

July 2007

# Petfood Industry

WATT90

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## Building a *Legacy*

► See p. 18

*Glenn Gardone  
of the start-up  
company Pup E. Luv*

**Petfood manufacturers'  
buying intentions**

Petfood Industry  
**Buyer's Guide**  
**2007**  
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**On the cover:** Glenn Gardone of Pup E. Luv with Phoenix the Lab and Henry the Miniature Dachshund.

Photo by Bill Geiger  
(www.billgeigerphoto.com)

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## PFI's notes on a tragedy

**I**n early June, I talked about petfood recalls with Duane Ekedahl, the president of the Pet Food Institute (PFI) in Washington, DC, USA. He calls what happened the perfect storm of events, meaning that at least three major complicating factors combined to cause the crisis.

- First, it involved a co-manufacturer that makes products for a lot of companies. Thus, instead of just one company and a few products, it was initially one company and hundreds of products. (Even so, it added up to less than 1% of products on retail shelves.)
- Second, the misidentification of the substance causing the problem compounded consumer confusion. One lab found aminopterin in petfood, which could not be confirmed. About a week later, Cornell University, Ithaca, New York, USA, identified the contaminant as melamine.
- Then, it affected other companies that had used melamine-contaminated ingredients, and it continued for weeks. These were selective recalls, so there were some products remaining on the shelf that were safe and some being removed. That also created consumer confusion.

"The magnitude of this was a real shock to us," says Ekedahl. "However, our surveys show that throughout all this, consumer confidence in petfood remained high. Still, when recalls keep occurring, it frustrates and confuses consumers."

PFI found that, "Trying to get the industry's message out in an atmosphere where consumers grow more cynical and confused every day is very difficult."

## Another challenge was building a consensus among members.

— Tim Phillips



### Mismade in China

On March 30, the US Food and Drug Administration (FDA) announced the finding of melamine in the petfood ingredient wheat gluten, as well as finished petfood products. The FDA confirmed the wheat gluten was imported from China. Moreover, it's clear that the melamine was added intentionally to artificially boost the results of the routine test for protein content. This incident and others involving products imported from China are raising concern about the qual-

ity of products that enter the US and the overall safety of the global supply chain.

### Biggest challenge

PFI's biggest challenge was reassuring the public, in light of the numerous recalls, that almost all of the products on the shelves were safe. Another challenge was building a consensus among members. "That happens when you have a crisis that cuts across the industry," says Ekedahl. "You have to get agreement on strategy. The PFI Board met weekly and PFI's PR and regulatory committees met almost daily by conference call during this period."

On April 12 PFI placed full-page ads in the *Washington Post* and *USA Today* in the form of an open letter to consumers. In it, PFI announced formation of the National Pet Food Commission to investigate the crisis and make recommendations. In addition, Ekedahl testified before Congress on the recall.

Ekedahl sums it all up by saying PFI's goals are to:

- Act responsibly;
- Find out how it happened; and
- Prevent it from happening again.

### New laws?

**U**S Senator Dick Durbin and Representative Rosa DeLauro introduced legislation in early May intended to revise and upgrade the nation's food safety system. Durbin and DeLauro's legislation, which has passed in the Senate, hopes to:

- Establish uniform federal standards and better labeling of petfood.
- Provide the FDA the authority for mandatory recalls of contaminated or dangerous food.
- Establish an early warning and notification system for human food as well as petfood products.
- Improve FDA's ability to regulate imported food products.
- Require companies to maintain records and make them accessible to FDA as part of an investigation.

*Dr. Phillips is the editor of Petfood Industry magazine. He can be reached at Tel: +1.815.734.5644, tphillips@wattnet.net.*





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# Industry News

## Acetaminophen found; FDA can't confirm

Petfood from multiple brands have allegedly tested positive for acetaminophen, a common pain reliever, according to a laboratory in Texas. Wet and dry dog and cat food samples contained a low concentration of acetaminophen, Donna Coneley, a spokesperson for ExperTox of Deer Park, Texas, USA, told *Pet Product News International*.

In business since 1995, ExperTox was asked by "individuals or manufacturers" to analyze the petfood samples, Coneley said. On June 12, however, the US Food and Drug Administration



**Acetaminophen is the ingredient commonly found in over-the-counter pain relievers, such as Tylenol. (Associated Press photo.)**

(FDA) ruled out acetaminophen as a petfood contaminant, after they found no trace of the substance in five samples of one type of cat and two types of dog food. What is not yet clear is whether the FDA tested the same type of petfood in which ExperTox said it found the highest level of acetaminophen.

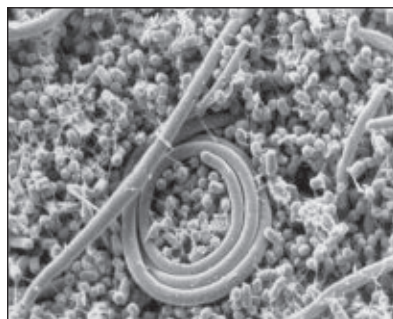
According to Julie Zawisza, assistant commissioner of public affairs for the FDA, a third lab hired by a petfood company and a university lab hired by a consumer could not verify ExperTox's findings. Coneley said her lab tested 100 to 150 samples of petfood—and detected acetaminophen in five of those samples. The company declined to name which petfoods had positive tests for acetaminophen, saying only that

there were "multiple" brands involved.

ExperTox also found cyanuric acid and/or melamine in some of the samples, Coneley added. ExperTox is reportedly working closely with FDA officials to share their information and samples. Coneley says the company is standing behind their findings.

## OI' Roy dog food recall: possible *Salmonella*

Doane Pet Care Co. has issued a recall of some of its dog food sold exclusively at Wal-Mart Stores Inc. because of concerns about possible *Salmonella* contamination. The recall is unrelated to recent petfood recalls connected to tainted Chinese proteins used in some petfood production. Only a single batch of 55-pound bags of OI' Roy Complete Nutrition dog food has been recalled. The dog food was produced at a plant in Manassas, Virginia, USA, and distributed to 69 Wal-Mart stores in Virginia, West Virginia, Maryland, Pennsylvania, North Carolina and Ohio. Forty of



**Salmonella bacteria magnified**

the stores are in Virginia. The company recalled the dog food after the Food and Drug Administration detected the presence of *Salmonella*. The company said no illnesses have been reported.

## Petfood safety web seminar

Petfood safety is definitely the hottest topic in the petfood industry these days.



**Julie Lenzer Kirk of Interstates Cos. heads a petfood safety webinar.**

Increasingly, making petfood safety and traceability a well-documented priority is an important way to increase and keep a loyal customer base.

At no charge, on July 12, 2:00 p.m. Eastern (USA), join petfood safety and traceability experts Julie Lenzer Kirk of Interstates Cos. and Matt Frederking of Poet Nutrition for a discussion of how to avoid high-profile contamination incidents and what to do if one happens anyway.

In this webinar, you will hear:

- Expert advice on ways to build trust with your suppliers and improve your QA efforts.
- The why and how of automated traceability systems.
- Practical ideas on what to do when a contamination crisis occurs.

For more information and to register, go to <http://www.iiian.ibeam.com/events/watt001/22719/>.

## Chinese melamine scandal update

China's ex-food and drug safety chief was given a death sentence recently for taking bribes from drug companies and approving unsafe medicines. Zheng Xiaoyu, director of China's State Food and Drug Administration from 1998 to 2005, was convicted of dereliction of duty and taking more than US\$832,000 in cash and gifts, ac-

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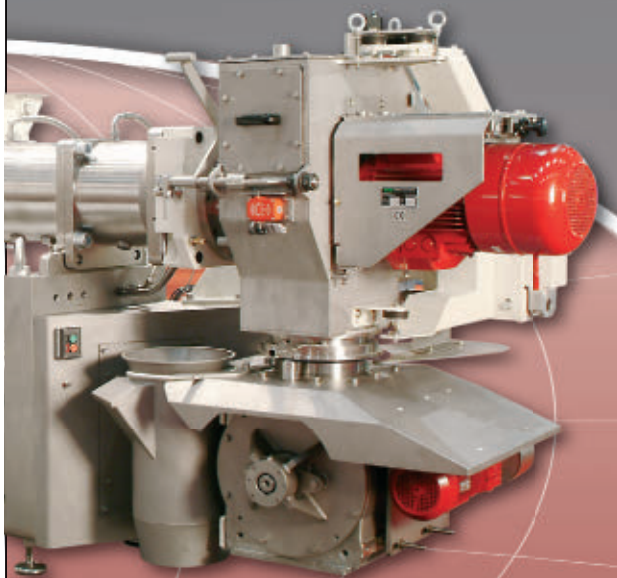
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According to state news agency Xinhua.

An antibiotic approved under Zheng was withdrawn from the market last year after 10 patients died, state media reported, and six types of fake drugs were approved while he led the agency.

### Consumer confidence still strong after recalls

Sales data from Information Resources Inc. indicate US petfood sales dropped about 3.5% after March 16, 2007—the date of the first of several petfood recalls. Hardest hit were sales of wet dog and cat foods. According to the Pet Food Institute (PFI), US veterinarians are reporting the recall issue is winding down. In the past several weeks, there



have been no new reports of pets falling ill and consumers seem to be returning to their normal buying habits. For more information go to [www.petfoodreport.com](http://www.petfoodreport.com).

Seventy-three percent of consumers say they are “confident or very confident” in the safety of their petfood, according to three rounds of public opinion surveys conducted by the PFI. Results also show that nearly an identical percentage say they are staying with their preferred brand of petfood.

### Menu Foods expects sales slump post-recall

The recall of contaminated petfood is expected to cost Canada’s Menu Foods Income Fund at least C\$45 million (US\$42 million), even without taking a slump in sales or the costs of claims or litigation into account, the company said recently. Menu Foods reported a net loss of C\$17.51 million, or 91.8 Canadian cents a unit, in the quarter to March 31, compared with a profit of C\$1.3 million, or 73 Canadian cents a unit, in the corresponding quarter of 2006. Sales slumped to C\$64.5 million, from C\$93.9 million in the first quarter of 2006. Menu Foods said second-quarter sales and results would also be affected by the recall. Its largest customer, a customer that accounted for 11% of 2006 sales, has already put future orders on hold, and other orders were also in doubt.

The company declined to estimate other likely costs, including legal costs, but warned of a number of risks, including a heavy dependence on key customers and the lack of long-term sales contracts. Menu Foods recently told the *Mississauga News* that it has lost two major contracts with unnamed North American clients in the aftermath of the recall. CEO Paul Henderson told Canadian press that the two contracts represented about 4.5% of its sales last year.

### Recall lawsuits filed

On the heels of the petfood recall, a cat and dog owner from Michigan and two cat and dog owners from Florida filed a class action suit in the United States District Court

for the Southern District of Florida. Among the defendants it names are retailers Wal-Mart Stores Inc., Target Corp., Publix Supermarkets, Winn Dixie Stores and other grocery chains as manufacturers and marketers of their own brand petfood; and Petco Animal Supplies, Pet Supermarket Inc. and PetSmart Inc. It also names Nutro Products Inc., Menu Foods, Mars Inc., Procter and Gamble Co., Colgate Palmolive Co., Del Monte Foods and Nestlé USA Inc. A copy of the complaint and supporting research materials is available at [www.mflegal.com/petfoodlawsuit](http://www.mflegal.com/petfoodlawsuit).

### Specialists discuss treatment, reporting of affected pets

Recently, several dozen epidemiologists, laboratory diagnosticians, clinical nutritionists, toxicologists, pathologists and other veterinary specialists held a conference call to provide a forum for discussion of the animal health aspects of the petfood adulteration and recall. Although no new treatment protocols were recommended, several important points were underscored for communication to veterinary practitioners.

In particular, the participants agreed that the standard treatment for renal failure, consisting of fluid therapy and supportive care, seems effective in many affected animals. Dr. Neal Bataller, director of the Division of Compliance, FDA Center for Veterinary Medicine, characterized the problem as resulting from a triazine- or melamine-related compound.

The current thinking is that a combination of chemicals—each alone, seemingly nontoxic—forms polymers in the animal, and the resulting crystals do physical or other damage, primarily to the kidneys. Melamine and cyanuric acid-related compounds have been shown to cause crystal formation *in vitro* and perhaps *in vivo*, Bataller said, but further studies may identify additional substances as well.

The American Association of Veterinary Laboratory Diagnosticians (AAVLD) provides suggestions for sample collection on its website. One of the sites where veterinarians can view images of the crystals in urine is the University of Guelph Laboratory Services at [www.labservices.uoguelph.ca/urgent.cfm#crystals](http://www.labservices.uoguelph.ca/urgent.cfm#crystals).

The AAVLD and FDA are gathering scientific data related to the recent cases of petfood-induced nephrotoxicity. The main objectives of the survey are to come up with the number of true cases and come up with a case definition for affected animals. The survey is accessible to AAVLD laboratories on the members-only area of the website. Non-members can enter case data via the public area by going to [www.aavld.org](http://www.aavld.org); click on News and then on AAVLD Petfood Toxicity Survey.

### Mars unifies company name

Mars has announced that by the end of 2007 all of its units in more than 65 companies (including Masterfoods) will be known as Mars, with a few exceptions that it did not name. By introducing a unified corporate brand name, Mars hopes to reduce complexity, provide one point of reference and build greater awareness for its business.

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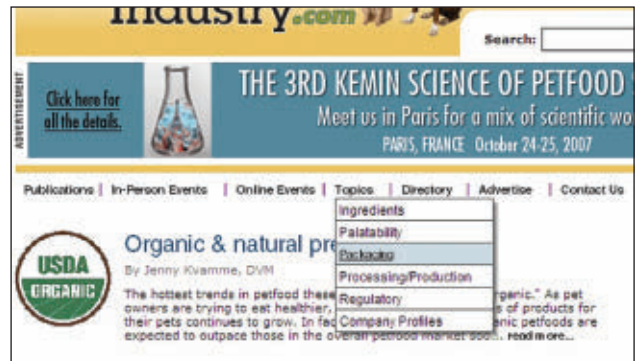


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## Petfood Industry launches new website

**P**etfood professionals can now access an abundance of information on the new PetfoodIndustry.com. This site from the editors of *Petfood Industry* is designed to serve as the world's leading repository for information on the industry, bringing you content from the magazine, related E-newsletters (*Pet E-News* and *Nutrition News*) and conferences (Petfood Forum and Petfood Focus). In addition, users can register for free access to specialized content such as webinars and white papers.

Please check back frequently as the site is continually updated with new content and features.



### News, research and new products

From the PetfoodIndustry.com homepage you can access regularly updated industry news, nutrition information and relevant research, both technical and market based. You'll also find new products, retail (for consumers) and supplier



(for manufacturers). In addition, regular columnists from the magazine are featured.

### Topics, topics and more topics

Topics are another key feature of the website, categorizing articles from *Petfood Industry* by important subjects such as ingredients, palatability and packaging. The topics and their comprehensive lists of articles can be accessed from the homepage or the drop-down menu in the top navigation bar.



### Search away

You can also take advantage of our built-in search engine to find specific information you need. Simply type the word or subject you're looking for into the search box at the top of the site. A full-text search of every piece of content the site will return results with the most recent items listed first. ●

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# New on the Shelves

**Editor's note:** Submissions and feedback are welcome. Contact Jessica Taylor Bond, Tel: +1.847.795.7684, Fax: +1.847.390.7100, [jbond@wattnet.net](mailto:jbond@wattnet.net).

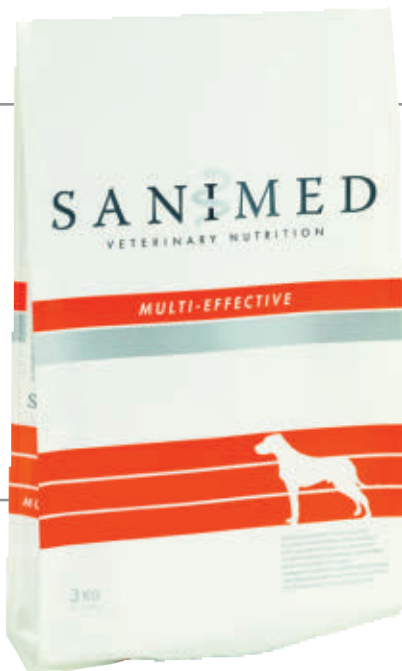


## Treats come with own launcher

SnackShotz from Dogmatic Products offers natural dog treat discs with their own launcher, a first for the treats industry, according to the manufacturer. It launches the treats over 10 feet—effectively turning treat time into play time. The treat discs come in three flavors—beef, chicken and peanut butter—and are designed to help clean gums and teeth. [www.dogmaticproducts.com](http://www.dogmaticproducts.com)

## OmniPro Holistic canned food

OmniPro has introduced a new line of holistic canned foods for both cats and dogs that uses all natural, human grade ingredients. The pet entrees are offered in Canine, Canine Lite, Puppy, Feline, Feline Lite and Kitten formulas and are available in such flavors as Pheasant & Sweet Potato and Salmon & Caviar. [www.omnipropet.net](http://www.omnipropet.net)



## Sanimed veterinary diets

Vobra Special Petfoods introduces Sanimed, a new line of veterinary diets for dogs and cats. The line consists of 14 preventive and therapeutic diets sold via veterinarians only. The basis of the Sanimed diets is high efficacy and realistic pricing, according to Vobra. [www.sanimed.info](http://www.sanimed.info)

## All natural cat food

Weruva's Mideast Feast is a natural cat food that contains whole tuna meat as its base ingredient. According to the manufacturer, Mideast Feast is fit for human consumption as it is processed in a facility that also processes human food. Grilled tilapia is added by hand to each can so customers can see the ingredients. [www.weruva.com](http://www.weruva.com)







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# Building a Legacy

## Betting on value, start-up company Pup E. Luv works to make a lasting impact

BY DEBBIE PHILLIPS-DONALDSON

Pup E. Luv recently relocated its headquarters to a renovated 1920s-era train depot near Philadelphia. Henry the Miniature Dachshund and Phoenix the Lab often accompany their owner, Glenn Gardone, to the office.

### Business basics

**Headquarters:** West Chester, Pennsylvania, USA

**Officers:** Glenn Gardone, president/kennel master; Sharon Taylor, office manager/lead musher; David Najim, retail relations/top dog; Jeff Cohen, distributor relations/big dog

**Annual sales:** Reached its first-year sales goal in only six months, projects 50% to 65% growth over the next five years. (As a private company, does not divulge sales figures.)

**Brands:** Pup E. Luv dog treats, launching Natural Bites dog and cat food and treats (29 SKUs) this month

**Facilities:** Dry production plant in Sabetha, Kansas, USA, which also does a small volume of private label manufacturing. Wet products are being made by Evan-ger's Dog & Cat Food Co.

**Distribution:** Available in pet specialty stores in all 50 United States and soon in Canada. Projects European distribution within two to three years.

**Employees:** 37

**Website:** [www.pupeluv.net](http://www.pupeluv.net)

A couple years ago Glenn Gardone, then an executive with Del Monte Foods, visited a pet store with his young son. When the boy asked how much a particular bag of treats cost, Gardone replied US\$4.79. His son said, "That's a lot of money."

Gardone thought, "You know what, that is a lot of money." He began talking and planning with a team of colleagues, and soon they created a dog treat, Shak E. Bacon, made with real bacon and priced at US\$1.99 for a 6-ounce bag. He decided on a vision for a new company: "We make memories affordable."

And thus Pup E. Luv was born. (Gardone's younger son came up with the name and spelling.) That was in 2005. The company incorporated in 2006, then spent about eight months developing more products, a supply chain and distribution system and a manufacturing plant for dry products in Sabetha, Kansas, USA.

Those first products, a line of seven dog treat flavors all priced at less than US\$3 retail, launched in December 2006. After only six months, the company had already reached its first-year sales goal. Now it is gearing up to launch Natural Bites, a line of natural dog and cat foods and treats priced at about 80% of competitive products.

"I love the fact that almost anybody in America can walk in and buy a dog treat and not have to take out a mortgage," Gardone says.

### Bringing smiles

Gardone's career includes stints with several con-

sumer products and petfood companies, including Del Monte. His time there coincided with its acquisition of other petfood producers, and that helped spur the idea for starting his own company. He describes a scene during a conference, where the facilitator asked the audience to close their eyes and think of their first pets. Gardone says that when he opened his eyes, everyone was smiling.

“That’s what I bring: smiles to people,” he continues. “How could I not love this industry? And that’s when it hit me. This is exactly what I need to do; I need to take the passion and love I have and grow it into a business. That’s what really started the thought process, and then I had the event with my son, and it was like the stars and moon aligning.”

In creating Pup E. Luv, Gardone brought along a core team he had worked with before and during his years at Del Monte: Sharon Taylor, office manager/lead musher (“the one who keeps the rest of us in line,” Gardone says); Dave Najim, the “top dog” who helps make sure pet retailers have all the tools they need to successfully sell Pup E. Luv products; and Jeff Cohen, the “big dog” who works directly with the company’s 12 regional pet specialty distributors.

**He decided on a vision for a new company: “We make memories affordable.”**

### Growth through distribution

Partnering with those distributors is a key part of the company’s business model. Pup E. Luv doesn’t ship directly to retailers, nor does it dictate to whom distributors can ship. Just since last December, Cohen and the distributors have placed Pup E. Love products in 4,000 to 5,000 pet specialty stores. “We’re very satisfied with where we’re at, but of course we always want more,” Gardone says. “The best way for a small company to grow is through distribution.”

As an example of the partnership, Gardone describes sitting down with the distributors, showing them what the company was planning with the Natural Bites line and listening to their feedback and suggestions, especially for packaging.

“The idea behind Natural Bites is it’s just like Pup E. Luv in its simplicity. It’s color coordinated,” Gardone explains, with a different color for puppies, kittens, indoor cats, large-breed dogs, small-breed dogs, etc. “The idea is to work with the lifestage system, so you know what supplements you need, what food you need, what treats you should buy, all by knowing the color for your pet.”

### Quality and safety are key

To develop these products and the Pup E. Luv treats, the company originally worked with Dr. Angele Thompson of

**The company’s first product, Shak E. Bacon, is currently its most popular and is part of a line of seven dog treats that also include Taste E. Tenderloins.**



PetTech for formulation and other advice. While it still consults with

her, the company now has its own formulator on staff, who oversees the quality control people.

Besides getting the product attributes right, testing for quality and safety is key for Pup E. Luv, especially in light of the recent petfood recalls. Though none of its products were recalled, Gardone says, “Any company with a soul has been affected. We were; we got thousands of calls to our toll-free number.”

To assure consumers and retailers of its products’ safety, Pup E. Luv gave its distributors a list of all the ingredients it uses and their sources. Two of its products include wheat gluten, and the company wanted to make sure people knew it came from the USA and was not part of the recall. “All our sourcing, because of the size of our company, is done in the USA, none outside, so it’s a very quick chain of events,” Gardone says.

Then extensive testing ensues. When ingredients arrive at the plant, they’re tested. As products are manufactured, they’re pulled off the line and tested. The finished goods are palletized

## A future of label readers

Asked to speculate about the future of the petfood industry, Glenn Gardone of Pup E. Luv answers with a question of his own: “Will we be all natural/organic in 25 years? Perhaps, if we can figure out what the costs are, if we can figure out what is truly organic,” he says. “I think there’s a lot of gray area the industry needs to clear up.”

More pertinent, Gardone believes, is that the industry is moving toward what he calls label readers. “The wave of the future is natural and organic, but waves come from the ocean, and the ocean will be a very clean label. What I mean by that is a label where you can read the ingredients and understand what they are,” he explains. “Is there a vitamin K? Is there a vitamin E? Is there the omega I’m looking for?”

“I think if you ask average consumers, they’ll tell you, ‘I just want a product that’s safe. I want to be able to make sure that when I feed my dog or cat, it won’t kill him or her,’” Gardone continues. “And I think that’s a fair and reasonable enough thing for an industry to do.”

He adds that the recent recalls are speeding up this need for clearer labels, but “there are already people who want to understand what’s going into their pets’ tummies. They want to know what’s in the food.”

and put in what Gardone calls a “holding cell,” and one case from every pallet is tested again. This last testing, a lab analysis, takes about 10 days. “We didn’t start this process because of the recalls; we started it a year ago because it’s the right thing to do,” Gardone says. “It’s for safety.”

It’s also for truth in labeling. “As a small company, we only get one chance, if we’re lucky, to talk to the consumer. I want to make sure what we say is absolutely true.” Gardone says the company also does six-month feeding trials before every new product is launched to ensure palatability and digestibility.

**Though none of Pup E. Luv’s products were recalled, Gardone says, “Any company with a soul has been affected.”**

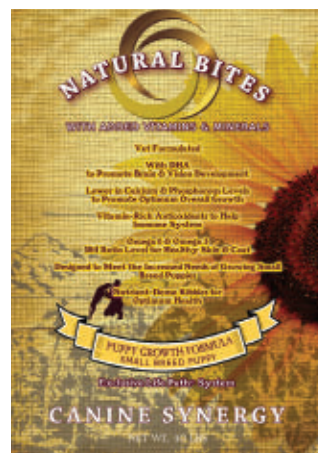
**Doing what’s right**

Gardone promises Pup E. Luv will continue this stringent process as it develops more products: additional Pup E. Luv treats, more Natural Bites snacks and a new Kit E. Luv value line of cat food and treats, scheduled to launch the beginning

of 2008.

As products develop, so will their packaging, especially toward more eco-friendly forms and materials. Natural Bites products are packaged in burlap bags with a 100% recyclable paper bag lining. “We went with that because burlap is made from one of the most renewable sources in the world, jute,” Gardone explains. “The bag is a very expensive piece, and a lot of larger companies probably wouldn’t use it. But we’re doing it because it’s right.”

Doing things right is part of the company’s long-term goal, which is to have Pup E. Luv as a legacy. “I think if you talk to each person here, 12 from 15 years from now we want to be proud of what we were able to accomplish,” Gardone says. “So we’re taking steps each and every day ... everything from how we can help the environment to how we can help pets live happy lives to how we can help consumers, whether that be financially or with what they feed their pets.”



**Scheduled to launch this month, the new Natural Bites line will include dog and cat food and treats for various lifestyles and sizes of pets.**



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# Petfood manufacturers'

# BUYING INTENTIONS

## Spending plans for equipment, ingredients, packaging and services

BY TIM PHILLIPS, DVM

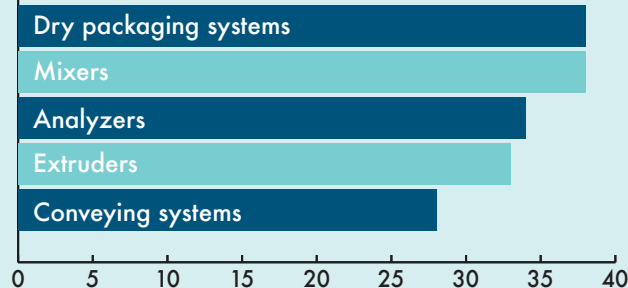
**W**e at *Petfood Industry* magazine wanted to learn more about the purchasing plans of petfood manufacturers worldwide. So, we sent readers an invitation by E-mail to take a survey online. We received 161 responses, which are summarized here. Please note that multiple responses were allowed, thus totals are greater than 100%.

### Equipment

Modern equipment can help improve plant performance and increase profits. Here are the areas respondents told us they plan to purchase equipment during the next year.

- 1 Dry petfood packaging systems 38.2%
- 2 Mixers 38.2%
- 3 Analyzers 33.6%
- 4 Extruders 32.7%
- 5 Conveying systems 28.2%
- 6 Grinders 26.4%
- 7 Dryers 26.4%
- 8 Treat packaging systems 14.6%
- 9 Wet petfood packaging systems 10.9%
- 10 Hydrostatic cookers 6.4%

### Equipment purchases



**Figure 1.** We asked respondents what equipment they planned to purchase over the next 12 months. Here are their top five buying intentions.

Who decides what equipment to buy? Here are the job functions involved in the majority of equipment buying decisions.

- 1 General administration/management 46.8%
- 2 Plant operations 40.3%
- 3 Engineering 36.7%
- 4 Purchasing 21.6%
- 5 Maintenance 17.3%
- 6 Marketing 6.5%

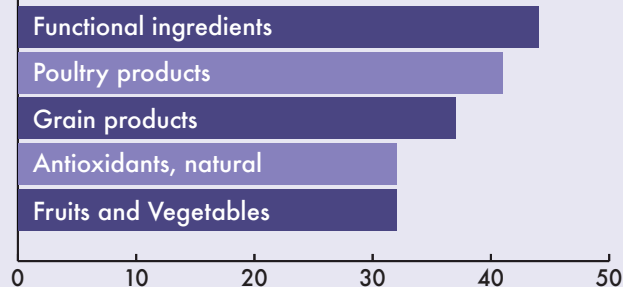
We broke out the responses to compare those from North America (NA) and those from outside NA. The breakout shows that, outside NA, there are significantly more respondents planning to purchase dry petfood packaging systems, analyzers, extruders and dryers. It further showed that inside NA there are significantly more respondents planning to purchase treat packaging systems.

Especially outside of NA, it looks like manufacturers will be increasing dry petfood production capacity.

### Ingredients

Ingredients and palatants are the building blocks of new product development. The percentage of respondents who said they will increase spending in certain ingredient areas are listed here.

### Ingredient spending



**Figure 2.** Here are the top five ingredient areas in which petfood manufacturers plan to increase spending over the next 12 months.

- 1 Functional ingredients 43.9%
- 2 Poultry products 41.0%
- 3 Grain products 37.0%
- 4 Antioxidants, natural 31.9%
- 5 Fruits and vegetables 31.8%
- 6 Vitamin/mineral premixes 31.1%
- 7 Fish products 29.3%
- 8 Fresh meats 28.1%
- 9 Palatants 24.8%
- 10 Colorants 13.7%
- 11 Antioxidants, synthetic 12.8%

Again, we broke out the responses to compare those from NA and those from outside NA. The breakout shows that, outside NA, there are significantly more respondents who will increase spending on poultry products. It further showed that inside NA, there are significantly more respondents leaning toward spending less on palatants and synthetic antioxidants.

Given the still strong trend to feature health and wellness, it's not surprising to see functional ingredients top the list.

### Packaging plans

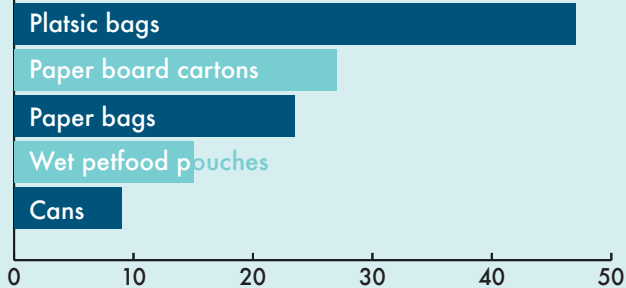


Figure 3. Here are the areas respondents told us they plan to increase packaging spending during the next year.

### Packaging

A product's packaging is its last salesman. Here are the packaging areas respondents told us they plan to increase spending during the next year.

- 1 Plastic bags 47.3%
- 2 Paper board cartons 27.3%
- 3 Paper bags 23.5%
- 4 Wet petfood pouches 15.1%
- 5 Cans 8.6%

More respondents outside NA are leaning toward increasing spending in wet petfood pouches than in NA.

The following list shows the percentage of respondents who say they do not use these particular types of packaging.

- 1 Wet petfood pouches 55.9%
- 2 Cans 51.6%
- 3 Paper bags 19.4%
- 4 Paper board cartons 16.2%
- 5 Plastic bags 7.3%

Based on the preceding, plastic bags are a strong and growing presence in the petfood industry.

### Services

Often getting good expert advice is a crucial component of success. The percentage of respondents who said they will increase spending in certain service areas are listed here.

- 1 Engineering/design 25.2%
- 2 Nutrition 25.0%
- 3 Palatability 21.6%
- 4 Market research 19.2%
- 5 Regulatory 11.8%
- 6 Management/personnel 10.9%

Respondents outside NA say they're more likely to spend more on nutrition and palatability consultants than those inside NA.

### Consultants needed

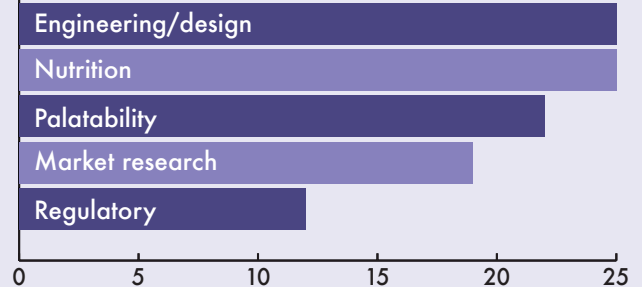


Figure 4. When asked where they plan to increase spending on consultants over the next 12 months, respondents gave these answers.

### Top manufacturing issues

We asked our survey respondents to rank the top three manufacturing issues in order of importance. They ranked the list of issues as follows.

- 1 Food safety/traceability
- 2 Automation
- 3 Sourcing and materials
- 4 Environmental
- 5 Energy
- 6 Consolidation/expansion
- 7 Physical security
- 8 Logistics
- 9 Labor

We conducted our survey between May 7 and May 20, 2007. During this period, in NA, and to some extent globally, the petfood contamination crisis was the dominant concern. Hence it's not surprising the top three issues here are related to petfood safety.



# Buyer's Guide 2007

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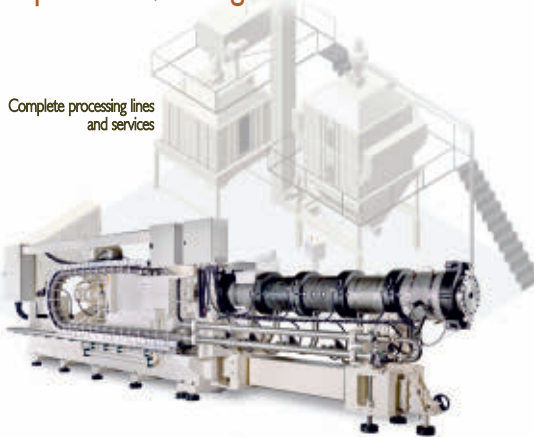
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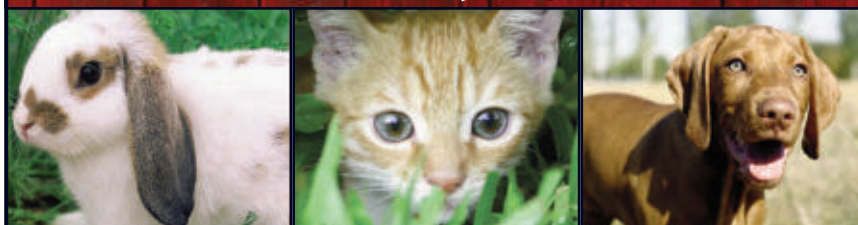


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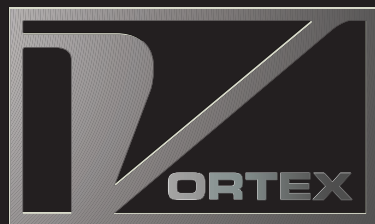
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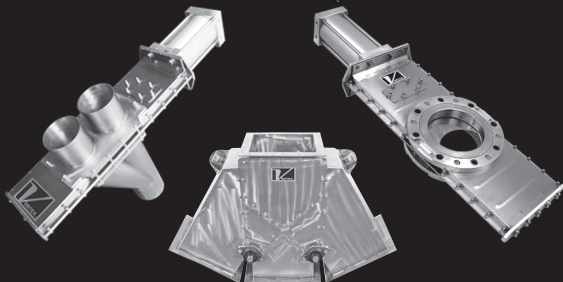
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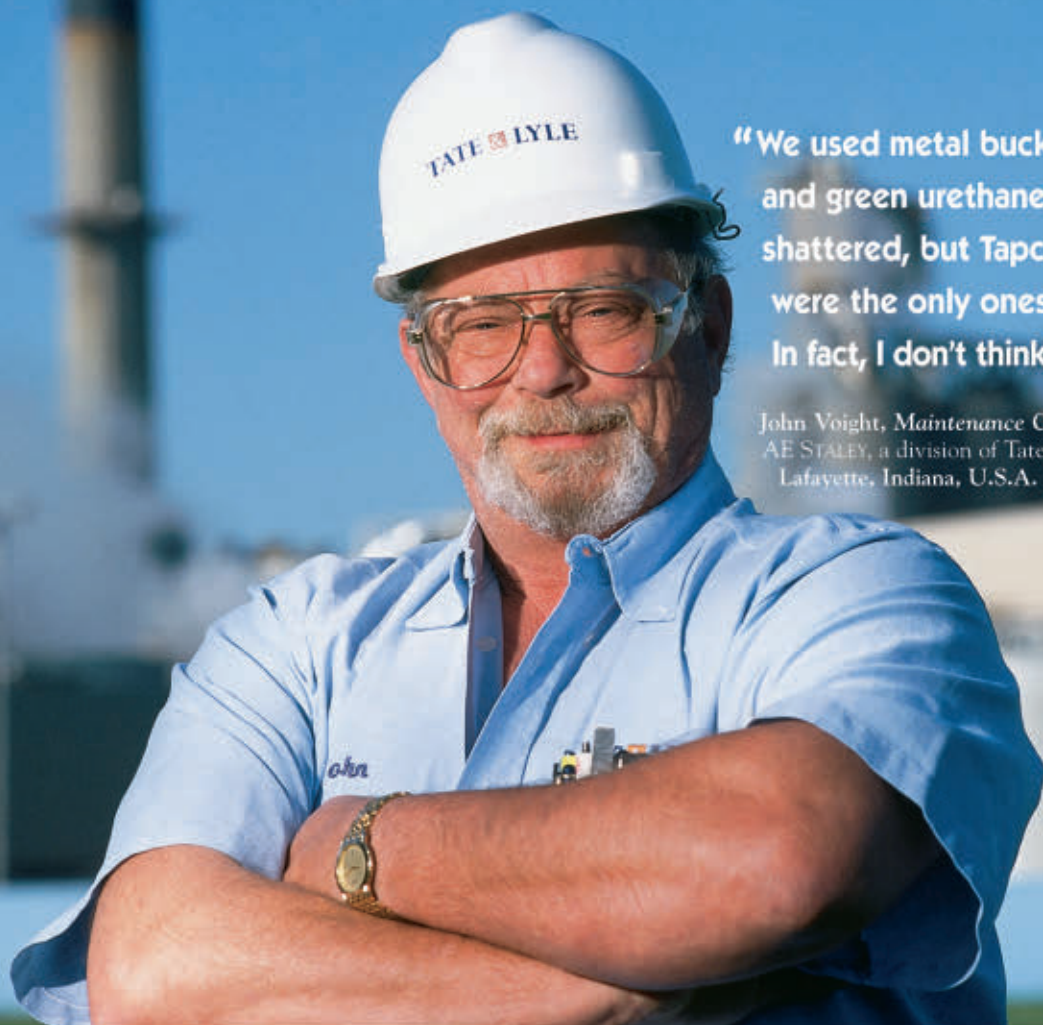
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APV Baker Inc



**"We used metal buckets that tore and green urethane buckets that shattered, but Tapco nylon buckets were the only ones that didn't bust. In fact, I don't think I've ever lost one."**

John Voight, Maintenance Coordinator  
AE STALEY, a division of Tate & Lyle North America  
Lafayette, Indiana, U.S.A.

## Some Tapco Customers Like Our Buckets So Much, They May Never Order Them Again

"Our facility runs 365 days a year. We receive corn 12 hours a day by truck and dump rail corn by night which keeps the belts in both of our elevator legs moving,"



### STYLE CC-HD

Impact Modified Nylon Elevator Bucket  
Polyethylene • Urethane

John Voight, AE Staley explains. "When the plant was built in 1976 they used metal buckets. But those would tear and scrape against the metal legs and cause friction – which is a major hazard in grain facilities where dust explosions can happen."

"We went to green urethane buckets to solve the problem, but they just shattered in the winter. When I'd change them out, the only thing left was the back of the bucket bolted on. It was a joke."

Voight decided to put numerous types of buckets to the test in actual working conditions. Using many brands, he put the buckets on a belt intermittently and ran it to see what would happen.

"The Tapco nylon buckets were the only ones that stood up," he says. "They wear good, are strong and have accurate capacity. Since we replaced the buckets, I've never lost one."

In fact, Tapco buckets continue to perform so well, Voight just purchased 280 more to replace existing steel buckets, enabling him to completely change out a pellet elevator leg at the plant.

"Which means I guess I won't be talking to my distributor anytime too soon." Fortunately with success stories like this, a lot of other people will.

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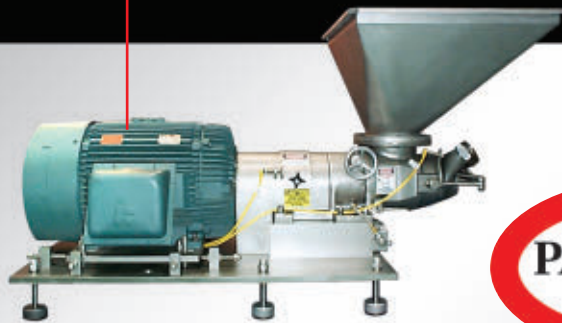
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Cambrian Chemicals Inc	<b>Petfood Ingredients Inc...83</b>	Ingredient Inc	Vitalac	Willmor SA	Danisco USA Inc
DMH Ingredients Inc	Pioneer Consulting Service	International Proteins Corp	<b>Dextrose</b>	<b>Distillers, Products</b>	Danish Nutrition Ltd
DMH Ingredients Inc	Products Ltd	Kalsec Inc	ADM Alliance Nutrition	ADM Alliance Nutrition	Devenish Nutrition Ltd
Harcros Chemicals Inc	Premier Nutrition	MDV Foods Inc	Atlas Cold Storage	Agland Marketing Inc	<b>Enzyme Development</b>
International Quality Ingredients	Products Ltd	Mid-American Food Sales	Bonimex	<b>Bi-pro</b>	<b>Corp.....88</b>
Mosaic Feed Ingredients	Prince Agri Products Inc	Nor-Feed A/S	<b>Cargill Sweeteners</b>	<b>Marketing Ltd.....29, 88</b>	Greenvalley Intl BV
Prince Agri Products Inc	<b>ProFood Intl Inc.....89</b>	Petfood Enterprise	<b>North America.....30</b>	California Spray Dry Co	Hangzhou Onicon
<b>Chloride, Sodium</b>	Rockwood Pigments	Technologies LLC	<b>Cereal Byproducts Co.....88</b>	<b>North America.....30</b>	Chemical Co Ltd
ADM Alliance Nutrition	Sensient Colors Inc	<b>Pioneer Consulting</b>	Grain Processing Corp	<b>Cargill Sweeteners</b>	IOI Group, Loders
Bonimex	colorMaker Inc	<b>Service.....91</b>	Hans G E Sievers	<b>North America.....30</b>	Croklaan BV
DMH Ingredients Inc	<b>Color, Caramel</b>	Products Ltd	(GmbH & Co)	<b>Cereal Byproducts Co.....88</b>	ITP SA
Harcros Chemicals Inc	Atlas Cold Storage	<b>ProFood Intl Inc.....89</b>	International Proteins Corp	Grain Processing Corp	Immunocorp AS, Animal
International Quality Ingredients	D D Williamson & Co Inc	Roha USA LLC	<b>LaBuddle Group Inc.....89</b>	Hans G E Sievers	Health & Nutrition
Prince Agri Products Inc	DMH Ingredients Inc	Sensient Colors Inc	LifeLine Foods LLC	International Proteins Corp	Impextraco NV
<b>Choline Chloride</b>	Harcros Chemicals Inc	Suntec Inc	MGP Ingredients Inc	<b>LaBuddle Group Inc.....89</b>	Kauffman's Animal
ADM Alliance Nutrition	Impextraco NV	<b>Trouw Nutrition</b>	<b>Poet Nutrition.....45</b>	LifeLine Foods LLC	Health Inc
Amerol Additives LLC	Mid-American Food Sales	<b>USA LLC.....95</b>	Provimi BV	MGP Ingredients Inc	Kemin
Balchem Corp	Sensient Colors Inc	<b>VITALFA LLC.....54</b>	<b>Specialty</b>	<b>Poet Nutrition.....45</b>	Europa NV
<b>Bi-pro</b>	<b>Coloring &amp; Curing Agents</b>	<b>Dairy Products &amp; Blends</b>	<b>Ingredients Inc.....50</b>	US Commodities.....73	Kerry Ingredients
<b>Marketing Ltd.....29, 88</b>	APC Inc	<b>Badger Trading</b>	<b>Trouw Nutrition</b>	United Intl Industries Inc	Loders Croklaan
<b>Bill Barr &amp; Co Inc.....27</b>	Bonimex	<b>Co Inc.....88</b>	<b>USA LLC.....95</b>	<b>Wilbur-Ellis Co.....90</b>	Lohmann Animal Health
Bonimex	<b>Briss Malt &amp; Ingredient Co.....88</b>	<b>Badger Trading</b>	<b>US Commodities.....73</b>	Willmor SA	GmbH & Co KG
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Harcros Chemicals Inc			<b>Badger Trading</b>	(Australia) Pty	Novozymes North
International Quality Ingredients			<b>Co Inc.....88</b>	Agland Marketing Inc	America Inc
ORFFA				<b>American Dehydrated</b>	Odor Control Co Inc
				<b>Foods Inc-ADF.....5</b>	Pangaea Sciences Inc
				<b>Bi-pro</b>	Prince Agri Products Inc
				<b>Marketing Ltd.....29, 88</b>	<b>ProFood Intl Inc.....89</b>
				California Spray Dry Co	

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 Zagro Singapore Pte Ltd

**Ethoxyquin**

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 Amrol Additives LLC  
**Bi-pro**

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 DSM Nutritional Products  
 Helm New York Inc  
 ITP SA  
 Impextraco NV  
 Lohmann Animal Health  
 GmbH & Co KG  
 Novus Intl Inc  
 ORFFA  
 Provimi BV  
 Ridley Feed Ingredients  
 Sintofarm Spa

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**American Dehydrated**  
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 Hans G E Sievers  
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 International Proteins Corp  
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 Summit Provisions Inc  
 Ten Kate Holding BV  
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**Arista Industries Inc.....26**  
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 Hans G E Sievers  
 (GmbH & Co)  
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 International Proteins Corp  
 International Quality  
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**Fish (Fresh/Frozen)**

ADM Nutrition  
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 BHJ A/S  
**Badger Trading**  
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 Barr Animal Foods  
**Bi-pro**  
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 Finnie Distributing 1997 Inc  
 International Proteins Corp  
 International Quality  
 Ingredients  
 Marine Harvest Ingredients  
 Oakleigh Premium Pet Ing Ltd  
 S D R Enterprises Inc  
 Summit Provisions Inc  
**Wilbur-Ellis Co. ....90**

**Fish Hydrolysates**

ADM Alliance Nutrition  
 Aleutian Proteins Inc  
 Aventine Renewable  
 Energy Inc  
 Baker & Bro Inc H J  
 Bonimex  
 California Spray Dry Co  
 Cibus Corp  
 Gadot Biochemical  
 Industries Ltd  
 Immunocorp AS, Animal  
 Health & Nutrition  
 Ingredient Inc  
 Div J Stewart Co  
 International Proteins Corp  
 International Quality  
 Ingredients  
**Jedwards Intl Inc.....89**  
 MDV Foods Inc  
 Marine Harvest Ingredients  
 Nutriom LLC  
**Peterson Co The.....43**  
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**Solubles**

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**Wilbur-Ellis Co. ....90**

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ADM Nutrition  
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 California Spray Dry Co  
 Cibus Corp  
 Gadot Biochemical  
 Industries Ltd  
 Ingredient Inc  
 Div J Stewart Co  
 International Proteins Corp  
 International Quality  
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International Quality  
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Rothsay  
Ten Kate Holding BV  
United Intl Industries Inc  
Valley Proteins Inc  
Wilbur-Ellis Co.....90

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Mannasol Products Ltd  
Pangaea Sciences Inc  
Polypro Intl Inc  
Premcem Gums Pvt. Ltd.  
ProFood Intl Inc.....89  
Sopropheche

Tic Gums Inc  
Wolff Cellulosics USA

**Hides, Animals, Gelatin**

California Spray Dry Co  
Hans G E Sievers  
(GmbH & Co)  
International Quality  
Ingredients  
Sonac BV  
Weld Co Bi-Products Inc

**Hydrolysates**

**3D Corporate**  
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California Spray Dry Co  
Cima Nutrition NV-SA  
DMH Ingredients Inc  
Erie Foods Intl Inc  
Gadot Biochemical  
Industries Ltd  
GePro Gefuegel Protein  
Hans G E Sievers  
(GmbH & Co)  
Ingredient Inc  
Div J Stewart Co  
International Proteins Corp  
International Quality  
Ingredients  
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MGP Ingredients Inc  
Marcor Development Corp  
Nutra-Flo Protein  
& Biotech Products  
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SPF Do Brasil  
SPF Espana  
SPF Hungary  
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Sopropheche  
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International Quality  
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Pangaea Sciences Inc  
United Intl Industries Inc

**Lactose**

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**Lecithin**

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Acatris Inc  
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ADM  
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**Badger Trading**  
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**Meal, Liver**

ADM Nutrition  
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**Meal, Feather**

**Badger Trading**  
Co Inc.....88  
Baker & Bro Inc H J  
**Bi-pro**  
Marketing Ltd.....29, 88  
Bonimex  
California Spray Dry Co  
Carolina By Products  
**Cereal Byproducts Co**.....88  
Foster Farms  
G A Wintzer & Son Co  
GePro Gefuegel Protein  
Griffin Industries Inc.....88  
Hans G E Sievers  
(GmbH & Co)  
International Proteins Corp  
International Quality  
Ingredients  
LaBuddy Group Inc.....89  
MBM Co  
Mason City By Products  
Perdue Farms Inc  
Pilgrim's Pride Corp.....90  
Provimi BV  
Rothsay  
Southwest By-Products Inc  
Summit Provisions Inc  
Tyson Spec Prods Div  
US Commodities.....73  
United Intl Industries Inc  
Valley Proteins Inc  
West Coast Reduction Ltd  
Wilbur-Ellis Co.....90  
Willmor SA

**Meal, Fish**

ADM Nutrition  
(Australia) Pty  
**Badger Trading**  
Co Inc.....88

**Meal, Liver**

ADM Nutrition  
(Australia) Pty  
**Badger Trading**  
Co Inc.....88

Baker & Bro Inc H J  
**Bi-pro**  
Marketing Ltd.....29, 88  
Bonimex  
California Spray Dry Co  
**Cereal Byproducts Co**.....88  
Cibus Corp  
Daybrook Fisheries Inc  
Eagle Pet Products Inc  
Gadot Biochemical  
Industries Ltd  
Hans G E Sievers  
(GmbH & Co)  
Ingredient Inc  
Div J Stewart Co  
International Proteins Corp  
International Quality  
Ingredients  
Jedwards Intl Inc.....89  
LaBuddy Group Inc.....89  
MBM Co  
MDV Foods Inc  
MS BioScience  
Mason City By Products  
NutriScience  
Innovations LLC  
**Omega Protein Inc**.....42  
Perdue Farms Inc  
Peterson Co The.....43  
Petfood Ingredients Inc...83  
Provimi BV  
S D R Enterprises Inc  
**The Scouler Co**.....71  
Sopropheche  
Southwest By-Products Inc  
Summit Provisions Inc  
TripleNine Fish Protein amba  
**Trouw Nutrition**  
USA LLC.....95  
US Commodities.....73  
United Intl Industries Inc  
West Coast Reduction Ltd  
Wilbur-Ellis Co.....90

**Meal, Liver**

ADM Nutrition  
(Australia) Pty  
**Badger Trading**  
Co Inc.....88

**Meal, Liver**

ADM Nutrition  
(Australia) Pty  
**Badger Trading**  
Co Inc.....88

**Meal, Liver**

ADM Nutrition  
(Australia) Pty  
**Badger Trading**  
Co Inc.....88

**Meal, Liver**

ADM Nutrition  
(Australia) Pty  
**Badger Trading**  
Co Inc.....88

**Meal, Liver**

ADM Nutrition  
(Australia) Pty  
**Badger Trading**  
Co Inc.....88

**Meal, Liver**

ADM Nutrition  
(Australia) Pty  
**Badger Trading**  
Co Inc.....88

**Meal, Liver**

ADM Nutrition  
(Australia) Pty  
**Badger Trading**  
Co Inc.....88

**Meal, Liver**

ADM Nutrition  
(Australia) Pty  
**Badger Trading**  
Co Inc.....88

ADM Nutrition  
(Australia) Pty  
**American Dehydrated**  
Foods Inc-ADF.....5  
**Badger Trading**  
Co Inc.....88  
Baker & Bro Inc H J  
Barr Animal Foods  
**Bi-pro**  
Marketing Ltd.....29, 88  
Bonimex  
California Spray Dry Co  
Cima Nutrition NV-SA  
Hans G E Sievers  
(GmbH & Co)  
International Proteins Corp  
International Quality  
Ingredients  
LaBuddy Group Inc.....89  
Peterson Co The.....43  
Petfood Ingredients Inc...83  
Pioneer Consulting  
Service.....91  
Sopropheche  
Summit Provisions Inc  
**Trouw Nutrition**  
USA LLC.....95  
US Commodities.....73  
Van Elderen Inc.....90  
Wilbur-Ellis Co.....90

**Meal, Meat**

ADM Nutrition  
(Australia) Pty  
**Badger Trading**  
Co Inc.....88  
Baker & Bro Inc H J  
Barr Animal Foods  
**Bi-pro**  
Marketing Ltd.....29, 88  
Bonimex  
California Spray Dry Co  
Carolina By Products  
Daka Proteins  
Eagle Pet Products Inc  
Griffin Industries Inc.....88

**Meal, Meat**

ADM Nutrition  
(Australia) Pty  
**Badger Trading**  
Co Inc.....88

**Meal, Meat**

ADM Nutrition  
(Australia) Pty  
**Badger Trading**  
Co Inc.....88

**Meal, Meat**

ADM Nutrition  
(Australia) Pty  
**Badger Trading**  
Co Inc.....88

**Meal, Meat**

ADM Nutrition  
(Australia) Pty  
**Badger Trading**  
Co Inc.....88

**Meal, Meat**

ADM Nutrition  
(Australia) Pty  
**Badger Trading**  
Co Inc.....88

**Meal, Meat**

ADM Nutrition  
(Australia) Pty  
**Badger Trading**  
Co Inc.....88

**Meal, Meat**

ADM Nutrition  
(Australia) Pty  
**Badger Trading**  
Co Inc.....88

Your Pet Food  
**INGREDIENT SOURCE**

**Organic ingredients/blends**

**Dehydrated Potato/ Potato blends**

**Oatmeal Pellets**

For Details Please Contact:  
Mary Jo Langenecker  
mlangenecker@uscommodities-ag.com  
Mike Johnson  
mjohnson@uscommodities-ag.com  
Paul Boisclair  
pboisclair@agmotion.com

**1-800-987-1070** **US Commodities**  
An AgMotion Company

Hahn & Phillips  
Grease Co Inc  
Hans G E Sievers  
(GmbH & Co)  
International Proteins Corp  
International Quality  
Ingredients  
MBM Co  
**Peterson Co The.....43**  
**Petfood Ingredients Inc...83**  
Provimi BV  
SRC Milling Co LLC  
Sonac BV  
Southwest By-Products Inc  
Summit Provisions Inc  
**US Commodities.....73**  
Valley Proteins Inc  
West Coast Reduction Ltd  
**Wilbur-Ellis Co.....90**

**Meal, Meat & Bone**

**3D Corporate**  
Solutions LLC.....6-7  
**Badger Trading**  
Co Inc.....88  
Baker & Bro Inc H J  
Barr Animal Foods  
**Bi-pro**  
Marketing Ltd.....29, 88  
Bonimex  
California Spray Dry Co  
Cargill Taylor Beef  
Carolina By Products  
**Cereal Byproducts Co.....88**  
Daka Proteins  
G A Wintzer & Son Co  
**Griffin Industries Inc.....88**  
Hahn & Phillips  
Grease Co Inc  
Hans G E Sievers  
(GmbH & Co)  
International Proteins Corp  
International Quality  
Ingredients  
Karem Inc  
**LaBudde Group Inc.....89**  
MBM Co  
Mason City By Products  
Midwest Ingredients Inc  
Perdue Farms Inc  
**Peterson Co The.....43**  
Provimi BV  
Rothsay  
SRC Milling Co LLC  
Sonac BV  
Southwest By-Products Inc  
Summit Provisions Inc  
Tyson Spec Prods Div  
**US Commodities.....73**  
Valley Proteins Inc  
West Coast Reduction Ltd  
**Wilbur-Ellis Co.....90**  
Willmor SA

**Meal, Soybean**

ADM Alliance Nutrition  
Aglad Marketing Inc  
**Badger Trading**  
Co Inc.....88  
**Bi-pro**  
Marketing Ltd.....29, 88  
Bonimex  
Cargill  
**Cargill Sweeteners**  
North America.....30  
**Cereal Byproducts Co.....88**  
Euroduna Rohstoffe GmbH  
International Quality  
Ingredients  
Midwest Ingredients Inc  
Pacific Ag Commodities  
Perdue Farms Inc  
Provimi BV  
Riceland Foods Inc  
**SK Food Intl.....50, 90**  
**US Commodities.....73**  
United Intl Industries Inc  
**Wilbur-Ellis Co.....90**

**Meat, Beef/Pork,  
Mechanically  
Deboned**

APJ Meats Inc.....57  
**Badger Trading**  
Co Inc.....88  
Barr Animal Foods  
**Bi-pro**  
Marketing Ltd.....29, 88

Henningsen Foods Inc  
International Quality  
Ingredients  
Karem Inc  
**Peterson Co The.....43**  
**Petfood Ingredients Inc...83**  
Summit Provisions Inc  
**Wilbur-Ellis Co.....90**

**Meats, Pork,  
Horse/Other**

APJ Meats Inc.....57  
Barr Animal Foods  
Carolina By Products  
International Proteins Corp  
International Quality  
Ingredients  
S D R Enterprises Inc  
Summit Provisions Inc  
Valley Proteins Inc

**Methionine**

ADM Alliance Nutrition  
Adiseo  
**Badger Trading**  
Co Inc.....88

**Bi-pro**

Marketing Ltd.....29, 88  
**Bill Barr & Co Inc.....27**  
Bonimex  
Buckton Scott Limited  
Cambrian Chemicals Inc  
DMH Ingredients Inc  
Degussa Corp Feed  
Additives  
Helm New York Inc  
Impextraco NV  
International Quality  
Ingredients  
Lohmann Animal Health  
GmbH & Co KG  
Novus Intl Inc  
NutriScience  
Innovations LLC  
Prince Agri Products Inc  
Provimi BV  
Ridley Feed Ingredients  
Sintofarm SpA  
**Sumitomo Chemical**  
America Inc.....90  
**Trouw Nutrition**  
USA LLC.....95

**Microbials,  
Direct Fed**

Biozyme  
Cargill Animal Nutrition  
Cuprem Inc  
DSM Nutritional Products  
Kauffman's Animal  
Health Inc  
LANXESS Corp.  
Medipharm USA  
Merrick's Inc  
Petfood Enterprise  
Technologies LLC  
**Pioneer Consulting**  
Service.....91  
Prince Agri Products Inc  
Ridley Feed Ingredients  
Royal Mile Inc  
Star-Labs Inc  
**VITALFA LLC.....54**

**Minerals  
(Major & Trace)**

ADM Alliance Nutrition  
Alltech Inc  
American Chemet Corp  
**Bill Barr & Co Inc.....27**  
Bonimex  
Buckton Scott Limited  
Cambrian Chemicals Inc  
DMH Ingredients Inc  
Escalade Ltd  
FMC Technologies Material  
Handling Solutions  
**GTC Nutrition.....35**  
International Quality  
Ingredients  
Micronutrients  
Mosaic Feed Ingredients  
Novus Intl Inc  
**NutraCea Corp.....9**  
Premier Nutrition  
Products Ltd  
Prince Agri Products Inc  
**ProFood Intl Inc.....89**  
Provimi BV

Southeastern Minerals Inc  
TRC Nutritional  
Laboratories  
Tortuga Companhia  
Zootecnic  
**Trouw Nutrition**  
USA LLC.....95  
Verdugt BV  
Vincent Commodities Corp

**Minerals, Pre-Mixes,  
Custom Mineral/  
Vitamin**

ADM Alliance Nutrition  
Acatris Inc  
Aglad Marketing Inc  
Akey  
**Ameri-Pac.....3**  
Animix LLC  
**Bi-pro**  
Marketing Ltd.....29, 88  
**Bill Barr & Co Inc.....27**  
Buckton Scott Limited  
DMH Ingredients Inc  
DSM Nutritional Products  
Asia/Pacific  
DSM Nutritional  
Products Europe  
DSM Nutritional Products  
**Danisco.....88**  
ENRECO Inc  
Gadot Biochemical  
Industries Ltd  
Impextraco NV  
Ingredient Inc  
Div J Stewart Co  
International Quality  
Ingredients  
Kauffman's Animal  
Health Inc  
MDV Foods Inc  
Mid-American Food Sales  
**Petfood Ingredients Inc...83**  
PharmTech International  
Premier Nutrition  
Products Ltd  
Prince Agri Products Inc  
Provimi BV  
Royal Mile Inc  
Sintofarm SpA  
TRC Nutritional  
Laboratories  
Tortuga Companhia  
Zootecnic  
**Trouw Nutrition**  
USA LLC.....95  
VMD NV  
**Wilbur-Ellis Co.....90**  
Zagro Singapore Pte Ltd

**Minerals,  
Trace, Pre-Mixes**

ADM Alliance Nutrition  
Akey  
**Ameri-Pac.....3**  
American Chemet Corp  
Animix LLC  
**Arista Industries Inc.....26**  
Balchem Corp  
Bonimex  
Chelated Minerals Corp, A  
Balchem Co.  
DMH Ingredients Inc  
Gadot Biochemical  
Industries Ltd  
Ingredient Inc  
Div J Stewart Co  
International Quality  
Ingredients  
MDV Foods Inc  
Norel & Nature  
PharmTech International  
Premier Nutrition  
Products Ltd  
Prince Agri Products Inc  
Priya Chemicals  
Provimi BV  
Royal Mile Inc  
Sintofarm SpA  
Smithchem & Young LLC  
Southeastern Minerals Inc  
TRC Nutritional  
Laboratories  
Tortuga Companhia  
Zootecnic  
**Trouw Nutrition**  
USA LLC.....95  
VMD NV

Vincent Commodities Corp  
Zinpro Corp

**Molasses &  
Molasses Products**

ADM  
Acatris Inc  
BFI Innovations Inc  
**Badger Trading**  
Co Inc.....88  
**Bi-pro**  
Marketing Ltd.....29, 88  
Bioberica SA  
DMH Ingredients Inc  
Hans G E Sievers  
(GmbH & Co)  
International Quality  
Ingredients  
MDV Foods Inc  
Mid-American Food Sales  
**Midwest Agri**  
Commodities.....89  
Midwest Ingredients Inc  
**Trouw Nutrition**  
USA LLC.....95  
United Intl Industries Inc

**Mold Inhibitors**

ADM  
ADM Alliance Nutrition  
Acatris Inc  
Alltech Inc  
Anitox Corp  
BFI Innovations Inc  
**Bi-pro**  
Marketing Ltd.....29, 88  
Bonimex  
Cargill Animal Nutrition  
DMH Ingredients Inc  
**Danisco.....88**  
Danisco USA Inc  
Dresen Quimica SA de CV  
Escalade Ltd  
Greenvalley Intl BV  
ITP SA  
Impextraco NV  
International Quality  
Ingredients  
Kemira  
Europa NV  
**Kemin**  
Nutrisurance Inc.....13  
Lallemand SAS  
Lucta USA Inc  
Niacet Corp  
Nor-Feed A/S  
Norel & Nature  
Novus Intl Inc  
**ProFood Intl Inc.....89**  
Provimi BV  
Sintofarm SpA  
Stuhr Enterprises  
Tortuga Companhia  
Zootecnic  
Trouw Nutrition Intl  
**Trouw Nutrition**  
USA LLC.....95  
Verdugt BV  
Vitalac

**Mono &  
Di-Glycerides**

ADM  
ADM Alliance Nutrition  
Acatris Inc  
Cambrian Chemicals Inc  
DMH Ingredients Inc  
**Danisco.....88**  
Danisco USA Inc  
International Quality  
Ingredients  
Mid-American Food Sales

**Monosodium  
Glutamate**

**Bi-pro**  
Marketing Ltd.....29, 88  
**Bill Barr & Co Inc.....27**  
Cambrian Chemicals Inc  
DMH Ingredients Inc  
Harcros Chemicals Inc  
Impextraco NV  
Provimi BV  
Sintofarm SpA

**Niacin**

ADM Alliance Nutrition  
Buckton Scott Limited

Cambrian Chemicals Inc  
DMH Ingredients Inc  
DSM Nutritional Products  
Asia/Pacific  
DSM Nutritional  
Products Europe  
DSM Nutritional Products  
Gadot Biochemical  
Industries Ltd  
Impextraco NV  
Ingredient Inc  
Div J Stewart Co  
International Quality  
Ingredients  
Lohmann Animal Health  
GmbH & Co KG  
**Lonza Inc.....20**  
ORFFA  
Pharmore Ingredient Inc  
Provimi BV  
Ridley Feed Ingredients  
Sintofarm SpA  
Sopropche  
**Trouw Nutrition**  
USA LLC.....95

**Non Fat Dry Milk**

**Trouw Nutrition**  
USA LLC.....95  
Vincent Commodities Corp

**Oats, Processed**

Aglad Marketing Inc  
**All Star Trading.....88**  
**Badger Trading**  
Co Inc.....88  
**Briess Malt &  
Ingredient Co.....88**  
**Cereal Byproducts Co.....88**  
**de Rosier Inc.....88**  
DMH Ingredients Inc  
Grain Millers Inc  
Hans G E Sievers  
(GmbH & Co)  
**Hesco.....89**  
International Proteins Corp  
**La Crosse Milling Co.....89**  
**LaBudde Group Inc.....89**  
Mid-American Food Sales  
Midwest Ingredients Inc  
**SK Food Intl.....50, 90**  
**The Scoular Co.....71**  
SunOpta Ingredients Group  
**Trouw Nutrition**  
USA LLC.....95  
**US Commodities.....73**  
United Intl Industries Inc  
**Wilbur-Ellis Co.....90**

**Odor Controllers**

AEROX BV  
Agroindustrias el Alamo  
SA de CV  
Alltech Inc  
Cuprem Inc  
DPI Global  
ITP SA  
Marnap Industries Inc  
Nor-Feed A/S  
Odor Control Co Inc  
**Petfood Ingredients Inc...83**  
**Trouw Nutrition**  
USA LLC.....95

**Oil & Fat  
Combinations,  
Other**

Advanced  
BioNutrition Corp  
**Badger Trading**  
Co Inc.....88  
California Spray Dry Co  
Columbus Foods  
DMH Ingredients Inc  
Hoogwegt US Inc  
IOI Group, Loders  
Croklaan BV  
International Quality  
Ingredients  
Lockwood Nutrition  
Service Inc  
**Pizey's Milling.....90**  
Stepan Co  
Ten Kate Holding BV  
United Intl Industries Inc  
Viobin USA  
**Wilbur-Ellis Co.....90**

**Oil, Corn**

ADM  
ADM Alliance Nutrition  
**Arista Industries Inc.....26**  
Bonimex  
CP Ingredients SA CV  
**Cargill Sweeteners**  
North America.....30  
**Cereal Byproducts Co.....88**  
Columbus Foods  
DMH Ingredients Inc  
Grain Processing Corp  
**International**  
**Ingredient Corp.....37**  
International Proteins Corp  
International Quality  
Ingredients  
**SK Food Intl.....50, 90**  
**Trouw Nutrition**  
USA LLC.....95  
United Intl Industries Inc  
**Wilbur-Ellis Co.....90**

**Oil, Fish**

Aleutian Proteins Inc  
**Badger Trading**  
Co Inc.....88  
Baker & Bro Inc H J  
**Bi-pro**  
Marketing Ltd.....29, 88  
Bioriginal Food  
& Science Corp  
Bonimex  
California Spray Dry Co  
Cibus Corp  
DMH Ingredients Inc  
Daybrook Fisheries Inc  
De Kievit BV  
EFS Holland BV  
ENRECO Inc  
Hans G E Sievers  
(GmbH & Co)  
International Proteins Corp  
International Quality  
Ingredients  
**Jedwards Intl Inc.....89**  
Kauffman's Animal  
Health Inc  
MBM Co  
Marine Harvest Ingredients  
NutriScience  
Innovations LLC

**Omega Protein Inc.....42**

**Peterson Co The.....43**  
Petfood Enterprise  
Technologies LLC  
**Petfood Ingredients Inc...83**  
Provimi BV  
Sopropche  
Summit Provisions Inc  
TripleNine Fish Protein  
**Trouw Nutrition**  
USA LLC.....95  
United Intl Industries Inc  
**Veterinary Resource**  
Group Inc.....90  
West Coast Reduction Ltd  
**Wilbur-Ellis Co.....90**

**Oil, Other Vegetable  
(Sunflower,  
Rape, etc.)**

ADM  
ADM Alliance Nutrition  
Acatris Inc  
Advanced  
BioNutrition Corp  
AmeriFlax  
**Arista Industries Inc.....26**  
Bonimex  
California Spray Dry Co  
**Cargill Sweeteners**  
North America.....30  
**Cereal Byproducts Co.....88**  
Columbus Foods  
DMH Ingredients Inc  
De Kievit BV  
Habib-ADM Ltd  
IOI Group, Loders  
Croklaan BV  
**International**  
**Ingredient Corp.....37**  
International Proteins Corp  
International Quality  
Ingredients  
**Jedwards Intl Inc.....89**

Norel & Nature  
**Pizzey's Milling**.....90  
 Provimi BV  
**SK Food Intl**..... 50, 90  
**The Scouler Co.**.....71  
**Trouw Nutrition**  
 USA LLC.....95  
**US Commodities**.....73  
 Viobin USA  
**Wilbur-Ellis Co.**.....90

**Oil, Soybean**  
 ADM  
 ADM Alliance Nutrition  
 Acacris Inc  
**Arista Industries Inc**.....26  
 Bonimex  
 California Spray Dry Co  
**Cargill Sweeteners**  
 North America.....30  
**Cereal Byproducts Co**.....88  
 Columbus Foods  
 De Kievit BV  
**International**  
**Ingredient Corp**.....37  
 International Proteins Corp  
 International Quality  
 Ingredients  
 Perdue Farms Inc  
 PharmTech International  
 Provimi BV  
**SK Food Intl**..... 50, 90  
**Trouw Nutrition**  
 USA LLC.....95  
**US Commodities**.....73  
 United Intl Industries Inc  
**Wilbur-Ellis Co.**.....90

**Oils, Animal Fats & Vegetable**  
 A L Pachin & Sons Inc  
 ADM  
**Arista Industries Inc**.....26  
**Bi-pro**  
**Marketing Ltd.**.....29, 88  
 California Spray Dry Co  
 Carolina By Products  
 Columbus Foods  
 DMH Ingredients Inc  
 De Kievit BV  
 Euroduna Rohstoffe GmbH  
 Fruit Essentials Inc  
 G A Wintzer & Son Co  
 Hahn & Phillips  
 Grease Co Inc  
 IOI Group, Loders  
 Croklaan BV  
 International Proteins Corp  
 International Quality  
 Ingredients  
**Peterson Co The**.....43  
**Pizzey's Milling**.....90  
 Sonac BV  
 Ten Kate Holding BV  
 Tyson Spec Prods Div  
 United Intl Industries Inc  
 Valley Proteins Inc  
**Wilbur-Ellis Co.**.....90

**Oligosaccharides**  
 Alltech Inc  
 Beghin-Meiji  
**Bill Barr & Co Inc**.....27  
 DMH Ingredients Inc  
 EFS Holland BV  
 Encore Technologies LLC  
**GTC Nutrition**.....35  
 ICC COM Exp E Imp Ltda  
 ITP SA  
 Medipharm USA  
 Mid-American Food Sales  
 Nor-Feed A/S  
 NutriScience  
 Innovations LLC  
**ProFood Intl Inc**.....89  
 Royal Milk Inc  
**Trouw Nutrition**  
 USA LLC.....95

**Omega 3 Fatty Acids**  
 Advanced  
 BioNutrition Corp  
 AmeriFlax  
**Arista Industries Inc**.....26  
 Baker & Bro Inc H J  
**Bill Barr & Co Inc**.....27

Bioriginal Food  
 & Science Corp  
 CP Ingredients SA CV  
 California Spray Dry Co  
 Cima Nutrition NV-SA  
 DMH Ingredients Inc  
 DSM Nutritional  
 Products Europe  
 DSM Nutritional Products  
 De Kievit BV  
 EFS Holland BV  
 ENRECO Inc  
 Fruit Essentials Inc  
 IOI Group, Loders  
 Croklaan BV  
 ITP SA  
 International Proteins Corp  
**Jedwards Intl Inc**.....89  
 Marine Harvest Ingredients  
**Markt**  
**Biosciences Corp**.....39  
 Mid-American Food Sales  
 Nor-Feed A/S  
 NutriScience  
 Innovations LLC  
 Petfood Enterprise  
 Technologies LLC  
**Pizzey's Milling**.....90  
**SK Food Intl**..... 50, 90  
**The Scouler Co.**.....71  
 Sopropoche  
 Stuhr Enterprises  
 Trouw Nutrition Intl  
**Trouw Nutrition**  
 USA LLC.....95  
 Vitalac

**Ovine Meal**  
**Badger Trading**  
 Co Inc.....88  
**Bi-pro**  
**Marketing Ltd.**.....29, 88  
 Hans G E Sievers  
 (GmbH & Co)  
 International Proteins Corp  
**LaBuddy Group Inc**.....89  
 Sonac BV  
**Wilbur-Ellis Co.**.....90

**Oxides, Iron**  
 ADM Alliance Nutrition  
 Bonimex  
 DMH Ingredients Inc  
 Harcos Chemicals Inc  
 Prince Agri Products Inc  
 Roha USA LLC  
 Sensient Colors Inc  
 Smithchem & Young LLC  
**Trouw Nutrition**  
 USA LLC.....95

**Oxides, Titanium**  
 DMH Ingredients Inc  
 Harcos Chemicals Inc  
 Roha USA LLC  
 Sensient Colors Inc  
 Smithchem & Young LLC  
**Trouw Nutrition**  
 USA LLC.....95

**Pasta**  
 Agland Marketing Inc  
 Allied Packaging LLC  
**de Rosier inc**.....88  
 DMH Ingredients Inc  
 Mid-American Food Sales  
 United Intl Industries Inc  
**Peanut Hulls, Ground**  
 Agland Marketing Inc  
**All Star Trading**.....88  
**Badger Trading**  
 Co Inc.....88  
**Best Cooking**  
 Pulses, Inc.....88  
**Cereal Byproducts Co**.....88  
 International Quality  
 Ingredients  
 Midwest Ingredients Inc  
**Peterson Co The**.....43  
**Pioneer Consulting**  
 Service.....91  
**US Commodities**.....73  
 United Intl Industries Inc  
**Wilbur-Ellis Co.**.....90

**Pellet Binder & Lubricant**  
**Badger Trading**  
 Co Inc.....88  
**Bill Barr & Co Inc**.....27  
 Bonimex  
 Dresen Quimica SA de CV  
 ITP SA  
 Mannasol Products Ltd  
 Oil-Dri Corp of America  
 Polypro Intl Inc  
 Premcem Gums Pvt. Ltd.  
 Sonac BV  
 Sopropoche  
**Trouw Nutrition**  
 USA LLC.....95

**Phosphate, Defluorinated**  
**Bill Barr & Co Inc**.....27  
 Mosaic Feed Ingredients  
 Prince Agri Products Inc  
 Provimi BV  
 Southeastern Minerals Inc  
 Tortuga Companhia  
 Zootecnic  
**Trouw Nutrition**  
 USA LLC.....95

**Phosphate, Dicalcium**  
 ADM Alliance Nutrition  
**Bi-pro**  
**Marketing Ltd.**.....29, 88  
**Bill Barr & Co Inc**.....27  
 Bonimex  
 Budenheim/Gallard-Schlesinger  
 Cambrian Chemicals Inc  
 DMH Ingredients Inc  
 Danisco USA Inc  
 Escalade Ltd  
 Harcos Chemicals Inc  
 ILC Resources  
**LaBuddy Group Inc**.....89  
 Lockwood Nutrition  
 Service Inc  
 Mosaic Feed Ingredients  
 Prince Agri Products Inc  
 Provimi BV  
 Sonac BV  
 Southeastern Minerals Inc  
 Summit Provisions Inc  
 Tortuga Companhia  
 Zootecnic  
**Trouw Nutrition**  
 USA LLC.....95

**Phyllosilicates (Magnesium, Manganese)**  
**NutraCea Corp**.....9  
 Prince Agri Products Inc  
 Provimi BV

**Plasma**  
 APC Inc  
**Bi-pro**  
**Marketing Ltd.**.....29, 88  
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 Euroduna Rohstoffe GmbH  
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 (GmbH & Co)  
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 International Proteins Corp  
 International Quality  
 Ingredients  
 Lican Alimentos SA  
 ORFFA  
 Provimi BV  
 Royal Milk Inc  
 Sonac BV  
**Trouw Nutrition**  
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**Potato Protein**  
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**Marketing Ltd.**.....29, 88  
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**American Dehydrated**  
**Foods Inc-ADF**.....5  
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**Bi-pro**  
**Marketing Ltd.**.....29, 88  
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 Cargill Animal Nutrition  
**Danisco**.....88  
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 ITP SA  
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 Niacet Corp  
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 Premier Nutrition  
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**ProFood Intl Inc**.....89  
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 Sopropoche  
**Trouw Nutrition**  
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 ADM Alliance Nutrition  
 Buckton Scott Limited  
 DMH Ingredients Inc  
 DSM Nutritional  
 Products Europe  
 DSM Nutritional Products  
 Helm New York Inc  
 Lohmann Animal Health  
 GmbH & Co KG  
 Pharmore Ingredient Inc  
 Ridley Feed Ingredients  
 Sintofarm SpA  
**Trouw Nutrition**  
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**Retort Stable Analog Products**  
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 California Spray Dry Co  
 Kerry Ingredients  
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**Riboflavin**  
 ADM Alliance Nutrition  
 Adisseo  
 BASF Nutrition  
 Buckton Scott Limited  
 DMH Ingredients Inc  
 DSM Nutritional  
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 DSM Nutritional Products  
 Helm New York Inc  
 Impextraco NV  
 Lohmann Animal Health  
 GmbH & Co KG  
 Pharmore Ingredient Inc  
 Provimi BV  
 Ridley Feed Ingredients  
 Sintofarm SpA  
**Trouw Nutrition**  
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**Rice**  
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 Agland Marketing Inc  
**All Star Trading**.....88  
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**Bi-pro**  
**Marketing Ltd.**.....29, 88  
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**NutraCea Corp**.....9  
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**Trouw Nutrition**  
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**Badger Trading**  
 Co Inc.....88  
**Cereal Byproducts Co**.....88  
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**de Rosier inc**.....88  
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**National Rice Co.**  
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**Specialty**  
**Ingredients Inc**.....50  
**Trouw Nutrition**  
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**Cereal Byproducts Co**.....88  
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**National Rice Co.**  
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 Pacific Ag Commodities  
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 USA LLC.....95  
**US Commodities**.....73  
 United Intl Industries Inc  
**Wilbur-Ellis Co.**.....90

**Rye**  
**de Rosier inc**.....88  
**Hesco**.....89  
 International Quality  
 Ingredients  
 Mid-American Food Sales  
 Minnesota Grain Inc  
**SK Food Intl**..... 50, 90  
**Wilbur-Ellis Co.**.....90

**Salt**  
 ADM Alliance Nutrition  
 Agland Marketing Inc  
 Allied Packaging LLC  
**Cereal Byproducts Co**.....88  
 International Quality  
 Ingredients

Prince Agri Products Inc  
 Provimi BV  
 Sopropoche  
 Southeastern Minerals Inc  
**Trouw Nutrition**  
 USA LLC.....95

**Sodium Nitrates**  
 DMH Ingredients Inc  
 Harcos Chemicals Inc

**Soy Flour**

ADM  
ADM Alliance Nutrition  
Acatris Inc  
**Badger Trading Co Inc.....88**  
**Best Cooking Pulses, Inc.....88**  
Bonimex  
Cargill  
Impextraco NV  
International Quality  
Ingredients  
Joosten Products BV  
Keij Solutions BV  
Kerry Ingredients  
**Legacy Foods LLC.....89**  
MS BioScience  
Mid-American Food Sales  
Midwest Ingredients Inc  
Provimi BV  
**SK Food Intl..... 50, 90**  
**The Scoular Co.....71**  
**Trouw Nutrition USA LLC.....95**  
United Intl Industries Inc  
**Wilbur-Ellis Co. ....90**

**Soy Grits**

ADM  
ADM Alliance Nutrition  
Acatris Inc  
Cargill  
**Cereal Byproducts Co.....88**  
Impextraco NV  
International Quality  
Ingredients  
Keij Solutions BV  
Kerry Ingredients  
**Legacy Foods LLC.....89**  
Mid-American Food Sales  
Provimi BV  
**SK Food Intl..... 50, 90**

**Soy Protein Concentrates**

ADM  
ADM Alliance Nutrition  
Acatris Inc  
Bioiberica SA  
Bonimex  
Cambrian Chemicals Inc  
**Cargill Sweeteners North America .....30**  
**Cereal Byproducts Co.....88**  
Cofline Dairy Products  
Escalade Ltd  
Euroduna Rohstoffe GmbH  
Gadot Biochemical Industries Ltd  
Hamlet Protein A/S  
Impextraco NV  
Ingredient Inc  
Div J Stewart Co  
International Proteins Corp  
International Quality  
Ingredients  
Joosten Products BV  
Keij Solutions BV  
Kerry Ingredients  
**Legacy Foods LLC.....89**  
MDV Foods Inc  
MS BioScience  
Mid-American Food Sales  
Midwest Ingredients Inc  
ORFFA  
Pangaea Sciences Inc  
Provimi BV  
**The Scoular Co.....71**  
Sopropheche  
**Trouw Nutrition USA LLC.....95**  
United Intl Industries Inc  
**Wilbur-Ellis Co. ....90**

**Soy Textured Protein**

ADM  
ADM Alliance Nutrition  
Acatris Inc  
Bonimex  
Cargill  
Gadot Biochemical Industries Ltd  
Impextraco NV  
Ingredient Inc  
Div J Stewart Co

**International Quality Ingredients**

Keij Solutions BV  
Kerry Ingredients  
**Legacy Foods LLC.....89**  
MDV Foods Inc  
Midwest Ingredients Inc  
PharmTech International  
Provimi BV

**Soybean Hulls, Flaked**

ADM  
ADM Alliance Nutrition  
Aglad Marketing Inc  
**Cereal Byproducts Co.....88**  
International Quality  
Ingredients  
Kerry Ingredients  
Midwest Ingredients Inc  
**Wilbur-Ellis Co. ....90**

**Stabilizer Blends**

**Bi-pro Marketing Ltd.....29, 88**  
DMH Ingredients Inc  
**Danisco .....88**  
Danisco USA Inc  
Gum Technology Corp.  
Impextraco NV  
Kerry Ingredients  
Mannasol Products Ltd  
National Starch & Chemical Co  
**NutraCea Corp.....9**  
Premcem Gums Pvt. Ltd.  
**ProFood Intl Inc.....89**  
SunOpta Ingredients Group

**Starches**

ADM  
ADM Alliance Nutrition  
Aglad Marketing Inc  
American Key Food Products  
Atlas Cold Storage  
**Badger Trading Co Inc.....88**  
**Bi-pro Marketing Ltd.....29, 88**  
**Cargill Sweeteners North America .....30**  
**Cereal Byproducts Co.....88**  
**de Rosier inc .....88**  
Grain Processing Corp  
**International Ingredient Corp.....37**  
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International Quality  
Ingredients  
**LaBudde Group Inc.....89**  
MGP Ingredients Inc  
Manindra Group USA  
Mid-American Food Sales  
Midwest Ingredients Inc  
**National Rice Co. (formerly W & W Rice Co.).....90**  
National Starch & Chemical Co  
**Pioneer Consulting Service.....91**  
Provimi BV  
**The Scoular Co.....71**  
SunOpta Ingredients Group  
United Intl Industries Inc  
**Wilbur-Ellis Co. ....90**

**Sucrose**

**Bi-pro Marketing Ltd.....29, 88**  
**Cargill Sweeteners North America .....30**  
Cofline Dairy Products  
**International Ingredient Corp.....37**  
MS BioScience  
Midwest Ingredients Inc  
United Intl Industries Inc

**Surfactants**

**Bill Barr & Co Inc.....27**  
Bonimex  
Crest Flavor Co  
Harcros Chemicals Inc  
Kemira  
Europa NV  
LANXESS Corp.

**Nor-Feed A/S Odor Control Co Inc**

**Syrup, Corn**  
ADM  
ADM Alliance Nutrition  
Atlas Cold Storage  
**Bi-pro Marketing Ltd.....29, 88**  
**Cargill Sweeteners North America .....30**  
**Cereal Byproducts Co.....88**  
Cofline Dairy Products  
**de Rosier inc .....88**  
International Quality  
Ingredients  
MDV Foods Inc  
Midwest Ingredients Inc  
United Intl Industries Inc

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A L Pachin & Sons Inc  
APC Inc  
**Badger Trading Co Inc.....88**  
**Bi-pro Marketing Ltd.....29, 88**  
California Spray Dry Co  
Cargill Taylor Beef  
Eagle Pet Products Inc  
G A Wintzer & Son Co  
**Griffin Industries Inc.....88**  
Hahn & Phillips Grease Co Inc  
International Proteins Corp  
International Quality  
Ingredients  
MBM Co  
Rothsay  
SRC Milling Co LLC  
Summit Provisions Inc  
Ten Kate Holding BV  
West Coast Reduction Ltd  
**Wilbur-Ellis Co. ....90**  
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**Tapioca**

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Ingredients  
MDV Foods Inc  
Mid-American Food Sales  
National Starch & Chemical Co  
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ADM Alliance Nutrition  
**Badger Trading Co Inc.....88**  
**Bi-pro Marketing Ltd.....29, 88**  
**Bill Barr & Co Inc .....27**  
Buckton Scott Limited  
ChemNutra  
DMH Ingredients Inc  
DSM Nutritional Products Europe  
DSM Nutritional Products  
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Helm New York Inc  
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International Quality  
Ingredients  
Lohmann Animal Health  
GmbH & Co KG  
NutriScience  
Innovations LLC  
ORFFA  
Prince Agri Products Inc  
**ProFood Intl Inc.....89**  
Provimi BV  
Sintofarm SpA  
Sopropheche  
**Trouw Nutrition USA LLC.....95**  
United Intl Industries Inc

**Thiamine**

**Monotrate/ Hydrochloride**  
ADM Alliance Nutrition  
Buckton Scott Limited  
Cambrian Chemicals Inc  
DMH Ingredients Inc  
DSM Nutritional Products  
Asia/Pacific

DSM Nutritional Products Europe  
DSM Nutritional Products  
Helm New York Inc  
Herbco Intl Inc  
Impextraco NV  
International Quality  
Ingredients  
Lohmann Animal Health  
GmbH & Co KG  
Pharmore Ingredient Inc  
**ProFood Intl Inc.....89**  
Provimi BV  
Ridley Feed Ingredients  
Sintofarm SpA  
**Trouw Nutrition USA LLC.....95**

**Threonine**

ADM  
ADM Alliance Nutrition  
Ajinomoto Heartland LLC  
**Bi-pro Marketing Ltd.....29, 88**  
**Bill Barr & Co Inc .....27**  
Bonimex  
Buckton Scott Limited  
ChemNutra  
DMH Ingredients Inc  
Degussa Corp Feed Additives  
Impextraco NV  
International Quality  
Ingredients  
Lohmann Animal Health  
GmbH & Co KG  
NutriScience  
Innovations LLC  
**ProFood Intl Inc.....89**  
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ADM Alliance Nutrition  
Ajinomoto Heartland LLC  
**Bi-pro Marketing Ltd.....29, 88**  
**Bill Barr & Co Inc .....27**  
DMH Ingredients Inc  
Degussa Corp Feed Additives  
Impextraco NV  
International Quality  
Ingredients  
Lohmann Animal Health  
GmbH & Co KG  
Prince Agri Products Inc  
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**Arista Industries Inc.....26**  
BASF Nutrition  
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Buckton Scott Limited  
Cambrian Chemicals Inc  
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Asia/Pacific

DSM Nutritional Products  
Asia/Pacific  
DSM Nutritional Products Europe  
DSM Nutritional Products  
Helm New York Inc  
Impextraco NV  
International Quality  
Ingredients  
**Jedwards Intl Inc.....89**  
Lohmann Animal Health  
GmbH & Co KG  
Mid-American Food Sales  
Prince Agri Products Inc  
**ProFood Intl Inc.....89**  
Provimi BV  
Ridley Feed Ingredients  
Sintofarm SpA  
**Trouw Nutrition USA LLC.....95**  
Zagro Singapore Pte Ltd

**Vitamin B12**

ADM Alliance Nutrition  
Adisseo  
Bonimex  
Buckton Scott Limited  
DMH Ingredients Inc  
DSM Nutritional Products  
Asia/Pacific  
DSM Nutritional Products Europe  
DSM Nutritional Products  
**Exquim SA .....69**  
Hangzhou Onicon Chemical Co Ltd  
Helm New York Inc  
Herbco Intl Inc  
Impextraco NV  
International Quality  
Ingredients  
Lohmann Animal Health  
GmbH & Co KG  
Mid-American Food Sales  
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Provimi BV  
Ridley Feed Ingredients  
Sintofarm SpA  
**Trouw Nutrition USA LLC.....95**  
Zagro Singapore Pte Ltd

**Vitamin E**

ADM  
ADM Alliance Nutrition  
Acatris Inc  
Adisseo  
BASF Nutrition  
Bonimex  
Buckton Scott Limited  
Cambrian Chemicals Inc  
**Cargill Sweeteners North America .....30**  
DMH Ingredients Inc  
DSM Nutritional Products  
Asia/Pacific  
DSM Nutritional Products Europe  
DSM Nutritional Products  
Helm New York Inc  
Impextraco NV  
International Quality  
Ingredients  
Lohmann Animal Health  
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Mid-American Food Sales  
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Prince Agri Products Inc  
**ProFood Intl Inc.....89**  
Provimi BV  
Ridley Feed Ingredients  
Sintofarm SpA  
Stuart Products Inc  
**Trouw Nutrition USA LLC.....95**  
Viobin USA  
Zagro Singapore Pte Ltd

**Vitamin K**

ADM Alliance Nutrition  
**Bill Barr & Co Inc .....27**  
Bonimex  
Buckton Scott Limited  
DMH Ingredients Inc  
DSM Nutritional Products  
Asia/Pacific

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Ingredients  
Lohmann Animal Health  
GmbH & Co KG  
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Pharmore Ingredient Inc  
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ADM Alliance Nutrition  
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**Ameri-Pac .....3**  
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ADM  
ADM Alliance Nutrition  
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**Wheat Gluten**

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International Proteins Corp  
International Quality  
Ingredients  
**LaBude Group Inc.....89**  
Lake States, Wausau Paper  
Specialty Products, LLC  
Lake States  
Lockwood Nutrition  
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**Peterson Co The.....43**  
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Ashland  
Bunzl/Koch Supplies LLC  
DuPont Packaging  
DuPont Surface Protection  
Solutions, DuPont  
Chemical Solutions  
Enterprise  
Gluefast Co The  
National Starch &  
Chemical Co  
Suntec Inc

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Ampac Flexibles  
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Bischof + Klein  
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Saket Co  
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Sonoco  
Specialty Films Assoc Inc  
Taipak Enterprises Ltd.  
Tech Packaging  
Union Pack Industria de  
Embalagens Ltda.  
Wedlock Paper Converters Ltd  
Zaraplast SA

**Bags, Paper, Glassine or Waxed**  
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Ahlstrom Labelpack  
Apex Bag Co  
Bancroft Bag Inc  
Bemis Paper Packaging Group  
Corman Bag Co  
Fraser Papers Inc  
**Hood Packaging Co.....36**  
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Solutions, DuPont  
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Bancroft Bag Inc  
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Rouville Packaging Inc  
Smurfit-Stone Container Corp  
Stora Enso Global Specialty  
Papers  
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Werthan Packaging Inc

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Ahlstrom Labelpack  
Bemis Paper Packaging Group  
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Specialty Films Assoc Inc  
TechniPac Inc  
Union Pack Industria de  
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Wedlock Paper Converters Ltd

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**American**  
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**Bags, Recloseable**  
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**American**  
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Smurfit-Stone Container Corp  
Specialty Films Assoc Inc

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Progressive Packaging  
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**Cartons, Bag-in-Box**  
Nimco Corp  
Smurfit-Stone Container Corp  
Spacekraft-A Weyerhaeuser  
Business

**Cartons, Folding**  
Alcoa Flexible Packaging  
Caraustar Inc  
Nimco Corp

**Cartons, Grease-Barrier**  
Caraustar Inc  
Smurfit-Stone Container Corp

**Cartons, Shipping**  
Buckhorn Inc

**Cellophane**  
**Alcan Packaging.....17**  
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Bemis Flexible Packaging  
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Smurfit-Stone Container Corp  
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**Films, Packaging, Shipping, Heavy Duty**  
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Thomas E Moore Inc  
Union Pack Industria de  
Embalagens Ltda.  
Zaraplast SA

**Films, Packaging, Shrinkable**  
ARPAC Group  
Aladdin Label-Lustorite  
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Ampac Flexibles  
Bemis Flexible Packaging  
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Ampac Flexibles  
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SleeveCo Inc  
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Cryovac/Sealed Air  
DuPont Packaging  
DuPont Surface Protection  
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Chemical Solutions  
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Fres-co System USA Inc  
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Smurfit-Stone Container Corp  
Sonoco  
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Suntec Inc  
Taipak Enterprises Ltd.  
TechniPac Inc

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Latham Foundation, for the  
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### Communications

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### Consultants, Engineering/ Design/ Construction

4B Components Ltd  
A Epstein & Sons  
International Inc  
Abel Manufacturing Co Inc  
Alberici Constructors Inc  
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Foukis Feed Technology SA  
Fres-co System USA Inc  
Frisby Extrusion Services Ltd  
G J Vis Enterprises Inc  
Game Engineering Ltd  
Heat and Control Inc  
Heemhorst International BV  
Hendon & Redmond  
Industrial Project  
Services, Inc.  
Industrial Representatives Inc  
Ingredient Masters  
Insta-Pro Intl -  
Div of Triple F Inc  
Integrated Solutions Inc  
Interstates Companies  
J Herbster Inc  
Jiangsu Muyang Group  
KESS Industries Inc  
KSE Protech BV  
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Selo  
Shuster Laboratories Inc  
Stork Food & Dairy  
Systems BV  
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### Consultants, Market Research

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## **Petfood Forum 2007 and Petfood Focus on Treats Showcasts**

**Registration is now open for the Petfood Forum 2007 and Petfood Focus on Treats Showcasts!** Originally part of Petfood Forum 2007 and Petfood Focus on Treats in Chicago, IL, these showcasts highlight the various topics discussed this year.

- Everything from petfood recalls to snack treats for dental health were topics of presentations throughout the events.
- Presented by *Petfood Industry Magazine* and sponsored by **Petfood Forum, Petfood Focus** and WATT Publishing, the showcasts feature special guest speakers from across the country and abroad.

To register for the available showcasts please go to:  
[www.petfoodindustry.com](http://www.petfoodindustry.com)

### **Petfood Forum 2007 Showcasts available to view:**

- *Packaging: preferences + willingness to pay*, speaker Mike Dennis
- *Global pet food industry outlook*, speaker David Lummis
- *Cognitive palatability testing*, speaker Joseph Araujo
- *Genomic - impact on palatability research*, speaker Keith Murphy

### **Petfood Focus on Treats Showcasts available to view:**

- *Functional ingredients in treats*, speaker Dr. Robert Taylor
- *Treats for dental health*, speaker Jennifer Larsen

### **COMING SOON!**

More showcasts from the **Petfood Forum 2007** and **Petfood Focus on Treats** to follow. Keep checking back as we add more.

If you're looking for more information on **Petfood Forum 2007** or the upcoming **Petfood Forum 2008**, please go to [www.petfoodindustry.com](http://www.petfoodindustry.com).

A **Showcast** is a previously recorded presentation and audio presented at the **Petfood Forum 2007** and **Petfood Focus on Treats** in Chicago, IL. **The Showcasts** are available for purchase.

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# Meeting Planner

events

JULY 2007

➤ **IFT Annual Meeting and Food Expo**, July 26-30, 2007, Chicago, Illinois, USA. Contact: Institute of Food Technologists, 525 W. Van Buren, Suite 1000, Chicago, Illinois 60607 USA, Tel: +1.312.782.8424, Fax: +1.312.782.0045, [info@ift.org](mailto:info@ift.org), [www.ift.org](http://www.ift.org).

➤ **AAFCO Annual Meeting**, August 1-4, 2007, Amway Grand Plaza Hotel, Grand Rapids, Michigan, USA. Contact: Gina Davis, Tel: +1.517.241.2084, [DavisG9@michigan.gov](mailto:DavisG9@michigan.gov), [www.aacomichigan2007.com](http://www.aacomichigan2007.com).

➤ **National Annual Pet Industry Trade Show**, September 16-17, 2007, Toronto, Ontario, Canada. Contact: Pet Industry Joint Advisory Council – Canada (PIJAC), 2442 St. Joseph Blvd., Suite 102, Ottawa, Ontario K1C 1G1 Canada, Tel: +1.613.834.2111, Fax: +1.613.834.4854, [executiveoffice@pijaccanada.com](mailto:executiveoffice@pijaccanada.com), [www.pijaccanada.com](http://www.pijaccanada.com).

➤ **GLEE/GLEE PETINDEX**, September 16-18, 2007, National Exhibition Center, Birmingham, England. Contact: Adam Ash, Tel: +1.609.921.0222, [reg@whitehoundadv.com](mailto:reg@whitehoundadv.com).

➤ **SuperZoo West**, September 18-20, 2007, Mandalay Bay Convention Center, Las Vegas, Nevada, USA. Contact: World Wide Pet Industry Association (WWPIA), Tel: +1.800.999.7295, [www.wwpia.org](http://www.wwpia.org).

➤ **Sizoo**, September 20-23, 2007, Barcelona, Spain. Contact: Tel: +34.93.233.2000, [www.sizoo.com](http://www.sizoo.com).

➤ **Short Course on Aquaculture Feed Extrusion**, September 23-28, 2007, Texas A&M University, College Station, Texas, USA. Contact: Dr. Mian Riaz, Tel: +1.979.845.2774, Fax: +1.979.458.0019, [mnraiz@tamu.edu](mailto:mnraiz@tamu.edu), [www.tamu.edu/extrusion](http://www.tamu.edu/extrusion).

➤ **PetSouth America**, September 26-28, 2007, Transamerica Expo Center, Sao Paulo, Brazil. Contact: VNU Business Media, Tel: +55.11.4613.2000, Fax: +55.11.4613.2001, [pet@vnu.com.br](mailto:pet@vnu.com.br), [www.vnu.com.br](http://www.vnu.com.br).

➤ **AACC Annual Meeting**, October 7-10, 2007, San Antonio Convention Center, San Antonio, Texas, USA. Contact: American Association of Cereal Chemists, 3340 Pilot Knob Road, St. Paul, Minnesota 55121-2097 USA, Tel: +1.651.454.7250, Fax: +1.651.454.0766, [aacc@scisoc.org](mailto:aacc@scisoc.org), [www.aaccnet.org](http://www.aaccnet.org).

➤ **PetExpo**, October 10-16, 2007, Melbourne Exhibition & Convention Center, Melbourne, Australia. Contact: Pet Industry Association of Australia Ltd. (PIAA), P.O. Box 7108, Baulkham Hills Business Center, Baulkham Hills N.S.W. 2153, Australia, Tel: +61.2.9659.5811, Fax: +61.2.9659.5822, [info@piaa.net.au](mailto:info@piaa.net.au), [www.piaa.net.au](http://www.piaa.net.au).

➤ **H.H. Backer Christmas Trade Show**, October 12-14, 2007, Donald E. Stephens Convention Center, Rosemont, Illinois, USA. Contact: H.H. Backer Associates Inc., 200 S. Michigan Ave., Suite 840, Chicago, Illinois 60604 USA, Tel: +1.312.663.4040, Fax: +1.312.663.5676, [hhbacker@hhbacker.com](mailto:hhbacker@hhbacker.com), [www.hhbacker.com](http://www.hhbacker.com).

For a complete list of 2007 events, visit **Petfood Industry Online** at [www.petfoodindustry.com](http://www.petfoodindustry.com)

Send meeting dates to Jessica Taylor Bond at [jbond@wattnet.net](mailto:jbond@wattnet.net). Include dates, location, contact name, address, phone, fax, E-mail and website.



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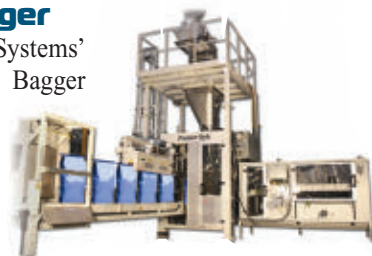
## Case erectors

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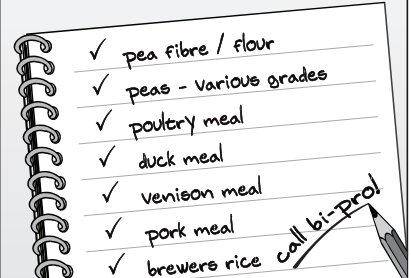
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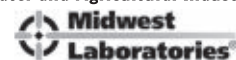
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## Extreme makeover: website edition

“Good morning! Your homepage has been chosen to receive a complete makeover.”

No, *Petfood Industry* has not taken a foray into reality television. But late last year the magazine staff, along with our company’s management, realized our website was badly in need of an overhaul—and with the growth of the global petfood market, the site was also deserving of the attention.

So, earlier this year we began planning a new site, built almost entirely from the ground up. The foundation of the new [PetfoodIndustry.com](http://PetfoodIndustry.com) is a wealth of content you can customize to fit your information needs.

### Content is king

On the site you’ll find articles from recent issues of the magazine along with archives going back to January 2005, plus content from our two E-newsletters, the biweekly *Pet E-news* and monthly *Nutrition News*. (To sign up for either, go to the site, click on Publications in the navigation bar near the top, then Subscribe. The form includes options for the magazine and both newsletters.)

The articles are easily accessible via key categories on the homepage such as Nutrition, Research and Topics (further broken down into important subjects like ingredients, palatability and packaging). The homepage also features our columnists and archives of their monthly offerings, plus regularly updated Industry News and New Products sections. All this content is fully searchable.

We believe one of the best features of the new site is that it allows you to

The foundation of the new site is a wealth of content you can customize.

— Debbie Phillips-Donaldson



choose the topics most important and interesting to you. You can register (for free) and fill out a profile that will then create a personalized homepage with content tailored to your choices. Your customized content can also reach you via E-mail if you subscribe to our RSS feed. (RSS stands for real simple syndication.)



**PetfoodIndustry.com now includes a discussion board where you can post comments and glean insights from your industry peers.**

As we continue to develop the site, we’ll add more content, including white papers, webinars and proceedings from Petfood Forum and Petfood Focus conferences. You can go to the website now to sign up for “showcasts”—PowerPoint presentations plus audio recordings—of some sessions from this year’s events.

### Community rules, too

Our industry is dynamic and vital, comprised of professionals with a breadth and depth of experience and insight to share. To encourage and facilitate that sharing, we’ve added a Discussion Board for users to comment on the hot topics of the day. (Or any topic you might have questions about or wisdom to impart.)

To read postings to date, go to [www.petfoodindustry.com](http://www.petfoodindustry.com), where you’ll see Discussion Boards right in the center, toward the top, of the homepage. To post comments or replies to others, you have to log in as a registered user; registration and participation on the board are free.

Future issues of the magazine will include comments from the Discussion Board, so we hope you’ll take advantage of it as a tool to network with your industry peers and to tell us what you think of the new website or the magazine. You can also send feedback to [editor@petfoodindustry.com](mailto:editor@petfoodindustry.com). We look forward to hearing from you soon.

*Phillips-Donaldson is editor-in-chief of Petfood Industry magazine. E-mail her at [dphillips@wattnet.net](mailto:dphillips@wattnet.net).*

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