

Effects of antibiotic reduction in the Netherlands on the sales mix of a swine practice

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Introduction

In the Netherlands in 2005–2006 the discussion about prudent use of antibiotics was intensified. In 2010–2011 new legislation in The Netherlands forced pig farms and the veterinarians to further reduce the use of antibiotics. Dutch veterinary clinics are allowed to sell pharmaceutical products to clients and the sales of drugs and vaccines significantly contribute to the income of veterinary clinics. This article shows how the sales mix of pharmaceuticals sold for either Preventive use or for Curative use changed over the last 10 years.

Materials and Methods

Our digital practice management system (Viva 3.0, Corilus) allows us to mark a product as Preventive or Curative. Visits, consultancy, vaccines, iron, monitoring, blood samples and reports are marked Preventive. Antibiotics, painkillers, anthelmintics are marked Curative. From 2006 till 2015 (December excluded) we collected data on the sales mix of all the sow farms in our practice.

Materials and Methods

In 2006 43% of our gross sales was considered Curative and 57% Preventive. This sales mix Curative/Preventive was more or less stable until 2009, when the discussion on prudent use of antibiotics started. From 2009 until 2013 the sales mix changed. In 2014 and 2015 the sales mix looks stable again: in 2015 (December excluded) 89% of our gross sales was Preventive.

In 2006 vaccines were 67% of the preventive sales. In 2015 vaccines were 91% of the Preventive sales. PCV2 and Mycoplasma vaccines being number 1 and 2 in the vaccine sales. Costs charged for consultancy time was the same over all the years 7% of the total health costs (Preventive and Curative).

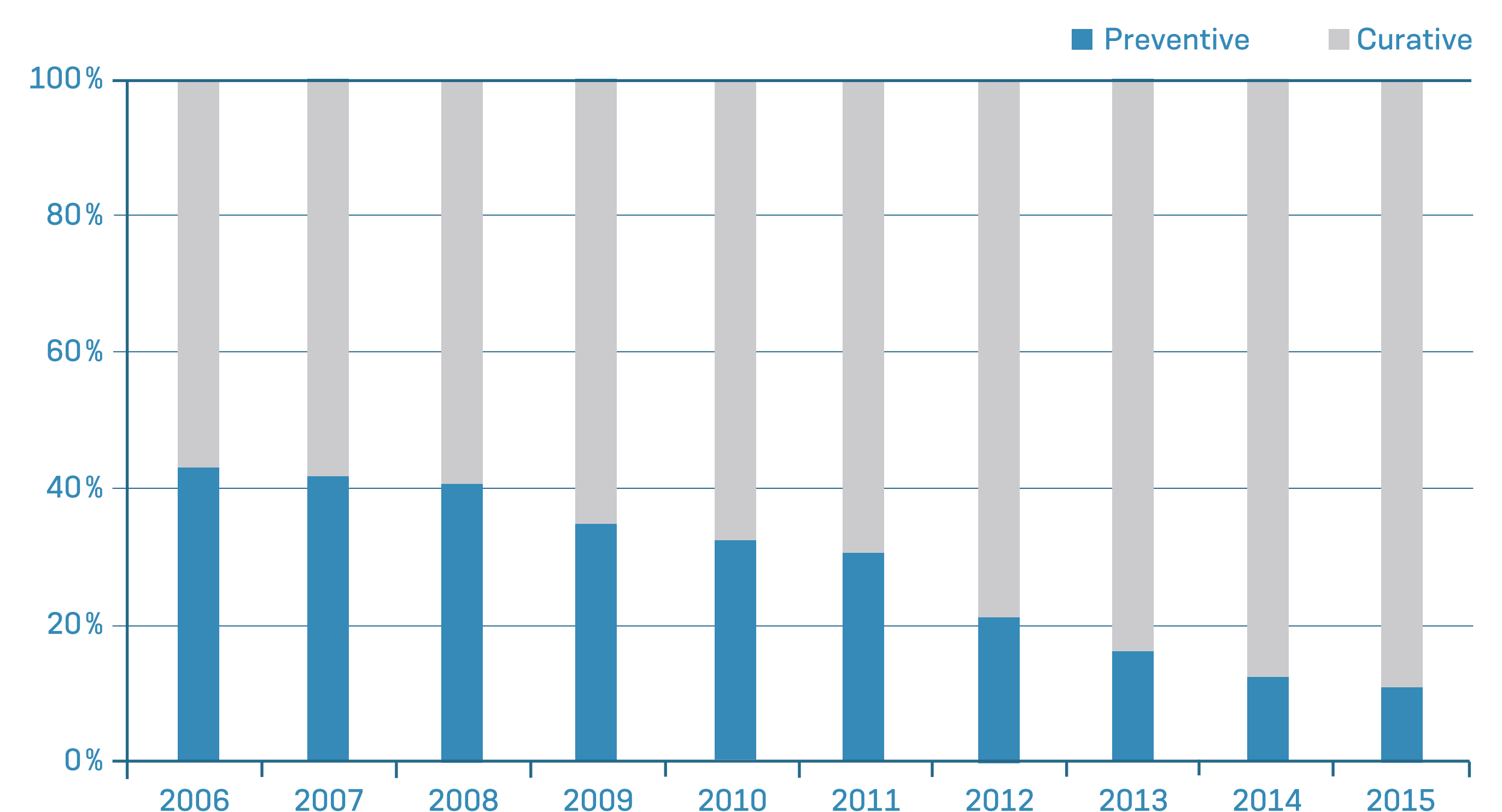


Figure 1: Sales mix per year at sow farms including piglets to 25 kg live weight

Year	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Curative	43%	42%	41%	37%	32%	30%	21%	17%	12%	11%
Preventive	57%	58%	59%	63%	68%	70%	79%	83%	88%	89%

Table 1: Sales mix per year at sow farms including piglets to 25 kg live weight

Discussion & Conclusion

In the Netherlands the total health costs of sows, including their piglets until 25kg live weight, from 2005 to 2012 increased from 56€ to 75€ per sow per year. In comparison, over the same period the costs of antibiotics decreased from 19€ to 8.5€ per sow per year.¹

The sales mix of our veterinary clinic is in line with this: it has strongly changed towards more sales of products for preventive use. Consultancy sales are relative equal in all the years, but as the total health care costs are rising, the absolute sales for time increases. Sales of vaccines are a significant part of our veterinary clinic profit. Sales of antibiotics become less important year after year. We consider the use of Preventive products important as a part of sustainable pig production.

References

1. <http://www.wageningenur.nl/nl/show/BedrijvenInformatienet-BIN.htm>