Neogen's ANSR for *E. coli* O157:H7 receives AOAC approval

Neogen has received approval from the AOAC Research Institute for its new rapid and accurate test to definitively detect *E. coli* O157:H7 DNA.

Neogen’s newly approved ANSR® for *E. coli* O157:H7 detects the bacteria after only 10 minutes of reaction time following sample preparation. Neogen’s ANSR is an isothermal amplification reaction test method that exponentially amplifies the DNA of any target bacteria present in samples to detectable levels.

“Each time we receive a validation from an influential third party on any of our tests, it provides further assurance to our many customers that our tests perform as expected,” said Ed Bradley, Neogen’s vice president for Food Safety. “ANSR is the fastest DNA-definitive pathogen assay available—with results in only 10 minutes. Compared to the three hours other methods such as polymerase chain reaction, or PCR, take to produce DNA-level results, that’s a huge difference in a laboratory’s workflow, and the operations of a food producer as a whole.”

Combined with ANSR’s single-step enrichment, Neogen’s new pathogen detection method for *E. coli* O157:H7 can provide definitive results in as little as 12 hours from the time the sample is taken. To date, the test has been validated for testing raw ground beef, raw beef trim, leafy greens and sprout irrigation water.

Neogen’s line of ANSR products also includes AOAC Research Institute-approved tests for *Salmonella*, *Listeria* and *Listeria monocytogenes*. The ANSR system was designed to combine molecular-level accuracy with a scalable, low-cost instrument and a methodology that can be easily incorporated into any testing laboratory’s existing workflow.

For more information, click here.

Neogen launches ANSR Test Drive program

Neogen’s ANSR Test Drive program allows you to test drive the ANSR system for free. This 30-day trial offer includes everything you need to get started. There is no equipment to purchase and no hidden fees. Even our NeoCare™ support is included!

- Offer is limited to the continental United States and Canada, and includes everything you need to get started. To ensure complete satisfaction, prospective product matrices will be reviewed or validated by Neogen prior to shipment of the ANSR system.
- NeoCare Service support is included at no additional cost. NeoCare service covers both equipment and application support and does not require a separate service contract.
- Satisfaction is guaranteed. Qualified customers may continue to use the system with flexible payment options, such as a monthly minimum supply of ANSR reagents. If you are not satisfied with ANSR, simply return the system within the 30-day trial period.

Start your trial with ANSR and have your own microbiology testing system in 30 days. Call 800-234-5333 or register at neogen.com/ANSRtestdrive.
Beer quality is measured by a complex set of sensory characteristics that include appearance, aroma, taste and texture. These factors build a sensory profile specific to a beer’s brand, and are what craft beer consumers come to enjoy and expect from different breweries. In order to maintain and preserve consistent quality, proper sanitation protocols including a hygiene monitoring program must be implement as even the slightest microbial growth can impact the flavor and quality of beer.

Because beer is a perishable product, microbiological stability, usually affected by spoilage or contamination, is most easily prevented during the brewing process. However, everyone involved in the production, distribution and service of the beer shares a responsibility for familiarizing themselves with, and maintaining, cleanliness of any equipment and all surfaces involved.

For example, microbiological contamination by yeasts, molds and a wide variety of bacterial species can cause off-flavors (aroma and taste), souring of beer, over carbonation, gushing (violent eruption of beer from bottles) and serious hazes and gels/particulate matter (scums and biofilms) in beer. As beer provides a good nutrient source for many undesirable organisms, dirty containers, taps, lines, kegs, surfaces and drains can all be sources of contamination. This is why a thorough, regularly scheduled hygiene monitoring program is important as it can easily prevent microbiological contamination and help maintain sanitary conditions.

In many cases an adenosine triphosphate (ATP) monitoring system is used to accurately recover organic matter, such as bacteria, yeast and mold, which remain after cleaning procedures have taken place. Neogen’s AccuPoint Advanced measures the ATP collected from contact surfaces or rinse water samples as an indication of the cleanliness of the surface or purity of the rinse water.

ATP sanitation monitors like AccuPoint Advanced work by measuring the light created when ATP reacts with liquid stable enzyme chemical reagents in the system’s unique sampling devices. The higher the levels of food residue and microorganisms in a surface or rinse water sample, the more ATP, and the more light produced.

Because ATP is not uniformly distributed on surfaces, however, it is important to use a system that can both find and recover ATP from surfaces and liquids. This is done with the AccuPoint Advanced patented flat-head sampler that can break through biofilms for more consistent coverage. Access samplers are also available for hard to reach nooks and nozzle heads. Other benefits include Neogen’s Data Manager Software, which records and tracks test results, maintains records for audit compliance, and can identify trends and problem sites quickly and effectively.

While every facility in the craft beer brewing industry is different, sanitation remains a common factor that is important at various steps and locations in any facility. As competition in the industry continues to grow, it has become especially importance to stay on top of a sanitation/hygiene monitoring program as even the slightest changes in beer quality can cause harm to your customers and your brand. Implementation of a program that fits your brewery and your budget will help avoid abnormalities in the taste and quality and in turn build and preserve brand loyalty.

For more information on Neogen’s AccuPoint Advanced, click here.

Want to learn more about Neogen?

Neogen is an active participant and sponsor of numerous large and small industry associations, across our many market segments. As such, we attend numerous tradeshows throughout the year. Please stop by our booths to learn more about what we have to offer, and more importantly, to help us better serve your industry.

International Production & Processing Expo (IPPE)
January 26–28, 2016 • Atlanta, GA USA

United Wine and Grape
January 27–28, 2016 • Sacramento, CA USA
Neogen reports 16% increase in net income

Neogen announced recently that net income for the second quarter of its 2016 fiscal year, which ended Nov. 30, increased 16% to $9,073,000, or $0.24 per fully diluted share, from $7,806,000, $0.21 per share, in fiscal 2015. Current year-to-date net income was $18,396,000, or $0.49 per share, compared to $16,689,000, or $0.45 per share, for the same period a year ago.

Revenues for the second quarter of fiscal 2016 increased 16% to $79,610,000, from the previous year's second quarter revenues of $68,455,000. This increase was aided in part by recent acquisitions completed by the company. The quarterly revenue and net income results represent second quarter records for the 33-year-old company. Year to date, FY 2016 revenues increased 14% to $154,471,000 from FY 2015's $136,054,000.

“We are pleased to report that broad-based increases in the second quarter, throughout Neogen's varied market segments, led us to reach our often stated goal of producing double-digit organic growth for the quarter,” said James Herbert, Neogen's chief executive officer and chairman. "We recorded these organic increases in revenues in many of our product lines, including animal genomics, pharmaceuticals, biosecurity products, and food safety diagnostics. The second quarter was yet another quarter when Neogen delivered results by both creating and capturing opportunities within its food and animal safety market segments.”

Expressed as a percentage of sales, operating income was 18.4% for the quarter, compared to 18.8% recorded in the company's second quarter of its 2015 fiscal year. Neogen's gross margin was 48.0% of sales in its second quarter of the current year, compared to the 50.0% recorded in the same quarter of the previous fiscal year. The change in gross margin was primarily due to product mix, acquisitions, and adverse currency translations.

"Currency fluctuations continued to negatively impact both our top and bottom lines, and resulted in an adverse currency effect of about $0.02 per share to earnings for the second quarter, very similar to our first quarter," said Steve Quinlan, Neogen's chief financial officer. “Despite the continuing difficulty in the currency environment, our Mexican subsidiary was still able to achieve a 28% increase in sales in dollars in the second quarter. The currency impact was especially pronounced at our Brazilian subsidiary, where a 38% sales increase for the quarter in local currency was reduced to a 12% decrease once those sales were converted to dollars.”

Neogen’s Animal Safety segment reported a revenue increase of 19% during the second quarter, compared to the prior year. Overall organic growth for the Animal Safety segment was also 19% for the quarter, as there was only a minor contribution to Animal Safety revenues from products and services acquired within the past year. Revenues from the company's GeneSeek® animal genomic operations in Lincoln, Neb., rose approximately 35% in the second quarter of 2016 compared to fiscal 2015. This growth resulted from a large increase in genomic testing for meat type chickens, and increased penetration in the swine industry.

Revenues for the company's Food Safety segment rose 13% during the second quarter, compared to the prior year, aided in large part by the acquisitions of BioLumix® and Lab M within the past year. Overall organic growth for the Food Safety segment was 6% for the quarter; in constant currency, organic growth was 13%.

The company's sales of its recently launched AccuPoint® Advanced ATP Hygiene Monitoring System increased 25% in the current quarter when compared to the prior year. This innovative system has gained use and acceptance in food and animal production environments where instant, accurate sanitation test results are essential.

For the full press release, including numbers, please click here.