where the Industry Does Busines

Petfood Forum

April 15-17, 2013

Renaissance Schaumburg Hotel & Convention Center Schaumburg, Illinois

> Receive 15% off when you register by Feb. 1 PROMO CODE: MAIL14

PetfoodIndustry



http://petfoodforum.petfoodindustry.com



Renaissance Schaumburg Hotel & Convention Center

About Petfood Forum

For more than 20 years, Petfood Forum has been the premier, exclusive event for the worldwide petfood industry. This year's event promises to be bigger and better than ever!

Don't miss Petfood Forum 2013 for the latest information and knowledge from leading petfood industry experts. Plus, you'll enjoy many opportunities to network with colleagues and visit with key suppliers. More than 1,500 petfood professionals came to the show in 2012.

The petfood industry continues to grow. Consumers are still purchasing premium petfood products and Packaged Facts forecasts the petfood industry will continue on this pattern of increased growth, even as other retail industries decline.



Petfood Forum is:

- The place where industry professionals from all over the world come together to learn, network, discover and share.
- Where industry experts come to interact with the nation's top decision makers, small business experts and government representatives.
- Where the voices of hundreds of industry professionals come together under one roof to do business.
- An opportunity for relationship building the old-fashioned way, face-to-face.
- Where attendees and exhibitors make connections and position themselves to take their business to the next level.

About the Venue

The Renaissance Schaumburg, a luxurious AAA four-diamond hotel, is conveniently located just 10 miles west of O'Hare International Airport. The Convention Center offers comfortable, modern meeting space and a large exhibit hall. The Petfood Forum exhibit hall is located in the Convention Center, equipped to comfortably host 200+ suppliers in one convenient location. Plus, you'll enjoy proximity to dining and shopping at destinations such as Woodfield Mall, Streets of Woodfield, IKEA and many more.

Visit our website for updates and information about Petfood Forum 2013 http://petfoodforum.petfoodindustry.com



Attendees include petfood professionals from these countries:

Australia Austria Brazil Canada Chile China Denmark Dominican Republic France Germany Israel Japan Mexico Netherlands Norway Peru Republic of Korea South Africa Spain Thailand United Kingdom United States

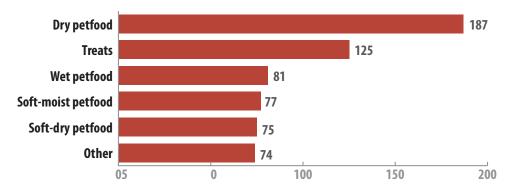






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Types of products manufactured or distributed



Who attends Petfood Forum?

Professionals that make up the global petfood industry and leading suppliers who want to reach the broadest spectrum of industry decision makers. This includes professionals from c-level management, guality, R&D, marketing, nutrition, packaging technology, retail and more. Products and technologies represented at Petfood Forum range from pet treats to packaging. If you are associated with the petfood industry in any way, you should be at Petfood Forum.

Why attend Petfood Forum?

Petfood Forum takes place only one time per year, serving as the industry professional's one-stop-shop opportunity to explore the latest in new products and technology. Your customers, your suppliers, and your

competition will be there. You should be there too. Petfood Forum is your opportunity to meet key decision makers, get answers to your questions, analyze your challenges, and develop a stronger, more productive relationship with your current customers and key prospects.

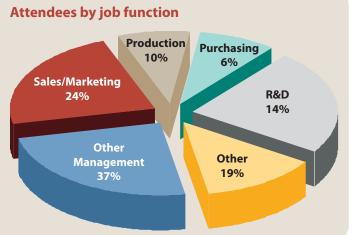
Each year, more than 1,500 professionals from around the world attend Petfood Forum.

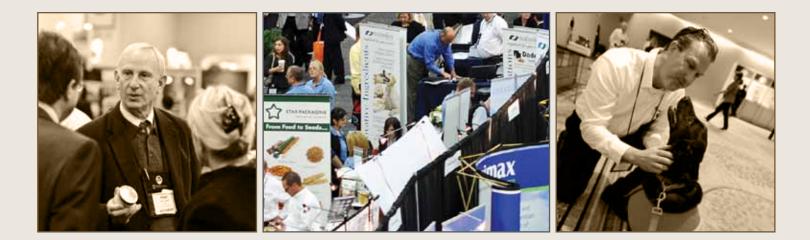
37%

Learn how to grow your

business during educational sessions

Take the opportunity to learn from your peers and potential customers about how trends will impact your business as the petfood market continues to grow and evolve. Your registration includes more than 25 conference sessions, led by industry professionals. Learn what's important to today's petfood professionals, which will enable you to better serve them. You'll also have a chance to network during the social functions.





Sample companies of Petfood Forum attendees

3M Company Acadian Agritech Adamson Affinity Petcare SA Agri Feed AgriTrade International, LLC AlcheraBio LLC All Star Trading Alltech American Nutrition, Inc. American Products Manufacturers ANFALPET Australian Pet Brands Aveka Manufacturing, Inc. **B&B-MAF LP** Badger Ingredients, Inc. Bill Barr & Co Inc **Bio Biscuit Inc Bioiberica BioOregon Protein** Blue Buffalo Company, LTD **Blue Seal Feeds** Brazilian Pet Foods/Nutriara Breeder's Choice Pet Foods **Cantox Health Sciences** International Cargill Incorporated **Castor & Pollux Pet Works Champion Petfoods Charoen Pokphand Foods Coating Excellence Intl Commodity Specialists** Company

Complete Natural Nutrition Crosswind Petfoods Dad's Pet Care Danisco **Del Monte Foods Diamond Pet Food Company Diversified Ingredients** Dresen Ouimica **DuPont C&F** E.T. Horn Company Elmira Pet Products Ltd. **Evonik Degussa Corporation** Fat-Cat Fish Company FDA Food Safety Validation, LLC Geo. Pfau's Sons Co. Inc. Glanbia Nutritionals Haarslev Industries Halo, Purely for Pets, Inc Hamlet Protein A/S Hampshire Pet Products Hill's Pet Nutrition, Inc. Inaba Pet (Thailand) Co., Ltd. Ingredient Supply Corp. International Pet Food Ingredients **Interstates** Companies Iowa State University ITW Zip Pak Johnsonville Sausage Kahle Bros. KapStone Paper & Pkg Corp Kelly Foods Kennelwood Inc

Lansing Trade Group Lonza, Inc Lotus Pet Foods, Inc. Menu Foods Mini Bruno NA Mogiana Alimentos **Mountain Country Foods** Muenster Milling Co., Inc. Mulligan Stew Pet Food National Institute of **Animal Science** National Rice Company Natura Pet Products, Inc. Natural Balance Pet Foods, Inc. Nature's Variety Nestle Purina Nippon Pet Food Co., Ltd Nosan Corporation Novus International Nueva Tecnologia **En Alimentacion** NutraPet Systems LLC Nutreco Canada Inc Nutripro Ohio Pet Foods, Inc P&G Pet Care Perfect Companion Group Co, Ltd Pet Empawrium, Inc. PetCom Picart Pilgrims Pride Corp. **PLB** International

Land O'Lakes Purina Feed

Pro-Pet, LLC **Redbarn Pet Products** Rolf C. Hagen Inc. / Nutrience **Royal Canin USA** Safe Pet Concepts Inc Saturn Petfood GmBh Sergeants Pet Care Products Shintoa Corporation Simmons Petfood Inc Sirius Nutrition, LLC Sobeys Inc. Solae LLC Stella & Chewy's, LLC Sunshine Mills, Inc. Target **Texas A&M University** The Blue Buffalo Co The lams Company The Kroger Company The Nutro Company Total Alimentos S.A. Trilogy International Inc. Triple T. Foods, Inc. Tuffy's Pet Foods Unicharm PetCare Corporation University of Arkansas University of Illinois University of Kentucky US Poultry & Egg Assocation **VELCRO USA INC** Wellpet, LLC

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TUESDAY, APRIL 16

OPENING KEYNOTE 8:30 – 9:30 AM

Assistance Dogs and Programs	Learn more about assistance dogs and their value to their owners. Paralympian Kerri Morgan will also discuss organizations that provide these dogs, such as C.H.A.M.P. (Canine Helpers Allow More Possibilities), a program with which she works in her dasses and that provided Twix to her.	Ø	Kerri Morgan, Paralympian and bronze medal winner, London 2012 games
GENERAL SESSION 9:30 - 10:3	30 AM		
US petfood market outlook and trend report	Get an overview of the US petfood market and where it's headed, including the trends currently driving its progress. These trends encompass the continuing growth and consumer interest in natural and organic pet products, including nutraceutical treats and supplements and their link to petfood.		David Lummis, senior pet market analyst, Packaged Facts
CONCURRENT SESSIONS 1:30	– 2:10 PM		
Nanotechnology and petfood	Learn the basic principles of nanotechnology, what makes nanotechnology particles so different in their applications and why regulatory agencies are interested in being apprised of intended uses.	T	NUTRITION Dr. George Burdock, president, Burdock Group
How to reach emerging consumer markets	Zoom in on emerging trends and markets here in North America and learn how to maintain higher margins and tap into the emerging wealth and interest in pets around the world. This session offers an innovative route around stagnation.		MARKETING/PACKAGING Jim Adams, managing director, Venture Catalysts
What you need to know about FSMA and FSVP	An update on new regulations for petfoods stemming from the Food Safety Modernization Act (FSMA), including a key component of the law, the Foreign Supplier Verification Program (FSVP), overseeing all imported ingredients and food products. Plus, learn how to manage requirements for product tracking and how to maximize your ROI.		SAFETY/PROCESSING Dr. David Acheson, managing director of food and import safety, Leavitt Partners; and former associate

CONCURRENT SESSIONS 2:15 - 2:55 PM

	2000 1 111		
Grain-free formulations and processing with dehydrated potatoes	Learn more about the role of starch functionality of dehydrated potato ingredients in the design and processing of grain-free petfood products, one of the industry's fastest growing categories. Dr. Bello will introduce new ingredients and describe how and why to use the rapid visco-analyzer, a tool for measuring starch viscosity and predicting starch functionality of these ingredients during extrusion.	Ţ	NUTRITION Dr. Tony Bello, CEO, Heritage Agro-Allied Foods
Brazil's petfood market	Join us for an explanation of how Brazil is poised to become the world's second largest petfood market. Get answers to questions such as, what did they do to get where we are today? What has happened in the economy during the last few years that has pushed Brazil's position from the backstage of the world to a major player, and how have these changes affected the petfood market and consumers' attitudes and behavior?		MARKETING/PACKAGING Madalena Spinazzola, strategic planning and corporate manager, Premier Pet
Reducing petfood waste: case studies for petfood producers	A look at case studies on how petfood producers have reduced waste from deformed and broken kibble by 3900% and protected against recalls with automated batching process controls systems that detail the path of raw ingredients through the production process.		SAFETY/PROCESSING Jonathan Thorn, director of technology; Matt Craig, industry director — food & petfood group, Mac Process

CONCURRENT SESSIONS 3:30 - 4:10 PM

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Nutritional management of cognitive dysfunction in senior dogs	This session will summarize the relevance of cognitive dysfunction in the canine population and significant findings on effectively managing this condition through dietary intervention. The presentation will help you in developing petfoods that target specific physiological states or therapeutic purposes.	Q	NUTRITION Dr. Maria Cattai d research associat Illinois Departme
Global petfood market update	Get the latest data, trends and projections for the global petfood market. Plus an explanation of why the market continues to grow, especially in emerging regions such as China, Latin America and Eastern Europe.	0	MARKETING/F Paula Flores, hea research, Eurom
Scientific validation of extrusion study for petfood safety	Get an up-close introduction and explanation of the core principles of petfood extrusion validation, complete with a step-by-step analysis of protocol variability and a review of the industry's first applicable scientific study. This presentation will focus on specific deficiencies within typical food safety programs and validation strategies, including dispelling various myths.		SAFETY/PROC Will Henry, direct technology R&D,

i de Godoy, postdoctoral ate, University of nent of Animal Science

/PACKAGING ead of pet care , monitor International

CESSING ector of D, Extru-Tech Inc.



commissioner for foods, US Food and

Drug Administration (FDA)

CONCURRENT SESSIONS 4:15 - 4:55 PM

Performance-driving parameters in dog food palatants	This session will identify important parameters with direct correlations to consistent performance of dog palatant products, including how petfood ingredient suppliers, manufacturers and distributors can develop key measures to ensure delivery of high-quality and safe petfoods to consumers.		NUTRITION Bola Oladipupo, manager and team lead of analytical chemistry, AFB International
Connect with petfood customers at the point of purchase	Duo experts will share tips and insights on how to connect with petfood shoppers at the point of purchase through packaging and retail promotions. The presentation will deconstruct the retail environment and add a behavioral twist to understanding how people shop the category and what messages have the best chance to break through.		MARKETING/PACKAGING James Fraser, vice president; and Matthew Diamond, vice president, Hunter Straker
Can you achieve the petfood safety objective of zero <i>Salmonella</i> ?	Learn strategies to achieve the food safety objective of zero <i>Salmonella</i> , including specifics related to cleaning and sanitation programs, cross-contamination prevention, microbiological control systems, validation of thermal kill steps, Six Sigma methods and metrics.	Ð	SAFETY/PROCESSING James V. Giranda, VP of food safety and quality systems, American Nutrition Inc.

WEDNESDAY, APR	IL 17		
CONCURRENT SESSIONS 8:30	– 9:10 AM		
Innovative ingredients for pet health	Learn more about research-based evidence on innovative petfood ingredients that can help promote health or treat disease. Highlighted are some of the most common therapeutic ingredients as well as novel, up-and-coming ones, their possible health benefits and the inclusion rate required for a therapeutic benefit.		NUTRITION Jennifer Adolphe, nutritionist and formulation manager, OmniPet Nutrition
A sensory approach to dry dog food	Get a well-rounded introduction to the sensory analysis approach in petfood studies, including insight to the acceptance of dry dog food by pet owners. These findings indicate consumers may better accept visually stimulating products, while aromatic composition plays an important role as well.	A	MARKETING/PACKAGING Dr. Kadri Koppel, research assistant professor, Kansas State University Department of Human Nutrition
Use today's technology to monitor and verify for petfood safety	This session offers tools for professionals managing petfood safety systems, such as hazard analysis and critical control points (HACCP), to perfect the systems and make them more trustworthy. These tools include innovative technologies — such as smart phones, GPS footprints, cloud storage, RFID and intelligent web-cams — becoming available for monitoring and verification by petfood and ingredient industrialists.		SAFETY/PROCESSING Dr. David Rosenblatt, director of training, Sher Consulting and Training
CONCURRENT SESSIONS 9:15	– 9:55 AM		
How pyrophosphates impact cat food palatability	Be there as our expert presents results of a study investigating the role of a key ingredient (pyrophosphates) in cat palatability, using a multi-dimensional approach combining long-term feeding behavior studies, sensory measurement and molecular biology. The results of this study have established the unique and robust preference of cats for pyrophosphates and led the company to identify candidate taste receptors for these ingredients.		NUTRITION Dr. Cécile Niceron, R&D health and nutrition manager, SPF
Active, antimicrobial packaging for petfood	Learn more about the latest research on petfood and packaging interactions as well as packaging technology, including biopolymer packaging, that helps keep petfood safe.	0	MARKETING/PACKAGING Dr. Kay Cooksey, professor and Cryovac chair, Clemson University Department of Packaging Science
GFSI and petfood safety	This session provides an overview of the Global Food Safety Initiative (GFSI), why companies like Cargill support and belong to it and how it can benefit petfood manufacturers looking to improve their petfood safety systems and comply with new regulations.		SAFETY/PROCESSING Dave Harlan, director of global animal health & food safety, Cargill

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Schedule (continued)

WEDNESDAY, APRIL 17 (continued)

CONCURRENT SESSIONS 10:30- 11:10 AM

New findings: novel petfood ingredients for kidney and urinary tract health	Our expert will discuss the role of nutrition in the management of kidney disease and feline lower urinary tract disease, reviewing the efficacy of newer novel compounds for dietary management of these conditions based on scientific literature and recent animal trials.		NUTRITION Dr. Karen Wedekind, manager/ researcher for the comparative animal nutrition group, Novus Nutrition Brands
Using technology to support customers and your bottom line	An illustrative look at the changing demands consumers have when it comes to support of products they buy for their pets and how your company can alter your customer interactions to meet those expectations. By being prepared to respond to urgent demands, even after hours, so your customers don't turn to social media for answers, you can distinguish your company and improve brand loyalty with state-of-the-art customer support.	0	MARKETING/PACKAGING Dr. Melissa Brookshire, president, North River Enterprises
Stabilization technology delivers palatability throughout petfood shelf life	An up-close look at an innovation in stabilization technology that provides a dual benefit to palatant performance: directly by protecting palatability and indirectly by contributing antioxidants to the overall oxidation stabilization program. This, in turn, helps minimize loss of palatability caused by autoxidative deterioration.	9	SAFETY/PROCESSING Dr. Lynn Deffenbaugh, worldwide product manager for palatants, Nutrisurance division, Kemin
CONCURRENT SESSIONS 11:15	5 – 11:55 AM		
Applying nutrigenomics to pet obesity	Learn how to understand the cross talk between nutrients and genes to better manage companion animal obesity and the conditions associated with it. The presentation will provide an overview of the etiology of the disease.		NUTRITION Dr. Katherine Kerr, post-doctoral researcher, University of Illinois
Focusing on a market niche	A case study of how a small manufacturer of natural petfoods developed its business strategy, market niche and tactics to succeed on retail shelves around the world.		MARKETING/PACKAGING Anthony Giudice, vice president, Weruva International
Sampling and testing for pathogens	A critical component of any food safety plan is to identify and minimize the potential for microbial contamination in the processing environment, and this presentation will help you do that in your own facility. Learn strategies for reducing microbial risks in petfood processing, such as determining sampling sites, frequencies, types and zoning; evaluating testing technologies, interferences and application; and corrective action planning.	G	SAFETY/PROCESSING Kristen Dixon, general manager and VP, Chestnut Labs
CLOSING KEYNOTE 12:00 - 1:	15 PM		
W L L L L d			

Key learnings from the Human Animal Bond **Research Initiative** (HABRI) and HABRI Central

Bob Vetere, president of the Human Animal Bond Research Initiative (HABRI) and also of the American Pet Products Association, will close out Petfood Forum 2013 during lunch, with key learnings from HABRI's work to date, including from research compiled by HABRI Central, an online resource for studies about the human-animal bond and how it benefits both people and pets. The initiative's work to date has produced findings in seven key areas showing the positive effect pets have on people.

Bob Vetere, president, Human Animal Bond Research Initiative

of attendees said they would recommend **Petfood Forum to a** colleague.

Schedule Planner

MY MONDAY ITIN	ERARY:	MY WEDNESDAY	TINERARY:
12:00 PM- 7:00 PM	Registration/Check-in	7:30 AM – 8:30 AM	Complimentary Breakfast
12:00 PM – 7:30 PM	Exhibitor Setup	8:30 AM – 12:00 PM	Exhibit Hall & Networking Lounge Open
5:30 PM – 7:30 PM	Opening Reception	8:30 PM – 9:10 AM	Session
MY TUESDAY ITIN	ERARY:	1st Choice	
7:30 AM – 8:30 AM	Complimentary Breakfast	2nd Choice	
8:30 AM - 9:30 AM	Keynote: Kerry Morgan, Paralympian	3rd Choice	
9:30 AM - 6:30 PM	Exhibit Hall & Networking Lounge Open		
9:30 AM – 10:30 AM	General Session: US Petfood Market Outlook and Trend Report	9:15 AM – 9:55 AM 1st Choice	Session
10:00 AM - 12:00 PM	Visit therapy and assistance dogs from C.H.A.M.P.		
10:30 AM - 11:00 AM	Coffee Break in Exhibit Hall	3rd Choice	
11:00 AM - 12:00 PM	Visit Exhibit Hall Booths		
12:00 PM – 1:00 PM	Complimentary Lunch	10:30 AM – 11:10 AM 11:15 AM – 11:55 AM	Coffee Break in Exhibit Hall
1:30 PM – 2:10 PM	Session		
1st Choice		1st Choice	
2nd Choice		2nd Choice	
3rd Choice		3rd Choice	
2:15 PM – 2:45 PM	Session	12:00 PM – 1:15 PM	Complimentary Lunch and Closing Keynote
1st Choice		12:00 PM – 10:00 PM	Exhibitor Tear Down
2nd Choice			
3rd Choice			
2:55 PM – 3:30 PM	Coffee Break in Exhibit Hall		
3:30 PM – 4:10 PM	Session	Extend Ye	Petfood
			VV01KS100
		Petfood W	
2nd Choice		World of I	ngredients
3rd Choice		April 17-18	
4:15 PM – 4:55 PM	Session	Immediately followi	ng Petfood Forum 2013, Petfood Workshop:
1st Choice		World of Ingredien	ts presents an in-depth, hands-on seminar on
		presentations, round	s. Learn from industry experts during keynote dtables and small, interactive group breakout
2nd Choice		sessions. You'll also k	be able to meet and network with other
3rd Choice		similar to yours.	ent purchasing managers or people in roles
4:55 PM – 6:30 PM	Reception in Exhibit Hall		
5:45 PM – 6:30 PM	Poster Reception in Exhibit Hall		

Petfood Forum 2013 • April 15-17, 2013 Renaissance Schaumburg Hotel & Convention Center

Space is limited – register today





Don't miss the opportunity to meet new prospects and strengthen your customer base at Petfood Forum.

Hotel rooms have been blocked at a discounted rate for registered guests of Petfood Forum. Rooms fill up fast, so early Petfood Forum registration is recommended.

Embassy Suites

1-847-397-1313 1939 North Meacham Road, Schaumburg, Illinois, 60173 http://embassysuites.hilton.com/en/es/groups/personalized/C/ CHISBES-PET-20130415/index.jhtml?WT.mc_id=POG

SpringHill Suites by Marriott Chicago Schaumburg

1550 McConnor Parkway, Schaumburg, IL 60173 Phone: 847-230-2590 http://www.marriott.com/hotels/travel/chisg?groupCode=PETPETB &app=resvlink&fromDate=4/14/13&toDate=4/20/13

Renaissance - Hotel rooms are sold out.

If you want to check with the Renaissance and see if it has had any cancellations during Petfood Forum, you can do so by calling +1.800.468.3571 1551 N. Thoreau Dr. • Schaumburg, Illinois 60173 USA

www.marriott.com/hotels/travel/chirs-renaissance-schaumburgconvention-center-hotel/

Transportation to and from airports

Each year Petfood Forum arranges with several taxi, shuttle and limo companies to provide special rates to and from O'Hare and Midway airports. We have already arranged for a special rate with a shuttle service, Go Airport Express. Arrangements can be made from either O'Hare or Midway Airport in Chicago. Advance reservations can be made:

- Online at www.AirportExpress.com using the code "PETFOOD"; or
- By phone at +1.800.284.3826 using the code "PETFOOD."

To receive these rates or the special rates we set up with any ground transportation service, please reserve your transportation in advance.

Attendee Registration Form

Register online at http://petfoodforum.petfoodindustry.com

personalized/C/CHISBES-PET-20130415/index.jhtml?WT.mc_id=POG.

Registration date	Petfood Forum only	Petfood Workshop only		od Workshop e if also registered for Forum)	Full registration includes all refreshm
Through February 1, 2013	US\$1,035	US\$775		US\$615	breaks, receptions and meals except dinner, plus access to all conference
After February 1, 2013	US\$1,195	US\$915		US\$725	sessions and the exhibit hall.
For more inf	ormation, e-mail Outre	nt available to five achRegistration@niu.edu or	call +1.815.7	/53.7922.	Register by February 1, 2013, to save 15% or more!
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duct segment (e.g., dry, wet, treats, et	tc., or equipment, ingredients, e	tc.):			
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NOTE: Registrations will not be processed without payment; rate is determined by date payment is received. Prior to February 1, 2013 attendee registration@niu.edu or +1.815.753.7922. Substitution of registered personnel at no charge. Watt Media reserves the right to substitute speakers and change schedule as necessary. If anyone in your party requires special assistance, please contact us.

Petfood Workshop

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