

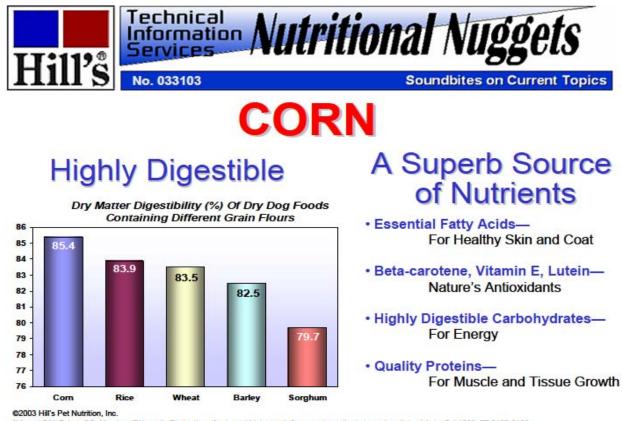
# The Pet Nutrition Answer Book

Correcting the Myths and Misinformation Common in the Pet Food Industry



This information will address the most common myths & misconceptions about corn, as well as facts & benefits about corn & other grains.

<u>Myth: Corn is a poorly digested filler</u> - Corn, when properly cooked & ground, (the way Hill's uses it), is actually a highly digestible grain.



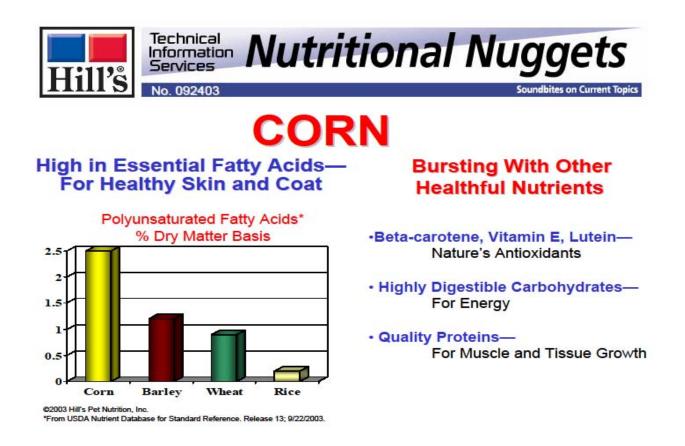
\*Murray SM, Fahey GC, Merchen RN, et al. Evaluation of selected high-starch flours as ingredients in canine diets. J Anim Sci 1999; 77:2180-2186.

<u>What is a filler?</u> Why is corn even perceived as a filler when other grains like rice, wheat & barley are not? The term filler refers to an ingredient that provides no nutritional value. Corn, & other grains, provide various nutrients such as, carbohydrates for energy, proteins for muscle and tissue growth, fatty acids, vitamins & antioxidants.



<u>Why use grains in pet food anyway, aren't dogs carnivores?</u> Dogs are actually omnivores and require both meat & grains in their diet.

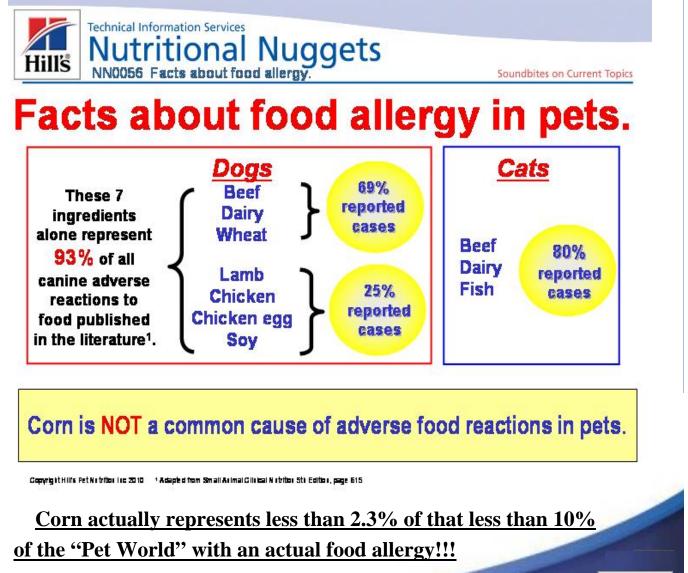
**Fatty Acids**: - One of the biggest advantages that corn has over other grains is the amount of Omega 6 fatty acids. Corn contains more than twice the amount of fatty acids than other grains, (9 x more than rice).



**Linoleic Acid**: - An essential fatty acid & major contributor to creating a shiny skin & coat. Lamb & rice foods are often recommended for skin & coat. Corn however, is the largest grain source for Linoleic Acid, containing more than 3 times the amount provided by rice.

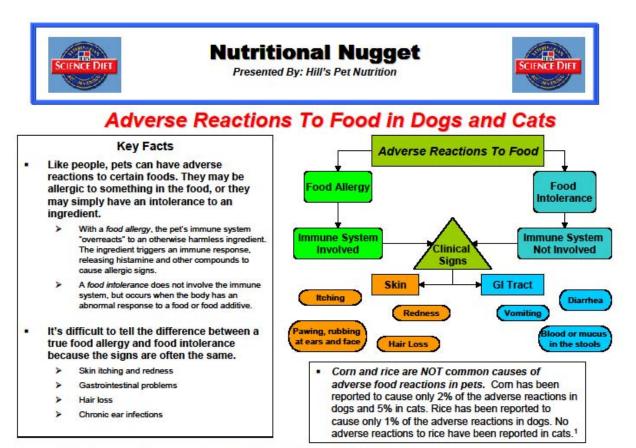


<u>Myth: Corn is Highly Allergenic</u> – This has been, & remains to be one of the largest misconceptions about corn. Most consumers believe that corn is a main contributor when it comes to food allergies. The truth is that most allergies are environmental. Actual Reported Cases of Food Allergies affect less than 10%, of all Dogs & Cats. With over 68% of those cases stemming from Beef, Dairy & Wheat in Dogs & 80% from Beef, Dairy & Fish in Cats.





<u>More Truths about Allergies</u>: Allergic reactions to grass & other environmental items is usually caused by their pollens. It is possible to have an allergic reaction to the pollen in grass if you were to smell it, or touch it. However, if you were to cook the grass, & kill the pollens, you could actually eat that item & not notice a thing. Determining an actual food allergy can be very difficult & time consuming thru lengthy **feeding trials**, and actual **blood testing** usually only lists **potential** allergens. adverse reactions to foods may show up in 2 forms; a **food allergy** and/or a **food intolerance**.

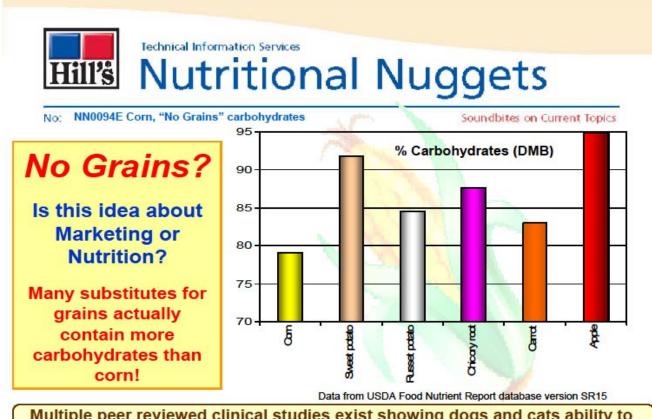


Roudebush P. Ingredients associated with adverse food reactions in dogs and cats. Small Anim Med Surg 2002; 15(9):1-3. ©2004 Hill's Pet Nutrition, Inc. ®/™ Trademarks owned by Hill's Pet Nutrition, Inc.



### **Grain Free**

**Fewer carbohydrates** is usually the reasoning behind choosing a grain free diet. Yet many of the grain free choice ingredients may actually contain **higher levels of carbohydrates.** 



Multiple peer reviewed clinical studies exist showing dogs and cats ability to utilize the nutrients in corn. No similar studies exist for many "veggies"<sup>1</sup>.

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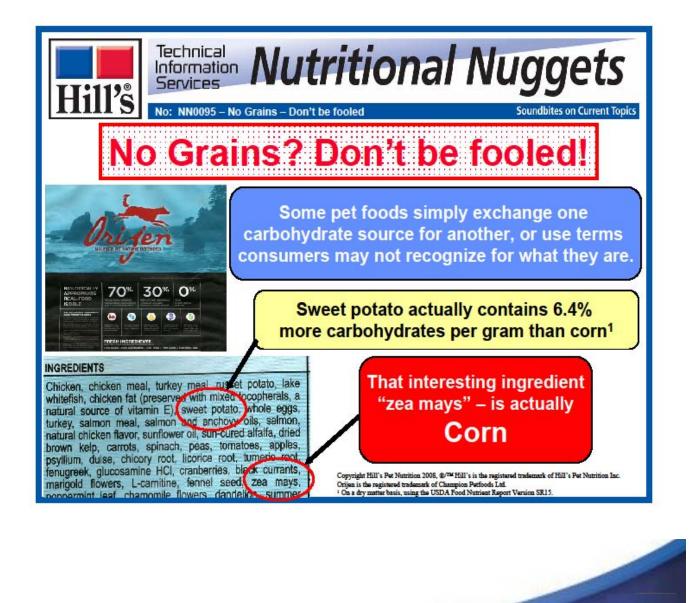
There are no clinical studies to support any of the claims or benefits made by grain free diets. In cats specifically, which are carnivores, there are multiple published studies illustrating their ability to digest & use nutrients from grains. However there are no published studies that evaluate their digestibility of other vegetable sources.

There is no Clinically Proven, Nutritional Foundation for feeding a Grain Free diet.



### **Grain Free**

Don't be fooled by **false perceptions** about benefits provided, & bogus or misleading claims made by grain free diets. They are simply substituting one carbohydrate source for another. They may also use misleading terms that consumers may miss, or mistake for something else.





### **Grain Free**

"Bones And Raw Food", BARF Diets are another popular grain free trend. These diets may also be used because they are perceived to contain fewer carbohydrates. There are also No Clinical Studies to support any of the claims about BARF Diets.

Besides some of the obvious concerns like excess levels of calcium & phosphorus due to the amount of bone intake.

The following nugget addresses many of the facts & fiction around **BARF** Diets:



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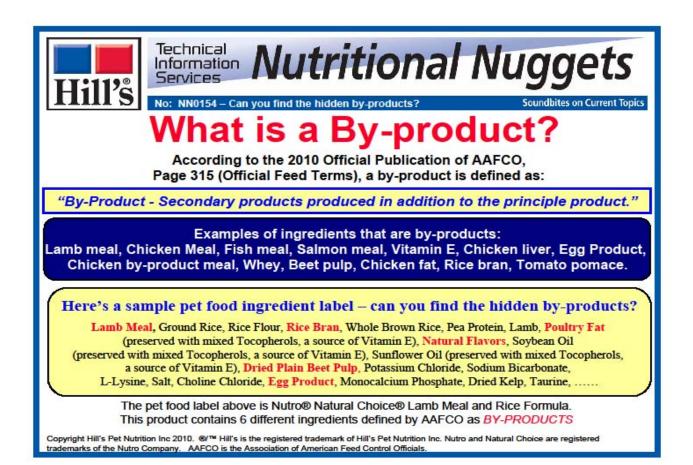
1 Billinghurst I. Grive Your Dog a Bone. Alexandria, Australia: Bridge Printery, 1993. Schulzte KR. The Ultimate Diet. Descanso, California: Affenbar Ink, 1998. Volhard W, Brown K. The natural diet.

- The Holistic Guide for a Healthy Dog. New York: Howell Book House, 1995; 167-190 2. Freeman LM, Michel KE. Evaluation of raw food diets for dogs. J Am Vet Med Assoc 2001; 218: 705-709, 1553-1554 and 1716. Miller EP, Cullor JS. Food safety. Small Animal Clinical Nutrition, 4th edition, pages 184-198.
- Joffe DJ, Schlesinger DP, Preliminary assessment of the risk of salmonella infection in dogs fed raw chicken diets. Canadian Veterinary Journal, June 2002 43(6):441-2
  Wayne R. K., "Molecular evolution of the family dog," Trends in Genetics, June 1993 (vol. 9, #6) pp. 218-224.

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 J Anim Sci 1999 Aug;77(8):2180-6 Murray SM, Fahey GC Jr, Merchen NR, Sunvold GD, Reinhart GA. Evaluation of selected high-starch flours as ingredients in canine diets.



Don't let the term "By-Product" scare you. The term itself, simply means something produced in the making of something else.



Though by-products are not limited to meats, most conversations center around a meat source. For example, **meat meals** contain crushed bone, & are by definition, a by-product. **Meat meals** can contain higher levels of calcium & phosphorous than **meat by-product meals** made from the same source. The difference being the added cleaned internal organs in the **by-product meal** lowers the overall content percentage of bone in the finished product.



There are many variations of By-Products used in the pet food industry. Some are called by-products some are not. Here is a list of the most commonly used & their AAFCO definitions:

#### **By-Product**

#### **AAFCO Definition**

<u>Poultry Meal</u> – is the dry rendered product from a combination of clean flesh & skin, with/without accompanying bone, derived from the parts or whole carcasses of poultry or a combination thereof, exclusive of feathers, heads, feet & entrails. It shall be suitable for use in animal food. If it bears a name descriptive of it's kind, it must correspond thereto. If the bone has been removed the process may be so designated by the use of the appropriate feed term.

<u>**Poultry By-Products**</u> – must consist of non-rendered clean parts of carcasses of slaughtered poultry such as heads, feet, viscera, free from fecal content & foreign matter except in such trace amounts as might occur unavoidably in good factory practice. If the product bears a name descriptive of its kind, the name must correspond thereto.



### **By-Product**

#### **AAFCO Definition**

**Poultry By-Product Meal** – consists of the ground, rendered, clean parts of the carcass of slaughtered poultry, such as necks, feet, underdeveloped eggs, & intestines, exclusive of feathers, except in such amounts as might occur unavoidably in good processing practices. The label shall include guarantees for; minimum crude protein, crude fat & Phosphorus, maximum crude fiber, & min. & max. calcium. The Calcium level shall not exceed the actual level of phosphorus by more than 2.2 times. If the product bears a name descriptive of its kind, the name must correspond thereto.

<u>Meat Meal</u> – is the rendered product from mammal tissues exclusive of any added blood, hair, hoof, horn, hide trimmings, manure, stomach & rumen contents except in such amounts as may occur unavoidably in good processing practices. It shall not contain added extraneous materials not provided for by this definition.

### **By-Product**

#### **AAFCO Definition**

<u>Meat By-Products</u> – is the non-rendered, clean parts, other than meat, derived from slaughtered mammals. It includes, but is not limited to lungs, spleen, kidneys, brain, livers, blood, bone, partially defatted low temperature fatty tissue, & stomachs & intestines freed of their contents. It does not include hair, horns, teeth & hoofs. It shall be suitable for use in animal food. If it bears name descriptive of it's kind it must correspond thereto.

<u>Meat By-Product Meal</u> – the same as Meat By-Products, except it is the **dry rendered product** derived from slaughtered mammals. It includes, but is not limited to lungs, spleen, kidneys, brain, livers, blood, bone, partially defatted low temperature fatty tissue, & stomachs & intestines freed of their contents. It does not include hair, horns, teeth & hoofs. It shall be suitable for use in animal food. If it bears name descriptive of it's kind it must correspond thereto.

 $\underline{\textbf{By-Product}} - (Part) \text{ a secondary product produced in addition} to the principal product.}$ 



Again, just because a product doesn't contain the word "By-Product" doesn't mean it isn't one. The following is a list of byproducts & their everyday common name, that most of us use on a daily basis without hesitation. See how many of these by-products you have used or eaten yourself.

#### **By-Product**

#### By-Product Dogs By-Product Spread By-Product Sandwich Meat By-Product Oil By-Product Seafood Sticks Cubed By-Product By-Product Meat Tubes By-Product Soup By-Product Soup By-Product Gelatin Frozen By-Product Treat Chicken by-product Nuggets

#### Common Name

Hot Dogs Peanut Butter Bologna Cooking Oil Fish Sticks Bouillon Sausage Broth Jell-O Ice Cream Chicken Nuggets

Now, how many items from the right column would you have chosen not to eat if they were known as the item on the left?



### **Ingredient Panels:**

- Ingredients listed in descending order by weight
- Ingredient splitting several different forms of same ingredient listed separately
- Meat first can appear first due to higher moisture content than other dry ingredients

**EXAMPLE 1**: Lamb, Ground Rice, Rice Flour, Rice Bran, Whole Brown Rice, Lamb Meal, Potato Protein, Poultry Fat (preserved with mixed Tocopherols, a source of Vitamin E), Rice Protein Concentrate, Natural Flavors, Pea Protein, Soybean Oil (preserved with mixed Tocopherols, a source of Vitamin E), Sunflower Oil (preserved with mixed Tocopherols, a source of Vitamin E), Potassium Choloride, Monocalcium Phosphate, L-Lysine, Salt, Choline Chloride, Egg Product, Dried Beet Pulp, Dried Kelp, Taurine, Vitamin E Supplement, Zinc Sulfate, Ferrous Sulfate, L-Ascorbyl-2-Polyphosphate,(source of Vitamin C), Copper Proteinate, Biotin, Niacin Supplement, Garlic Flavor, Potassium Iodide, Manganous Oxide,Calcium Pantothenate, Vitamin A Supplement, Vitamin B12 Supplement, Riboflavin Supplement (source of Vitamin B2), Thiamine Mononitrate (source of Vitamin B1), Pyridozxine Hydrochloride (source of Vitamin B6), Menadione Sodium Bisulfite Complex (source of Vitamin K activity), Folic Acid, Vitamin D3 Supplement.

**EXAMPLE 2**: Lamb Meal, Brewers Rice, Rice Flour, Ground Whole Grain Wheat, Ground Whole Grain Sorghum, Corn Gluten Meal, Cracked Pearled Barley, Animal Fat (preserved with mixed tocopherols and citric acid), Dried Beet Pulp, Soybean Oil, Chicken Liver Flavor, Flaxseed, Potassium Chloride, Iodized Salt, vitamins (L-Ascorbyl-2-Polyphosphate (source of vitamin C), Vitamin E Supplement, Niacin, Thiamine Mononitrate, Vitamin A Supplement, Calcium Pantothenate, Biotin, Vitamin B12 Supplement, Pyridoxine Hydrochloride, Riboflavin, Folic Acid, Vitamin D3 Supplement), Choline Chloride, Vitamin E Supplement, Taurine, minerals (Ferrous Sulfate, Zinc Oxide, Copper Sulfate, Manganous Oxide, Calcium Iodate, Sodium Selenite), preserved with Mixed Tocopherols and Citric Acid, Beta-Carotene, Rosemary Extract.



**Grain Splitting**: Is a term used when grains are split or broken down to create multiple ingredient listings. Since **ingredients have to be listed in descending order by weight** on all pet food labels, this process allows manipulated or split ingredients to be moved further down the list providing a more desirable ingredient to be listed earlier. Usually this is done to achieve a "Meat First" or "Meat Dominant" ingredient panel. This marketing technique can be used in grain free foods as well, in both cases creating a perception that they include more meat than carbohydrates.

#### **Example A**:

Lamb Meal, *Ground Rice, Rice Flour, Rice Bran*, Sunflower Oil (preserved with mixed Tocopherols, a source of natural Vitamin E), Poultry Fat (preserved with mixed Tocopherols, a source of natural Vitamin E), Natural Flavors, <u>Rice Gluten</u>, .....

#### **Example B:**

#### Chicken Meal, *Ground Rice, Rice Flour*, <u>Corn Gluten</u> <u>Meal</u>, *Rice Bran*, .....

In these examples rice has been split up to allow for a meat first ingredient panel, even though when processed, rice, (or a combination of other grains or carbohydrate sources), would be the most dominant ingredient. The <u>underlined Gluten</u> in both examples is the protein fraction of any grain, and is not considered part of **grain splitting**.



<u>Meat First</u>: Another marketing trick to acquire a "Meat First" ingredient panel is to weigh the ingredients before the water content is actually removed during processing. The following is an example of an actual pet food ingredient label with before & after processing measurements.

### What's really in the diet?

### Meat First on the Ingredient Panel

Ingredient	Water %	Weight before Processing	Processing, Water Removed
15oz of chicken	70%	15	4.5
14oz of corn meal	10%	14	12.6
13oz of whole sorghum	10%	13	11.7
12oz of chicken meal	10%	12	10.8
11oz of whole barley	10%	11	9.9
Total ounces of r	15.3		
Total ounces of g	34.2		



Weight after



#### Technical Information Nutritional Nuggets

Soundbites on Current Topics

### **Common Terms?**

Several pet food manufacturers use terms to describe their foods, some of which are legally defined and have force in law, and others which are purely marketing terminology without any valid definition under law.

Term	Legally Defined	Definition		
Organic	Yes	According to the USDA – the term "Organic' may only be applied to pet food labels that follow USDA rules. Look for this seal		
Natural	Yes	According to AAFCO – the term "natural" requires a pet food to consist of only natural ingredients without chemical alterations. <sup>1</sup>		
Holistic	NO	There is no legal definition of this term under laws devoted to pet foods. Any manufacturer can make claims of "holistic" in literature and brochures regardless of ingredients chosen.		
Human Grade	NO	Claims that a product contains or is made from ingredients that are "human grade", "human quality", "people foods", "ingredients you (the purchaser) would eat", are false and misleading <sup>2</sup>		

<sup>1</sup> 2010 Official Publication AAFCO pages 143-144, 319 (Official Feed Terms). <sup>2</sup> – see reverse page

- The Nugget above reflects 2 commonly used terms that have legal definitions & carry meaning when used on packaging. "**Organic**" is used to describe products with at least 95% of their ingredient base is organic, and these products must carry the "**USDA ORGANIC**" Seal.
- The Term "**Natural**" simply means that only **natural ingredients** are used in the production of this product without any chemical alterations.
- There is no proven nutritional advantage known to dogs & cats being fed a natural or organic food. This is a consumer choice, not a nutritional need.



- **Human Grade** has no legal definition, and is a commonly used term in pet food marketing, but **never** on the packaging, as AAFCO has defined such use as "false & misleading...".
- Holistic is a great example of a misleading marketing term, used quite often to infer a benefit of some kind. However, without legal definition, this term carries no meaning. Hill's would have to do nothing but change our packaging to market the bags shown below:





<u>AAFCO Statements</u>: Are required on all pet food labels. They are made up of two parts: The 1st is the **method** by which nutritional claims are made. The **Formulation Method** or the **Feeding Trial Method**. The feeding trial method, though lengthy & more expensive, is the preferred method since the food is actual fed to the animal. This will usually confirm palatability & detect any nutritional deficiencies.

#### Technical Information Services Nutritional Nuggets No: NN0132 AAFCO Feeding Trial

Soundbites on Current Topics

### AAFCO Feeding Trial vs. "formulated" food.

Pet food manufacturers can choose to either "formulate" a pet food, or use AAFCO's Feeding Trial data.

	AAFCO	
Required Procedures	Feeding Trial	"Formulated"
Minimum of 30 dogs (cats) to establish colony average	YES	NO
Minimum of 8 dogs (cats) at least one year of age for each trial.	YES	NO
Same formulation must be used throughout test period.	YES	NO
Test must run a minimum of 26 weeks. (6 months)	YES	NO
Formulation shall be the sole source of nutrients, except water.	YES	NO
Daily food consumption must be measured.	YES	NO
Individual body weights shall be measured and recorded weekly.	YES	NO
Hemoglobin, packed cell volume, other blood chemistry tests done.	YES	NO
Thorough veterinary physical exam done twice during test.	YES	NO

Pet foods that are "formulated" have no required testing to determine if the ingredients used are bio-available or digestible in the dog or cat.

Look for this statement on pet foods to insure feeding trials. AAFCO Statement: Animal feeding tests using AAFCO procedures substantiate that Science Diet® Adult Advanced Fitness Original provides complete and balanced nutrition for maintenance of adult dogs.

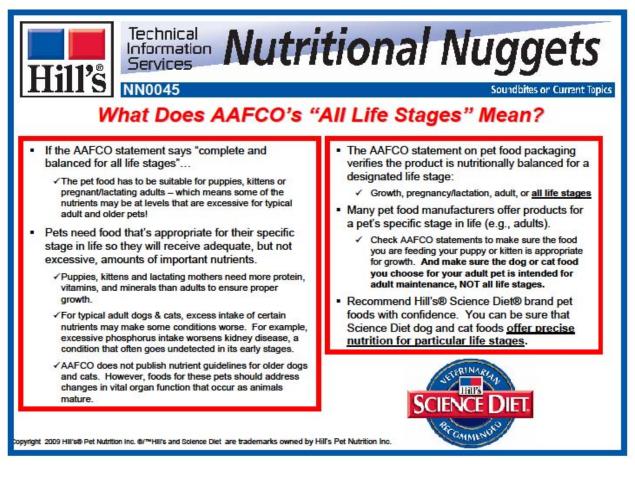


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Note: if there isn't an AAFCO statement, then the product is a <u>supplemental product</u> and NOT a pet food designed for long-term feeding!



**AAFCO Statements:** The 2<sup>nd</sup> part of the AAFCO statement is the **population** for which the product is intended, (Puppy, Adult, All Life-stages, etc). There are 3 basic descriptors used; **multipurpose**, (growth & maintenance), **all life-stages**, or a **life-stage specific**, (adult dogs). With the understanding that puppies & kittens require higher nutrient levels than adults, any **multi-purpose** or **all life-stage** food would have to provide nutrient levels for the highest demanding life-stage, Puppy/Kitten, providing excesses for adults.





<u>**Guaranteed Analysis:**</u> This chart can be found on all Pet Food Labels & is intended to reflect Nutrient content. However, required by law, all the GA can show are minimums & maximums, & will never reflect 100% of the Nutrient Profile, leaving an unknown balance of any combination of protein, fat carbohydrates, vitamins or minerals. The example below is from an actual Dry Cat Food.

Nutrient	Cat
Protein (min)	28%
Fat (min)	11%
Fiber (max)	3%
Moisture (max)	10%
Ash (max)	7%
Added Together Total	59%

#### **Guaranteed Analysis**

Not only does the G.A. still include the Water Content, but with **41% unknown** nutrients, just how comfortable do you feel with the 28% minimum Protein level claim? Could it actually be nearer to 60%?

The only way to get the exact 100% Nutrient content is to contact the Pet Food Manufacturer. Another thing to remember is that Hill's Pet Nutrition uses **<u>Fixed Nutrient Formulas</u>** in all of our pet foods. The food will be the same nutrient profile every time. Many other Pet Food Companies formulas may vary with each batch.



<u>Pet Food Designators</u>: AAFCO also defines & regulates product naming designators. However, they are all used to describe the products **prior to processing, with water included**. The 1<sup>st</sup> option below, (products that would be listed as "Beef" or "Chicken"), it is very hard to find products that can meet this criteria.

Hill's	NN0055 Understanding F O Requirements*	Pet Food Labels	Soundbites on Current Topics
Buddy's Dog Food	If pet food name says…	Pet food must contain at least % of named ingredient	
Dog Chicken	Chicken, beef, seafood, etc (Ingredient without modifiers)	95%	Buddy's Dog Food With
	Dinner, entrée, platter, etc (chicken dinner, beef entrée, seafood & beef platter)	25%	Chicken
Buddy's	With (with chicken, with beef, with seafood etc)	3%	
Dog Food Chicken Dinner	Flavor (chicken flavor, beef flavor)	No specific %, but ingredient list must disclose source of flavor	Buddy's Dog Food Chicken
*AAFCO 2006 pg 120 ©2006 Hill's Pet Nutrition, Inc.			Flavor



# Questions??

- Still have questions or concerns?
- Contact Hill's at:
- Call Consumer Affairs 1-800-445-5777
- Or visit our website www.hillspet.com