

July 2008

# Petfood WATT Industry

[www.petfoodindustry.com](http://www.petfoodindustry.com)

## *Trends & predictions*

**Plus:**

**Worldwide petfood  
associations**

**Global pet trade  
show calendar**



# 2008

Petfood Industry  
**Buyer's Guide**

See pg. 30



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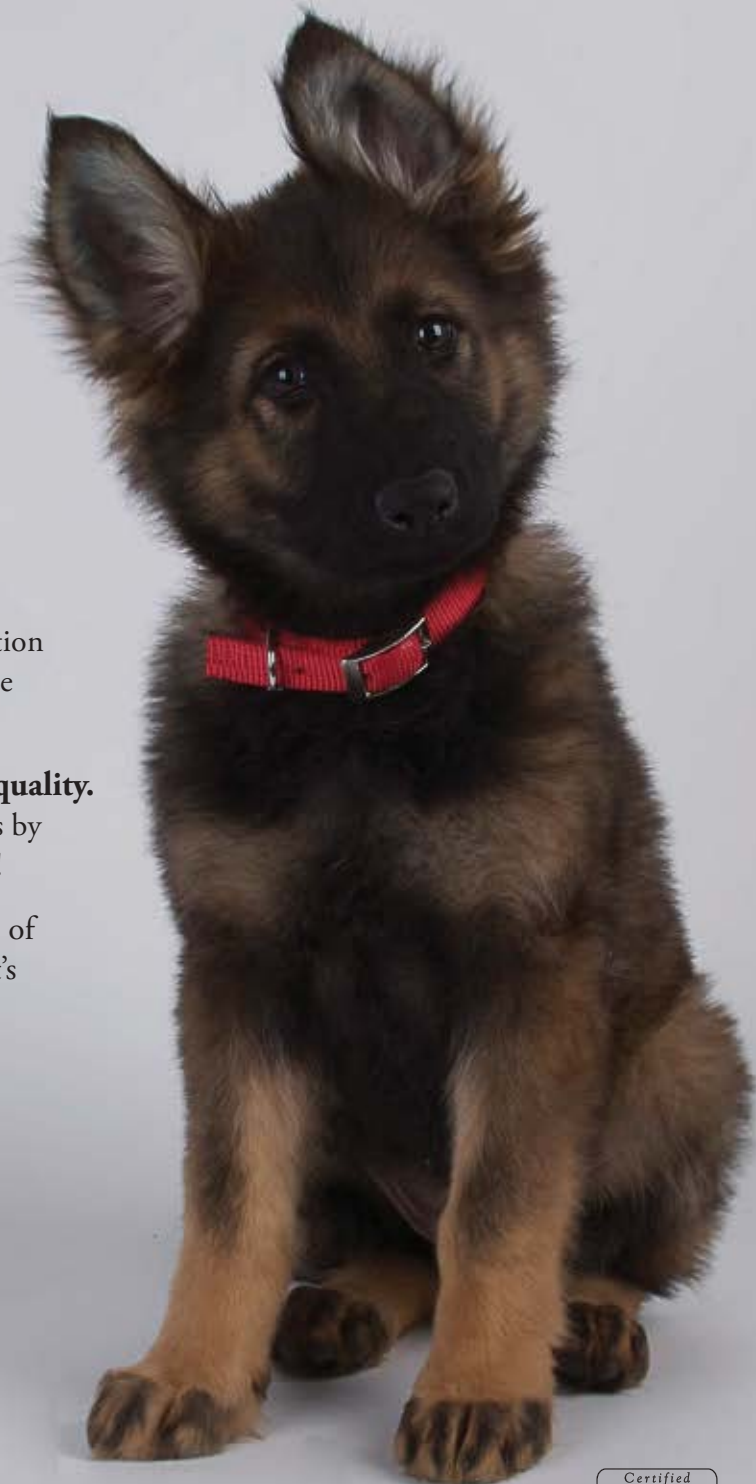
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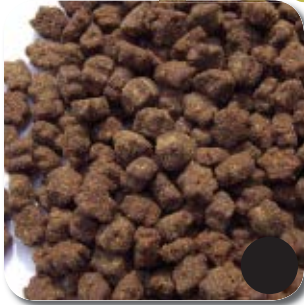
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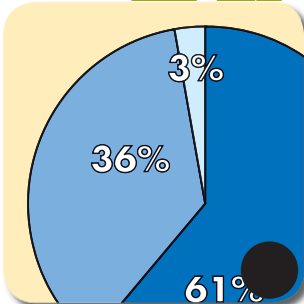
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Photo by—John Grossman,  
Images Photography

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### 1. PetfoodIndustry.com registration:

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<http://www.petfoodindustry.com/Members/SiteRegistration.aspx>



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### 2. Topics: List of topics pertaining to the articles presented by Petfood Industry, including: Ingredients, Palatability, Packaging, Processing/Production, Regulatory and Company Profiles.

<http://www.petfoodindustry.com/Topics.aspx>

### 3. General Forum: Visit the general forum and post new topics or respond to old ones. <http://www.petfoodindustry.com/Discussions.aspx?g=topics&f=782>

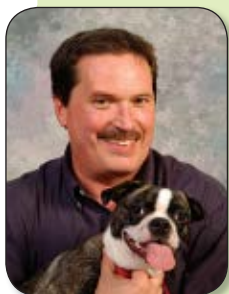
### 4. Industry News: Find the latest news relating to petfood from around the globe. <http://www.petfoodindustry.com/ListNews.aspx>

## Featured this month

### More market data

Check out the PowerPoint "Fallout from the recalls: Alternative petfoods" By David Lummis of Packaged Facts.

<http://www.petfoodindustry.com/08PFFfallout.aspx>



### Tim Phillips blog

Editor and DVM Tim Phillips addresses nutrition, regulations, processing and marketing in the petfood industry (available July 21).

<http://www.petfoodindustry.com>



### Perten Instruments at Petfood Forum 2008

See a demonstration of Perten Instruments' six second analyzer.

[www.petfoodindustry.com/08PFFperten.aspx](http://www.petfoodindustry.com/08PFFperten.aspx)



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# Insurance: Are you covered?

**T**his year's US\$30 million settlement of the Menu Food's petfood recall litigation was made possible by insurance coverage. The Topps Meat Co. was not so fortunate. The company slid into bankruptcy after 67 years in business due to the costs of recalling millions of pounds of meat at risk of being tainted with *E. coli*.

This past year drew massive attention to product safety issues. Several recalls, including petfood, have led to reduced public confidence in product safety. Companies struggling with product recalls have suffered from loss of reputation, damage to their brands and businesses and defense and liability costs.

## Product recall coverage

Product recall coverage shields companies from financial losses suffered as a result of a recall, such as:

- The cost of physically removing the product from retailer shelves;
- Storing or disposing of the product; and
- In some cases, the cost of rebuilding the company's reputation following a recall.

Menu Foods' petfood recall in 2007, the largest in history, reportedly cost US\$50 million. This insurance can sometimes be added to another policy to fill the gap where such claims are excluded. Be aware that most insurance policies allow for coverage of either the purchase price of the affected pet or the veterinary expenses involved—whichever is lowest.

## The company slid into bankruptcy after 67 years in business.

— Tim Phillips



### Six ground rules

Long before a risk becomes a reality, notes insurance expert Donna Wilson of Kelley Drye & Warren, consumer product companies (regardless of their place in the supply chain) should make insurance a key component of their risk management program by following these ground rules:

**1. Anticipate risks and insurance needs.** Make sure your company's risk management team and legal counsel meet at least annually to discuss risks and anticipated exposure, review past claims experience and analyze developments in the industry.

**2. Negotiate for the best coverage.** Seek competing bids and negotiate for the coverage needed if the insurance initially offered would not adequately protect your company.

**3. Avoid being penny-wise and pound-foolish.** Do not forego additional coverage without first taking the long view and carefully considering the risks of doing so.

**4. Procure sufficient insurance coverage.** Decide which policies your company should purchase. Consider the following:

- Comprehensive general liability coverage usually covers third-party claims for bodily injury or property damage. These policies typically require the insurer to defend lawsuits against the policyholder.

- First-party property coverage provides coverage for losses arising from damage to a company's own property.
- Product recall coverage—see box.
- Business interruption coverage covers losses due to the shutdown of a product line or the entire company, but often only applies where there also is physical damage.
- Directors and officers liability coverage typically covers defense and indemnity of claims alleging “wrongful acts” by company officers and directors.

**5. Seek supplier assurances.** Talk to your suppliers about purchasing sufficient insurance coverage.

**6. Carefully review your company's policies.** Your company's risk manager should review draft insurance policies before they are issued, paying close attention to potential exclusions. All policies should be copied electronically and secured off-site; do not rely on the broker alone to safeguard them.

### Do not accept “no”

In the event your company is denied coverage, be persistent. Do not accept “no” for an answer. ●

*Dr. Phillips is the editor of Petfood Industry magazine. He can be reached at Tel: +1.815.966.5544, E-mail: tphillips@wattnet.net.*



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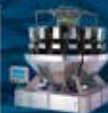


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## Quick hits

- ▶ Nano Pet Products LLC has added retailer Pet Food Express and distributor United Pacific Pet.
- ▶ Food Safety Net Services has expanded its chemistry testing capabilities. For details, visit [www.food-safetynet.com](http://www.food-safetynet.com).
- ▶ Exopack has named Gary McDaniel senior vice president and general manager of the plastics business.
- ▶ CHS Inc. has acquired Legacy Foods LLC.
- ▶ The North American Export Grain Association presented outgoing chairman Bill Hale of Cargill Inc. with the Amstutz Award.
- ▶ Corey Pet Foods has become the first Safe Quality Food certified petfood facility in the world, according to the company.
- ▶ Royal Canin USA launched its interactive “Knowledge Pet” function on [www.royalcanin.us](http://www.royalcanin.us).

## Pet owners seek class action status in petfood additives suit

According to [www.law.com](http://www.law.com), 30 pet owners are currently seeking class action status in a year-old lawsuit against leading petfood manufacturers, packers and their retailers. The plaintiffs claim foods they were feeding their pets “are made of wholly or partially of inedible garbage unfit for human consumption.” Among the ingredients in these petfoods, the plaintiffs claim, are “restaurant grease, road kill, hair, blood, pus, esophagi, chicken heads, feet and intestines, cow brains, excrement, fetal tissue, moldy grains, hulls, Styrofoam packaging from discarded supermarket meat, euthanized animals—including dogs and cats—and/or diseased dying, disabled and dead animals.” Lead plaintiffs’ attorney Catherine MacIvor said people think of their pets as family members and should be assured the food they are feeding them is not dangerous. The pet owners seek damages and injunctive relief to prevent petfood companies from advertising their product is akin to human food.

The petfood companies listed in the suit (in-

cluding Mars Petcare, Iams, Hill’s Pet Nutrition, Del Monte Foods, Nestlé Purina Petcare, Nutro Products and Natura Pet Products) contest that they are allowed to use words, such as “complete and balanced,” “veterinarian recommended” and “natural” in advertising as authorized by the Association of American Feed Control Officials (AAFCO) and approved by US Food and Drug Administration (FDA). The defense claims the allegations in the lawsuit castigating the entire petfood industry are culled from the Internet.

The lawsuit alleges defendants “humanize” petfood by, among other things, including pictures or drawings of human-grade ingredients. “Defendants’ marketing makes numerous deceptive and/or false claims,” the lawsuit alleges. Besides injunctive relief regarding the false and deceptive marketing and sale of petfood, the eight-count lawsuit claims—among other things—fraudulent misrepresentation and concealment, violation of Florida’s Deceptive and Unfair Trade Practice Act, negligence and unjust enrichment.



- ▶ The Manitoba Food Processors Association presented the 2008 President’s Award to Linda Pizzey, president and CEO of Pizzey’s Nutritionals.
- ▶ The petfood franchise Oscar was awarded 3rd place in the British Franchise Association’s 2008 Franchisor of the Year Awards.
- ▶ The USDA Economic Research Service has released its latest database at [www.ers.usda.gov/Data/FeedGrains](http://www.ers.usda.gov/Data/FeedGrains).
- ▶ Kevin Burns has been named Bill Barr & Co.’s vice president.
- ▶ Petland Inc. has recently expanded its franchise borders with the grand opening of a store in Shanghai, China.
- ▶ North State Flexibles has added George Mesaros to the pet care market sales team.
- ▶ SK Food International has relocated its office to 4666 Amber Valley Parkway in Fargo, North Dakota, USA.
- ▶ Euromonitor International has opened its new office in Dubai, United Arab Emirates.



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## AVMA approves policy changes on petfood

The executive board of the American Veterinary Medical Association (AVMA) recently approved policy changes relevant to companion ani-

mals in the areas of petfood. The board approved a policy on “petfood health claims” to replace the existing policy on “petfood therapeutic claims.” The council on biologic and therapeutic agents suggested the new policy, according to the AVMA, to add a recommendation that the Food and Drug Ad-

ministration (FDA) require petfoods with health claims to include a statement indicating that the FDA has not evaluated the claims.

The AVMA policy states the following: The AVMA recognizes that the FDA uses enforcement discretion in the oversight of certain petfood claims. Even though many of these foods could legally be considered drugs, certain claims are not FDA approved; consequently, efficacy for these products cannot be assured. Therefore:



- The AVMA encourages the petfood industry to act responsibly by only making health or therapeutic claims that are supported by quality scientific evidence.
- Veterinarians should assess relevant product information through principles of evidence-based medicine prior to using or recommending wellness or therapeutic petfoods.
- In the interest of pet safety, AVMA recommends the FDA require all petfood products with implied or explicit health or drug claims include a prominent statement on the label indicating that these claims have not been evaluated by the FDA.

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# PETFOOD INDUSTRY GLOBAL

**Australian petfood to get an extra helping of camel?** The Northern Territory Parks and Wildlife Service of Australia is pushing for feral camels to become the new pet meat. Spokesman Glenn Edwards says kangaroos are commonly used for animal food but a recent drought in the country has caused a population decrease and an increase in ingredient prices.



Pastoral farmers are also concerned about the booming camel numbers, as more than a million currently roam across Central Australia. Edwards says there is certainly enough demand for camels to become a viable option. "Processors are looking for cheap protein to go into petfood. Obviously they're looking at camels and there are small operations already happening where camels are used for petfood."

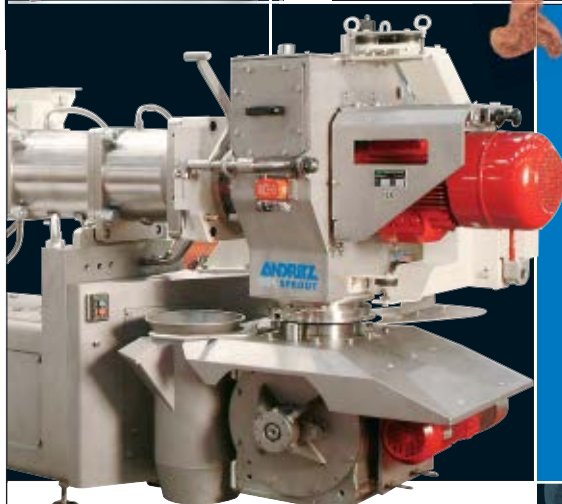
**Interzoo closes with record results.**

The 30th Interzoo closed on May 25, 2008, with 13% more exhibitors and around 9% more visitors from over 110 nations. Over 1,400 exhibitors from 54 countries provided information on petfood, grooming aids, accessories and services to more than 37,000 trade visitors in a record total exhibition space of over 89,000 square meters.

New product trends were presented mainly in the areas of healthy, organic nutrition. At around €3.3 billion (US\$5.1 billion) Germany is one of the leading pet supplies markets in Europe. Throughout Europe last year pet owners spent around €18 billion (US\$27.85 billion) on their pets. Over 70% of sales in the German pet supplies market were accounted for by petfood. The lion's share of petfood—around 69%—is purchased by pet owners from the food retail trade, drug stores and discounters.



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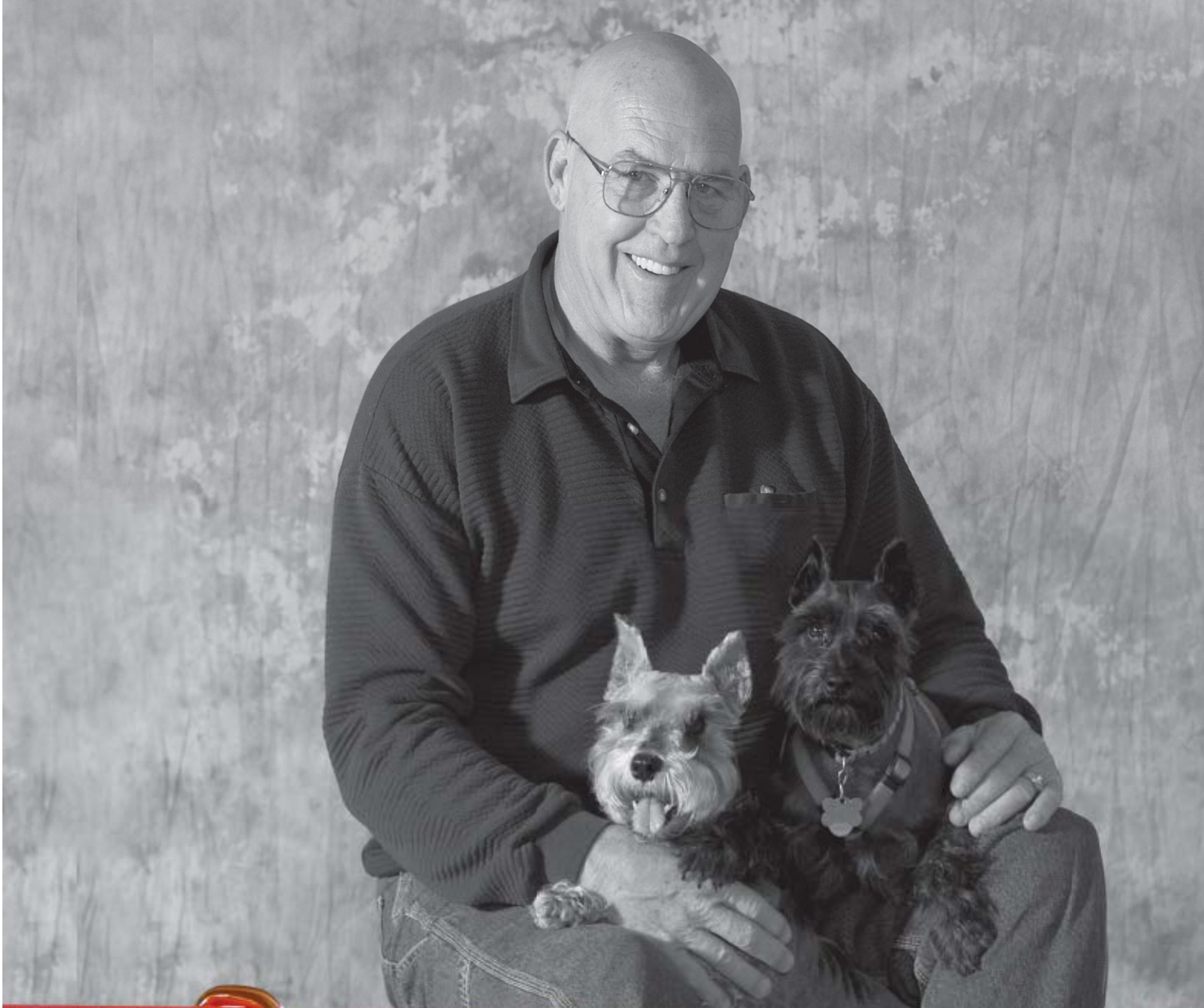
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## New twist on an old tradition in advertising

Marketers are developing programs in the United States that are centered on their products. One example of this trend is a new venture from Meow Mix. The Meow Mix line of cat food from Del Monte Foods is underwriting a game show for the Game Show Network cable channel that will test how well cat owners understand their pets—and vice versa. This venture is an example of the trend called branded entertainment, or branded content, and it is intended to embed a product in the plot of a show, making it more memorable than it would be if it merely made a brief appearance.

Unlike a product pitched in a commercial, a product marketed through branded entertainment is almost always noticed because it

is an intrinsic part of the show. With a nod to predecessors like “The Dinah Shore Chevy Show” and “Coke Time With Eddie Fisher,” the Meow Mix program will be called “Meow Mix Game Show.”



Auditions are being held in eight cities for cat owners and their pets. Cups bearing the brand’s logo will be on the judges’ table at the auditions. The gesture is intended as a wink at the branded Coca-Cola cups that are ever present on “American Idol,” according to Joe Tuza, vice president of marketing at Del Monte.

## Petfood settlement reached, gets initial approval

A Camden, New Jersey, USA, judge granted initial approval to the settlement in which companies that manufactured or sold contaminated petfood would compensate pet owners for all costs related to the death or illness of their dogs and cats. A final hearing on the US\$24 million settlement is scheduled for October 14, 2008, according to the Associated Press. The US\$24 million sum is in addition to the US\$8 million already paid to some pet owners.

The settlement doesn’t pay pet owners for pain and suffering from injuries to their pets. Rather, it allows pet owners to apply for expenses associated with deaths and illnesses, including the costs of veterinarians, time missed from work to

care for sick animals, replacement pets, burial expenses and even property damaged because animals got sick. The companies, including Menu Foods, will create a fund allowing consumers to recover up to 100% of their money damages, if they can document their claims, lawyers representing both sides said. Pet owners can request up to US\$900 for undocumented claims in case they didn’t save all their receipts. Owners can also be reimbursed if they had their dogs screened for contaminated food—even if they turned out to be healthy. Plaintiffs lawyers are seeking US\$6 million of the settlement in fees. Money left over after all claims are paid is to go to animal-welfare charities.

## FDA delays implementation of the Reportable Food Registry

In the May 27, 2008, *Federal Register*, the Food and Drug Administration (FDA) announced it is delaying until spring 2009 the implementation of the Reportable Food Registry mandated under the FDA Amendments Act of 2007. The FDA Amendments Act is the law enacted last September that requires FDA to establish a Web-based electronic portal that persons registered with FDA under the Bioterrorism Act of 2002 (including food,

feed and feed ingredient manufacturers) are required to use to report adulteration incidents for products that have left their control and that meet the threshold of posing a “reasonable probability” of causing “serious adverse health consequences or death to humans or animals.”

FDA is required to implement the Reportable Food Registry by September 27, 2008. However, the agency is using its discretionary authority to delay

implementation so the registry can be integrated with its new business enterprise system (Web-based computer interface) currently being developed. FDA states that this system is expected to be operational in spring 2009, at which time reporting will be required.

FDA states in its *Federal Register* notice that it acknowledges that reporting will not be required until the electronic portal is activated. However, the agency said that during the

“interim,” it “strongly encourages” persons to continue to report incidents of adulterated food, feed or feed ingredients through existing mechanisms, such as FDA district offices. In the *Federal Register* notice, FDA also poses four questions on which it seeks comments by August 11, 2008, including obstacles the regulated industry anticipates having in complying with the requirement to report adulteration incidents through the registry.





## PFI defeats California bill

The Pet Food Institute (PFI) worked closely with the California Manufacturers and Technology Association and Grocery Manufacturers Association to defeat a proposal in California, USA that would have required a telephone number and country of origin information on petfood labels. The bill SB 1773 was authored by Senator

Corbett and initially would have required that country of origin information for all ingredients be listed on petfood labels. Later the bill was amended to require that country of information be listed on company Web sites, another requirement that PFI opposed.

In California, bills estimated to cost the state more

than US\$50,000 per year undergo an additional approval process in the Appropriations Committee called suspense. PFI and ally organizations convinced the Appropriations Committee through strategic lobbying and information provided that the cost of the bill would be significantly higher than the threshold, thus detaining the bill in the suspense process. The Appropriations

Committee reviewed the bills authored by Senator Corbett and decided not to release SB 1773. There is still a bill in California—PFI calls it “problematic”—that would ban the use of perfluorochemicals, substances often used as a grease barrier in multi-wall packaging, that is progressing through the legislative process. PFI is currently working with a coalition to oppose the bill.

## Royal Canin steps up quality control in response to critics

Royal Canin Canada plans to enhance quality control programs at its petfood plants. Brent Matthew, the company’s veterinary division director, said an infrared system will monitor incoming ingredients to determine if they require further examination and sorting. Other measures will also ensure finished products meet new standards before entering the market, according to Matthew.

During last year’s recalls, a line of Royal Canin Canada specialty foods was affected and the company is taking great lengths

to make sure such a catastrophic event doesn’t occur again. “Yes, our company has been hurt. Yes, we have to face where we are responsible, even though we are not guilty,” said Xavier Unkovic, chief executive of Royal Canin Canada. “But we also have to protect our customers, and this is what we are doing now. We learned the hard way. Believe me, that was tough for all of us.”



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# New on the Shelves

Find more new products at [www.petfoodindustry.com](http://www.petfoodindustry.com). To submit products, contact Eric Eyberger, Tel: +1.815.966.5512, Fax: +1.815.968.0941, [eyberger@wattnet.net](mailto:eyberger@wattnet.net).



## « Carb-free petfood

Released recently at Interzoo, this extruded zero-carbohydrate pet food is the first in the world, according to manufacturer GA Pet Food Partners. The No-Carb formulation comprises 80% chicken (including fresh) and boasts a 50% protein level, according to the company. GA Pet Food also states the food is ideal for cats and other obligate carnivores (such as ferrets), whose natural diet consists of no or low carbs.

[www.ga-petfoodpartners.co.uk](http://www.ga-petfoodpartners.co.uk)

## New flavors for dogs to try »

A Dog's Life has announced two new flavors in its organic line of dog treats: Steak Frites and Quattro Formaggio. That brings the total product line to six organic flavors. According to the company, each flavor is made with US sourced organic ingredients, hand-baked in small batches and packed in convenient, re-sealable bags.

[www.adogslife.net](http://www.adogslife.net)



## « Cold Logic, healthy pets

Nature's Logic Raw Frozen cat and dog food are different from other brands of frozen petfood because water is removed from the vegetables and fruits before they are added. This process results in a higher amount of calories, nutrients and more food per pound for both the consumer and pet, according to the company. Nature's Logic says its complete line including Raw Frozen contains the first completely holistic petfoods, free of synthetic vitamins and minerals.

[www.natureslogic.com](http://www.natureslogic.com)

## Patties with the power of tripe »

Power Patties from Dr. Harvey's are treats for both cats and dogs. Made from tripe (the stomach lining and contents of cattle), the Power Patties are a healthy addition into a pet diet, states the company. According to the company, such benefits include the addition of needed and beneficial vitamins, minerals and digestive enzymes, proper calcium/phosphorus balance and essential amino acids and fatty acids.

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# Trends & predictions

## Indicators bode well for the ongoing expansion of the global petfood market

**M**arket researcher David Lummis of Packaged Facts contends that there are three primary trends driving growth in the global petfood market: humanization, convenience and health (Figure 1). Another perspective, used to predict the industry's future to 2012, comes from a 2007 Euromonitor report citing these top worldwide trends:

**Upscale private label.** Private label petfood products are encroaching upon premium and mid-priced segments in developed markets. Petfood superstores are particularly well placed to exploit this trend.

**Origin and traceability.** Now in the forefront, due to the spring 2007 recalls in North America, are issues such as the quality and tractability of ingredients.

**Economy products thrive.** In developing economies, much of the growth in petfood sales will come from the economy segment, as increasing numbers of people are lifted out of poverty.

**Premium opportunities.** In developing petfood markets, there will be potential for premium products in certain locations including Moscow, Beijing, Shanghai, Mexico City and Rio de Janeiro.

**Freshness advantage.** One strategy that indigenous firms in developing markets can use to gain an advantage over foreign rivals at the very top end of the premium segment is to market their products in terms of their freshness.

### Growth by region

Worldwide retail sales of dog and cat food topped US\$45 billion in 2007, according to Euromonitor International (Packaged Facts estimates US\$46 billion). That's a total growth of nearly 43% from the 2002 amount of US\$31.57 billion. Euromonitor projects 2012 global retail sales of dog and cat food will be US\$52 billion. Following are estimates of growth rates for various regions.

**Latin America.** Sales of dog and cat food in Latin America grew a remarkable 107.2% from 2002 to 2007, to a total

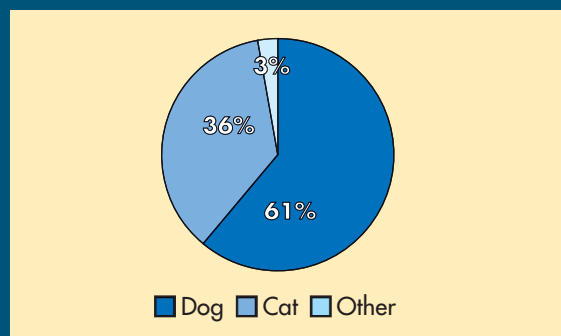
**Figure 1. Market drivers**



The three primary trends driving global petfood market growth.

Source: Packaged Facts ([www.packagedfacts.com](http://www.packagedfacts.com)).

**Figure 2. US\$46 billion**



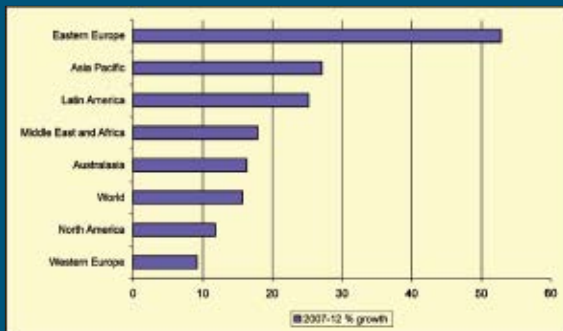
Petfood global market value in 2007. Dog food sales accounted for US\$28.3 billion; cat food sales were US\$16.9 billion.

Source: Packaged Facts ([www.packagedfacts.com](http://www.packagedfacts.com)).





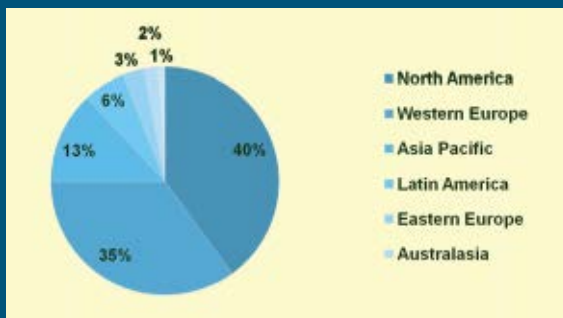
**Figure 3. Growth by region**



In 2007, petfood market growth in Eastern Europe, Asia and Latin America led the pack of regional markets.

Source: Euromonitor ([www.euromonitor.com](http://www.euromonitor.com)).

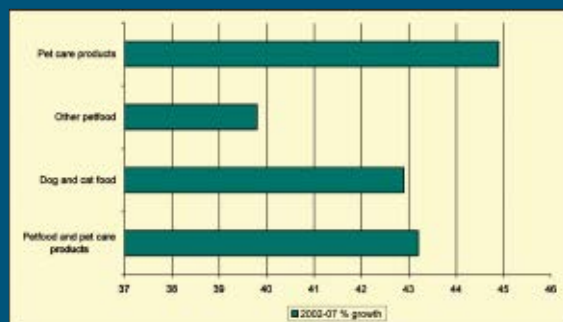
**Figure 4. Regional shares**



North America and Western Europe accounted for 70% of the global petfood market in 2007. However, other regions are growing more quickly.

Source: Packaged Facts ([www.packagedfacts.com](http://www.packagedfacts.com)).

**Figure 5. Pet care products boom**



Global pet care products sales grew 44.9% from 2002 through 2007. Dog and cat food sales grew 42.9% during the same period.

Source: Euromonitor ([www.euromonitor.com](http://www.euromonitor.com)).

of US\$5.04 billion. Growth is expected to continue at 26.5% to a total of US\$6.37 billion by 2012. Hot growth countries for petfood include Mexico and Brazil, which together account for 78% of the Latin American pet market.

**Eastern Europe increased sales nearly 200% from 2002 to 2007.**

**Western Europe.** Euromonitor figures show total Western European cat and dog food sales at US\$14.47 billion in 2007, up from US\$10.16 billion in 2002. Growth is projected to continue at 7.6% between now and 2012, to a total of US\$15.57 billion. France, Germany and the UK combined represent 60% of the total.

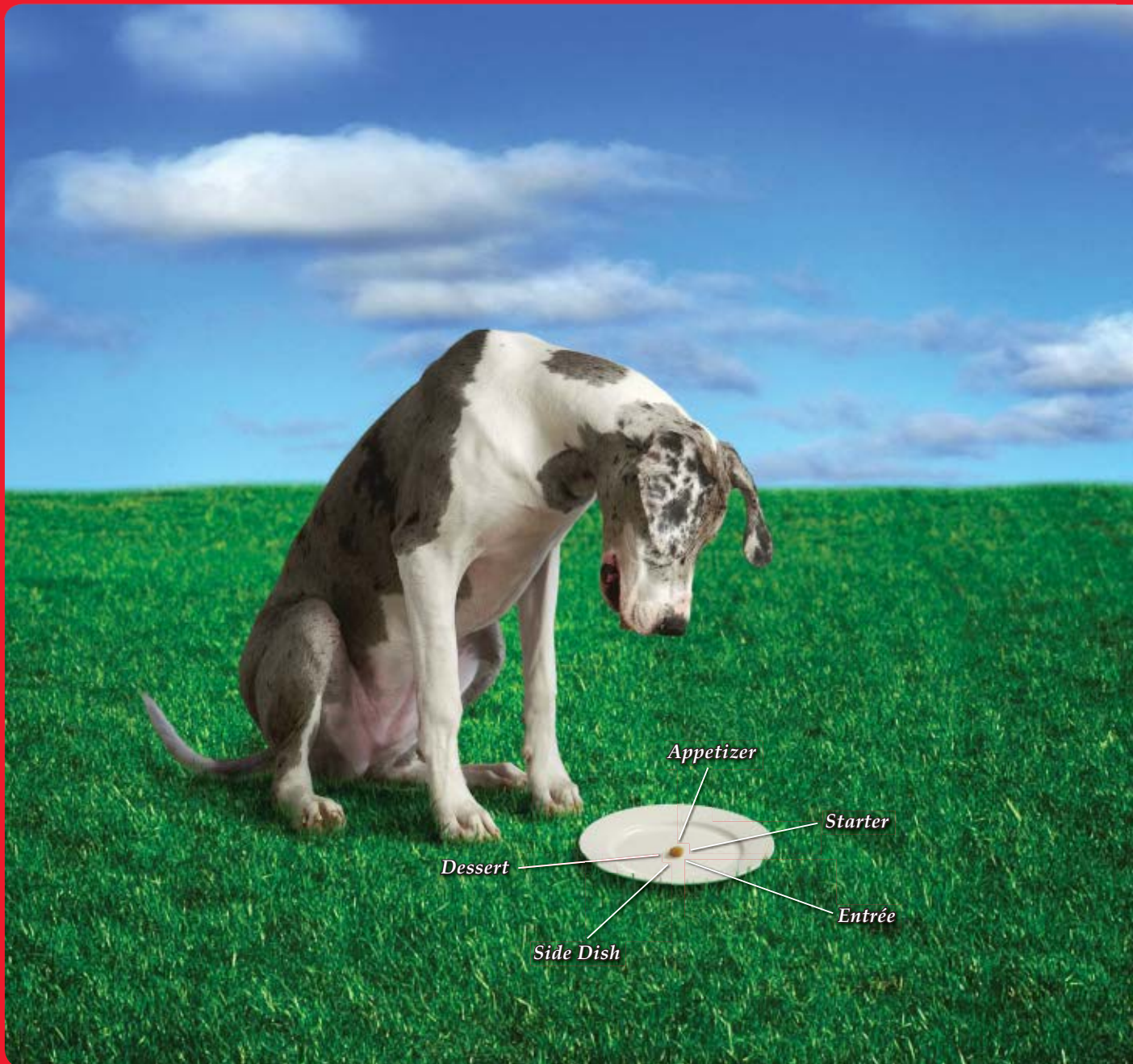
**Eastern Europe.** One of the fastest petfood growing markets, Eastern Europe increased sales nearly 200% from 2002 to 2007, and Euromonitor projects it to grow another 56% between now and 2012. That would put total retail sales for cat and dog food at US\$3.95 billion, up from US\$2.54 billion in 2007. Influencing factors include increasing levels of disposable income, changing perceptions of pets, increased demand for prepared petfood rising urbanization and improved distribution infrastructure. Currently Poland and Russia comprise 64% of the Eastern European market.

**Asia.** Asia is a tale of two petfood markets: developed countries like Japan (70% of the Asian market), South Korea and Singapore, and developing areas like China, India and Vietnam. Countries such as Thailand fall somewhere in between. As a region Asia-Pacific has grown 21% in cat and dog food sales over the past five years, to a total of US\$4.41 billion, and is projected to grow at the same rate until 2012, reaching US\$5.33 billion.

**US petfood sales surge**

The total US market for petfood and supplies, adjusted for inflation, grew to US\$24.9 billion, 34% from 2002-2007, according to a Mintel report ([www.mintel.com](http://www.mintel.com)). The study attributes some of that growth to pet owners spending more on products for their pets that are less utilitarian and more fun. Consumers are also becoming more discerning about the quality and makeup of products they feed their pets in light of the wide-scale petfood recall that began in March 2007. Mintel expects the market to continue dynamic growth through 2012 as consumers continue to treat their pets as well as, or better than, they treat themselves.

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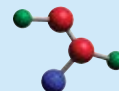
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## Useful links

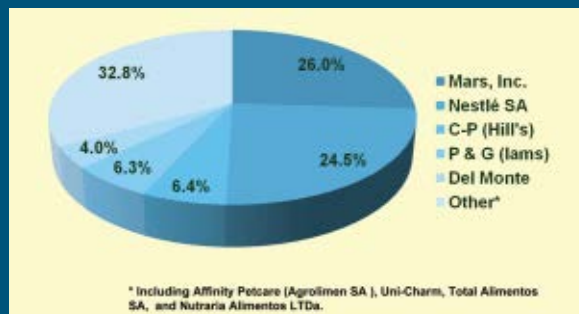
Petfood Industry offers a wide variety of market update articles and presentations, including:

1. Global growth continues  
([www.petfoodindustry.com/0805PETgrowth.aspx](http://www.petfoodindustry.com/0805PETgrowth.aspx))
2. Rising from the recall wreckage  
([www.petfoodindustry.com/0804PETrecall.aspx](http://www.petfoodindustry.com/0804PETrecall.aspx))
3. Natural sales rising  
([www.petfoodindustry.com/0803PETnatural.aspx](http://www.petfoodindustry.com/0803PETnatural.aspx))
4. Top 10 global petfood leaders  
([www.petfoodindustry.com/0801PETtop10.aspx](http://www.petfoodindustry.com/0801PETtop10.aspx))
5. US petfood sales go boom  
([www.petfoodindustry.com/0711PETboom.aspx](http://www.petfoodindustry.com/0711PETboom.aspx))

### Petfood Forum 2008 presentations

6. Alternative petfoods: recall fallout  
([www.petfoodindustry.com/08PFFfallout.aspx](http://www.petfoodindustry.com/08PFFfallout.aspx))
7. Global new product trends  
([www.petfoodindustry.com/08PFFglobal.aspx](http://www.petfoodindustry.com/08PFFglobal.aspx))
8. The natural and organic markets  
([www.petfoodindustry.com/08PFFnatural.aspx](http://www.petfoodindustry.com/08PFFnatural.aspx))
9. Private label petfoods  
([www.petfoodindustry.com/08PFFprivate.aspx](http://www.petfoodindustry.com/08PFFprivate.aspx))
10. Focus on petfood retailing  
([www.petfoodindustry.com/08PFFretail.aspx](http://www.petfoodindustry.com/08PFFretail.aspx))

Figure 6. Company leaders



In 2007, Mars and Nestle had just over 50% of the global petfood market.

Source: Packaged Facts ([www.packagedfacts.com](http://www.packagedfacts.com)).

For its report, Mintel commissioned exclusive consumer research through Greenfield Online to explore pet ownership and care. Fieldwork was conducted in May 2007 among a nationally representative sample (weighted against the total population for estimation) of 2,000 adults aged 18+. The report also includes data from Simmons Research, using the National Consumer Survey (NCS) and IRI's Infoscan data. Wal-Mart sales are not included in the IRI data, but Mintel estimates US sales of petfood and supplies through Wal-Mart will be \$3.7 billion in 2007, accounting for 15% of sales. Value figures are at retail selling prices (rsp) excluding sales tax.



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## Key findings

**Hispanic outreach.** Hispanics, a quickly growing part of the US market, are more likely than non-Hispanics to own a dog. Marketers should consider more outreach through channels that Hispanics are apt to use.

**Changing channels.** Mass merchandisers command 34.5% of the total market for petfood and supplies, compared to 22% for supermarkets and 19% for pet specialty stores. Mass merchandiser prices are 13-18% lower than the prices in traditional supermarkets, according to *Progressive Grocer*. On the other hand, pet specialty stores offer a “warm and fuzzy” shopping experience and frequent shopper programs.

**Pets as reflection of self.** The shifting perception of the family pet, from companion to reflection of oneself, continues unabated. Pet owners are increasingly interested in products and services on the higher end of the pet care spectrum.

## Most popular US brands

Mintel reports that Simmons NCS data indicate that in US households, between January and October 2006, the most popular brands for these petfood segments were as follows.

### Dry dog foods

- Pedigree (Mars)...16%
- Iams (P&G)...12 %
- Ol' Roy (Wal-Mart)...12 %
- Kibbles n Bits (Del Monte)...11 %
- Purina Dog Chow (Nestle Purina)...9 %
- Hill's Science Diet (Colgate)...8%
- Beneful (Nestle Purina)...8%

### Wet dog foods

- Pedigree (Mars)...37%
- Alpo (Nestle Purina)...28%
- Mighty Dog (Nestle Purina)...11%
- Cesar (Mars)...7%
- Iams (P&G)...6%
- Hill's Science Diet (Colgate)...6%
- Skippy (Del Monte)...3%

### Dry cat foods

- Friskies (Nestle Purina)...17%
- Meow Mix (Del Monte)...15%
- Purina Cat Chow (Nestle Purina)...15%
- Iams (P&G)...11%
- 9Lives (Del Monte)...8%
- Purina One (Nestle Purina)...8%
- Whiskas (Mars)...8%

### Wet cat foods

- Friskies (Nestle Purina)...38%
- 9Lives (Del Monte)...31%
- Fancy Feast (Nestle Purina)...30%
- Whiskas (Mars)...18%
- Hill's Science Diet (Colgate)...4%
- Iams (P&G)...4%
- Sheba (Mars)...3%

Figure 7. Forecast factors



In a 2007 survey of global petfood executives, 66.7% ranked new product trends as very important to the development of the global petfood industry during the next five years.

Source: Packaged Facts/Petfood Industry ([www.packagedfacts.com](http://www.packagedfacts.com)).

## Market drivers

**Pet populations.** According to the American Pet Products Manufacturers Association, there are approximately 88 million pet cats in the US today. Cats outnumber dogs by 14 million; however, the number of dogs increased 1.2% between 2005 and 2007, and the number of cats declined by 2.4% during that period.

**Green products.** Pro-environmental products and services for pets seem to have an especially bright future. Expect taglines like “Love your pet; Love your Earth.”

## Euromonitor projects the 2012 global retail sales of dog and cat food of US\$52 billion.

**Obesity solutions.** Pet owners are addressing pet obesity much as they would for themselves, creating opportunities for both traditional weight loss solutions and weight loss “shortcuts” for pets. Mimicking some human weight loss solutions, such as Jenny Craig for dogs, could be beneficial.

**Ageing pets.** A significant percentage of US pets have reached the mature lifestage—15% of dogs and 17% of cats are over the age of 11. More pet owners will be purchasing more expensive life-stage and condition-specific foods, supplements and treats, like those that address joint and digestive health, as well as those that maintain vision.

## Happy days

Mintel uses the SPSS to forecast the market to 2012. SPSS correlates historic data with key economic and demographic factors. Mintel expects US sales of petfood and supplies to rise to US\$35.3 billion by 2012, an increase of 26% (adjusted for inflation).



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# Petfood manufacturer associations

The following is a partial list of petfood manufacturer trade associations around the world. If you know of a petfood manufacturer association not listed, please send details to: Tim Phillips, *Petfood Industry*, 303 N. Main St. Suite 500, Rockford, IL 61101 USA, Tel: +1.815.966.5544, Fax: +1.815.968.0941, E-mail: tphillips@wattnet.net. To view the full list of petfood trade associations, please visit [www.petfoodindustry.com/0807PETtrade.aspx](http://www.petfoodindustry.com/0807PETtrade.aspx).

## USA

### American Feed Industry Assn

Contact: Jarrod Kersey  
2101 Wilson Blvd., Suite 916  
Arlington, VA 22201  
703.558.3565  
Email: [jkersey@afia.org](mailto:jkersey@afia.org)  
[www.afia.org](http://www.afia.org)

### Pet Food Institute

Contact: Kurt Gallagher  
2025 M St NW Ste 800  
Washington, DC 20036-5831, USA  
1.202.367.1120  
Fax: 1.202.367.2120  
Email: [kurt@petfoodinstitute.org](mailto:kurt@petfoodinstitute.org)  
[www.petfoodinstitute.org](http://www.petfoodinstitute.org)

## AUSTRALIA

### PFAA

Contact: John Aird, executive manager  
PO Box 5076  
Wonga Park, VIC 3115, Australia  
613.9722.1857  
Fax: 613.9722.2146  
Email: [pfaa@ozemail.com.au](mailto:pfaa@ozemail.com.au)  
[www.pfaa.com.au](http://www.pfaa.com.au)

## BELGIUM

### FEDIAF- European Pet Food Manufacturers Association

Contact: Thomas Meyer  
Ave Louise 89  
1050 Brussels, Belgium  
32.2.5360520  
Fax: 32.2.5378469  
Email: [tmeyer@fediaf.org](mailto:tmeyer@fediaf.org)  
[www.fediaf.org](http://www.fediaf.org)

## BRAZIL

### ANFAL

Contact: Wendel Nogueira  
Rua Claudio Soares 160  
05422-030 Pinheiros, SP  
Brazil  
55.11.3541.1760  
Fax: 55.11.210.9216  
Email: [wendel@anfalconpet.org.br](mailto:wendel@anfalconpet.org.br)  
[www.anfalconpet.org](http://www.anfalconpet.org)

## CANADA

### PFAC

Contact: Martha Wilder  
2528 Bayview Ave  
PO Box 35570  
Toronto, ON M2L 2Y4  
Canada  
1.416.447.9970  
Fax: 1.416.443.9137  
Email: [wilder@bellnet.ca](mailto:wilder@bellnet.ca)  
[www.pfac.com](http://www.pfac.com)

## DENMARK

### DLF

Contact: Marlene Frandsen  
Kronprinsessegade 34  
DK-1306 Copenhagen K  
Denmark  
45.33.139292  
Fax: 45.33.911375  
Email: [marlene.frandsen@dansk-dlf.dk](mailto:marlene.frandsen@dansk-dlf.dk)  
[www.dansk-dlf.dk](http://www.dansk-dlf.dk)

## GERMANY

### IVH

Contact: Alfred Siessegger,  
secretary general  
Postfach 110626  
D-40506 Dusseldorf  
Germany  
49.211.594074  
Fax: 49.211.596045  
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[www.assalzoo.it](http://www.assalzoo.it)

## JAPAN

### PFFTA

Contact: Hisahi Ishiyama, chairman;  
Ken Ohno, secretary general;  
11F Totate International Bldg  
2-12-19 Shibuya Shibuya-ku  
Tokyo 150-8343  
Japan  
81.3.3486.7017  
Fax: 81.3.3486.7112  
Email: [message@pffta.org](mailto:message@pffta.org)

## NETHERLANDS

### NVG

Contact: Marjolein Engelen  
PO Box 693  
4200 AR Gorinchem  
Netherlands  
31.183.645.023  
Fax: 31.183.621.161  
Email: [nvg@zpg.nl](mailto:nvg@zpg.nl)  
[www.nvg-diervoeding.nl](http://www.nvg-diervoeding.nl)

## POLAND

### Polkarma

ul Gozyczynskiego 28 A  
02-610 Warszawa  
Poland  
48.22.646.8818  
Fax: 48.22.646.9755

## PORTUGAL

### ALIAN

Avda da Republica 62-f-6°  
Lisboa 1050-197  
Portugal  
351.21.79.69.692  
Fax: 351.21.79.38.576  
Email: [alian@apan.pt](mailto:alian@apan.pt)

## SOUTH AFRICA

### PFIASA

Contact: Barry R. Hundley  
3245 Hilton  
PO Box 1027  
3245 Hilton  
South Africa  
27.033.3432.874  
Fax: 27.033.3434.669  
Email: [pfi-sa@iafrica.com](mailto:pfi-sa@iafrica.com)  
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## SPAIN

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34.91.3692134  
Fax: 34.91.3693967  
Email: [anfaac@anfaac.com](mailto:anfaac@anfaac.com)  
[www.anfaac.com](http://www.anfaac.com)





# How petfood is regulated

Globally, petfood manufacturer associations are a good source of regulatory information—for contact details, see the facing page. The following details the regulation of petfood in the US.

## FDA and AAFCO

The authority to regulate petfood is vested in federal and state law. The federal agency responsible for animal feed regulation is the US Food and Drug Administration (FDA), which regulates animal feed, including petfood, under the Federal Food, Drug and Cosmetic act and Federal Code, Title 21. Each state has a program responsible for regulating livestock feed and petfood, under the laws and rules of their specific jurisdiction, usually associated with the State Departments of Agriculture.

A third entity, known as the Association of American Feed Control

Officials (AAFCO), is important to an understanding of how the feed regulatory system works. AAFCO itself has no regulatory authority, although its members are FDA representatives and state feed control officials.

AAFCO has established a uniform code, known as the Model Bill. This bill serves as the standard on which states base their feed laws and regulations to

**Federal authority is primarily concerned with interstate feed distribution.**

maintain a substantial degree of uniformity throughout the US. AAFCO also has established uniform definitions of numerous feed ingredients to provide a common understanding of what is used in animal feeds.

While the roles of the FDA and the state feed control programs overlap, there are differences. Federal authority

is primarily concerned with interstate feed distribution and state authority is involved with products distributed within their jurisdiction. There is a tremendous amount of cooperative activity between the FDA and states through information exchange, cooperative agreements, contracts and grants. The state feed control officials do perform the major portion of the regulation of feed and petfood products within their jurisdictions.

## Federal and state requirements

State and federal law and regulations enumerate many requirements for petfood, including the requirements that the products be unadulterated and correctly labeled. Specific activities which both systems engage in include:

- Marketplace monitoring of products and labeling;
- Process control inspections at facilities manufacturing animal feeds formulated with drugs;
- Inspections for compliance with the ruminant feed ban;
- Inspection of ingredient manufacturers and complete feed manufacturers; and
- Investigations of adulteration and misbranding issues and product sampling.

AAFCO has been pressing for and has drafted model language designed to enhance the process control requirements and inspections for non-medicated feed, which includes specific process control points for plants that manufacture petfood and specialty petfoods. Says David Syverson, chair of the AAFCO Petfood Committee, “it is AAFCO’s hope that petfood industry embraces this very necessary enhancement to feed safety.” ●

## Much more info

These websites provide valuable resources.

**FEDIAF.** The website for the umbrella organization for European petfood manufacturer associations ([www.fediaf.org](http://www.fediaf.org)) contains its *Guide to good practice for the manufacture of safe petfood* and *Nutritional guidelines for complete and complementary petfood for cats and dogs*.

**FDA.** The US Food and Drug Administration website ([www.fda.gov/cvm](http://www.fda.gov/cvm)) explains how it regulates petfood and how petfoods are labeled.

**AAFCO.** The Association of American Feed Control Officials website ([www.aafco.org](http://www.aafco.org)) includes a directory of state feed control officials, a Q&A on petfood regulations and relevant AAFCO PowerPoint presentations.

**USDA.** The US Department of Agriculture website ([www.usda.gov/wps/portal/usdahome](http://www.usda.gov/wps/portal/usdahome)) includes a report from its Organic Petfood Task Force.

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IMPORTANT  
EVENTS

## Annual petfood and pet trade calendar

AHVMA Annual Conference, October 11-14, 2008, John Ascuaga's Nugget Casino Resort, Reno, Nevada, USA. Contact: AHVMA Offices.

Wild West Veterinary Conference, October 15-19, 2008, Grand Sierra Resort, Reno, Nevada, USA. Contact: Wild West Veterinary Conference Registration Center.

AFIA Equipment Manufacturers Conference, November 6-8, 2008, Hyatt Regency Hotel, Savannah, Georgia, USA. Contact: AFIA.

12<sup>th</sup> Annual China International Pet Show (CIPS), November 6-9, 2008, Beijing Exhibition Center, Beijing, China. Contact: Mr. Harry Hao, China Great Wall International Exhibition Co. Ltd.

Pack Expo International, November 9-13, 2008, McCormick Place, Chicago, Illinois, USA. Contact: PMMI.

2<sup>nd</sup> Annual International Pet Conference, November 13-14, 2008, Amsterdam, The Netherlands. Contact: Dähne Verlag GmbH.

International Poultry and Feed Expo, January 28-30, 2009, Georgia World Congress Center, Atlanta, Georgia, USA. Contact: IPE.

India International Pet Trade Fair, January 30-February 1, 2009, Delhi International Expocentre Noida, Delhi, India. Contact: Mr. Binoy Sahee, IIPFT.

19<sup>th</sup> Annual Feeds & Pet Food Extrusion Short Course, February 1-6, 2009, Texas A&M University.

Global Pet Expo, February 12-14, 2009, Orange County Convention Center, Orlando, Florida, USA. Contact: APPMA.

H.H. Backer Spring Trade Show, April 3-5, 2009, Atlantic City, New Jersey, USA. Contact: H.H. Backer Associates Inc.

Petfood Forum, April 20-22, 2009, Hyatt Regency O'Hare, Chicago, Illinois, USA. Contact: WATT Publishing Co.

Petfood Focus, April 22-23, 2009, Hyatt Regency O'Hare, Chicago, Illinois, USA. Contact: WATT Publishing Co.

Zoomark International, May 7-10, 2009, BolognaFiere, Bologna, Italy. Contact: Zoomark Vimax Srl.

BIO International Convention, May 17-20, 2009, Atlanta, Georgia, USA. Contact: Biotechnology Industry Organization.

IFT Annual Meeting and Food Expo, June 6-10, 2009, Anaheim, California, USA. Contact: Institute of Food Technologists.

AVMA/AAAP Annual Convention, July 11-15, 2009, Seattle, Washington, USA. Contact: AVMA.

Sizoo, September 20-23, 2009, Montjuïc Exhibition Centre, Barcelona, Spain. Contact: Fira de Barcelona.

To view a full listing of upcoming petfood-related events—including trade shows, symposiums, short courses, association meetings and conventions—please visit [www.petfoodindustry.com/EventCalendar.aspx](http://www.petfoodindustry.com/EventCalendar.aspx).

Making contacts around the world, learning from industry experts, seeing innovative products first, organizing an event—if any of these are what you're looking to accomplish in the near future, then this is just where to start!

### Event organizers

- American Association of Avian Pathologists (AAAP) – [www.aaap.info](http://www.aaap.info)
- American Association of Cereal Chemists (AACC) – [www.aaccnet.org](http://www.aaccnet.org)
- American Feed Industry Association (AFIA) – [www.afia.org](http://www.afia.org)
- American Holistic Veterinary Medical Association (AHVMA) – [www.ahvma.org](http://www.ahvma.org)
- American Pet Product Manufacturers Association (APPMMA) – [www.appmma.org](http://www.appmma.org)
- American Veterinary Medical Association (AVMA) – [www.avma.org](http://www.avma.org)
- Association Of American Feed Control Officials (AAFCO) – [www.aaeco.org](http://www.aaeco.org)
- Biotechnology Industry Organization – [www.bio.org](http://www.bio.org)
- China Great Wall International Exhibition Co. – [www.biztradeshows.com/organizers/china-great-wall.html](http://www.biztradeshows.com/organizers/china-great-wall.html)
- C.I.S Vietnam Advertising & Exhibition Co. Ltd. – [www.biztradeshows.com/organizers/cis-vietnam-advertising.html](http://www.biztradeshows.com/organizers/cis-vietnam-advertising.html)
- Creature Companion Magazine* – [www.creature-companions.com](http://www.creature-companions.com)
- Dähne Verlag GmbH – [www.daehneverlag.eu](http://www.daehneverlag.eu)
- Fira de Barcelona – [web.firabcn.es](http://web.firabcn.es)
- Glee Petindex – [www.gleebirmingham.com](http://www.gleebirmingham.com)
- H.H. Backer Associates – [www.hhbacker.com](http://www.hhbacker.com)
- Institute of Food Technologists (IFT) – [www.ift.org](http://www.ift.org)
- Nielsen Business Media Brasil – [www.nielsenbm.com.br](http://www.nielsenbm.com.br)
- Packaging Machinery Manufacturers Institute (PMMI) – [www.pmmi.org](http://www.pmmi.org)
- Pet Food Institute (PFI) – [www.petfoodinstitute.org](http://www.petfoodinstitute.org)
- Pet Industry Association of Australia Ltd. (PIAA) – [www.piaa.net.au](http://www.piaa.net.au)
- Pet Industry Distributors Association (PIDA) – [www.pida.org](http://www.pida.org)
- Pet Industry Joint Advisory Council (PIJAC) – [www.pijac.org](http://www.pijac.org)
- Pet Industry Joint Advisory Council – Canada (PIJACC) – [www.pijaccanada.com](http://www.pijaccanada.com)
- Petfood Industry Magazine* – [www.petfoodindustry.com](http://www.petfoodindustry.com)
- Poultry Protein & Fat Council – [www.poultryegg.org/ppfc](http://www.poultryegg.org/ppfc)

- Victam International – [www.victam.com](http://www.victam.com)
- WATT Publishing Co. – [www.wattnet.com](http://www.wattnet.com)
- Wirtschaftsgemeinschaft Zoologischer Fachbetriebe GmbH – [www.wzf-online.de](http://www.wzf-online.de)
- World Wide Pet Industry Association (WWPIA) – [www.wwpia.org](http://www.wwpia.org)
- Zoomark Vimax Srl – [www.zoomark.it](http://www.zoomark.it)

To view a full listing of international trade show organizers and associations, catering to a plethora of clients, countries and industries, visit [www.biztradeshows.com/trade-shows-organizers.html](http://www.biztradeshows.com/trade-shows-organizers.html).

### Upcoming 2008-2009 events

AVMA/AAAP Annual Convention, July 19-23, 2008, New Orleans, Louisiana, USA. Contact: AVMA.

AAFCO Annual Meeting, July 31-August 4, 2008, Hilton Downtown, Nashville, Tennessee, USA. Contact: Sharon Krebs, AAFCO.

AAFCO/PFI Pet Food Labeling Workshop, August 1, 2008, Nashville, Tennessee, USA. Contact: Sharon Krebs, AAFCO.

AFIA Liquid Feed Symposium, September 10-12, 2008, Doubletree Hotel, Austin, Texas, USA. Contact: AFIA.

Pet South America, September 17-19, 2008, Transamerica Expo Center, Sao Paulo, Brazil. Contact: Miryam Tolotto, Nielsen Business Media Brasil.

National Annual Pet Industry Trade Show, September 21-22, 2008, Toronto, Ontario, Canada. Contact: PIJAC.

Glee PetIndex, September 21-23, 2008, NEC, Birmingham, United Kingdom. Contact: Emap Limited.

AACC Annual Meeting, September 21-24, 2008, Hawaii Convention Center, Honolulu, Hawaii, USA. Contact: AACC International.

SuperZoo West, September 24-26, 2008, Mandalay Bay Convention Center, Las Vegas, Nevada, USA. Contact: WWPIA.

PFI Annual Meeting, October 1-2, 2008, Chicago, Illinois, USA. Contact: Pet Food Institute.

Nestlé Purina Nutrition Forum, October 2-4, 2008, St. Louis Ballpark Hotel, St. Louis, Missouri, USA. Contact: Dorothy LaFlamme, Nestlé Purina.

H.H. Backer Christmas Trade Show, October 3-5, 2008, Donald E. Stephens Convention Center, Rosemont, Illinois, USA. Contact: H.H. Backer Associates.

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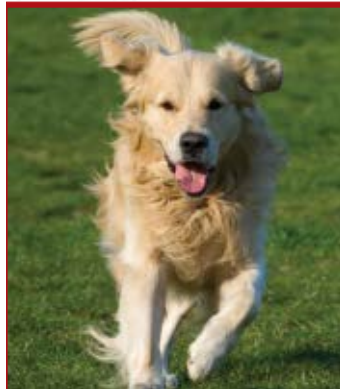


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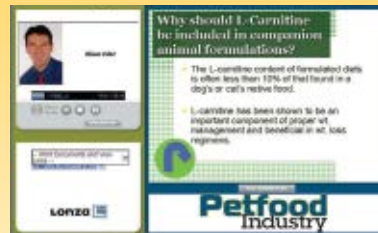
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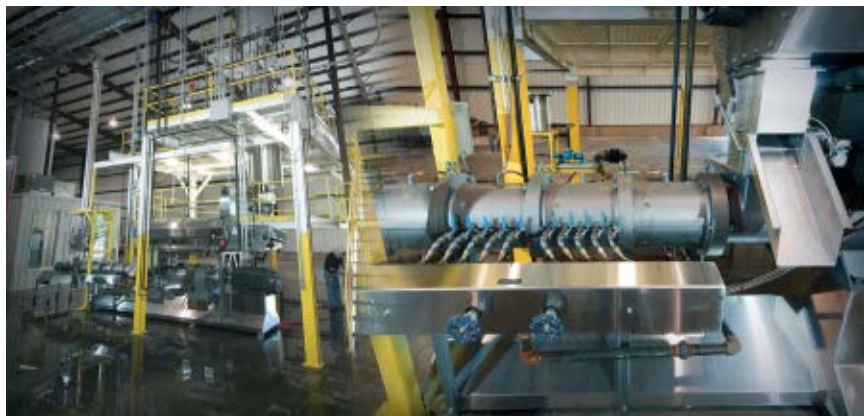
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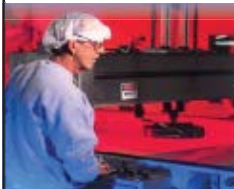
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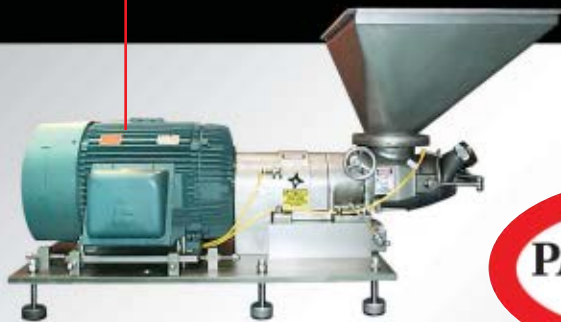
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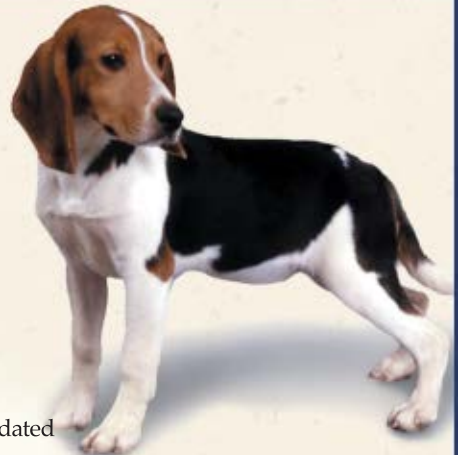
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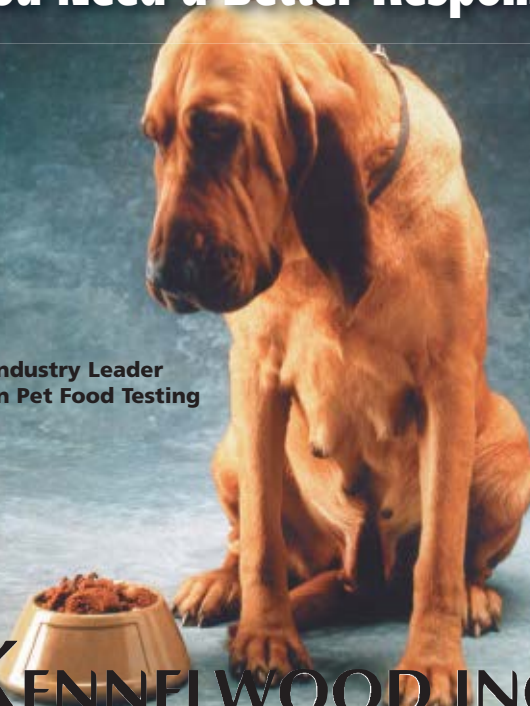


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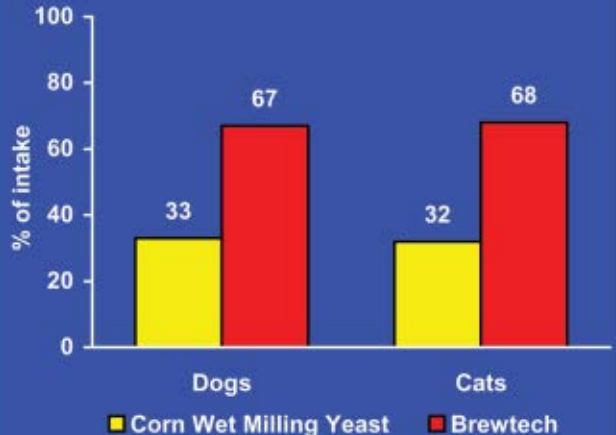
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Product of USA



## Identity Preserved Ingredients

- Beans
- Grains
- Seeds
- Flours
- Meals
- Brans/Germs
- Oils/Vinegars
- Cocoa Products
- Fibers: Soy ProFiber
- Instant Powders/Flakes
- Split/Dehulled Soybeans

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**“After two years, we took down the buckets and compared. Others were worn out, but the Tapco urethane buckets looked as good as the day they were installed! It was a real awakening!”**

*John Looman, Maintenance Supervisor  
WEST MICHIGAN MILLS, a division of Hamilton Farm Bureau  
Holland, Michigan, U.S.A.*

## To Handle the Rough Stuff, Talk Turkey With Tapco

Although West Michigan Mills is not located in Tapco's home state of Missouri, Maintenance Supervisor John Looman appreciates the "Show Me" state motto and recommends that others use it when evaluating buckets.



**STYLE CC-HD**  
Urethane SEVERE DUTY Elevator Bucket  
Polyethylene • Nylon

“Feed pellets are very rough and abrasive,” Looman explains. “So after reviewing wear characteristics, we ordered 25 buckets from several manufacturers and installed them to see how they would hold up under real conditions.”

West Michigan Mills has been processing more than 2,100 tons of feed each week for more than 30 years and knew the buckets were in for a real workout.

“Other brands completely wore out and had to be replaced way too fast,” Looman says. “But I got a real awakening last week. We checked the Tapco 12" x 7" CC-HD urethane buckets for the first time in two years and they looked EXACTLY the same as the day we installed them!”

“When something good happens, I like to say it,” Looman confirms. “Tapco urethane buckets really perform like they say they will – even when others fall apart.”

Which is probably why 75% of design engineers, contractors and bucket elevator manufacturers in the U.S.A. specify Tapco buckets\*.

Contact Tapco or visit [www.tapcoinc.com](http://www.tapcoinc.com) today to help keep your business running smoothly, even in rough conditions.



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**VITALFA LLC.....84**  
West Coast Reduction Ltd  
**Wilbur-Ellis Co.....81**  
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**Vitamins/Minerals  
(including  
premixes)**

Acatris Inc  
Adisseo  
ADM  
ADM Alliance Nutrition  
Ajinomoto Heartland LLC  
Akey  
Allied Custom Gypsum  
Allied Packaging LLC  
Alltech Inc  
**Ameri-Pac Inc.....1**  
American Chemet Corp  
American Lecithin Co  
Amerol Additives LLC  
Animix LLC  
**Arista Industries Inc.....81**  
Balchem Corp  
**Baltzell Agri Products.....82**  
BASF Nutrition Ingredients  
**Bill Barr & Co Inc .....35**  
Bioiberica SA  
Bonimex  
Buckton Scott Limited  
Budenheim/Gallard-Schlesinger  
Cambrian Chemicals Inc  
**Cargill, Inc.....17**  
Chelated Minerals Corp  
ChemNutra  
**Danisco.....82**  
Danisco USA Inc  
De Kievit BV  
DMH Ingredients Inc  
DSM Nutritional Products  
Asia/Pacific

DSM Nutritional  
Products Europe  
DSM Nutritional Products  
EFS Holland BV  
ENRECO Inc  
Escalade Ltd  
Evonik-Degussa Corp  
Feed Additives  
FMC Technologies Inc  
Gadot Biochemical  
Industries Ltd  
**GTC Nutrition .....52**  
Hangzhou Onicon  
Chemical Co Ltd  
Harcros Chemicals Inc  
Helm New York Inc  
Herbco Intl Inc  
ILC Resources  
Impextraco NV  
Ingredient Inc Div J Stewart Co  
International Quality Ingredients  
ITP SA  
**Jedwards Intl Inc .....83**  
Kauffman's Animal Health Inc  
Lallemand SAS  
**Lohmann Animal Health  
GmbH & Co KG .....15**  
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MDV Foods Inc  
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Norel & Nature  
North American Kelp  
Novus Intl Inc  
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ORFFA  
Pangaea Sciences Inc  
Pestell Minerals & Ingredients  
Pharmore Ingredient Inc  
PharmTech International  
Pioneer Consulting Service  
Premier Nutrition Products Ltd  
Prince Agri Products Inc  
Priya Chemicals  
ProFood Intl Inc  
Provimi BV  
Riceland Foods Inc  
Ridley Feed Ingredients  
Roha USA LLC  
Royal Milk Inc  
**Sanimax Marketing Ltd. 38, 81**  
Sensient Colors Inc  
Sintofarm SpA  
Smithchem & Young LLC  
Southeastern Minerals Inc  
**Stryka Botanics.....83**  
Stuart Products Inc  
Sumitomo Chemical America Inc  
Suntec Inc  
Tortuga Companhia Zootecnic  
TRC Nutritional Laboratories  
**Trouw Nutrition**  
**USA LLC..... C3**  
United Intl Industries Inc  
Vanetta SpA  
Verdugt BV  
Vincent Consolidated  
Commodities, Inc  
Viobin USA  
Vitalac  
VMD NV  
Zagro Singapore Pte Ltd  
Zinpro Corp

**PACKAGING**

**Cans**  
**Alcan Packaging .....31**  
Alcan Packaging Zutphen BV  
Carustar Inc  
Crown Food Packaging USA  
Huhtamaki Flexibles  
Sonoco  
Sonoco Products Co  
**Other Packaging  
Materials**  
Action Packaging  
Automation Inc (APAI)  
Aladdin Label-Lustorite  
**Alcan Packaging .....31**  
Alcan Packaging Zutphen BV

Alcoa Flexible Packaging  
Alliance Foods Inc  
Amark Packaging Systems  
American Packaging  
Corporation  
Ampac Packaging LLC  
ARPAC Group  
Ashland  
Bellon Sales Associates  
Bemis Co Bemistape Div  
**Bemis Flexible  
Packaging .....33**  
Bemis Paper Packaging Group  
Bischof + Klein  
Bunzl/Koch Supplies LLC  
**Cady Bag Co, LLC.....84**  
Carustar Inc  
Ciba Specialty Chemicals  
**Coating Excellence Intl.....28**  
Continental Superbag Co  
Corman Bag Co  
Cryovac/Sealed Air  
D & G Industries  
Dion Label Printing Inc  
DuPont Packaging  
DuPont Surface  
Protection Solutions  
**Exopack LLC .....69**  
Fraser Papers Inc  
Fres-co System USA Inc  
Gateway Packaging Co  
Gluefast Co, The  
Hood Packaging Corporation  
Huhtamaki Flexibles  
Huhtamaki Ronsberg  
Mainline Printing Inc  
& Mainline Holographics  
Matrix Bag LLC  
Nordenia USA  
North State Flexibles LLC  
O/K Intl Corp  
Oerlemans Packaging BV  
Pacific Bag Inc  
**Pactiv Corp.....39**  
**Palmetto Industries Intl.....53**  
**Peel Plastic  
Products Ltd.....47**  
Pentaflex Packaging  
Pioneer Consulting Service  
Plastican Inc  
PPI Technologies Glogal  
Presto Products Co  
Printpack Inc  
Progressive Packaging  
Promens USA Inc  
PTI Packaging Systems  
Reuther Verpackung  
GmbH & Co KG  
Rexam Metallising  
Ropak Packaging  
Saket Co  
SleeveCo Inc  
Smurfit-Stone Container Corp  
Specialty Films Assoc Inc  
Sri Dhanalakshmi Industries  
Stora Enso Global  
Specialty Papers  
Suntec Inc  
Taipak Enterprises Ltd  
Tamanet (USA) Inc  
TechniPac Inc  
Thomas E Moore Inc  
Tipper Tie Inc  
**Toll Packaging Group.....84**  
**Union Pack Industria de  
Embalagens Ltda.....58**  
Unique Solutions  
Weatherchem Corp  
Zaraplast SA  
Zip-Pak

**Pallets**

ARPAC Group  
Buckhorn Inc  
Bunzl/Koch Supplies LLC  
Fibertech Inc  
Game Engineering Ltd  
Maxi-Lift Inc  
Saeplast Ltd  
Supply Corp, The

**Paper Bags**

Action Packaging  
Automation Inc (APAI)  
Ahlstrom Atlanta Inc  
Ahlstrom Labelpack  
Alliance Foods Inc

Alliedflex Technologies Inc  
American Packaging  
Corporation  
Apex Bag Co  
Ashland  
Bancroft Bag Inc  
Bemis Paper Packaging Group  
Ciba Specialty Chemicals  
Corman Bag Co  
Cryovac/Sealed Air  
DuPont Packaging  
DuPont Surface Protection  
Solutions  
Eastern Bag Connection  
**Exopack LLC .....69**  
Fraser Papers Inc  
Fres-co System USA Inc  
Gascogne Paper  
Gateway Packaging Co  
Langston Companies Inc  
MDH Packaging Corp  
O/K Intl Corp  
Pacific Bag Inc  
**Palmetto Industries Intl.....53**  
Profile Packaging Inc  
Progressive Packaging  
Reuther Verpackung  
GmbH & Co KG  
Rexam Metallising  
Rouville Packaging Inc  
Stora Enso Global  
Specialty Papers  
Suntec Inc  
TechniPac Inc  
Thomas E Moore Inc  
Werthan Packaging Inc  
Zip-Pak

**Paper Board  
Cartons**

Alcoa Flexible Packaging  
Carustar Inc  
Nimco Corp  
Pioneer Consulting Sservice  
Smurfit-Stone Container Corp  
Spacekraft -  
A Weyerhaeuser Business  
Suntec Inc

**Plastic Bags**

Aladdin Label-Lustorite  
**Alcan Packaging .....31**  
Alcan Packaging Zutphen BV  
Aleutian Proteins Inc  
Ampac Packaging LLC  
Bellon Sales Associates  
**Bemis Flexible  
Packaging .....33**  
Bischof + Klein  
**Cady Bag Co, LLC.....84**  
**Coating Excellence Intl.....28**  
Continental Superbag Co  
D & G Industries  
FormPak Inc  
Gascogne Paper  
Gepak LLC  
Hood Packaging  
Huhtamaki Flexibles  
Huhtamaki Ronsberg  
Langston Companies Inc  
Matrix Bag LLC  
Nordenia USA  
North State Flexibles LLC  
Oerlemans Packaging BV  
**Pactiv Corp.....39**  
**Palmetto Industries Intl.....53**  
**Peel Plastic  
Products Ltd.....47**  
Pentaflex Packaging  
Pioneer Consulting Service  
PPI Technologies Glogal  
Presto Products Co  
Printpack Inc  
Saket Co  
SleeveCo Inc  
Smurfit-Stone Container Corp  
Sonoco  
Specialty Films Assoc Inc  
Taipak Enterprises Ltd  
Tech Packaging  
**Union Pack Industria de  
Embalagens Ltda.....58**  
Wedlock Paper Converters Ltd  
Zaraplast SA  
Zip-Pak

**Wet Petfood  
Pouches**

**Alcan Packaging .....31**  
Alcan Packaging Zutphen BV  
Alliance Foods Inc  
Alliedflex Technologies Inc  
Ampac Packaging LLC  
**Bemis Flexible  
Packaging .....33**  
Bischof + Klein  
D & G Industries  
**Exopack LLC .....69**  
Fres-co System USA Inc  
Huhtamaki Flexibles  
Huhtamaki Ronsberg  
Matrix Bag LLC  
Pacific Bag Inc  
**Palmetto Industries Intl.....53**  
**Peel Plastic  
Products Ltd .....47**  
Pioneer Consulting Service  
PPI Technologies Glogal  
Presto Products Co  
Printpack Inc  
Profile Packaging Inc  
Progressive Packaging  
PTI Packaging Systems  
Reuther Verpackung  
GmbH & Co KG  
Smurfit-Stone Container Corp  
Sonoco  
Specialty Films Assoc Inc  
Suntec Inc  
Taipak Enterprises Ltd  
TechniPac Inc

**SERVICES**

**Co-packing/Custom  
Manufacturing**

**3D Corporate  
Solutions LLC.....12-13**  
Adifo NV  
Agland Marketing Inc  
Allied Packaging LLC  
Bakery Machinery  
& Fabrication Inc  
**Baltzell Agri Products.....82**  
Barrett Ag Service Inc  
Behn + Bates America  
Bennington Foods Ltd  
Carustar Inc  
**CJ Foods Inc .....84**  
Comco  
Conveying Industries Inc  
Cozzini Inc  
Custom Metalcraft Inc  
D & G Industries  
**Deamco Corporation.....80**  
Devenish Nutrition Ltd  
Erie Foods Intl Inc  
Evanger's Dog & Cat Food Co  
FMC Foodtech/  
Allen Systems PPM  
Food Technology Noord-Oost  
Nederland BV (FTNON)  
Game Engineering Ltd  
Gateway Packaging Co  
GoldenAcres  
Herbco Intl Inc  
KES Industries Inc  
LifeLine Foods LLC  
MAC Equipment Inc  
Mepaco  
Mid-American Food Sales  
MiraPet  
Nutra Blend  
Nutritional Technologies SAC  
Oakleigh Premium Pet Ing Ltd  
**Ohio Pet Foods Inc.....85**  
PAFCO Importing Co Inc  
PATH Nutritional Consultants  
**Petfood Ingredients Inc.....85**  
Previmex SA  
REISER  
Rush Direct Inc - Total  
**The Scouler Co.....34**  
Selo  
Specialty Films Assoc Inc  
STOLZ-SEQUIPAG  
**VITALFA LLC.....84**

**Consultant,  
Engineering/  
Design**

4B Components Ltd  
A Epstein & Sons  
International Inc  
Abel Manufacturing Co Inc  
Alberici Constructors Inc  
**Almex BV .....80**  
Amandus Kahl GmbH & Co KG  
American Engraving  
Atlas-Stord Inc  
**Bachelor Controls Inc.....85**  
Bakery Machinery  
& Fabrication Inc  
Berandebi SA  
Biorem Technologies Inc  
Boldt Systems BV  
Bosch Packaging Technology  
Brabant Van Opstal  
Bratney Equipment Co Inc  
**Buhler AG .....23**  
Buhler Inc  
Buther Boy Ltd  
Carustar Inc  
Carruthers Equipment Co  
CFS Americas  
**Continental Agri  
Equipment Inc .....85**  
Cozzini Inc  
CSB System International  
Custom Control  
**Dinnissen BV.....67**  
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EDL Packaging Engineers  
Engineered Systems & Equip Inc  
Food Technology Noord-Oost  
Nederland BV (FTNON)  
Foukies Feed Technology SA  
Fres-co System USA Inc  
Frisby Extrusion Services Ltd  
FWS Design-Builders  
G J Vis Enterprises Inc  
Game Engineering Ltd  
Heemhorst International BV  
Hendon & Redmond  
Industrial Project Services, Inc  
Industrial Representatives Inc  
Ingredient Masters  
Innovative Processing  
Solutions LLC  
Insta-Pro Intl - Div of Triple F Inc  
Integrated Solutions Inc  
Interstates Companies  
J Herbster Inc  
Jiangsu Muyang Group  
KES Industries Inc  
KSE Protech BV  
Kwasny/SaniCrete  
Machinery Reserve  
of Denver Inc  
Mepaco  
Mid-American Food Sales  
Mitchell Mill Systems  
Canada Ltd  
O A Newton  
Ocrim SpA  
Ottevanger Milling Engineers BV  
Port-Land Systems Inc  
PPI Technologies Glogal  
Previmex SA  
Printpack Inc  
Profile Packaging Inc  
Repete Corp  
Selo  
Shuster Laboratories Inc  
SNC-Lavalin Agro  
**Source Technology.....65**  
STOLZ-SEQUIPAG  
Stork Food & Dairy Systems BV  
Sunfield Engineering Inc  
T E Ibberson Co  
Tebodin CCE  
TMO Quality of Life  
Todd & Sargent Inc  
van Sickle Allen & Assoc  
Wagester & Lease Inc  
**Weidenmiller Co .....80**  
**Wenger Manufacturing  
Inc.....65, C4**  
Wynveen International b.v.  
Younglove Construction LLC  
Zhengchang Group Corp



**Consultant,  
Management/  
Personnel**

AGRI-associates Inc  
Allen Group International  
American Intl Inc  
CSB System International  
Ed Lusas, Problem Solvers  
Midwest Ingredients Inc  
MiraPet  
PetFoodIndustryJobs.com  
Roland Mann & Assoc Inc  
Synergy Food Ingredients Ltd  
Whittaker & Assoc

**Consultant,  
Market Research**

Adifo NV  
Agland Marketing Inc  
**All Star Trading.....84**  
Allen Group International  
American Engraving  
Animal Brands®  
Bakery Machinery  
& Fabrication Inc  
Caraustar Inc  
CME Group  
**de Rosier Inc .....82**  
DMH Ingredients Inc  
Ed Lusas, Problem Solvers  
Eurofins Scientific Inc  
Euromonitor Intl  
FMC Foodtech/  
Allen Systems PPM  
Fruit Essentials Inc  
**Greater Topeka Chamber  
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Jacobsen Publishing  
Company The  
Randall Johnson PhD  
**Lansing Trade  
Group LLC.....82**  
M B Consulting  
MAAS Companies Inc  
Mannasol Products Ltd  
Mid-American Food Sales  
Midwest Ingredients Inc  
PATH Nutritional Consultants  
Pet Food Solutions Inc  
**Peterson Co, The .....49**  
**Petfood Ingredients Inc.....85**  
Pioneer Consulting Service  
Premier Nutrition Products Ltd  
Previmex SA  
Regal  
Rush Direct Inc - Total  
Savvy Strategic Marketing  
Shuster Laboratories Inc  
Tesgo Intl  
Thompson PetTech  
TNO Quality of Life  
**Wenger Manufacturing  
Inc .....65, C4**

**Consultant,  
Nutrition**

**Baltzell Agri Products.....82**  
Cargill Animal Nutrition  
Cargill Consulting Services  
Cryovac/Sealed Air  
Devenish Nutrition Ltd  
Ed Lusas, Problem Solvers  
Eurofins Scientific Inc  
Harlan Sprague Dawley Inc  
Heinicke Dr Herbert R  
Randall Johnson PhD  
M B Consulting  
Nutra Blend  
PATH Nutritional Consultants  
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Pet Food Solutions Inc  
**Peterson Co, The .....49**  
**Petfood Ingredients Inc.....85**  
Pioneer Consulting Service  
Premier Nutrition Products Ltd  
Previmex SA  
Safest, a Division of MPBio  
Shuster Laboratories Inc  
**Summit Ridge  
Farms .....59, 61, 63**  
Synergy Food Ingredients Ltd  
Thompson PetTech  
TNO Quality of Life  
Vitalac

**Consultant,  
Palatability**

Heinicke Dr Herbert R  
Synergy Food Ingredients Ltd

**Consultant,  
Quality/Safety**

Allpax Products LLC  
Armstrong Heat Transfer Group  
Degesch America Inc  
Food Safety Net Services Ltd  
Hendon & Redmond  
Iowa Testing Laboratories Inc  
Randall Johnson PhD  
Lareal Food & Feed  
Research Laboratory

Nutra Blend  
PATH Nutritional Consultants  
Perten Instruments AB  
Presto-X-Company  
Previmex SA  
PTI Packaging Systems  
Rotronic Instrument Corp  
Safest, a Division of MPBio  
Sentry Equipment Corp  
Silliker Inc  
Suntec Inc  
Synergy Food Ingredients Ltd  
TNO Quality of Life

**Consultant,  
Regulatory**

Alliance Foods Inc  
Food Safety Net Services Ltd  
Hendon & Redmond  
Silliker Inc

**Educational  
Services**

AACC International  
**Buhler AG .....23**  
Buhler Inc  
Food Safety Net Services Ltd  
Latham Foundation  
National Renderers Assn  
Petfood Forum (Watt)  
Presto-X-Company  
Silliker Inc  
Synergy Food Ingredients Ltd  
Texas A & M University  
World Wide Pet Industry  
Assn Inc (WWPIA)

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**All Star Trading.....84**  
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**Barr Animal Foods.....83**  
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**Cereal Byproducts Co.....35**  
Fruit Essentials Inc  
Hoogwegt US Inc  
**Jedwards Intl Inc .....83**  
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Lockwood Nutrition Service Inc  
Mid-American Food Sales  
Midwest Ingredients Inc  
**National Rice Company  
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Pacific Ag Commodities  
ProFood Intl Inc  
**Sanimax Marketing Ltd. 38, 81**  
Sopropeche  
Suntec Inc  
United Intl Industries Inc  
**Wilbur-Ellis Co.....81**

**Publishing  
(print and digital)**

AACC International  
Animal Brands®  
Caraustar Inc  
CSB System International  
Dion Label Printing Inc  
Euromonitor Intl  
Fruit Essentials Inc  
Latham Foundation  
Suntec Inc

**Trade Shows/  
Conferences**

Glee Petindex  
Petfood Forum (Watt)  
Poultry Protein & Fat Council  
Savvy Strategic Marketing

Suntec Inc  
Victam International by  
Wirtschaftsgemeinschaft  
Zoologischer  
Fachbetriebe GmbH  
World Wide Pet Industry  
Assn Inc (WWPIA)  
Zoomark International -  
Vimax Srl

**TESTING**

**Feeding Trials**

KGK Synergize Inc  
**Summit Ridge  
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**Laboratory  
Analysis/  
Equipment**

ABC Research Corp  
Advanced Detection Systems  
Agland Marketing Inc  
Alard Equipment Corp  
Alfa Laval Inc  
Allpax Products LLC  
Alpha MOS SA  
**Ameri-Pac Inc.....1, 65**  
Arizona Instrument LLC  
Ashland  
Atlas-Stord Inc  
Automation Products Inc  
Barrow-Agee Laboratories Inc  
Batchmaster

**Blue Ridge Kennel .....85**  
BM&M Screening Solutions  
Boldt Systems BV  
Bonimex  
Brabant Van Opstal  
Bunting Magnetics Co  
Caraustar Inc  
Carolina Analytical Services  
**Continental Agra  
Equipment Inc .....85**  
Craft Technologies Inc  
CSB System International  
CSC Scientific Co Inc  
Decagon Devices Inc  
Dixie Canner Co  
Dresen Quimica SA de CV  
**EBM Manufacturing Inc.....72**  
**Elisa Technologies Inc.....85**  
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Eriez Magnetics  
Eurofins Scientific Inc  
**Exopack LLC .....69**  
Food Safety Net Services Ltd  
Food Technology Noord-Oost  
Nederland BV (FTNON)  
FOSS North America Inc  
**Frain Group .....80**  
Game Engineering Ltd  
Goudsmit Magnetic Systems BV  
Great Western Mfg Co Inc  
Harlan Sprague Dawley Inc  
Holmes Laboratory Inc  
Industrial Labs of Canada Inc

Industrial Representatives Inc  
International Reserve  
Equipment Corp  
Iowa Testing Laboratories Inc  
**Kennelwood Inc.....62**  
Key Technology  
KGK Synergize Inc  
Kice Industries Inc  
Lareal Food & Feed  
Research Laboratory  
LECO Corp  
Medallion Laboratories  
Mepaco  
Mettler-Toledo Safeline  
Meyer Machine Co  
Microbac Laboratories-Southern  
Testing & Research Division  
**Midwest  
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Mocon Inc  
Monon Process Equipment  
Neogen Corp  
**Nestle Purina  
PetCare Co .....85**  
Norvidan Overseas A/S  
NP Analytical Labs  
Panellis  
Pet Food Solutions Inc  
Precision Analytical  
Laboratories Inc  
Preference Technology Inc  
Previmex SA  
Prince Agri Products Inc

PTI Packaging Systems  
**Romer Labs Inc.....85**  
Rotex Inc  
Rotronic Instrument Corp  
Safest, a Division of MPBio  
Scan American Corp  
SDK Laboratories  
Seedburo Equipment Co  
Shuster Laboratories Inc  
Silliker Inc  
Stable Micro Systems Ltd  
**Summit Ridge  
Farms .....59, 61, 63**  
TEWS Elektronik  
TNO Quality of Life  
Trilogy Analytical Laboratory  
Union Standard Equipment Co  
Warren Analytical  
Laboratories Inc  
**Wenger Manufacturing  
Inc.....65, C4**

**Palatability Trials**  
KGK Synergize Inc  
**Summit Ridge  
Farms .....59, 61, 63**

**Test Kits**  
Game Engineering Ltd  
PPI Technologies Global  
R-Biopharm AG  
**Romer Labs Inc.....85**  
Seedburo Equipment Co  
**VICAM .....32**

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# Research Notes

## Animal models in nutrition research

Current knowledge in nutrition is based largely on the use of appropriate animal models together with defined diets. Numerous examples are cited where animal models have been used to solve nutrient interactions, evaluate bioavailability of nutrients and nutrient precursors and test for nutrient tolerances and toxicities. Advantages, disadvantages and idiosyncrasies of various animal species are discussed.

**Source:** D.H. Baker, 2008. Animal models in nutrition research. *J. Nutr.* 138: 391-396.

## Dietary protein and GFR

This study sought to determine the effect of different protein and amino acid concentrations on renal function as measured by glomerular filtration rate (GFR) and body composition in a six month study. Seventy normal adult dogs were randomly assigned to five dietary protein levels with and without amino acid fortification. GFR was measured by iohexol clearance while body com-

**Key Concepts**

- ▶ **Animal models in nutrition research**  
(*J. Nutr.* 138: 391-396): The advantages, disadvantages and idiosyncrasies of various animal species as models in nutrition research.
- ▶ **Dietary protein and GFR**  
(*FASEB J.* 22: 444.1): An increased glomerular filtration rate (GFR) in dogs was attained through either increasing above or reducing below 21% dietary protein.
- ▶ **Oats and canine cholesterol**  
(*FASEB J.* 22:1117.1): This study shows that dietary oats at 20% may be beneficial to dogs with hypercholesterolemia.

position was determined via dual energy x-ray absorptiometry (DXA). GFR and DXA were measured before and after six months on treatment. Foods were formulated to contain 15, 19, 22, 25 or 30% protein. Dietary protein had a significant quadratic and linear effect ( $P < 0.05$ ) on GFR. Increased GFR was attained through either increasing above or reducing below 21% protein. These data show that renal function as measured by GFR may be increased with increasing protein and through restricting excess protein.

**Source:** D.E. Jewell, 2008. Canine dietary protein influences glomerular filtration rate in adult dogs. *FASEB J.* 22: 444.1.

## Oats reduce canine cholesterol

Hypercholesterolemia occurs in various diseases in dogs, such as chronic kidney disease, hypothyroidism, diabetes mellitus, cholestasis and hyperadrenocorticoidism. This study investigated whether dietary oats reduce serum cholesterol in dogs. Forty-eight healthy adult beagles were fed a basal dry dog food for four weeks. Afterward, dogs were randomly divided into four groups with 12 dogs per group. Each group was given either the basal food (control), basal food with 5%, 10% or 20% of oat groats (hulled oats) for additional eight weeks. Serum total cholesterol was measured in weeks zero and eight of the study. Comparing to week zero, serum total cholesterol change was 1%, 2.1%, -5.6% and -14.7% after dogs were fed the food containing 0%, 5%, 10% or 20% of oat groats for eight weeks, respectively. There was a significant difference in serum total cholesterol change between the control food and the food containing 20% oat groats ( $p < 0.05$ ). The results of this study show that dietary oats at 20% may be beneficial to dogs with hypercholesterolemia.

**Source:** S. Yu, 2008. Oats reduce serum total cholesterol in healthy adult dogs. *FASEB J.* 22:1117.1.

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# Product News

## Online bulk density measuring system

Source Technology has introduced its Bulk Density System to measure the bulk density of dry and wet petfood. According to Source Technology, the accurate weighing repeatability of the system is, despite consistent information about actual bulk weight, also capable of controlling essential extruder parameters, moisture sampling, drying retention time as well as bag size volume control. The system is supplied with a control system, which provides a wide spread of information such as alarms for bulk weights not complying with specifications, trend curves, multi language selection and many more features.

**Source Technology**  
+1.920.336.7744  
[www.sourcetechnology.dk](http://www.sourcetechnology.dk)



## All-around wrapper

The Protecta Pack Hibrid from EDL offers the protection of sleeve wrappers with the flexibility of a stretch wrapper. According to the company, this system combines bundling and stretch wrapping technologies, applying a sleeve of poly foam, bubble wrap, LDPE or high abuse film to protect the top, bottom, leading and trailing faces and edges of a package. More film is then applied to help secure the package's integrity. The Hibrid system wraps random sized products and adjusts the tension of the stretch film to the shape and size of the product, states EDL.

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## Software maximizes return

ProMax is Creative Formulation Concepts' recently released maximized return optimization model software. According to

the company, it differs from optimization software that invokes least cost algorithms to produce optimal solutions for minimizing production costs; ProMax anchors on modeling technology to maximize profit in addition to minimizing costs. By simultaneously reformulating all products (subject to the specified quantity and cost of available ingredients), ProMax determines which products and how much of each to manufacture to maximize total return.

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## Natural antioxidant adds to shelf life and stability

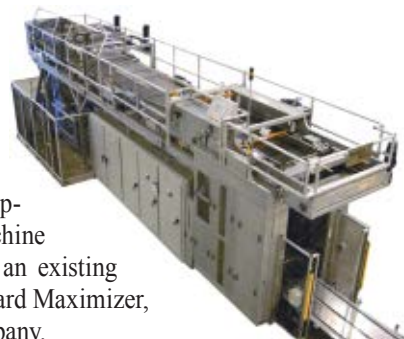
Ameri-Pac Inc. announces the release of Oxy-Gon Premium, a natural antioxidant available for both feed and food applications. Ameri-Pac states that with its new formulas, it has developed the highest delta-tocopherol antioxidant available in the industry. Oxy-Gon Premium contains 50% delta-tocopherol levels, which the company emphasizes enables longer shelf life and increased product stability.

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## Eliminate bump turns

FleetwoodGoldcoWyard has updated its product RoboMax from its case palletizing line. The RoboMax is designed to replace existing lane dividers, case-turning conveyors and case-turning bumpers with servo-controlled area gantry robots mounted over a continuous mat top belt. The RoboMax can be supplied as a new machine or as an upgrade to an existing FleetwoodGoldcoWyard Maximizer, according to the company.

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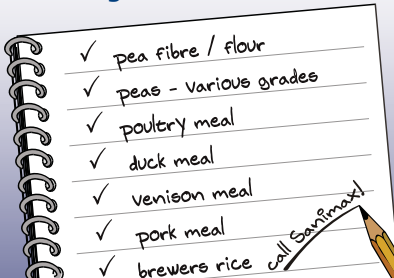
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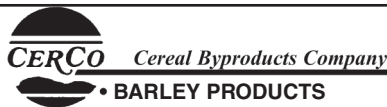
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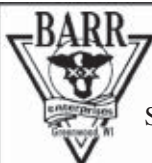
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## Is it really over?

**R**ecent settlements of lawsuits stemming from the 2007 petfood recalls in the US might cause many in the industry—especially people with the affected companies—to breathe a sigh of relief. But should we believe this crisis is really over? Should we want it to be?

### Restore and rebuild

The settlements include one for US\$24 million that will compensate US and Canadian pet owners whose dogs or cats became ill or died as a result of eating petfood contaminated by melamine and related compounds (MARC). Encompassing about 120 lawsuits filed last year in more than 20 states and provinces, it will reimburse for veterinary care and other expenses. The settlement received initial approval from a New Jersey, USA, judge in late May, with a final hearing scheduled for October (see p. 14).

The other case is a separate US\$240,000 class action lawsuit filed by about 2,000 dog and cat owners in Hawaii only, settled in late May.

These settlements mean that the petfood manufacturers that were involved, such as Menu Foods, Del Monte, Nestle Purina and Procter & Gamble, can start to put this painful chapter behind them as they continue to strive to restore consumer confidence and, for some companies, rebuild their business. (Indeed, in April Menu announced its first-quarter 2008 results as a much smaller loss than the same quarter in 2007—US\$2.2 million for the three months ended March 31, 2008, vs. US\$17.5 million a year ago.)

### Game-changing events

Moving forward is always a good thing. But I hope none of us involved

**Should we hope for the industry to return to its pre-MARC recalls state?**

— Debbie Phillips-Donaldson



in petfood becomes complacent or hopes the industry can return to the same exact state it was in before March 16, 2007. In fact, over the last year I've heard several professionals comment that as unforeseen as the melamine contamination was, it's not likely to be the last such unpredictable, scary and potentially game-changing event. "We don't and possibly can't know what else is out there," is a common sentiment.

And the pet-owning public seems to share the same concerns. A report released earlier this year by Weather-Chem shows that many pet owners have lost trust in brands they've been feeding for years and are still looking for assurances on petfood packages and labels. (See [www.petfoodindustry.com/WeatherChem.aspx](http://www.petfoodindustry.com/WeatherChem.aspx).)

Though the number and emotional intensity of blog postings and responses about the recalls and petfood in general have declined from their high this time last year, it is still not unusual to see consumer comments disparaging specific brands, companies or the industry overall. We still have a ways to go to regain the trust of many pet owners.

### Tell us what you think!

Send letters to the editor to [editor@petfoodindustry.com](mailto:editor@petfoodindustry.com) or post your comments online at [www.petfoodindustry.com](http://www.petfoodindustry.com)

### Learning the hard way

Considering all this, petfood manufacturers should continue to step up their testing, QA and safety programs—and not be shy about promoting those changes. That is exactly how many of you are responding; it seems every month brings a new example.

For instance, Royal Canin recently announced a new infrared system to monitor incoming ingredients to determine if they require further examination (see p. 15). As part of this enhancement of its QA/QC program, the company is also establishing new safety and quality standards for finished products before they enter the market.

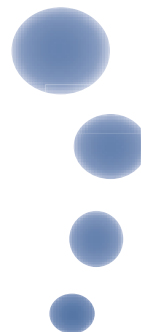
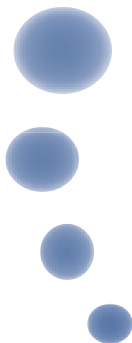
A line of Royal Canin Canada specialty foods was included in the 2007 recalls. "We have to protect our customers, and this is what we are doing now," says Xavier Unkovic, CEO. "We learned the hard way. Believe me, that was tough for all of us."

Those lessons learned mean we can never completely get over a situation like last year's recalls—nor should we hope to. ●

*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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