## America's Pet Owners - US - September 2015

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

"Owning a pet can be anxiety inducing, and each pet comes with its own unique set of challenges. These challenges may discourage pet owners from obtaining more pets or getting another pet after a pet passes away. The most common challenges include keeping the house clean, paying for medical care, and finding care for pets when away from home."

- Lindsey Rogers, Consumer Research Analyst

This report looks at the following areas:

- Sales of pets are flat, despite growing share in ownership
- Pets aren't always a walk in the park

The popularity of pets has resulted in a $\$ 64.2$ billion dollar industry that is expected to grow $16 \%$ through 2020. This growth will be led primarily by the veterinary services and pet food categories, though innovative services such as in-home veterinary care also have a part to play. Premium offerings should do especially well because the majority of pet owners see pets as part of the family and want to pamper them. Recommendations from others will also influence the choices of pet owners, many of whom seek out advice from veterinarians and read reviews online.

## BUY THIS REPORT NOW

## VISIT:

 store.mintel.comCALL: EMEA
$+44(0) 2076064533$
Brazil 08000959094

Americas
+1 (312) 9435250
APAC
+61 (0) 282848100
EMAI L: reports@mintel.com

## America's Pet Owners - US - September 2015

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
Sales of pets are flat, despite growing share in ownership
Figure 1: Sales of pets and forecast, at current prices, 2010-20
Pets aren't always a walk in the park
Figure 2: Challenges of pet ownership, February }201
The opportunities
Treat pets like humans
Target parents, childless couples
Play up the benefits of owning a pet
Figure 3: Benefits of pet ownership, February }201
Let them eat cake... with their pets
    Figure 4: Pets in public/pet owners' involvement with their pets, February }201
Research, recommend, repeat
    Figure 5: Trusted sources of pet advice, February }201
Help owners pamper their pets, make life more convenient
    Figure 6: Use of and interest in pet services, February }201
What it means
```


## The Market - What You Need To Know

Spending on pets to continue current growth trajectory through 2020
Pet food, veterinary services account for majority of spending
Demographic shifts impact the market
Humanization of pets continues to open up market opportunities

## Market Size and Forecast

Expenditures on pets expected to grow by $\$ 10.3$ billion through 2020
Figure 7: Total US expenditures and fan chart forecast on pets* at current prices 2010-20
Figure 8: Total US expenditures and forecast on pets* at current prices 2010-20

## Market Breakdown

Pet owners spend the most on pet food, vet visits
Figure 9: Total US expenditures and forecast on pets*, by segment, at current prices, 2010-20
Figure 10: Total US expenditures on pets*, by segment, at current prices, 2013 versus 2015

## Market Factors

BUY THIS
REPORT NOW

## America's Pet Owners - US - September 2015

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

## Humanization of pets

Childless couples, unmarried Americans on the rise
Figure 11: Share of households by number of persons per household, 1960-2013
America's aging population
Figure 12: Americans aged 65+, total population and share of population, 2015-60
America's pets also aging

## Key Players - What You Need To Know

Pet retailers work to differentiate themselves
By humanizing pets, companies appeal to owners
Pet owners seek out convenient, premium services
Vet loyalty programs encourage repeat visits, adherence to medical advice

## Leading Retailers

## Petco

Figure 13: Petco company overview
Competitive analysis
PetSmart
Figure 14: PetSmart company overview
Competitive Analysis
Figure 15: PetSmart, "Pet Expressions: Creative Dog Grooming from PetSmart," Apr. 7, 2014

## What's Working?

Pet ads treat pets like humans
Figure 16: Big Lots, "Big Lots Pet Supplies - Pets with Opinions \#PetsRPeople2," Sept. 8, 2014
Premium services fetch top dollar
Services for humans go to the dogs
With pet subscription boxes, every dog has its day

## What's Facing Challenges?

Fewer turning to breeders, pet stores
Veterinarians struggle with patient compliance

## What's Next?

Petnology on the rise
Pet fitness devices
Figure 17: Whistle, "The Whistle Activity Monitor," J une 15, 2013
Pet connection devices
Figure 18: Petcube, "Petcube Camera: Stay connected to your pets when you are not at home," Nov. 18, 2014
Figure 19: Petzi, "Petzi Treat Cam," J une 10, 2015
No longer sicker than a dog: Rewards programs build vet loyalty
Figure 20: Rethink Veterinary Solutions, "Rethink Veterinary Solutions Testimonials," Nov. 6, 2013
Here, boy! Pet services make house calls

BUY THIS
REPORT NOW

VI SI T: store.mintel.com
CALL: EMEA +44 (0) 2076064533 | Brazil 08000959094
Americas +1 (312) 9435250 | APAC +61 (0) 282848100
EMAI L: reports@mintel.com

## America's Pet Owners - US - September 2015

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

## The Consumer - What You Need To Know

Americans are dedicated to their pets
Pet owners are particularly interested in health, tech services
Pets make great companions, but they also cause owners stress
Owners consider pets part of the family and treat them accordingly

## Pet Ownership

Americans go wild for furry friends
Figure 21: Types of pets owned by household, February 2015
Pet parents are often parents of children too
Figure 22: Presence of dogs and cats in households, by age and presence of children in the household, February 2015

## Pet Acquisition

To buy or not to buy?
Figure 23: Sources of pet acquisition, by type of pet owned, February 2015
Figure 24: Sources of dog acquisition, by size of dog owned, February 2015
How much is that doggie in the window? Pet purchasing behaviors by demographics
The pet owners' theory of mutual selection
Caring For and Spending Time with Pets
Multiple hours spent with pets each day
Figure 25: Distribution of hours spent with pet(s) each day, February 2015
Who spends the most time with pets
Figure 26: Mean number of hours spent with pet each day, by gender, February 2015
Figure 27: Mean number of hours spent with pet each day, by gender, age, and type of pet owned, February 2015
The hand that feeds
Figure 28: Who takes responsibility for caring for pets, by gender and parental status by gender, February 2015
Figure 29: Share of kids who live in households with pet/who help care for their pet, Fall 2008-14

## Benefits of Pet Ownership

All in good company: Pet owners enjoy animal companionship
Figure 30: Benefits of pet ownership, by type of pet owned, February 2015

## Challenges of Pet Ownership

Cleaning, medical care, pet sitters lead to pet stress
Figure 31: Challenges of pet ownership, by type of pet owned, February 2015
Pet owners seek reassurance
Figure 32: Questions pet owners would ask their pets, March 2015
Figure 33: Feelings of guilt and anxiety experienced by pet owners, February 2015

## Pet Etiquette and Pets in Public

Pet owners, pets expected to practice proper 'petiquette'
Figure 34: Attitudes toward pet etiquette/pets in the public space, February 2015

BUY THIS
REPORT NOW

VI SI T: store.mintel.com
CALL: EMEA +44 (0) 2076064533 | Brazil 08000959094
Americas +1 (312) 9435250 | APAC +61 (0) 282848100
EMAI L: reports@mintel.com

## America's Pet Owners - US - September 2015

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

## Seeking Advice and Recommendations

It takes a village to raise a pet
Figure 35: Trusted sources of pet advice, February 2015

## Pet Services - Use and Interest

Pet owners see value in health-related services
Figure 36: Use of and interest in pet services, February 2015
Dog owners use more services
Figure 37: Interest in pet services, by type of pet owned, February 2015

## The Pet- Owner Relationship

Modern pet parenthood
Figure 38: Attitudes toward the pet-owner relationship, February 2015
Other types of pet-owner relationships
Pet grandparents
Pet friends
Traditional pet owners
Oh the humanity! Anthropomorphizing pets impacts interactions
Figure 39: Pet owners' permissiveness and involvement with their pets, February 2015

## Appendix - Data Sources and Abbreviations

Data sources
Sales data
Fan chart forecast
Consumer survey data
Consumer qualitative research
Abbreviations and terms
Abbreviations

## Appendix - The Market

Overall market - inflation-adjusted prices
Figure 40: Total US expenditures and forecast on pets, at inflation-adjusted prices, 2010-20
Segment overview - current prices
Figure 41: Total US expenditures and forecast on pets by segment, at current prices, 2010-20
Segments - current prices
Figure 42: Total US retail sales and forecast of pet food, at current prices, 2010-20
Figure 43: Total US retail sales and forecast of pet supplies, at current prices, 2010-20
Figure 44: Total US expenditures and forecast for veterinary services, at current prices, 2010-20
Figure 45: Total US expenditures and forecast for pet services, at current prices, 2010-20
Figure 46: Total US expenditures and forecast for purchases of live pets, at current prices, 2010-20

Segments - inflation-adjusted prices
Figure 47: Total US retail sales and forecast of pet food, at inflation-adjusted prices, 2010-20

[^0]
## America's Pet Owners - US - September 2015

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

Figure 48: Total US retail sales and forecast of pet supplies, at inflation-adjusted prices, 2010-20
Figure 49: Total US expenditures and forecast for veterinary services, at inflation-adjusted prices, 2010-20
Figure 50: Total US expenditures and forecast for pet services, at inflation-adjusted prices, 2010-20
Figure 51: Total US expenditures and forecast for purchases of live pets, at inflation-adjusted prices, 2010-20

## Appendix - Additional Consumer Tables

Figure 52: Share of kids who live in households with pets, Fall 2008-14
Figure 53: Share of kids with pets who help take care of a pet, Fall 2008-14

## Appendix - Qualitative Research

## General quotes

Pet diary entries (written from the pet's point of view)
Pet Facebook profiles (written from the pet's point of view)


[^0]:    VI SI T: store.mintel.com
    CALL: EMEA +44 (0) 2076064533 | Brazil 08000959094
    Americas +1 (312) 9435250 | APAC +61 (0) 282848100
    EMAI L: reports@mintel.com

