare and its customers will benefit from every aspect of this partnership thanks to the expertise and strong market position of Behn Meyer.

After enjoying a wonderful lunch, our guests were divided into groups for a guided tour of the premises and a look behind the scenes accompanied by a number of Intracare employees. The response from our guests was very enthusiastic. The highlights of the tour were the high-tech facilities, the dedication of the Intracare team, the GMP Pharma facility and the ultra-modern laboratory that is currently being expanded.

Our aftermovies of both these events are posted on our Youtube channel Intracare B.V. to be viewed.

*See you at
the next
exhibitions*

*Mark in your agenda:
Eurotier, Germany,
Nov. 13-16th, 2018
VIV Asia, Thailand,
March 13-15th, 2019*

Intracare Open day





VIV EUROPE 2018

JAARBEURS, THE NETHERLANDS - JUNE 20-22

WORLD EXPO FROM FEED TO FOOD





The
proven way:
ready-to-use

Intra Hoof-fit Spray[®]

Farmers traditionally treat their dairy cows to a foot bath on a weekly basis. Performing this routine protocol correctly and in time using Intra Hoof-fit Bath has produced positive results. Conversely, foot bathing often fails to deliver satisfactory outcomes when inferior disinfectants such as formalin or copper sulphate are used. Additional reasons for poor results are an incorrectly positioned foot bath or not promptly replacing or refilling the solution. Have you ever considered the traffic pattern of your herd while running foot baths? Generally, the cows with healthy hooves go through first, while the ones that need it most use the foot bath last.



Today's dairy farms have several spraying applications as alternatives or additions to the foot bath method. The manual low-pressure sprayer is popular; but more automatic hoof sprayers have been developed for inclusion in milking robots and for spraying in milking parlours. The benefit of the spraying protocol is that every cow is treated with a clean, fresh product regardless of her position in the traffic line.

These developments, coupled with the farmer's need to prevent waste and ensure a long-lasting effect, created the basic conditions for work to begin on the formulation of Intra Hoof-fit Spray.

With the support of distributors and hoof experts, the Intracare R&D department was able to develop something unique. A strong "pearl-network" ensures the proven Intra Hoof-fit active ingredients remain homogeneous in the solution and that the product adheres firmly to the hoof. Spot-spraying provides a long contact time at a lower dosage per hoof compared to the foot bath method. Intra Hoof-fit Spray comes as a ready-to-use solution and has excellent adhesion even to wet skin or wet hooves, thereby reducing waste caused by run-off on the floor:

Intra Hoof-fit Spray was intensively tested and approved for use in all mentioned spraying systems under various seasonal conditions, which resulted in a successful launch. It was introduced in 10 countries in May 2018 and has achieved great success and glowing testimonials.

 France: by Stévenn Clec'h at Synthèse Élevage: "Hoof-fit Spray works to full satisfaction if used at our automatic Spray fit pump and Matabi type sprayers. The first argument from the farmer is the ease of use (there is no preparation) and the second is the right concentration. In the Spray-fit application, farmers, hoof trimmers and myself have seen very satisfactory results."

 Denmark: by Lea Lieder of Linds AS: "We launched it a bit sooner than first expected. Very easy to use, because of the improved viscosity. The Intra Hoof-fit Spray is distributed very homogeneously on the hooves and it is much easier to work with in a low-pressure sprayer. The campaign with the Matabi sprayer to gain new customers is going fine, we are pleased with the good order intake 😊"

 Sweden: by Kristian Hårsmar at GGI Sweden AB: "First we tested it at a farm 100 km north of here and it worked perfectly. Word of mouth is spreading the news fast. Sales are going fine, we will forward the second repeat order to Intracare."

 Canada, Yannick & Eve Blanchette from Sabot Solutions and Koos Vis at Diamond Hoof Care tested the Intra Hoof-fit Spray: "Our wish and dream have come true! We asked for a ready-to-use spraying product to make it easier for the users. ...and Intracare again bends over backwards. The new SPRAY undoubtedly outperforms any other hoof product on the market because of the superb spraying experience and optimal adhesion. Last but not least, the hoof problems are decreasing at rates not seen before. A win-win for all!"



 The Netherlands, feedback by a Dutch farmer with 130 dairy cows: "The farmer is lyrical about Intra Hoof-fit Spray. He was about to start hoof bathing again, but it works so well he can forget all about that! If you calculate an average usage of around 10-15 ml per cow, it is the most cost-effective group protocol for hoof care."

Intracare always advises using the hoof trimmer or other professional to start individual treatment with Intra Hoof-fit Gel. When adding a prevention protocol, we recommend using Intra Hoof-fit Spray twice weekly for four weeks and then continuing with one application per week.

Intra Hoof-fit Spray is approved for use in organic farming systems and is gentle on the hooves. The ready-to-use formula and very strong adhesion power make Intra Hoof-fit Spray extremely practical for farmers to use. Its proven efficacy, no worries about waste and good functionality in all types of sprayers will fulfil the needs of many more farmers.



Intra Multi-Des GA, a disinfectant with an excellent reputation

The hygiene line from Intracare enjoys an excellent reputation in the market regarding power, efficacy and safety. This is incredibly important, particularly at large integrations that have an interest in avoiding any form of liability. Intra Hydrocare is widely recognised as one of the best registered products that cleans drinking systems without harming health or damaging the equipment.

Intra Multi-Des GA is also part of Intracare's hygiene line and can be used to disinfect livestock houses and equipment. This new addition to the Intracare range is carving out an important future and is considered to be a highly valuable disinfection agent in a growing number of countries. Intra Multi-Des GA has been subjected to a variety of tests again quite recently, which have revealed that even the most harmful viruses can be effectively destroyed using this disinfection agent.

Intra Multi-Des GA is a 5th generation disinfection agent based on the active substances glutaraldehyde, didecyldimethylammonium chloride and alkyldimethylbenzylammonium chlorides. The diversity of active ingredients enables different mechanisms of action while the excellent surface tension properties ensure efficient penetration of all pores and cracks in

rough surfaces. Together with the high concentration of active ingredients, this makes Intra Multi-Des GA a very effective biocide even at low concentrations.

Intra Multi-Des GA is currently registered in several countries, mainly for use as a disinfectant against bacteria and yeasts/fungi at a concentration of 0.2%. The main areas of use include public health (PT2), veterinary (PT3) and areas where feed/food is processed (PT4). Within the PT3 area, viruses also form a serious threat that causes diseases and financial losses.

Veterinary virus efficacy

The latest study of Intra Multi-Des GA demonstrated its efficacy against veterinary viruses, by elimination of the worst-case virus. In cooperation with an independent laboratory specialised in microbiological testing the product was found to be effective against Bovine Enterovirus, also known as the ECBO virus, when used in a concentration of 0.75%.

The study was performed in accordance with the European Norm EN 14675. This standardised study method describes Bovine Enterovirus as the test pathogen, as it is considered a worst-case virus in the veterinary field. In addition, testing was performed under soiling conditions (presence of 3 g/l albumin)

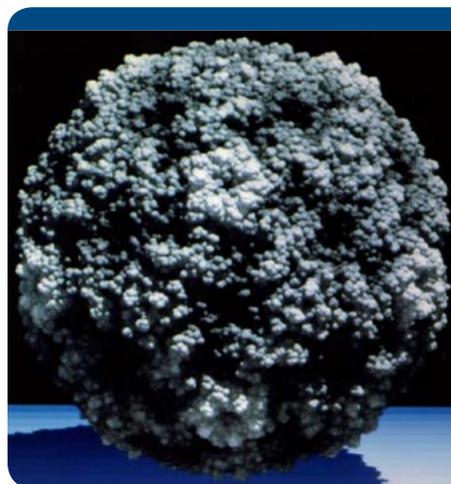
and at a temperature of only 10 °C to represent veterinary conditions. A 10log reduction of ≥ 4 was found meaning the pathogen was eliminated for $\geq 99.99\%$, which passed the test criteria.

Regulatory

The study fully complies with the latest European requirements for virus efficacy testing of veterinary biocides (PT3), as laid down in the Biocidal Product Regulations (Regulation (EU) 528/2012) implemented by the European Chemicals Agency (ECHA). Based on this study, Intra Multi-Des GA can therefore be classified as effective against viruses relevant for veterinary areas.

If local agents want to expand their current national product authorisation with a virucidal efficacy label claim, please let us know so we can assist you.

“A virus is a parasitic agent that is smaller than a bacterium and that can only reproduce after infecting a host cell: a living cell of other organisms. Viruses are important pathogens of humans and animals. Diseases such as Foot-and-mouth disease, Swine fever, Aujeszky’s disease and Avian influenza are caused by viruses”



3D structure of Bovine Enterovirus

TEST REPORT	Evaluation of the effectiveness of: Intra Multi-Des GA	
	Test virus:	Bovine enterovirus type 1 (Enterovirus Cytopathogenic Bovine Orphan – ECBO)
	Method:	EN 14675:2015 (10°C) (low-level soiling)
	Quantitative suspension test for evaluation of virucidal activity of chemical disinfectants and antiseptics used in veterinary area – Test method and requirements (phase 2, step 1).	

EN 14675: The accepted virus study in the EU for PT3

The Intracare distributor in Turkey, Bio-Vet explains why Intra Multi-Des GA is such a big success in their country: How our Turkish customers sees Intra Multi-Des GA. Intra Multi-Des GA is one of the most important products in Bio-Vet's product range.



We registered Intra Multi-Des GA as a biocidal disinfectant for PT2, PT3 and PT4 in 2013 in Turkey with the Ministry of Health, the competent authority for Biocidal Product Directive. During the registration process, all chemical and biological activity tests were executed by authorized laboratories in compliance with Biocidal Product Directive and was approved for its effectivity with bactericidal, virucidal, fungicidal, mycobactericidal and sporicidal activity tests with a 0.2% concentration.

Why we are so successful in Turkey

At first, people did not believe that they could apply a successful disinfection at such a low dosage like 0.2%. They wanted to test the product. As a result of these experiments, they saw the successful results with a concentration of 0.2% and Intra Multi-Des GA became an indispensable product for them.

Intra Multi-Des GA is a product which advantages have been proven in the disinfectant market of Turkey and is ahead of its competitors in regard to its content, quality and high activity with low dosage. The reason of this is the high quality production policy of Intracare. Intra Multi-Des GA is really the ideal disinfectant to defeat all microorganisms.

As Bio-Vet we have a veterinary medicine experience of 25 years in the practical field. In the past we had a veterinary clinic and we implemented protective programs, disinfection programs, diagnosis and treatment programs in many poultry houses. We struggled with many diseases and have learned that it was very important to use quality products to have a healthy flock and high production levels. We combined our practical experience with the quality and advantages of Intra Multi-Des GA.

In addition to all of this, Intra Multi-Des GA has a Defra approval to Avian Influenza. Therefore it has an efficient disinfection rate in broiler and layer houses in regions where Avian Influenza outbreaks were seen.

The product is used in general disinfection, environment disinfection, foot mats and vehicle disinfection in broiler and layer houses. In addition, some broiler integrations use Intra Multi-Des GA safely for surface disinfection in breeder houses and hatcheries and for disinfection of vehicles and wheels at the entrance of slaughter houses.



New Product Manager at Intracare

A new product manager has joined the team at Intracare. Her name is Cheng Lee and she has a background in the veterinary field. Cheng Lee will act as the link between the commercial department at Intracare and the R&D department. This will enable us to provide our customers with even better technical and practical information and meet the growing demand for technical-based substantiation of our line of products.

My name is Cheng Lee and I am excited to be the new Product Manager at Intracare. I am a Malaysian native and I graduated from the Doctor of Veterinary Medicine program at University Putra Malaysia back in 2014. Since then, I have had a wide range of experience in small animal and large animal practices, not only on home soil but also in Germany.

My adventures in both industries allowed me to not only mature and grow as a veterinarian, but also learn new innovations within veterinary medicine and the agricultural sector. I was also able to learn new languages and cultures in the process which I thoroughly enjoyed.

After moving to the Netherlands, I have had the opportunity to work with a pet nutrition company, where I was able to grow my commercial skills further. Since early April, I have been fortunate enough to fill the role of Product Manager at Intracare and I am extremely enthusiastic about using my technical knowledge in both the R&D and Sales teams for future innovations and growth of Intracare.

CLee@intracare.nl



*Cheng Lee,
our new Product Manager*



Intra Epidine: The new Pharma facility

The new Pharma facility at Intracare means we can intensify our focus on the development and production of antibiotic-free veterinary medicines. Partly due to these facilities, we are proud to announce that we have obtained marketing authorisation for our second veterinary medicine after Hoof-fit Gel: Intra Epidine.



Intra Epidine is the name of this new medicinal product from Intracare. Intra Epidine is based on the active components copper and zinc chelate and can be used as targeted, topical treatment for digital dermatitis. In clinical trials, we have demonstrated that Intra Epidine is almost twice as effective as treatment with regular antibiotic spray. With Intra Epidine, we can offer not only an alternative to antibiotic spray, but also proven added value in terms of the results of treatment.

Marketing authorisation as a non-prescription veterinary medicinal product has been granted by the Dutch Medicines Evaluations Board (CBG) under registration number REG NL 118759.

Intra Epidine offers the following, unique properties:

- **Optimal absorption through micronised minerals**
- **No withdrawal period**
- **Antibiotic-free**
- **No build-up of resistance**
- **Non-prescription**

Calls are increasing for antibiotic spray to be included in the total use of antibiotics in intensive livestock farming in order to reduce overall antibiotic usage. Intra Epidine is formulated based on antibiotic-free technology, so it will not become a banned product in the future. Its dual working heals wounds quickly: the copper chelate destroys bacteria while the zinc chelate encourages faster skin recovery.

Product Intra Epidine





Eric-Jan Ubels:

Our

Pharma specialist

Where did you work before you joined Intracare?

I worked at Organon-Diosynth (Organon-Schering-Plough, MSD, Aspen). Aspen was the last name for the company formerly known as Organon, mainly known for the production of contraceptives. I was a process operator. During my employment there I worked at various departments: CA4 (chemical department), C.A.A, Memema (warehouse final products, mixing and milling). I was employed at the company for 10 years, from October 2006 to November 2016.

What is your job at Intracare?

At Intracare I am responsible for production at the Pharma division, and all the associated tasks and processes at GMP level.

So first a large, stable company and now a small but growing one. What are the differences?

There are many!! Such as the number of employees - from around 100 at Aspen to 40 at Intracare. Or a large, cumbersome organisation compared to a small organisation with a compact structure and quick decision-taking such as Intracare. And there are social differences too. Here at Intracare you can put to a name and task to every face, but at a huge company like Aspen getting to know everyone and where they work is just impossible. Those are just a few examples of minor differences: the major differences are

in the CLA, the number of products and the production methods.

How have you experienced these differences?

It goes without saying that if you don't know any better, a highly structured organisation like Aspen is a good employer. But the biggest difference is that joining Intracare is like becoming one of the family. It's a great place to work with the very friendly and relaxed attitude that typifies the province of Brabant, a strong dynamic and the ambition to innovate at all levels. I personally experience this as extremely positive and hope to work and contribute here for many years to come.

The Pharma department always looks spotlessly clean and tidy. How do you manage that?

I could just say 'clean, clean and clean again', but it's not as simple as that. There is much more to keeping it this way. The correct protocols, monitoring and the efforts of the team who work here, such as Priscilla and Marja and my back-up Joris, everyone cleans according to the standards we apply under the GMP Pharma scheme.

You give customers guided tours of the cleanrooms. What do they have to say?

What I often hear from customers during a tour is how impressed they are by what we do, and how impeccably clean and tidy the entire company is. That is naturally a huge compliment for all of us at Intracare. After all, it's a team effort.

It started with one product (Intra Hoof-fit Gel), now there are two (Intra Epidine) and there are more in the pipeline. What will cleanroom production be like in five years?

Five years on I hope that we are an important, successful department within Intracare and that through innovation and research we have been able to add some products to the amazing range we already have and contribute to improving animal welfare or other sectors.

What are you really looking forward to and what are you proud of?

I am really excited by the prospect of growth at Intracare so that, together with my new right-hand man Joris and all our colleagues at Pharma, we can turn the department into a complete, innovative and valuable company division. I am most proud of the progress we have made so far, not just in developing Intra Epidine but also but also developing new products and obtaining the GMP production licence.





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 www.intracare.nl