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**21 November 2011**

## **Pet product buyers from Dubai and Spain at PetQuip Open Day**

The final main initiative in the 50<sup>th</sup> anniversary year of the PetQuip export association's parent company, Gardenex, will be an Open Day and Meet the Buyer event to be held at the association's headquarters in Brasted, Kent on Wednesday 7 December 2011.

PetQuip member companies and potential members will have the opportunity to join in this anniversary celebration and on the same day meet with important buyers of garden and leisure products from Dubai and Spain. During the past year, the federation has arranged for other buyers from Austria, Belgium, Denmark, Finland, the Netherlands, Sweden and the USA to visit the UK to meet with British suppliers in one-to-one meetings. The format of the meetings has proved to be very popular with suppliers and overseas buyers since its inception several years ago and has resulted in significant on-going export business for the UK. One of the buyers at the December event has already listed several UK suppliers following a previous similar PetQuip-organised event.

The Open Day will provide the opportunity for participants to network with fellow exporters, and potential members can learn about the many services and events planned by the federation to provide real benefits and new business opportunities in export markets. The federation will also be revealing its plans for the forthcoming year and providing its latest A-Z Guide to Exporting.

The buyer from Dubai will be from Dubai Garden Centre, which is described as the largest garden and plant shop in the United Arab Emirates and the country's first western-style garden centre. The centre stocks a wide range of pet products as well as many different garden products. While at the meet-the-buyer event, the company's buyer will be seeking to extend the company's range of pet products, particularly for dogs, cats and birds.

The buyer from Spain will be from TiendAnimal, which is the leading on-line pet shop in Spain. The company was formed by a team of veterinarians and biologists and now has 85,000 active customers across Spain and Portugal. Its offices are in Malaga and includes a 3,000 square metre warehouse stocking 8,000 different products comprising pet food, pond products and accessories and care products for dogs, cats,

caged birds, small mammals, reptiles, turtles and fish. The company sources goods from around the world, including the UK, and will be looking particularly for natural dog and cat food while at the Meet the Buyer event.

There will also be garden and leisure product buyers from Dubai, Pakistan and Switzerland at the event where they will meet with member companies of Gardenex, PetQuip's sister company.

British companies wishing to participate in the event should contact [info@petquip.com](mailto:info@petquip.com) or telephone +44 (0) 1959 565995

PetQuip and Gardenex are divisions of The Federation of Garden and Leisure Manufacturers Ltd, the trade association that works on behalf of British companies to help its members increase sales worldwide.

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