

DELIVERING ON OUR PROMISES FOR PET FOOD MANUFACTURERS



Voice

- Played an integral role in writing the first model pet food regulations in the 1950s and has remained engaged in the pet food industry ever since.
- Worked to harmonize state feed laws and regulations to ensure consistency in interstate commerce, including pursuing ingredient approvals and recognition through independent Generally Recognized as Safe (GRAS) conclusion and the resolution of several state ingredient issues that would have drastically impacted ingredient suppliers, such as the legal use of MSBC as a source of Vitamin K in pet food, by coordinating with state regulators and legislators.

Representation

- Worked to reduce ingredient review times to pet food manufacturers by securing an additional \$5 million in appropriations to hire new Food and Drug Administration staff. Secured legal changes to the animal food ingredient review and approval process.
- Successfully urged federal and state regulatory bodies to streamline, reduce or improve regulations impacting the industry to enhance the safety of America's pet food supply.
- Improved the industry's access to the Chinese market by working with government officials to streamline facility registration requirements and eliminate ingredient bans in the U.S.-China phase one trade agreement.
- Successfully advocated Congress pass the U.S.-Mexico-Canada agreement, a \$740 million market for the pet food industry, by working closely with other industry representatives.
- Guaranteed the continued operation of "essential" animal food manufacturing, transportation and retail facilities in state and federal response plans to the COVID-19 pandemic.

Expertise

- Facilitated pet food manufacturers' compliance with the Food Safety Modernization Act regulations by developing resources including supplier guidance

documents, a hazard analysis spreadsheet and offering staff expertise.

- Provided confidential business and regulatory expertise on a variety of issues related to ingredient approval processes, pet food and worker safety and environmental concerns.
- Helped pet food manufacturers address Salmonella by creating Salmonella Control Guidelines.
- Provided valuable knowledge and business trends to the industry, such as the pet food report, which identifies pet food consumption, key trends and ingredient demand, by supporting the Institute for Feed Education and Research.
- Offered the Pet Food Manufacturing Facility Certification Program to help members address pet food safety issues. It is administered by the Safe Quality Food Institute and is the only pet-food focused GFSI-benchmarked program available.

THE U.S. BY THE NUMBERS:



Number of Facilities
519



Ingredient Purchases
8.7 million tons



Ingredient Farm Purchases
\$6.9 billion



Farm Input Purchases
\$5.3 billion



Supplier Input Purchases
\$4.1 billion

NUMBER OF FACILITIES: Data from the Food and Drug Administration's list of registered pet food manufacturing facilities; INGREDIENT PURCHASES: Labels of sold pet food were analyzed to estimate amounts of each ingredient; INGREDIENT FARM PURCHASES: dollar value of ingredients sold by farm and farm-product processors; FARM INPUT PURCHASES: farmers buy inputs and services (e.g., seed, fertilizer, fuel, labor and machinery); SUPPLIER INPUT PURCHASES: suppliers to farmers buy products and services (e.g., as fuel, equipment, labor).

Engagement

- Offered opportunities for members to learn about news and trends within the pet food industry, strategize about the future and network with other pet food manufacturers and ingredient suppliers, by hosting the annual Pet Food Conference at the International Production & Processing Expo and the Purchasing and Ingredient Suppliers Conference.

Our Industry. Our Passion. Our Voice.

American Feed Industry Association • 2101 Wilson Blvd., Suite 810, Arlington VA 22201 USA
T: (703) 524-0810 • F: (703) 524-1921 • afia@afia.org • afia.org