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2016

Buyers' Guide



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Global Pet



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REWARDING EXCELLENCE IN
THE PET PRODUCTS INDUSTRY

Welcome to the PetQuip Buyers' Guide, which contains information about thousands of British pet care products manufactured and supplied by member companies of PetQuip, the UK's trade association for suppliers of pet products, accessories and services.

The products available from PetQuip members demonstrate the design flair and product innovation that make the British pet care industry a world leader.

PetQuip is a division of The Federation of Garden & Leisure Manufacturers Limited, the UK's trade association for the gardening and leisure industry. For over 55 years the association has worked to achieve substantial new business between suppliers and buyers.

The prime aim of our professional, multi-lingual team of staff is to work with, and on behalf of, UK manufacturers and suppliers of pet equipment to increase their sales world-wide.

PetQuip represents the most progressive pet equipment manufacturers, suppliers and distributors; membership of the association is recognised as a sign of sales competence, service and product quality by UK and international trade buyers.



The PetQuip trade association exists to:

- assist and promote the development of UK and international trade in the pet equipment sector;
- expand contact between manufacturers, suppliers and UK and international buyers;
- and to deliver a high quality, professional service to all trade partners.

The association works closely with the UK government's Trade & Investment Department and commercial personnel within the Foreign & Commonwealth Office and other countries' agencies and organisations to promote and expand international trade.

PetQuip organises and supports exhibitor groups of firms at leading international pet product trade shows, including Interzoo, Zoomark and Global Pet Expo among others. UK exporters benefit from cash grants for eligible exhibitors under the UK Trade & Investment Tradeshow Access Programme scheme at key international shows.

PetQuip industry information stands at international events publicise the products of all member firms to buyers and valuable sales leads are gathered from international buyers visiting the stands. We offer buyers a free product-sourcing service too, thus ensuring that distributors and retailers can find innovative products and services available to customers from our member companies.

Our member firms exhibit at the prime UK trade exhibitions; PATS Sandown, PATS Telford and now GLEE and we provide all companies in our membership with a comprehensive range of business support services, cost savings and other practical and tangible benefits that will give them the ability to develop and expand their businesses successfully in both the UK and internationally.

This PetQuip Buyers' Guide gives an introduction to the vibrant, innovative UK pet product and equipment sector. To obtain more information on all our members and their products and services, either contact our members direct or ask for more information from the team at PetQuip, who will be happy to help you.

Herzlich Willkommen zum PetQuip Einkaufsführer, der Informationen über tausende britische Tierpflegeprodukte enthält, die von Mitgliedsunternehmen von PetQuip, dem britischen Handelsverband für Anbieter von Haustierprodukten, -zubehör und Dienstleistungen, hergestellt und geliefert werden.



Die von PetQuip-Mitgliedern erhältlichen Produkte demonstrieren Design-Flair und Produktinnovation, die die britische Tierpflegeindustrie weltweit führend macht.

PetQuip ist ein Geschäftsbereich von The Federation of Garden & Leisure Manufacturers Limited, dem britischen Handelsverband für die Garten- und Freizeitindustrie. Seit über 55 Jahren arbeitet der Verband daran, umfangreiche Neugeschäfte zwischen Anbietern und Käufern zu erreichen.

Vorrangiges Ziel unseres professionellen, mehrsprachigen Teams ist es, mit und im Namen britischer Hersteller und Anbieter von Haustierbedarf zu arbeiten, um ihre Umsätze weltweit zu erhöhen.

PetQuip repräsentiert die fortschrittlichsten Hersteller, Anbieter und Distributoren von Haustierbedarf. Die Mitgliedschaft im Verband wird als Zeichen von Verkaufskompetenz, Service und Produktqualität von britischen und internationalen Facheinkäufern anerkannt.

Es gibt den PetQuip Handelsverband, um:

- die Entwicklung des britischen und internationalen Handels im Sektor Haustierbedarf zu unterstützen und zu fördern;
- Kontakte zwischen Herstellern, Lieferanten und britischen und internationalen Käufern auszudehnen;
- und einen hochwertigen, professionellen Service für alle Handelspartner zu liefern.



Der Verband arbeitet eng mit dem Trade & Investment Department der britischen Regierung und kaufmännischen Personal im Foreign & Commonwealth Office und Agenturen und Organisationen anderer Länder zusammen, um den internationalen Handel zu fördern und zu erweitern.

PetQuip organisiert und unterstützt Ausstellergruppen von Unternehmen bei führenden internationalen Haustiermessen, darunter Interzoo, Zoomark und Global Pet Expo. Britische Exporteure profitieren bei wichtigen internationalen Ausstellungen von Geldzuschüssen für qualifizierte Aussteller gemäß dem UK Trade & Investment Tradeshow Access Programme.

PetQuip Informationsstände der Branche auf internationalen Veranstaltungen machen die Produkte aller Mitgliedsunternehmen den Kunden bekannt. Wertvolle Verkaufskontakte werden von internationalen Käufern, die die Stände besuchen, gesammelt. Wir bieten Käufern auch einen kostenlosen Suchservice nach Produkten an, um so sicherzustellen, dass Groß- und Einzelhändler innovative Produkte und Dienstleistungen, die von unseren

Mitgliedsunternehmen für Kunden bereit stehen, finden können.

Unsere Mitgliedsunternehmen stellen auch auf den wichtigsten Fachausstellungen im UK aus: PATS in Sandown, PATS in Telford und jetzt GLEE. Wir statthen alle unsere Mitgliedsunternehmen mit einer umfassenden Palette von Dienstleistungen für Unternehmen, Kosteneinsparungen und anderen praktischen und greifbaren Vorteilen aus, mit denen sie ihre Geschäfte sowohl in Großbritannien als auch international erfolgreich entwickeln und ausbauen können.

Dieser Einkaufsführer von PetQuip gibt eine Einführung in die lebendige, innovative Branche der britischen Haustierprodukte und -geräte. Weitere Informationen zu all unseren Mitgliedern und deren Produkten bzw. Dienstleistungen erhalten Sie entweder direkt bei den Mitgliedern oder vom Team bei PetQuip. Wir helfen Ihnen gerne weiter.

Amanda Sizer Barrett MBE
 Director General
 PetQuip: ein Geschäftsbereich der Federation of Garden & Leisure Manufacturers Ltd

Bienvenue au guide des acheteurs PetQuip, qui contient des informations à propos de plusieurs milliers de produits britanniques de soin pour animaux de compagnie fabriqués et fournis par des sociétés membres de PetQuip, association commerciale au Royaume-Uni qui regroupe des fournisseurs de produits, accessoires et services pour animaux de compagnie.

Les produits proposés par les membres de PetQuip illustrent l'esprit créatif et l'innovation qui font du secteur britannique des soins pour animaux de compagnie le chef de file au monde.

PetQuip est une division de The Federation of Garden & Leisure Manufacturers Limited, association commerciale du secteur du jardinage et des loisirs implantée au Royaume-Uni. Depuis plus de 55 ans, l'association s'efforce d'instaurer de nouvelles opportunités professionnelles non négligeables entre fournisseurs et acheteurs.



L'objectif principal de notre équipe professionnelle multilingue est de collaborer avec, et au nom des fabricants et fournisseurs britanniques d'équipement pour animaux de compagnie afin d'augmenter leurs ventes dans le monde entier.

PetQuip représente les fabricants, fournisseurs et distributeurs d'équipement pour animaux de compagnie les plus progressistes. L'adhésion à l'association est un gage de compétence des ventes mais aussi de qualité des services et des produits par les acheteurs commerciaux britanniques et internationaux.

L'association commerciale PetQuip a pour vocation de:

- aider et promouvoir le développement du commerce britannique et international dans le secteur de l'équipement pour animaux de compagnie;
- intensifier les contacts entre fabricants, fournisseurs et acheteurs britanniques et internationaux;
- et fournir un service professionnel de qualité à l'ensemble des partenaires commerciaux.

L'association collabore étroitement avec le département du gouvernement britannique chargé du commerce et des investissements et le personnel commercial du Foreign & Commonwealth Office (ministère des affaires étrangères britannique) et des agences et organisations d'autres pays pour promouvoir et développer le commerce international.

PetQuip organise et vient en aide à des groupes de sociétés exposant dans des salons commerciaux internationaux de premier ordre consacrés aux produits pour animaux de compagnie, notamment Interzoo, Zoomark et Global Pet Expo. Les exportateurs britanniques bénéficient de subventions en espèces pour les exposants éligibles conformément au programme d'accès au salon de l'agence gouvernementale britannique UK Trade & Investment dans les principaux salons internationaux.

Les stands d'informations PetQuip présents lors des événements internationaux mettent en valeur les produits de toutes les sociétés membres auprès des acheteurs et les acheteurs internationaux visitant ces stands représentent de précieuses perspectives de ventes. Nous offrons également aux acheteurs un service gratuit d'approvisionnement des produits, garantissant ainsi que les distributeurs et les détaillants trouvent des produits et des services innovants à mettre à disposition des clients de nos sociétés membres.

Nos sociétés membres exposent lors des principaux salons professionnels au Royaume-Uni, notamment PATS à Sandown et Telford et à présent GLEE et nous fournissons à l'ensemble de nos sociétés membres une gamme complète de services de soutien aux entreprises, des économies de coût et d'autres avantages pratiques et tangibles qui leur offriront l'opportunité de développer et étendre harmonieusement leurs activités au Royaume-Uni comme à l'international.

Le guide des acheteurs PetQuip offre une présentation du secteur dynamique et innovant des produits et de l'équipement pour animaux de compagnie au Royaume-Uni. Pour obtenir plus d'informations sur l'ensemble de nos membres et de leurs produits et services, contactez nos membres directement ou bien demandez des renseignements auprès de l'équipe de PetQuip, qui se fera un plaisir de vous aider.

Amanda Sizer Barrett MBE
 Directrice générale
 PetQuip, division de the
 Federation of Garden &
 Leisure Manufacturers Ltd



Benvenuti nella Guida per gli acquirenti PetQuip, dove troverete informazioni su migliaia di articoli per la cura degli animali domestici, prodotti e commercializzati dalle aziende iscritte a PetQuip, associazione di categoria del Regno Unito che raccoglie i fornitori di prodotti, accessori e servizi per la cura degli animali domestici.

I prodotti presentati dagli associati di PetQuip danno prova dell'attenzione per il design e per l'innovazione che rendono l'industria britannica di prodotti per la cura degli animali domestici leader mondiale del settore.

PetQuip è una divisione di The Federation of Garden & Leisure Manufacturers Limited, l'associazione di categoria per il settore del giardinaggio e del tempo libero del Regno Unito. Da oltre 55 anni l'associazione lavora per favorire nuove proficue relazioni commerciali tra fornitori e acquirenti.

L'obiettivo primario del nostro team di professionisti multilingue è lavorare con e a nome dei produttori e fornitori del Regno Unito, al fine di promuoverne l'attività commerciale in tutto il mondo.

PetQuip rappresenta i produttori, i fornitori e i distributori di prodotti per animali domestici più innovativi. Per gli acquirenti britannici e internazionali, l'iscrizione all'associazione da parte di un'azienda è

L'associazione di categoria PetQuip si propone di:

- assistere e promuovere lo sviluppo commerciale del settore dei prodotti per animali domestici, sia a livello britannico che mondiale;
- promuovere le relazioni tra produttori e fornitori, e tra acquirenti britannici ed internazionali;
- e fornire un servizio professionale e di alto livello a tutti i partner commerciali.



prova della sua competenza commerciale e della qualità di prodotti e servizi.

L'associazione collabora attivamente con l'ente governativo UK Trade & Investment, con gli uffici commerciali del Foreign & Commonwealth Office e di altre agenzie e organizzazioni del Paese, al fine di promuovere e potenziare il commercio internazionale.

PetQuip organizza e supporta gruppi di espositori che partecipano alle più importanti fiere internazionali dedicate ai prodotti per gli animali domestici, tra cui, Interzoo, Zoomark e Global Pet Expo. Gli esportatori del Regno Unito possono beneficiare di sovvenzioni dedicate agli espositori idonei, nel quadro del programma promosso dallo UK Trade & Investment (UK Trade & Investment's Tradeshow Access Programme) per accedere alle più importanti fiere internazionali.

Gli stand informativi di PetQuip pubblicizzano agli acquirenti i prodotti di tutte le aziende associate e si occupano di raccogliere i preziosi contatti commerciali dei acquirenti internazionali che visitano gli stand. Inoltre offriamo agli acquirenti un servizio gratuito per individuare i prodotti di interesse, affinché distributori e venditori al dettaglio possano trovare prodotti e servizi innovativi per i clienti presso le nostre aziende associate.

I membri della nostra associazione espongono alle principali fiere di settore del Regno Unito, quali PATS a Sandown, a Telford e ora GLEE. Aloro offriamo una gamma completa di servizi di supporto commerciale, la possibilità di ridurre i costi e altri benefici pratici e tangibili attraverso cui poter sviluppare e potenziare il business nel Regno Unito e all'estero.

Questa Guida per gli acquirenti PetQuip offre una panoramica introduttiva sul dinamico e innovativo settore dei prodotti e dei servizi per gli animali domestici del Regno Unito. Per ricevere maggiori informazioni sui nostri associati e sui relativi prodotti e servizi, contattare i nostri membri direttamente oppure richiedere informazioni al personale di PetQuip, che sarà lieto di aiutarvi.

Amanda Sizer Barrett MBE, Direttore generale PetQuip: una divisione della Federation of Garden & Leisure Manufacturers Ltd

Rewarding excellence

The PetQuip Awards have become an established and prestigious event in the pet industry calendar with companies acknowledging that winning such an accolade can give their product sales a terrific boost.

The 2016 awards evening will again be staged during PATS Telford in the Ludlow Suite, part of the Telford International Centre on Sunday 25th September at 7.30pm.

Organiser Pat Flynn, PetQuip's association manager, said: "Many of the British firms who have entered in the past have reported on the value of the awards as an aid to boosting their businesses. The awards have helped in cementing company credibility in the market place and led to numerous promotional opportunities.. The popularity of the awards has resulted in the organisers of PATS welcoming the event as part of their plans for the Telford show."

The entry categories for the 2016 awards are:

- 1. Supplier of the Year**
- 2. Wholesaler /Distributor of the Year**
- 3. Pet Product Innovation of the Year**
- 4. Exporter of the Year**
- 5. Marketing Campaign of the Year**
- 6. UK Pet Retailer of the Year**
- 7. International Pet Retailer/Wholesaler/ Distributor of the Year.**
- 8. Lifetime Achievement**

Entry for the awards is now open and is completely free of charge. Companies or persons can enter as many categories as they wish.

Entry forms are available online at www.petquip.com, or telephone 01959 565995, entries need to be emailed to pat@petquip.com by June 30. Nominations can come directly from the entrant or be submitted by a third party.

The entries will be judged by an independent panel of judges and the winners will be announced at the PetQuip Awards Party on Sunday 25th September.



What it means to win a PetQuip Award

It was double gold in the UK Retailer of the Year category for 2015 with Wags & Whiskers Pet Boutique Ltd and the Pet Place at Bents GC taking the honours.

Carl Shepherdson, MD for Wags & Whiskers: "We have worked so hard since opening just under two years ago, it's really nice to have some recognition for all the hard work. We are thrilled to be a winner."

Emma Kelly, Pet Buying Manager for Bents: "The Pet Place at Bents has only been open for 12 months so this award is fabulous. We have come a long way in such a short space of time, and this accolade proves we're on the right track. It's amazing."



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Telford International Centre





Putting Buyers With Suppliers

The promotion of trade between buyers and suppliers, both internationally and in the UK, is a prime objective for the PetQuip Association.

PetQuip target key distributors and wholesalers, pet retail chains and independents, mail order and internet retailers to meet with UK suppliers in a relaxed environment. Flying buyers in from Europe, the Middle East and the USA, we also give them the opportunity to visit UK pet stores the day before they meet the suppliers. The store visits result quite often in identifying yet more suppliers with new products, in addition to the scheduled meetings on the following day.

The Meet the Buyer days are very focussed – the buyers get to see around a dozen UK suppliers on one day and the 25 minute face-to-face meetings allow for a good introduction to the company and their products.

Alongside the one-to-one meetings with buyers, the suppliers have the chance to attend informal round-table seminars and meet with export service providers, UK Trade & Investment representatives and the PetQuip team.

For UK suppliers an MTB day is a rare opportunity to meet key buyers, to put a face to a name and start to build a rapport, present samples/company brochures and to make a

presentation as to why their product should be stocked.

The suppliers taking part receive profiles of the participating buyers prior to when a meeting takes place and can then apply for attendance. Many buyers specify their areas of product interest at the outset so suppliers know where they stand.

Buyers receive details of the suppliers applying for meetings and have the chance to check out their websites, enabling them to decide if a meeting is worthwhile. So both sides know something of each other's business and the buyer knows they are meeting the relevant contact. This is particularly important if the buyer is from overseas as not all contacts are able to discuss exports in detail.

If you are a supplier wishing to take part in MTB days, please contact Theresa Swann, Head of Events & Administration theresa@petquip.com for more information.

If you are a buyer and would like to take part, please contact Charlie Parker, Commercial Manager charlie@petquip.com or Eleanor Wigram, Research Manager eleanor@petquip.com. Contact telephone: +44 (0) 1959 565 995

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Leading trade shows go international...

The UK's No 1 trade shows in the pets and aquatics trades – PATS and AQUA – are now being recognised as 'must-visit' events on the global stage.

A growing number of distributors and large retailers from around the world are attracted by the two PATS shows each year and the AQUA exhibition every two years. All three events are now regarded as important international shows.

That's welcome news to UK suppliers and manufacturers exhibiting at the shows, with the majority of them being exporting companies.

The venues for both PATS shows – Sandown Park in Surrey and the Telford International Centre in Shropshire – are ideally situated to make travelling to and from the shows as stress-free as possible.

PATS Sandown has always proved to be a popular choice for international visitors, being situated within easy reach of London Gatwick and London Heathrow airports as well as the Channel Tunnel.



PATS Telford is another great opportunity for overseas buyers to discover innovative new pet products from UK companies. With England's two largest international airports (outside of London) ideally situated for Telford – Birmingham with 110 daily arrivals and Manchester with almost 200 – travelling to and from the event will be easier.

Organiser Gordon Thomas has exhibited at other international shows like Interzoo and Zoomark and is always impressed with the level of interest shown in both PATS and AQUA.

"There is great interest in buying British," says Gordon. "The UK pet market is the second largest in Europe and international distributors and retailers recognise that fact, and also that British companies invent and manufacture innovative new products. They want to see all the latest launches from UK companies and they accept that PATS and AQUA are the best places to do that."

Gordon and his team work closely with PetQuip to ensure that both international visitors and UK suppliers get the most benefit from the exhibitions. PetQuip takes a stand at each event where its staff assists overseas enquiries and advises exhibitors how they can export their products.

There is so much to see and do during a visit to PATS and AQUA where everything that's new is showcased under one roof.

As well as having the chance to see the latest products being launched on to the market, there will be a whole host of other activities to help international visitors make their visit a profitable one, including free-to-attend series of seminars covering a wide range of topics.



DATES FOR YOUR DIARY



PATS TELFORD 2016
September 25-26
(including PetQuip Awards)



PATS SANDOWN 2017
March 21-22
www.patshow.co.uk



AQUA, the UK's water gardening and aquatics trade event, is also staged at Telford International Centre. Run on similar lines to PATS, the exhibition attracts the leading British companies in this sector of the market and is well worth a visit.

AQUA 2017
October 18-19
www.aquatelford.co.uk

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James & Steel
Tubtrugs

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Happy Pet
Interpet

Fish Tanks

Interpet

Aerators

Interpet

Fittings

Interpet

Coldwater fish food

Armitage Pet care

Decorative Items

Happy Pet
Interpet
James & Steel

Heaters

Interpet

Design & Build

Interpet

Lighting

Interpet

Equipment

Interpet

Bird**Accessories**

Bucktons
Gardman
Happy Pet
James & Steel
Oakthrift
Petface

Bird baths

Gardman

Cat**Accessories**

Ancol Pet Products
Armitage Pet Care
Bramton
CarPET Pet Hair
Remover

Happy Pet
Henry Wag
Howler & Scratch
Interpets
James & Steel
Micro ID

Petface
Pet Rebellion
Scruffs
Tubtrugs

Chicken food & accessories

Spike's World

Exotics Food

Bucktons

Healthcare

Group 55
Vetark Professional

Nesting boxes

Bucktons
Gardman

Beds

Ancol Pet Products
Armitage Pet Care

Pigeon Food

Bucktons

Bronte Glen
Guisapet (UK)
Happy Pet

Wild bird feeders

Armitage Pet care
Bucktons
Gardman
Happy Pet
James & Steel
Petface
Profleece
Scruffs
Tubtrugs

Carriers

Ancol Pet Products
Happy Pet
Scruffs

**Cat doors/flaps**

Sureflap

Food

Barking Heads &
Meowing Heads
Burgess Pet Care
Fish 4 Dogs
Natures Menu
Symply Pet Food

Litter trays

Armitage pet Care
Happy pet
James & Steel
Tubtrugs

Collars

Ancol Pet Products
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James & Steel
Petface
Scruffs

Feeding bowls

Ancol Pet Products
Guisapet (UK)
Hing
James & Steel
Scruffs

Food supplements

Broadreach
Frozzy's
Groomers
Hilton Herbs

Grooming

Ancol Pet Products
Armitage Pet Care
CarPET Pet Hair
Remover
Groomers
Group 55
Happy Pet
House of Paws
Interpet

James & Steel
Scruffs
Wildwash

Healthcare

Bramton
Broadreach
Group 55
Hilton Herbs

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Leads and harnesses

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Muzzles

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Toys

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Petface
Armitage Pet Care
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Bramton
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Remover
Gardman
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Interpet
James & Steel
Micro ID
Scruffs
Pet Rebellion
Tubtrugs

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Muzzles

Pet Munchies

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Beco Pets
Bramton
Bronte Glen
Gardman
Guisapet (UK)

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Armitage Pet Care

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House of Paws
Interpet
James & Steel
Modin
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Pet Rebellion
Profleece
Scruffs
Snugglesafe

Tubtrugs
Vetbed

Cages

Happy Pet
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Carriers

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Ancol Pet Products
Happy Pet
Scruffs

Dog clothing

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Gardman
Happy Pet
House of Paws
Water Master

Coats

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Ancol Pet Products
Cool Dog UK
Gardman

Food supplements

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Broadreach
Frozzy's
Groomers
House of Paws
James & Steel
Water Master

Collars

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Armitage Pet Care
Canny Company
Gardman
House of Paws
James & Steel
Oscar & Hooch
Petface
Scruffs

Food

Barking Heads &
Meowing Heads

Beco Pets
Burgess Pet Care
Fish 4 Dogs
Forthglade
Frozzy's
Natures Menu
PetTime

Seatreats
Symply Pet Foods
The Tasty Bone Co

Seatreats
Symply Pet Foods
The Tasty Bone Co

Feeding bowls

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Armitage Pet Care
Beco Pets
Gardman
Guisapet (UK)
Happy Pet
Hing
House of Paws
James & Steel
Modin
Pet Rebellion
Scruffs

Grooming tables

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Frozzy's
Groomers
House of Paws
James & Steel
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Remover
Gardman
James & Steel
The Tasty Bone Co
Wildwash

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Bramton
CarPET Pet Hair
Remover

Christies Global
Gardman
Group 55

Groomers
Happy Pet
House of Paws
Hownd
Interpet
James & Steel
Scruffs

Scruffy Chops
Snugglesafe
Water Master
Wildwash

Grooming tables

Groomers

Healthcare

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Group 55

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Interpet
Tubtrugs

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Hozelock
Interpet

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Gardman
Hozelock
Interpet
Tubtrugs

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Hozelock
Interpet

Fountains

Gardman
Hozelock
Interpet

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Gardman
Hozelock
Interpet

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Hozelock
Interpet

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Hozelock
Interpet

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Tubtrugs

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Happy Pet

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Happy Pet

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Burgess Pet Care
Happy Pet

Healthcare

Happy Pet
Hilton Herbs
Vetark Professional

Heaters

Happy Pet

Housing

Happy Pet

Lighting

Happy Pet

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Armitage Pet Care
CarPET Pet Hair
Remover

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Interpet
James & Steel
Tubtrugs

Bedding

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