



Company	AquaHolland, Dordrecht	Beaphar, Hedel	Bergo Marketing & Sales, Harderwijk	Cat Country Europe, Almaar	De Jong Marinelife, Spijk
Website	www.aquaholland.com	www.beaphar.com	www.bergosales.nl	www.catcountry.nl	www.dejongmarinelife.nl
Kinds of products and brands.	Aquarium, pond and terrarium products by Red Sea, Salifert, Hydor, Hobby, Tropical, Resun, Ruwal, Aquatronica, Bede, Ratz, Interpet, Europet, Aquabee, H&S, Tropic Marin, Giesemann, Tunze, Aqua Light, AquaCare, AquaPerfekt, Aqua-Connect, Aqualux, Ruto, PVC, Aquapro Osmosis, IKAN books, CO ₂ systems, UV purifiers, Nightsun, EasyLife, BLV, Otto pumps, Eheim, Kripsol pumps, Bubble King skimmers, Z+L, etc.	Veterinary medicines (flea control products and antibiotics) and care products (tooth-paste, shampoo and disinfectants) for cats, dogs, birds, small animals, reptiles and fish under the "Beaphar" brand. Super-premium foods for small animals, birds and fish. Complementary food-stuffs like vitamin solutions, calcium products, joint care products etc.	Dry dog food: natural balanced "Nadico" and "Bosch". Wet dog food: "Nature's Menu" and "Nature's Harvest". Dog biscuits, dried dog treats: "Chubby's Dog Snacks". Dry cat food: "Sanabelle". Wet cat food: "Nature's Menu". Cat treats: "Nature's Menu" and "Sanabelle"	Cat litter and litter for small animals, rodents and ferrets: "Cat Country", "Cage Country" and "Little Friends". The company also produces several private labels.	Live tropical marine fish, invertebrates, sharks and rays
Own exclusive products or brands.	In the future the company will be producing its own line of skimmers and calcium reactors.	All products are own brands, with "Beaphar" being the major brand.	"Nadico" dog food and "Chubby's" dog treats.	See above.	No.
Own facilities and if so, location?	650 m ² at the company's headquarters in Dordrecht.	GMP and GMP+ production facilities in Raalte, a sales office in Hedel. Also production facilities in the UK and own sales offices in eight countries.	Ermelo	Gossmar (Germany)	Yes, at the company's headquarters in Spijk.
Exporting own products or brands? Major export countries.	Germany, Italy, Norway, Denmark, Lithuania, Belgium, Switzerland, Austria, USA, Indonesia, England and Surinam.	Export to 86 countries. Major ones are located in the EU, eastern Europe and Russia.	Belgium	UK, Belgium, France, Spain, Portugal, Germany and Denmark.	Whole of Europe.
Export portion of annual turnover?	30 per cent	95 per cent	2 per cent	75 per cent	85 per cent
Who does the company supply?	Pet shops and wholesalers.	Pet shops. The "Beaphar" brand is limited to this channel.	Independent pet shops, garden centres, wholesalers, webshops, home delivery.	Wholesalers and big distributors in pet and in food.	Shops, wholesale, public aquaria and zoos.





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Company	G.H. Prins & Zonen, Amsterdam	International Quality Ingredients, Ermelo	IPTS - International Pet Trade Service, Waalwijk	Jaap Koopman Diervoeding, Schoonebeek	Jonker Petfood, Waalwijk
Website	www.prolinpetfood.com	www.eyeqeye.nl	www.ipts.nl	www.jkd-diervoeding.nl	www.jonkerpetfood.nl
Kinds of products and brands.	Natural chewing products for dogs.	Ingredients for pet food: animal protein, fish products, vegetable protein, hydrolysates, yeast products, egg products, potato products, rice products, pea products, frozen meats, organic certified products, pre-mixes and gum systems.	Innovative pet products for dogs, cats, rodents, fish and birds under the logo "pet products". Other distinctive brands are offered, for example "Catrix" and "Delisnacks". The company also develops private labels for customers.	Dry dog food and dry cat food, bird food, rodent food, pigeon food and cat litter. Brands are "Konacorn", "Greenfield 21", "Blue bird 88", "Multidry 2000", "Hertha" and "Konagold". Private labels in all products listed above.	Dog and cat food private label.
Own exclusive products or brands.	"Proline" pet food: natural chewing products for dogs, such as pig ears, beef and calf pizzles, beef and lambs tripe. But also exclusive products such as fish treats (salmon and shrimp flavour), chicken treats and chicken wings.	N.a.	Many exclusive pet products are designed in-house. The modular scratching post "Catrix" is an example.	"Konacorn", "Greenfield 21", "Blue bird 88", "Multidry 2000", "Hertha" and "Konagold".	No
Own facilities and if so, location?	Drying rooms and packaging machines are located in the factory in Amsterdam.	Ermelo and Coevorden.	Head office and warehouse in Waalwijk.	Own factory in Schoonebeek.	Production plant in Waalwijk.
Exporting own products or brands? Major export countries.	Belgium, UK, Sweden and Romania.	Europe and USA.	Worldwide, but the main market is Europe.	Germany	Western and eastern Europe, Scandinavia.
Export portion of annual turnover?	N.a.	80 per cent	50 per cent	5 per cent	50 per cent
Who does the company supply?	Wholesale companies.	Pet food industry.	Distributors, wholesalers and large retail chains.	400 pet shops in the Netherlands, wholesalers in the Netherlands and Germany.	Holland: wholesalers and pet shops; export: wholesalers.



Maro Trading, Raamsdonksveer	Mostert Absorbents, Vlaardingen	Nederma, Nijmegen	Oraffi, Wijchen	Provimi Holding, Rotterdam	Renske Natuurlijke Diervoeding/NDPE, Cuijk
www.marotrading.nl	www.mostert-absorbents.nl	www.sanal.nl	www.orafifi.com	www.provimi.com	www.renske.nl
Pillows for dogs and cats, in private label and under own brand "Lex&Max".	Cat litter, with the brands "Kitty Friend" and "Cassius".	For more than 60 years Nederma has been producing yeast tablets, treats and pet care products for cats, dogs, small animals and ferrets.	Branded products called "Beneo", natural, plant origin pre-biotics, produced as "state of art" products extracted from chicory roots. Product range offers different profiles of short and long chain "Beneo" oligofructoses and inulines.	Dry pet food for dogs and cats. Wet pet food for dogs and cats in tins, alu-cups and pouches. Snacks and treats plus semi-moist pet food for dogs.	Semi moist food "Naturedief", dry foods "Arden Grange" and "Gilpa", bedding from Danish Design. Own labels are "Golddust" and "Horseshine" (special high Omega 3 supplement), "Renske Mighty Omega Plus" (dry food with min. 5 per cent Omega 3 content) and Omega 3 ingredients for pet food production.
All products are made exclusively by the company and distributed under the brand name "Lex&Max".	No exclusive products, only private label.	Only exclusive products under the brand name "Sanal".	Oraffi specializes in B to B business.	80 per cent of the volume is private label for the main retailers in Europe. Dutch brands are "Provital", a mix of dry and semi-moist kibbles for dogs and "Provital semi-moist" with improved palatability for dogs.	"Naturedief" (selling by NDPE in Europe), "Golddust" and "Horseshine", "Renske Mighty Omega Plus", "Enreco" Omega 3 special mixes for pet food and human consumption.
N.a.	Yes, in Holland.	Own factory located in Nijmegen.	Two production units Oreye (Belgium) and Pemuco (Chile).	Two Dutch plants: Doetinchem (dry pet food) and IJlvoort (wet pet food).	The company is building its own 1.300 m ² warehouse in Cuijk.
Belgium, Germany and Denmark.	Germany, Belgium, Scandinavia and Baltic states.	Exports to 45 countries all over the world.	Worldwide	Majority of exports go to Scandinavia, Germany, Austria, Belgium, the UK and Russia.	"Naturedief": Belgium, France, Germany, Spain, Portugal, Czech Republic, Austria, Norway, Sweden, Slovenia and Poland. Golddust and MOP: Belgium and Germany. "Enreco": UK, Germany, Belgium, Poland, Hungary and France.
N.a.	Approx. 75 per cent	N.a.	N.a.	70 per cent	40 per cent
Wholesalers.	Pet shops, wholesale, food trade, garden centres, retail and supermarkets.	Wholesalers who take care of distribution mainly to pet shops, vet clinics, garden centres and supermarkets.	Pet food producers.	Pet shops through wholesalers, pet shop chains and retailers.	Wholesalers, pet shops and training schools. "Enreco" ingredients to pet food manufacturers, vets and human food producers.





Company	Rodi Group, Heino	Ruinemans Aquarium, Montfoort	Sivomatic, Moerdijk	Stultiens Veterinair, Weert	Vitakraft Nederland, Eerbeek
Website	www.rodi-petfood.nl	www.ruinemans.com	www.sivomatic.nl	parrotcollar.stultiens.com	www.vitakraft.nl
Kinds of products and brands.	Wide range of dog food and cat food in both private label as well as branded products. The range includes dry food, semi moist, biscuits, frozen food, milk and a variety of treats and snacks. The brands are: "Techni-Cal" (super-premium dog and cat food), "Rodi" (deep frozen dog food, treats and snacks), "Smølke" (premium dog and cat food) and "Pointer" (treats and snacks).	Live ornamental fish (tropical & cold water).	Cat litter made from bentonite, sepiolite, attapulgit, alganite, silica gel, calcium silicate and wood pellets. Brands are "Sivocat", "Sivobird", "Snoozy cat", "Maxi absorbent", "Ostrea cat", "Sivoton", "Bio plus", "Sivogreen", "First Quality", "Fresh & Clean", "Top cat", "Jonas", "Cat toilet", "Toilet star" and "Samba".	Parrot collars in four sizes: 25, 30, 35 and 45 mm.	Main food and treats for all pets (dogs, cats, small animals, birds, fish, snacks for horses) Accessories, care and hygiene products for dogs, cats, small animals, birds and fish
Own exclusive products or brands.	The company's offering follows consideration of a wide range of options for treats, dog food, cat food, biscuits etc.	N.a.	Specialize in private label.	N.a.	All products under the umbrella brand "Vitakraft".
Own facilities and if so, location?	The plants are situated in Holland, Denmark, Germany and the UK.	Montfoort (NL), Miami (USA) and Manaus (Brazil).	Moerdijk (NL) and Statzendorf (Austria).	N.a.	Eerbeek
Exporting own products or brands? Major export countries.	Most European countries.	Belgium, France, United Kingdom, Germany, Italy, Switzerland, Austria and Japan.	Europe	Worldwide, mainly Europe.	No
Export portion of annual turnover?	"A significant part of the annual turnover"	70 per cent	70 per cent	N.a.	No export
Who does the company supply?	Various channels such as pet shops, wholesale, food trade etc.	Pet shops and wholesalers.	Pet shops and wholesalers.	Wholesalers and veterinarians.	Pet shops, wholesalers, grocery market, DIY stores and garden centres.



Company	Warmako, De Lier	Witte Molen, Meeuwen
Website	www.warmako.nl	www.wittemolen.com
Kinds of products and brands.	"Gimpet" cat food, "Gimborn" specialities for cats, dogs and rodents, "Biokat's" cat litter, "Bozita" dog food, "Snoozzzeee" cat and dog beds, "Linky" collars and leashes, "Save & Shine" dog collars.	Wide range of quality food for birds, rabbits and other small animals. The brands are "Country", "Yes", "Pretty Bird", "Nature Select" and "Witte Molen".
Own exclusive products or brands.	The company is the exclusive trader in Holland for Gimborn, Linky, Snoozzzeee, Bozita and Save & Shine.	"Country" and "Yes" for rodents, "Nature Select" and "Witte Molen" for rodents and birds, "Pretty Bird" for birds.
Own facilities and if so, location?	Own storage and distribution department.	Factory and warehouse in Meeuwen, another warehouse in Hedel.
Exporting own products or brands? Major export countries.	"Gimpet", "Biokat's", "Snoozzzeee" and "Save & Shine" exported to Belgium.	Southern Europe, Far East and USA.
Export portion of annual turnover?	10 per cent	N.a.
Who does the company supply?	"Biokat's" to wholesalers, all other brands to pet shops.	Pet shops, garden centres and supermarkets (private label).



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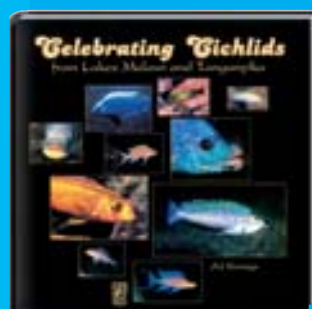
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