



International Trade Association of Pet Equipment Suppliers

A division of The Federation of Garden and Leisure Manufacturers Limited

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9 December 2008

British companies in negotiations for export orders following latest 'Meet the Buyer' event

Pet product buyers from Belgium and Ireland met with British suppliers at the latest 'Meet the Buyer' event organised by PetQuip, the pet product export division of the Federation of Garden & Leisure Manufacturers, at Notcutt's Garden Centre in November. Pictured (left to right) are Michael Tuohy, manager of Connacht Gold's Sligo store in Ireland, Myrèse Wonner-Wirajendi, managing director of Indobel, Belgium, Charlie Parker, Gardenex commercial manager, and Jim Wirajendi, sales and marketing manager of Indobel.

Early reports from the 22 pet product and garden product suppliers indicate that after the valuable meetings with buyers several UK firms were involved in follow-up meetings on the potential customers' premises and product samples are now being assessed. Delegates such as Fish4Dogs are expecting similar results to those experienced at another PetQuip 'Meet the Buyer' event, where an order was received from Belgium for its natural food and treats for dogs and cats. Other recent success stories for pet product suppliers that have emanated from these events include securing a new Finnish customer by Scruffs and new business for Mark & Chappell from Italy and Finland.

Companies who wish to take part in future 'Meet the Buyer' meetings or other events organised by PetQuip and Gardenex should contact PetQuip, a division 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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