

Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



"Pet supply manufacturers and retailers face a challenging environment. Pet ownership is growing primarily on the basis of population expansion rather than historical rises in ownership penetration. Private label brands are also seeing share growth."

- Molly Maier, Health, Household and BPC Category Manager

This report looks at the following areas:

- Market growth stays just ahead of inflation
- Pet ownership stagnant
- Price competition strong; private labels eroding name brand sales

This report primarily covers supplies for household pets including cats, dogs, small animals (hamsters, etc), reptiles, fish, and birds; horse care items are not included. Supplies include, but are not limited to, litter/deodorant, rawhide dog chews, dog/cat supplies (ie grooming, collars, leashes, toys, bedding, feeding equipment, nutritional supplements, and over-the-counter flea and tick treatments), and non-dog/cat supplies (ie indoor aquariums and aquarium accessories, bird cages).

Excluded

from this report are services for pets, such as boarding, grooming, training, and veterinary services; pet food; over-the-counter and prescription medicines; and the actual cost of the animal.

BUY THIS REPORT NOW

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533

> Brazil 0800 095 9094

Americas +1 (312) 943 5250

арас +61 (0) 2 8284 8100

EMAIL: reports@mintel.com

DID YOU KNOW?

This report is part of a series of reports, produced to provide you with a more holistic view of this market



Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Table of Contents

Overview What you need to know Definition **Executive Summary** The issues Market growth stays just ahead of inflation Figure 1: Total US sales and fan chart forecast of pet supplies, at current prices, 2010-20 Pet ownership stagnant Price competition strong; private labels eroding name brand sales Figure 2: Share of new pet product launches from brands and private labels, 2005-15 The opportunities Humanization changing how owners think about pets Figure 3: Indicators of humanization of pets, February 2015 Figure 4: Purchase of pet clothing/costumes/accessories, March 2014-February 2015 Widespread health and safety concerns mean growth for health/well-being categories Figure 5: Share of new pet product launches featuring selected health and environmental claims, 2010-15 What it means The Market – What You Need to Know Pet ownership rates remain flat CAGR of 3.6% barely beats inflation Recent growth all in litter/deodorant Homeowners, childless couples high spenders Market Size and Forecast Slow growth ahead Figure 6: Total US sales and fan chart forecast of pet supplies, at current prices, 2010-20 Figure 7: Total US sales and forecast of pet supplies, at current prices, 2010-20

Market Breakdown

Litter innovation a bright spot in sluggish market

Figure 8: Share of US retail sales of pet supplies, by segment, 2013-15

Figure 9: Sales of pet supplies, by segment, 2010-15

Pet stores dominate infrequent purchases

Figure 10: Pet supply purchase locations – Clothing, travel, furniture and training needs, February 2015

Figure 11: Pet supply purchase locations - Medication grooming, litter and toys, February 2015

In their own words

Online retailers pose most direct threat to pet specialists

Figure 12: Correspondence analysis – Pet supplies purchase locations – February, 2015

BUY THIS REPORT NOW

VISIT: store.mintel.com CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100 EMAIL: reports@mintel.com



Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Humanization of Pets

Part of the family

Figure 13: PetSmart Partners in Pethood, Stanley Is Five, TV ad, 2015

Figure 14: Big Lots Pet Supplies - Pets with Opinions #PetsRPeople2, TV ad, 2014

Figure 15: Indicators of humanization of pets, February 2015

Young men most likely to dress pets

Figure 16: Indicators of humanization of pets, by gender and age, February 2015

Correlation between humanization and spend on pet supplies

Market Factors

Homeowners spend nearly three times renters

Figure 17: Pet ownership trends, by homeownership, February 2015

Figure 18: Average annual household expenditures on pets, by homeowner status, 2011*

Figure 19: Number of homeowning households in the US, by household type, 2015-20

Empty nesters, childless couples show high spend

Figure 20: Average annual household expenditures on pets, by household structure, 2011*

Senior and overweight/obese pet populations growing

Figure 21: Percentage of dogs and cats age 6 or older, 1987 and 2011

Figure 22: Share of new pet product launches featuring selected health or environmental claims, 2010-15

Pet culture more favorable among urbanites

Figure 23: Purchase of pet categories in past year among urban residents, February 2015

Key Players – What You Need to Know

Litter makers grow through innovation

Premium positioning and proprietary brands on the rise

Rawhide and non-dog/cat supplies struggling

Future rosy for senior-oriented products

Manufacturer Sales of Pet Supplies

Nestle widens its litter lead through innovation

Manufacturer sales of pet supplies

Figure 24: MULO sales of pet supplies, by leading companies, rolling 52 weeks 2014 and 2015

What's Working?

Premium products drawing more pet owners

Proprietary and exclusive brands on the rise

Figure 25: Share of new pet product launches from brands and private labels, 2005-15

Innovation drives success in litter segment

Figure 26: #KittenWeek True Tails: Blindsided, TV ad, 2014

What's Struggling?

Rawhide saddled with permanent taint

BUY THIS REPORT NOW

VISIT: store.mintel.com CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100 EMAIL: reports@mintel.com



Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Popularity of pets other than dogs and cats sinking

Major pet specialists struggling to stave off competition

What's Next?

Products for senior pets and senior pet owners

Pet versions of products for people

Technology seeks to make pet care fun and easy

The Consumer – What You Need to Know

Majority of households own pets

Safety first

Capitalizing on savings behavior

Slim declines in penetration for supplement usage

Pet Ownership

Half of households own dogs

Figure 27: Types of pets living in household, February 2015

25-34-year-olds lead in pet ownership

Figure 28: Pet ownership, by age and gender, February 2015

Households with kids most likely to own pets

Figure 29: Pet ownership, by presence of children under 18 in household, February 2015

Higher income groups better able to afford dogs

Figure 30: Any pets living in household, by household income group, February 2015

Products Purchased

Toys tops

Figure 31: Pet supplies purchase timing, February 2015

Spotlight on Supplements

Slight declines in usage

Figure 32: Trended pet vitamins and supplements usage, 2009-14

Figure 33: Total US sales of pet supplements, at current prices, 2010-15

Substantial opportunities remain

Shopping Preferences

Safety beats value

Owner recommendations top vets, store employees

Figure 34: Pet supply shopping preferences, February 2015

Shopping Habits

Encouraging impulse purchasing

Cost-saving behavior common

Figure 35: Pet supply shopping habits, February 2015

Time to revamp pet supply box contents

BUY THIS REPORT NOW

VISIT: store.mintel.com CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100 EMALL: reports@mintel.com



Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Opportunities in in-store digital and among young singles Figure 36: Pet supply purchase habits, by gender and age, February 2015

Appendix – Data Sources and Abbreviations

Data sources

Sales data

Fan chart forecast

Consumer survey data

Consumer qualitative research

Abbreviations and terms

Abbreviations

Terms

Appendix – Market

Figure 37: Total US sales and forecast of pet supplies, at inflation-adjusted prices, 2010-20

Figure 38: Total US sales and forecast of pet supplies, by segment, at current prices, 2010-20

Figure 39: Total US retail sales of pet supplies, by channel, at current prices, 2010-15

Appendix – Key Players

Figure 40: MULO sales of litter and deodorant, by leading companies, rolling 52 weeks 2014 and 2015 Figure 41: MULO sales of dog/cat supplies, by leading companies, rolling 52 weeks 2014 and 2015 Figure 42: MULO sales of rawhide dog chews, by leading companies, rolling 52 weeks 2014 and 2015 Figure 43: MULO sales of non-dog/cat supplies, by leading companies, rolling 52 weeks 2014 and 2015 Figure 44: Top five brands of flea/tick medication used, 2009-14

Appendix – Consumer

Figure 45: Types of flea and tick care products purchased, July 2010-September 2014

Correspondence analysis

Figure 46: Pet supplies purchase locations-February, 2015

BUY THIS REPORT NOW

VISIT: store.mintel.com CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100 EMALL: reports@mintel.com