

INGREDIENT SIMPLIFICATION

STAYING COMPETITIVE IN TODAY'S PET MARKET



Manufacturing foods and treats for today's dogs and cats is a complicated business that grows in complexity. Staying competitive is challenging. This complexity can be addressed with ingredient simplification to provide cost-savings for large and small manufacturers. Saving time and money can be as simple as partnering with ADM experts to do the work for you.

ADM is a global food ingredient company providing ingredients and services unique to the blending industry. ADM pet customers have access to more than 400 ingredients, technical resources, and a global logistics network to address their needs. The value-added services and blending capabilities provided by ADM simplify operations so manufacturers can more effectively navigate the complex, changing needs of our industry.

Outsourcing of key functions to ADM can be profitable for manufacturers as it allows staff, equipment and space to be diverted to other equally important business activities. As a supply partner, ADM will own the responsibility for maintaining a safe and transparent supply chain by only sourcing qualified ingredients from approved vendors.

ADM blending facilities in Effingham, IL, and Woodstock, ON, have been producing customized pet-specific premixes and multi-ingredient blends for more than 30 years. These third-party certified facilities manufacture thousands of pet-specific batches each year representing hundreds of customized formulas. Each plant has an industry-leading tracking system that bar codes each package of arriving raw material so the ingredient can be tracked from its originating source through manufacturing and into finished product. A positive release program, warehouse storage, and just-in-time delivery also ensure finished products are ready when needed for production.

A customized multi-ingredient blend also simplifies the addition of new ingredients into a manufacturer's pantry of available ingredients. Handled as a single ingredient, the blend provides more ingredients for differentiating finished products. It also reduces operational complexity by eliminating the need to store multiple ingredients.

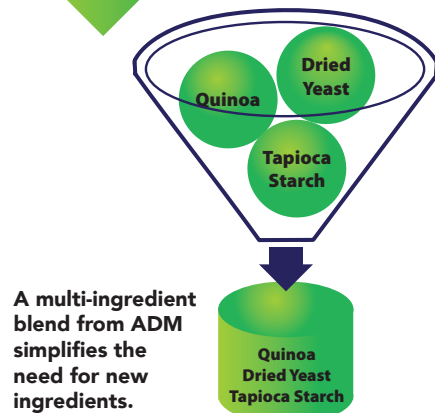
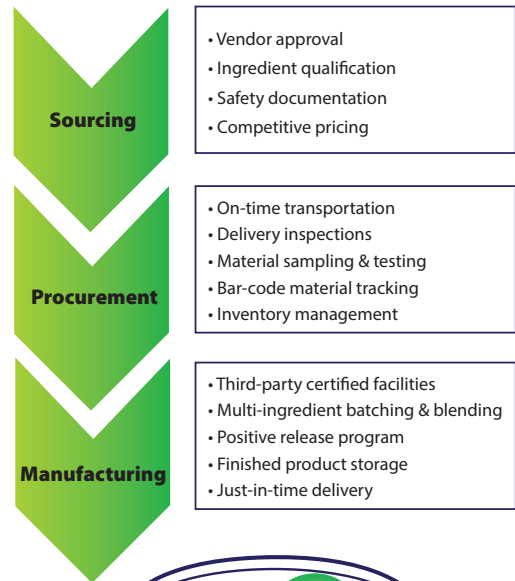
Simplifying operations and business practices using ADM capabilities and services help manufacturers ensure that ingredients in their products are safe and wholesome. ADM can also help to address the expectations of pet parents by providing manufacturers with the transparency required for their finished foods and treats.

Value-added services by ADM save time & money.

With ADM, ingredient cost-savings are:

- S** Storage & Just-in-time Delivery
- I** Ingredient & Vendor Qualification
- M** Multiple-Ingredient Blends
- P** Procurement & Testing
- L** Locations in Effingham, IL and Woodstock, ON
- E** Experts in Sourcing, Blending & Handling

Cost-savings by outsourcing key functions to ADM.



DR. GARY DAVENPORT, COMPANION ANIMAL TECHNICAL MANAGER

Gary is responsible for providing technical support, nutrition training, formulation services and new product development for ADM's customers in the pet food industry. He has more than 33 years of animal nutrition experience as a research nutritionist. Gary previously held positions with the IAMS Company and as a research & teaching faculty member at Auburn University, Animal & Dairy Science Department. His research interests and activities have included protein and amino acid nutrition, skin and coat health, sporting dog nutrition, nutrigenomics, hairball nutrition and successful aging. At Auburn his research and teaching focused on animal nutrition and the relationship between nutrient availability and the hormonal regulation of growth. Gary received his undergraduate and graduate degrees from the University of Kentucky. He has numerous scientific publications and granted patents.