NATURAL **Product**

Tipsy Nip Organic Catnip Products, a

new cat toy company based in Burlington, Vt., presents a line of all-natural, eco-friendly toys and treats specifically geared toward finicky felines

and discerning pet owners, the company reports. The line, created using organic and all-natural non-toxic materials and ingredients, includes the Tickle Pickle

(bottom). The polyester-free toy is stuffed with catnip for a feline, bunny-back-kicking experience, the company adds.

802-497-1759, www.tipsynip.com, or Circle Reader Service Card #1250



Chicken Liver PLUS treats are created using 100 percent natural ingredients, which are then freeze-dried to preserve aroma, flavor and nutritional value, the company reports. Containing no fillers, additives, preservatives or coloring, the treats are rich in protein, vitamins and nutrients,



and they include pieces of real vegetable and fruit, the company adds. Flavors include Chicken Liver PLUS Pumpkin and Apple, Chicken Liver PLUS Sweet Potato and Broccoli, and Chicken Liver PLUS Peas and Carrots.

www.petnshape.com, or Circle Reader Service Card #1249

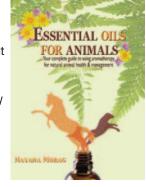
Tomlvn's Nutri-Cal Soft Chews offer a flavorful, enjoyable way to administer oral supplements to dogs and cats, the company reports. Containing a concentrated source of vitamins and minerals, the chews promote energy and nutrition, are highly palatable, and are a veterinarian formulation made to

support pet nutrition needs, the company adds. www.tomlyn.com, or Circle Reader Service Card #1246



Off The Leash Press

publishes "Essential Oils for Animals," a guide to essential oils that support animals in mind, body and spirit. The book, written by Nayana Morag, is an invaluable tool for any animal owner or veterinarian who prefers a holistic approach to animal health, the publisher states. Case studies and photographs are used to illuminate how aromatic



extracts can increase health, reduce stress and increase the bond of trust between owners and their pets, according to the publisher. A cross-reference chart and indexes are designed to find the right essential oil for any problem, the publisher adds. 407-758-8309, www.essentialanimals.com,

or Circle Reader Service Card #1248

pack that includes an iced 3-in. red heart and an iced 6-in. bone with red, white and pink sprinkles. A portion of



the Cardiovascular Research Foundation, the company states. The gift pack will be available in 12-count cases from Dec. 26, 2011, to Feb. 28, 2012. Other fundraising lines planned for 2012 are expected to benefit causes such as breast cancer, multiple sclerosis and the U.S. military, the company reports. All treats are wheat-, corn- and soy-free, the company adds. 508-291-7555, www.preppypuppytreats.com,

or Circle Reader Service Card #1247

Isle of Dogs introduces six functional treats made of whole food sources such as grain, fruit, vegetables and herbs. The six types-



Peaceable Kingdom Essentials

help support healthy teeth and gums, the company adds.

262-292-2270, www.iodogs.com, or Circle Reader Service Card #1245

debuts Reliever Achiever, an external skin spray designed to aid a multitude of health issues in pets. Made with 100 percent organic ingredients, the spray can sooth painful skin irritation, clean pores of impurities, fight bacterial infections, dull nerve pain, treat eczema and serve as a liver detoxifier, the company reports. Using only the best herbal elements, including chamomile, licorice root and sweet orange essential oil, each batch of 2-oz. bottles is handcrafted and contains the perfect mix of organic ingredients, the company states. 717-566-0922, www.herbsforyourpets.com, or Circle Reader Service Card #1244



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Ignoring customer demand or offering too little product can have negative consequences on a retailer's bottom line.

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14 Natural Treats

(from the cover)

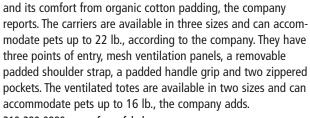
Selecting which natural treats to stock is one part of the retail equation. How product is displayed can help or hurt its sale.

15 Retailer Profile: The Big Bad Woof

(from the cover)

Two stores in the Washington, D.C., area emphasize environmental sustainability, the local economy and treating employees well.

Bark n Bag adds the Old World Traveler Collection to its line of eco-friendly pet carriers and totes. The fabric is a polyester fiber made from recycled plastic bottles. The carrier (shown) gets its support from bamboo rafters



310-280-0880, www.furrynfabulous.com, or Circle Reader Service Card #1243





Tree, Tangerine, Lavender and Lemon Lavender. The shampoos are made without harsh detergents, chemicals, artificial coloring and toxins, the company reports. Ingredients include 100 percent consumption-grade olive oil, Mediterranean Sea salt and essential oils from all over the world, according to the company. The shampoos are bottled in 16-oz. and 1-gal. sizes.

786-473-3115, www.poshandco.com, or Circle Reader Service Card #1242