

From: Diann's Happy Tails Dog Training diannshappytails@msn.com  
Subject: ROCK BOTTEM PRICING ON QUALITY PET FOODS; CHECK THIS OUT; REVISED PRICE FOR HI TEK  
Date: August 27, 2015 at 9:01 AM

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***I was just informed by my supplier they sent me the wrong price list for Hi Tek pet food. As a small retailer, I don't get the same discounts as "Box stores" so below is a revised list for Hi Tek. I am very sorry, but also glad they caught it so soon;***

***Diann***

***Hi Tek is at the end of the newsletter after the Flea article***

**Other brands available to be emailed to you are:  
ALL AT THE SAME DISCOUNTED RATE**



- ARCTIC PAWS- YUMMY CHUMMIES
- BLUE BUFFALO\*\*WISHBONE\*\*
- ZIWI PEAK\*\*
- TUSCAN NATURAL\*\*ADDITITION\*\*REDBARN
- DELCA PET PRODUCTS (THINK) TREATS
- DOGGIE DELICACY--ANTLERS
- EMERALD TREATS\*\*NATURES LOGIC
- EUKANUBA\*\*IAMS\*\*
- FROMM FAMILY FOODS\*\*GRANDMA LUCYS
- GREENIES\*\* MERRICK\*\*NATURAL BALANCE\*\*PURINA
- NUTRO-MAX-ULTRA\*\*OC RAW\*\*PETCUREAN
- PRECISE\*\*EARTHORN\*\*WILD CALLING\*\*NULO\*\*



# Diann's Happy Tails Obedience Training Newsletter



<http://www.diannshappytails.com>

Diann @ 541-480-6987

*Pet Food Menu's for the most affordable foods; Do you know about Toxic Flea & Tick Treatments?*

DAVES PET FOOD\*\* All of the dry comes in smaller sizes/ 5 lbs & 15 lbs  
The special pricing is on the larger sizes. {maybe you can split with a friend?  
Just a thought? Pre order it important that the dry be as fresh as possible.  
I don't keep much if any in stock unless I know it will be a good seller, with  
repeat customers. If it is, & I can keep the inventory going, prices will stay  
the same until I get them raised on my end



## EASY TO DIGEST DRY DOG

CHICKEN, RICE & OATMEAL 30LB BG \$38.00

## SIMPLY THE BEST DRY DOG

DAVE'S SIMPLY THE BEST DOG FOOD 30LB BG \$48.00

## EASY TO DIGEST CAN DOG

CHICKEN & RICE 12X13OZ CS- \$22.00

## DELECTABLE DOG CAN

LAMB & VEGGIES DINNER 12X13OZ CS. \$25.50

CHICKEN & RICE STEW 12X13OZ CS \$25.5

LAMB & RICE STEW 12X13OZ CS. \$25.50

STEWIE STEW 12X13.2OZ CS . \$25.50



## NATURALLY HEALTHY CAN DOG

BEEF & RICE 12X13OZ CS . \$21.00

CHICKEN & RICE 12X13OZ CS . \$21.00

HEALTHY JOINT FORMULA 12X13.2OZ CS \$21.00

LIVER & BEEF 12X13OZ CS . \$22.00

## PREMIUM 95% MEAT CAN DOG

BEEF MEAT 12X13OZ CS . \$24.99

CHICKEN MEAT 12X13OZ CS \$24.99

TURKEY MEAT 12X13OZ CS . \$24.99

## PREMIUM 95% MEAT CAN

BEEF & BEEF LIVER PATE 24X5.ZOZ CS. \$28.50

CHICKEN & CHICKEN LIVER PATE 24X5.5OZ CS . \$28.50  
TURKEY & TURKEY LIVER PATE 24X5.5OZ CS . \$28.50  
TUNA & CHICKEN PATE 24X5.5OZ CS \$28.50  
SALMON PATE 24X5.5OZ CS 11358-0 \$28.50.

**DAVE'S GRAIN FREE CAN DOG**

CHICKEN SWEET POTATO & QUINOA 12X13OZ CS . \$25.50  
CHUNKY CHICKEN STEW 12X13OZ CS . \$25.50  
DUCK & SWEET POTATO 12X13OZ CS. \$25.50  
POACHED SALMON ENTRÉE 12X13OZ CS . \$25.50  
ROASTED PORK DINNER 12X13OZ CS \$25.50  
TURKEY SWEET POTATO & CRANBERRY 12X13OZ CS . \$25.50  
TURKEY & BACON 12X13OZ CS . \$25.50

**NATURALLY HEALTHY DINNERS CAN CAT**



BEEF & CHICKEN 24X3OZ CS 22.50  
BEEF & CHICKEN 24X5.5OZ CS .-\$25.50  
CHICKEN FORMULA 24X5.5OZ CS \$25.50  
CHICKEN FORMULA 12X12.5OZ CS \$20.80



CHICKEN & WHITEFISH 24X3OZ CS .\$20.50  
CHICKEN & WHITEFISH 24X5.5OZ CS . \$22.60  
CHICKEN & HERRING 24X5.5OZ CS \$25.60  
TURKEY FORMULA 24X5.5OZ CS . \$25.60  
TURKEY FORMULA 12X12.5OZ CS . \$22.80  
TURKEY & GIBLETS 24X3OZ CS. \$22.50  
TURKEY & GIBLETS 24X5.5OZ CS . \$25.60  
TURKEY & GIBLETS 12X12.5OZ CS \$22.80  
TURKEY & SALMON 24X5.5OZ CS . \$25.60  
TUNA ENTRÉE 24X3OZ CS .\$22..50  
TUNA ENTRÉE 24X5.5OZ CS . \$25..60  
TUNA & SALMON 24X3OZ CS . \$22..50  
TUNA & SALMON 24X5.5OZ CS \$25..60  
TUNA & CHICKEN 24X3OZ CS . \$22.50  
TUNA & CHICKEN IN GRAVY 24X5.5OZ CS \$25.60  
TUNA & MACKEREL 24X5.5OZ CS . \$25.60  
TUNA & SHRIMP 24X5.5OZ CS -\$25..60  
GOBBLEICIOUS GOURMET 24X5.5OZ CS . \$25..60  
POULTRY PLATTER 24X5.5OZ CS . \$25..60  
THE CAT'S MEOW 12X13OZ CS \$22..80

## ABOUT DAVE & Daves Pet Food



My cub reporters had the opportunity to review a



line of **natural pet foods** called **Dave's Pet Food**, from a one-man operation of the same name based in Agawam, Mass. There are a number of reasons why my furry assistants give these canned and **dry foods** two paws up.

For one, these foods contain no wheat, gluten, corn, soy, **byproducts** artificial flavors or colors, while most are **grain-free**, with the exception of rice or quinoa in some of the selections. Furthermore, these pet foods received a four-star "Highly Recommended" rating from the DogFoodAdvisor.

Plus, the foods are made in U.S. facilities, with no ingredients sourced from China. Last but certainly not least, Dave's Pet Foods are less expensive than other premium natural brands.

I spoke with company founder Dave Ratner about how he manages to produce a quality line of pet foods at lower prices.

**A One-Man Pet Food Brand Band**

"We're 40 to 50 cents less per can than the big boys, such as the Blue Buffalos and Wellnesses of the world," he said. "How I do this is very simple: I am the whole company. I spend zero on **marketing**. I did hire a **PR firm**, but I don't have sales reps. I don't have all of that overhead. What a concept!"

He also will not sell to **big box stores**; up with price points that I could sell." **A Simple Recipe for Pet Food Success; No fancy bags, can's, You do pay for those you know.**

Dave works with canneries that obtain their ingredients from USDA-approved farms or slaughterhouses.

"I will tell them that I don't want any byproducts, corn, soy, wheat or gluten; here is my price point, now make me the food," he explained. "The one thing I insist on is nothing from China."

In addition to handling most of the administrative duties, he also acts as sales rep.

"I sell to a distributor; they might cover five to seven states" he added. "What makes my life so difficult is that I have to travel with a sales rep because I am the sales force."

Another reason for his success is that people know and trust him, both on the customer and retailer sides. I feel lucky to able to offer you Daves brand pet

rooms; Hope you give it a try. I research all the pet rooms as close as possible and there are many I won't sell. If I won't let my dog's eat it, I don't want your's to either.

### According to dvm360 in an article dated January 1, 2012: About Toxic flea & tick products

Manufacturers of spot-on flea-and-tick products have six months to make labeling changes, according to a new directive from the Environmental Protection Agency, to address increasing adverse events associated with the misapplication of these products by pet owners.

(These products are chemical pesticides applied to the necks or backs of dogs and cats as a flea/tick preventive.)

Per dvm360, the new labeling will include repeated use of the word 'dog' or 'cat' to clearly identify who the product is intended for.

Font size changes will be made (I assume larger fonts will be used), and images of cats or dogs will appear on labels so pet owners can quickly distinguish a dog spot-on product from one intended for cats.

Also, dog products will carry specific warnings about use on cats.

According to dvm360, the EPA also requested more labeling information about possible adverse effects, as well as instructions to pet owners to consult a veterinarian or the product manufacturer in case of an adverse event.

A Little Background on the EPA's Concern about Pet Spot-on Products



Even though I don't recommend use of these pesticides in most situations, I was encouraged to learn that some three years after the EPA started paying attention to [problems with spot-on products](#), it finally issued a directive to make them safer.

In April 2009, the EPA issued an advisory about spot-on products after receiving over 44,000 reports of adverse reactions during 2008, including 600 deaths. This represented a very disturbing 57 percent increase in reported incidents in a single year - - incidents ranging from mild skin irritation to seizures and death.

In March 2010, the EPA published the results of a year long study of spot-on flea and tick products. Findings included the following:

- **Most adverse reactions were seen in dogs weighing between 10 and 20 pounds.**
- **Reactions in mixed breed dogs were most commonly reported, however,**



**Dog covered in flea bites.**

the Chihuahua, Shih Tzu, Miniature Poodle, Pomeranian, Dachshund, Maltese, Yorkshire terrier and Bichon Frise seem particularly at risk.

- Products containing cyphenothrin and permethrin were especially problematic for small breed dogs.
- Most incidents occurred in dogs under three years old, likely at their first exposure to a spot-on product.
- Adverse reactions for both dogs and cats were primarily skin, GI tract and nervous system related. Skin reactions included redness, itching, hair loss, sores and ulcers.
- Gastrointestinal symptoms included vomiting, diarrhea and salivation.
- Reported nervous system symptoms included lethargy, nervousness, ataxia (movement problems), tremors and seizure.
- A number of adverse reactions in cats were the result of the cat either being treated with a product intended for dogs, or through exposure to a treated dog. Cats treated with products intended for dogs had an especially high rate of serious reactions and fatalities.
- Inert ingredients in spot-on products were generally assumed to contribute to toxicity.
- Dosage ranges were considered to be too wide in some cases.
- Product labeling was identified as needing a revamp in many cases.
- The EPA's Companion Animal Studies guidelines are insufficient to predict the toxicity of spot-on products.

## What Happened Next

As a result of its investigation, in March 2010 the EPA acknowledged that current label warnings on spot-on products were not effective. To rectify the situation, the Agency called for new labeling requirements to include updated warnings, a listing of possible symptoms, better instructions for use and dosage guidelines, and possible restrictions on certain ingredients.

Then for 60 days the EPA took comments from the public on its product labeling recommendations.

Some 16 months later, on September 30, 2011, the EPA released a document in response to the public comments received between mid-March and mid-May 2010.<sup>1</sup>

The document organizes over 1,400 comments submitted by the

The document organizes over 1,100 comments submitted by the public into 12 general issues. After each issue, the EPA provides their response. Two examples:

- **Issue 4 asks for a ban on all products with the potential to cause death in cats. The EPA's response is that while they don't intend to ban dog spot-on products that have proved lethal to cats, they are working with product manufacturers to change product labels to clearly address the risk to cats.**

The EPA said it intended to send a letter to manufacturers requesting revised labels be submitted within 6 months. The date of the EPA letter will presumably determine when product manufacturers submit revised labels.

What happens after submittal to the EPA is a mystery to me, so I don't think I'll hold my breath waiting for revised labels to appear this year.

- **Issue 9 asks for label changes to include a toxicity warning by ingredient, directions for pet owners in the event a dog or cat experiences side effects, and clear acknowledgement on all packaging that spot-on products are pesticides.**

The EPA's response was essentially identical to the response to issue 4. So again, I don't expect to see toxicity information on spot-on labels anytime soon.

### **As It Stands Today ...**

The folks at dvm360 are more optimistic than I am about this latest effort by the EPA to make spot-on products safer to use. It seems to me this latest EPA 'directive' is actually a series of recommendations provided to spot-on product manufacturers with a request to comply within six months (six months from when is not clear). Hopefully by this time next year, we'll see improved labeling of spot-on products.

### **How You Can Avoid Using Spot-on Products Altogether**

Regardless of improvements to the labeling of spot-on pesticides, please know there are safer solutions for flea and tick control for



your pet. Chemical pesticides, no matter what form they come in, can have side effects.

Just because a spot-on product is applied to the outside of your pet doesn't mean it can't make its way inside. Any sort of product applied to your pet's coat and skin can be absorbed into the body.

Alternatives I recommend include:

- **A safe, natural pest deterrent that is chemical-free, like [Natural Flea and Tick Defense](#). This product contains no synthetic chemicals -- only all-natural, safe Brazilian oils and pure water. It has a pleasant smell, is non-sticky, and repels not only fleas and ticks, but also flies and mosquitoes.**
- Cedar oil (specifically manufactured for pet health)
- Natural, food-grade diatomaceous earth
- Fresh garlic -- work with your holistic vet to determine a safe amount for your pet's body weight
- **[Feeding your pet a balanced, species-appropriate diet](#). The healthier your dog or cat is, the less appealing she'll be to parasites. A biologically appropriate diet supports a strong immune system.**
- Bathing and brushing your pet regularly and performing frequent full-body inspections to check for parasite activity.
- Making sure your indoor and outdoor environments are unfriendly to pests.

### **For Those Who MUST Use a Chemical Flea/Tick Control Product**

If you find yourself faced with no choice but to use a chemical pest preventive, I strongly urge you to take the following steps to reduce the health risk to your pet:

- Be very careful to follow dosing directions on the label, and if your pet is at the low end of a dosage range, step down to the next lowest dosage.
- Be extremely cautious with small dogs, especially if you own one of the breeds reported to be at high risk for adverse reactions. And do not, under any circumstances, apply dog product to your cat.
- Don't depend exclusively on chemical treatments. Rotate natural preventives with chemical ones.
- Use only when your pet is in a high-risk environment



(i.e. camping in a **Lyme disease endemic area**), then discontinue.

- Monitor your pet for symptoms and adverse reactions after you apply a chemical product -- especially when using one for the first time.
  - Consult your holistic vet about natural therapies that can help alleviate your pet's toxic load.
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## HI TEK PET FOOD

NATURALS GF CHICKEN & SWEET POTATO (32-16) 30LB BG/\$48.00

NATURALS GF LAMB & SWEET POTATO (31-15) 30LB BG/\$48.00

NATURALS GF ALASKAN FISH 30LB BG /\$56.00

**HIT38181 NATURALS GRAIN FREE CAT** 16.5LB BG/\$35.00

## HI TEK NATURALS DOG

NATURALS CHICKEN & RICE FITNESS 30LB BG/\$35.00

NATURALS CHICKEN & RICE FITNESS 44LB BG/\$45.00

NATURALS RICE & CHICKEN LRG BREED 30LB BG/ \$35.00

NATURALS LAMB & RICE 30LB BG/\$35.00



## HI TEK PERFECTLY NATURAL DOG

PERFECTLY NATURAL PUPPY (30-20) 30LB BG/ \$45.00

PERFECTLY NATURAL ADULT (26-16) 30LB BG/\$45.00

PERFECTLY NATURAL SENIOR (22-8) 30LB BG/ \$42.00

## HI TEK PREMIUM DOG

HI-TEK PREMIUM BLEND GROWTH PUPPY 40LB BG/ \$35.00

HI-TEK PREMIUM BLEND ADULT (21-9) 40LB BG/\$36.00

## HI TEK INTIMIDATOR DOG

HI-TEK INTIMIDATOR 31-21 ADULT (31-21) 50LB BG/ \$48.00

## HI TEK LIFE 4K9 DOG

LIFE 4K9 CHICKEN & BARLEY 30LB BG/ \$52.00

LIFE 4K9 LAMB & BARLEY 30LB BG/\$49.00