



International Trade Association of Pet Equipment Suppliers

A division of The Federation of Garden and Leisure Manufacturers Limited

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PetQuip at Glee Petindex 2006

International Buyers' Centre – Hall 4 – Stand 4K12

Glee International Buyers' Centre expanded to provide pet sector services to overseas buyers

Following the formation of PetQuip (the International Trade Association of Pet Equipment Suppliers) in May this year, the new association is to offer a wide range of export services to international buyers and exporting companies attending Glee Petindex 2006.

Because Glee Petindex has been attracting increased numbers of overseas buyers in recent years, the International Buyers' Centre has been expanded and, in addition to the established export services provided to the gardening and leisure equipment sector, for the first time the centre will extend the same facilities to overseas buyers of pet products and accessories.

The International Buyers' Centre is organised and manned by The Federation of Garden and Leisure Manufacturers, which launched its PetQuip division at Interzoo in May. To help accommodate the needs of the international pet product buyers, it has been relocated this year to a larger stand in Hall 4, which is adjacent to the Petindex sector of the show.

The centre will be well-supported by UK Trade and Investment, which has invited a record number of inward missioners, comprising around 40 pet product, garden and leisure buyers to Glee and Petindex. The buying groups are from Austria, Belgium, Bulgaria, Denmark, Finland, France, Norway, Romania, Sweden and Switzerland.

Trade development officers from British embassies and consulates are accompanying many of the country groups and will provide additional advice and assistance to British pet and garden product exporters and overseas buyers in the International Buyers' Centre. Included in the wide-ranging facilities available to

overseas buyers are information on product innovations, help with sourcing new products and advice on the practical aspects of exporting and shipping. Interpreter services, free show catalogues, internet access, refreshments and cloakroom facilities are also available to bona-fide overseas buyers.

As part of the programme, existing and potential members of both PetQuip and Gardenex are being invited to a social event in the International Buyers' Centre between 14.30 and 16.00 hours on Tuesday 19 September. Refreshments and information and advice will be offered to visitors to the stand.

Among the attractions of PetQuip membership is a 12.5% discount off Glee 2007 stand space. New members recruited during this year's show will receive a gift of two bottles of wine.

The director general of PetQuip, Amanda Sizer Barrett, said "Petindex provides us with the first major opportunity of meeting with potential PetQuip member companies since the association was launched in May this year. A visit to the International Buyers' Centre will provide companies in the pet equipment sector with an excellent insight into the work that we have carried out over many years to help and assist British companies to achieve new sales in overseas markets.

"A number of the visiting overseas buyers brought to Glee Petindex this year on the initiative of Gardenex and UKTI represent major retail outlets which sell pet-related products as well as gardening items. A visit to our social gathering on Tuesday afternoon will provide pet sector companies with the information they need in order to decide whether PetQuip membership is appropriate for their company and give them the opportunity of meeting with existing members who have benefited from the wide range of export information and support provided by the federation for over 45 years."

Detailed information on PetQuip membership is available from:

PetQuip (the International Trade Association of Pet Equipment Suppliers), The White House, High Street, Brasted, Kent, TN16 1JE, UK.

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