



City of Sacramento City Council

915 I Street, Sacramento, CA, 95814
www.CityofSacramento.org

Meeting Date: 12/13/2011

Report Type: Consent

Title: Contract: Animal Shelter Pet Food

Report ID: 2011-00986

Location: 2127 Front Street, District 1

Recommendation: Adopt a Resolution: 1) awarding an initial one-year contract with two one-year renewal options to Hill's Pet Nutrition, Inc. for dog and cat food in a total amount not to exceed \$60,000; and 2) authorizing the City Manager or the City Manager's designee to execute the contract specified above and to enter into such extensions provided that sufficient funding is available in the budget adopted for the applicable fiscal year(s).

Contact: Gina Knepp, Acting Animal Care Services Manager, (916) 808-8333

Presenter: None

Department: General Services Dept

Division: Animal Care / Shelter

Dept ID: 13001131

Attachments:

- 1-Description/Analysis
- 2-Resolution
- 3-Exhibit A Contract With Hills Pet Nutrition

City Attorney Review

Approved as to Form
Lan Wang
12/2/2011 10:12:07 AM

City Treasurer Review

Reviewed for Impact on Cash and Debt
Russell Fehr
11/28/2011 9:49:52 AM

Approvals/Acknowledgements

Department Director or Designee: Reina Schwartz - 12/1/2011 3:49:26 PM



Description/Analysis

Issue: Hill's Pet Nutrition, Inc. (Hill's) has extended an invitation to the City Animal Care Shelter (Shelter) to participate in its Shelter Partnership Program, which provides animal shelters with dog and cat food for only the cost of shipping and handling. The program, however, requires animal shelters to promote the product, including providing a link to Hill's website on the shelter's website, and give a sample free of charge to anyone adopting a dog or cat. During the term of the agreement, the shelter and the city agrees not to promote, display, distribute, endorse, or feed any pet food products other than Hill's Science Diet and/or Hill's Prescription Diet brand foods to the animals; with the exception that the Shelter may redistribute other brands of donated pet food products so long as such redistribution does not constitute direct or implied endorsement of such donated product. Consequently, if the shelter or the city needs to purchase additional pet food, it must be Hill Science/Prescription, which in the future may require suspension of the city's usual competitive bidding process. Both the Sacramento Society for the Prevention of Cruelty to Animals (SSPCA) and the Sacramento County Animal Shelter currently participate in the program.

Policy Considerations: The recommendations in this report are in accordance with the provisions of City Code Section 3.56 and Resolution No. 2010-346 prohibiting the City from entering into any contract to purchase goods or services from any business or entity headquartered in Arizona.

The Hill's Shelter Partnership Program requires the Shelter and the City to not promote, display, distribute, or endorse any dog or cat food products other than Hill's Science Diet and/or Hill's Prescription Diet, or feed any pet food products other than Hill's Science Diet and/or Hill's Prescription Diet brand foods to the Shelter dogs and cats, with the exception that the Shelter may redistribute other brands of donated pet food products so long as such redistribution does not constitute direct or implied endorsement of such donated product. The program also requires that the Shelter provide adopter information to Hill's for its use in marketing its products.

Environmental Considerations:

California Environmental Quality Act (CEQA): The recommendations in this report have been determined to be exempt from the requirements of CEQA under Section 15061(b)(3), which exempts projects when it can be seen with certainty that there is no possibility that the activity may have a significant effect on the environment.

Sustainability: None

Commission/Committee Action: None

Rationale for Recommendation: The Shelter has an ongoing requirement for pet food for the Shelter's dogs and cats. Hill's has extended an invitation to the Shelter to participate in its Shelter Partnership Program, which provides animal shelters with dog and cat food for only the cost of shipping and handling. The program, however, requires animal shelters to endorse the product and give a sample free of charge to anyone adopting a dog or cat. The Shelter has endorsed Hill's pet food via a Hill's logo on the Animal Care website and posters in the Shelter.

The program endorsement requirements contradict the City's web policy regarding non-endorsement of products, services, etc. and, therefore, City Council approval is required. Awarding a contract to Hill's is recommended because the pet food meets the nutritional needs of the Shelter dogs and cats, and because the contract will result in financial savings from paying only the shipping and handling costs. Both the SSPCA and the Sacramento County Animal Shelter currently participate in the program.

Financial Considerations: The recommended contract with Hills is an initial term of one year with two one-year renewal options. The total not to exceed amount for the potential three year term is \$60,000, with annual expenditures anticipated to be \$20,000. Sufficient funding is available in the Department of General Services FY2011/12 operating budget (General Fund, Fund 1001) to purchase dog and cat food through June 30, 2012. Purchases made after June 30, 2012 through December 31, 2014 are subject to funding availability in the adopted budget for FY2012/13 and FY2013/14.

The Shelter uses approximately 42,000 pounds of dog and cat food per year at a cost of approximately \$26,000 plus \$18,000 shipping and handling. The recommended contract with Hill's will save the Shelter approximately \$26,000 per year. Additionally, the Hill's Shelter Partnership Program requires shelters to provide one bag of food free of charge to each person adopting a dog or cat. As part of the program, Hill's provides five-pound bags of food to shelters for this purpose free of charge. This equates to an additional \$7,500 value to the Shelter per year.

Emerging Small Business Development (ESBD): Hill's is not certified with the City as an emerging/small business enterprise.

RESOLUTION NO. 2011-xxxx

Adopted by the Sacramento City Council

December 13, 2011

AWARDING A CONTRACT FOR ANIMAL SHELTER PET FOOD

BACKGROUND

- A. The City Animal Shelter (Shelter) has an ongoing requirement for pet food for the Shelter's dogs and cats.
- B. Hill's Pet Nutrition, Inc. has extended an invitation to the Shelter to participate in its Shelter Partnership Program, which provides animal shelters with dog and cat food for only the cost of shipping and handling. The program, however, requires animal shelters to promote the product, including providing a link to Hill's website on the shelter's website, and give a sample free of charge to anyone adopting a dog or cat. During the term of the agreement, the shelter and the city agrees not to promote, display, distribute, endorse, or feed any pet food products other than Hill's Science Diet and/or Hill's Prescription Diet brand foods to the animals; with the exception that the Shelter may redistribute other brands of donated pet food products so long as such redistribution does not constitute direct or implied endorsement of such donated product. Consequently, if the shelter or the city needs to purchase additional pet food, it must be Hill Science/Prescription, which in the future may require suspension of the city's usual competitive bidding process.
- C. Hill's Pet Nutrition, Inc. dog and cat food meets the nutritional needs of the Shelter's dogs and cats and participating in the Shelter Partnership Program will save the Shelter approximately \$26,000 per year in dog and cat food expense.

BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL RESOLVES AS FOLLOWS:

- Section 1. Hill's Pet Nutrition, Inc. is awarded an initial one-year contract with two one-year renewal options for dog and cat food in a total amount not to exceed \$60,000.
- Section 2. The City Manager or the City Manager's designee is authorized to execute the contract specified above and to enter into such extensions provided that sufficient funds are available in the budget adopted for the applicable fiscal year(s).

Section 3. Exhibit A is a part of this resolution.



Requires Council Approval: No YES Meeting: 12/13/2011

General Information

Type: Select Contract Type

CHANGE: None

CH #:

\$ Not to Exceed: \$ 20,000

Original Contract Number:

Original Contract Amount: \$

Contractor: Hill's Pet Nutrition, Inc.

Project Name: In Shelter Pet Food

Project Number: N/A

Bid Transaction #: N/A

E/SBE-DBE-M/WBE: 0%



Department Information

Department: General Services

Division: Animal Care

Project Mgr: Gina Knepp

Division Mgr: Reina Schwartz

Contract Services: Katherine Robbins

Phone Number: 808-1562

Org Number: 13001511

Comment:

Review and Signature Routing

Department	Signature or Initial	Date
Project Mgr:	<i>Gina Knepp</i>	11-11-11
Contract Services:	<i>Katherine Robbins</i>	11-8-11

City Attorney	Signature or Initial	Date
City Attorney:	<i>AKW</i>	11/15/11

Send Interoffice Mail Notify for Pick Up

Authorization	Signature or Initial	Date
Department Director:	Schwartz, Reina	
City Mgr:	yes <input checked="" type="checkbox"/> No <input type="checkbox"/>	

Contract Cover/Routing Form: Must Accompany ALL Contracts

This coversheet is to remain with the original signed Contract.

(Council Approval - Yellow)

For City Clerk Processing

Finalized:

Initial: _____

Date: _____

Imaged:

Initial: _____

Date: _____

Received:

(City Clerk Stamp Here)

AGREEMENT

THIS AGREEMENT is made and entered into the ____ day of _____, 2011 (the "Effective Date"), by and between **HILL'S PET NUTRITION, INC.**, a Delaware corporation with its principal place of business located at 400 SW 8th Avenue, Topeka, Kansas 66603 ("Hill's"), and **CITY OF SACRAMENTO ANIMAL CARE SERVICE** with its principal place of business located at physical address 2127 Front St, Sacramento, CA 95818-1106 ("Shelter").

WHEREAS, Hill's and the Shelter desire to enter into an arrangement whereby Hill's provides its Science Diet® pet food products and pet nutrition educational services to the Shelter in exchange for the Shelter feeding Hill's® Science Diet® pet foods exclusively to the canines and felines being cared for by the Shelter and distributing a small bag of Science Diet pet food with each canine or feline adoption;

NOW, THEREFORE, in consideration of the mutual agreements, covenants, and provisions contained herein, the parties agree as follows:

1. In-Shelter Feeding.

(a) Hill's shall provide certain Hill's Science Diet pet food products free of charge to the Shelter for the sole purpose of feeding all canines and felines being cared for by the Shelter ("In-Shelter Feeding").

(b) The type and quantity of Science Diet pet food provided each week by Hill's to the Shelter for In-Shelter Feeding, and Foster Animals (the "Complimentary Products") shall be in accordance with the Shelter's standing order (the "**Complimentary Products Standing Order**") set forth in **Appendix B** attached hereto. (See **Appendix D** for a 12-month forecast based upon Shelter's Complimentary Products Standing Order.) Hill's reserves the right to substitute the specific Science Diet pet food products that Shelter normally orders, with nutritionally equivalent Science Diet pet food products at any time.

(c) Hill's acknowledges that unforeseen business conditions may require the Shelter to request an increase in the free food allotment. Increases need to be mutually agreed upon.

(d) The Shelter acknowledges that the Complimentary Products are for In-Shelter Feeding only and covenants and agrees that it shall not resell or redistribute them.

(e) Shelter agrees to pay Hill's for shipping and handling costs at the rate of thirty-five cents (\$0.35) per pound for the Complimentary Products. Such payment shall be made pursuant to Section 7 of this Agreement.

2. Shelter's Distribution of Hill's Science Diet Pet Foods to Adopters. The Shelter covenants and agrees that it shall provide to each adopter of a canine or feline from its population, one 3.5- to 5-pound bag of any Science Diet pet food product listed in **Appendix C** ("Small Trial Bags"). The Shelter shall order from Hill's, at no cost, the number of Small Trial Bags adequate to fulfill its obligation to provide a Small Trial Bag to each adopter. The number of Small Trial Bags ordered by the Shelter shall be in accordance with the Shelter's **Small Trial Bags Standing Order** set forth in **Appendix C** attached hereto. (See **Appendix D** for a 12-month forecast based upon Shelter's Small Trial Bags Standing Order.) Small Trial Bags are to be used by Shelter for adoptions only; any other use is prohibited.

3. Hill's Obligations. Hill's will give Shelter exclusive access to Hill's Shelter Web Portal (the "Portal"). This unique Portal provides access to a library of relevant information, such as articles, links to important organizations and other shelter resources. Additionally, it allows the Shelter to manage and monitor all food and promotional material orders as well as conveniently Submit adopter names and information. Log-in and password information will be provided by Hill's.

4. Shelter's Obligations. Shelter hereby covenants and agrees that, in addition to any other obligation it has under this Agreement, Shelter will abide by the following:

- (a) throughout the term of this Agreement, prominently and exclusively display Hill's pet food products in its reception/adoption area;
- (b) prominently display in its reception area and, as appropriate, on animal cages, Hill's Science Diet brand point-of-purchase materials and other collateral materials provided by Hill's, and in the event Shelter publishes a newsletter, Shelter agrees to include in such newsletter the Science Diet logo along with a statement that Shelter feeds Science Diet pet foods;
- (c) in the event that Shelter maintains a website, prominently promote and display on Shelter's website landing page the Science Diet logo with an active link to Hillspet.com, and promote that Shelter is exclusively feeding Science Diet brand pet food; website changes will be made within sixty (60) days of Agreement being signed;
- (d) work with Hill's in a good faith effort to ensure that at least fifty percent (50%) of its staff successfully completes the Hill's Pet Nutritional Counselor ("SNC") program;
- (e) provide to Hill's by the first Friday of each month, the name, address, adoption date, phone, e-mail, pet breed, pet date of birth, and pet name for all new adopters of canines and/or felines who have specifically consented to the release of this information for Hill's exclusive use in providing them with product coupons and information (the "Adopter Information"), with such Adopter Information to be provided in an electronic format acceptable to Hill's;
- (f) during the term of this Agreement, not promote, display, distribute, endorse, or feed any pet food products other than Hill's® Science Diet® and/or Hill's® Prescription Diet® brand pet foods; with the exception that Shelter may redistribute other brands of donated pet food products so long as such redistribution does not constitute direct or implied endorsement of such donated product;
- (g) maintain its current status as a 501(c)(3) not-for-profit organization or as a governmental entity, and notify Hill's immediately of the actual or threatened revocation of that status;
- (h) house all pets cared for by Shelter in a safe, caring, clean and socially-enriched environment;
- (i) not treat any animals in an abusive or inhumane manner;
- (j) educate adopters about caring for the pet and responsible pet ownership;
- (k) provide Hill's with a delivery address of either a physical shelter with a business sign and posted operating hours, a veterinary clinic, or a pet-related business;
- (l) have a veterinarian on staff or sponsoring veterinarian who provides on-going healthcare for the animals; and
- (m) provide Hill's with right of first refusal for all pet food sponsorships.

5. Term and Termination.

- (a) This Agreement shall become effective upon the date first above written and shall remain in effect for a one (1) year trial period, at which time the Agreement shall automatically renew for a period of two (2) additional years if performance criteria have been met, unless earlier terminated as provided herein. This Agreement may be terminated at any time during the initial one-year trial period or two-year renewal period:
 - (i) by either party, for any reason or no reason whatsoever, upon the delivery of thirty (30) calendar days' written notice to the other party;
 - (ii) by either party, immediately upon written notice to the other party if Hill's ceases doing business, becomes insolvent, makes a general assignment for the benefit of creditors, has a receiver appointed

for its assets, or an order has been made for its "winding-up" or if the Shelter loses its status as a 501(c)(3) not-for-profit organization or governmental entity; or

(iii) by Hill's, if Shelter breaches its material obligations including, but not limited to, nonpayment or any other obligations under section 1, section 2, section 4, or section 6, effective upon written notice of such breach to Shelter; or

(iv) by Hill's, if Shelter's account remains inactive for a minimum of three months, effective upon written notice to Shelter.

(b) Upon the expiration or termination of this Agreement, Hill's shall cease providing the pet food products under Sections 1 and 2 herein, and the Shelter shall within 30 days thereof pay any outstanding amounts owed to Hill's for shipping and handling costs described in Section 1. Additionally, the Shelter shall return to Hill's or, at Hill's discretion, make available for pick up by Hill's or its designated agents, any Hill's display rack and remaining point-of-purchase and other collateral materials which Hill's had provided to the Shelter.

6. Terms.

(a) Hill's sales company, Hill's Pet Nutrition Sales, Inc. ("Hill's Sales"), will invoice Shelter for the shipping and handling costs set forth in Section 1 above, and Shelter shall remit payments to Hill's Sales.

(b) The terms for Hill's pet food products ordered pursuant to Sections 1 and 2 of this Agreement shall be those set forth in **Appendix A** attached hereto and incorporated by reference.

(c) Nothing in this Agreement shall prohibit Shelter from purchasing Hill's Science Diet pet foods (other than those in Appendix B and C) and Hill's Prescription Diet pet foods through Hill's normal sales channels. Shelter agrees such products are not purchased for resale and that such products will not be re-sold unless Shelter is an approved Hill's retailer.

7. Confidentiality. The Shelter agrees that, to the extent permitted by law, it shall maintain in confidence and shall not disclose to any third party the terms of this Agreement without the prior written consent of Hill's.

8. Audit. Upon reasonable notice and within the Shelter's normal business hours, Hill's shall have the right to audit and inspect the Shelter's facilities, books, documents, papers and records relating to the order, use and re-distribution of Hill's pet food products and, if applicable, the use and maintenance of the Hill's display rack.

9. Indemnification. Each party (as indemnitor) agrees to indemnify and hold the other party (as indemnitee) harmless against and from any and all losses, claims, damages or liabilities, joint or several, to which the indemnitee may become subject as the result of acts or omissions, by the indemnitor in connection with the performance of the indemnitor's duties under this Agreement or as the result of its material breach of any representation, warranty, covenant or agreement pertinent to this Agreement. This indemnity provision shall survive the termination of this Agreement.

10. Assignment. This Agreement shall inure to the benefit of and be binding upon the successors and assigns of the parties hereto, provided, however, neither party to this Agreement shall assign its interest or obligations herein, including, but not limited to, the assignment of any monies due and payable, without the prior written consent of the other party, which consent shall not be unreasonably withheld.

11. Governing Law. This agreement shall be construed and enforced in accordance with the laws of the State of Kansas without regard to its principles governing conflicts of law.

12. Waiver. No failure by either party hereto at any time to require performance by the other party of any of the conditions, terms, or provisions of this Agreement shall in any way affect such party's right thereafter to enforce the same or any other condition, term or provision of this Agreement; nor shall any waiver by either party of any breach of this Agreement, or of any term, condition, or provision hereof, be taken as or held to be a waiver of any

subsequent breach, or of the right to terminate this Agreement for any subsequent breach of the same or any other condition, term, or provision of this Agreement.

13. Entire Agreement. This Agreement embodies the entire agreement of the parties in relation to the subject matter hereof and supersedes all previous agreements, arrangements and understandings, verbal or otherwise, in relation thereto. There are no representations, either oral or written, upon which either party relies as an inducement to enter into this Agreement other than those set forth herein. Except as expressly provided herein, no change in, addition to, or deletion from any portion of this Agreement shall be valid or binding upon the parties unless it is declared expressly to be a modification of this Agreement and is approved as such in writing by each party.

14. Counterparts. This Agreement may be executed in one or more counterparts, each of which shall be deemed an original and together shall constitute one and the same Agreement.

IN WITNESS WHEREOF, the parties have executed this Agreement the day and year first above written.

HILL'S PET NUTRITION, INC.

CITY OF SACRAMENTO ANIMAL CARE SERVICE

By: _____

By: _____

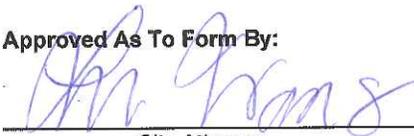
Print Name: Amaud Brel

Print Name: _____

Title: Sr. Product Manager,
Shelter & Professional Endorsement

Title: _____

Approved As To Form By:



City Attorney

Attested By:

City Clerk



Hill's Pet Nutrition, Inc. and Subsidiaries
P.O. Box 148
Topeka, Kansas 66601-0148
(785) 354-8523

YOUR VETERINARY SPONSOR INFORMATION

Sponsored Account Name (Shelter): City of Sacramento - Animal Care

Sponsored Account Number (Shelter): _____

Clinic Name: Animal Care Services

Clinic Street Address: 2127 Front St

City, State, Zip: Sacto., CA 95818

Clinic Phone: (916) 808-2014

Dated on: 11 of Nov, 2011

Veterinarian Name: Laura Warner

Veterinarian Signature: [Signature]

(SIGNATURE OF SHELTER'S SPONSORING VETERINARIAN AUTHORIZES SHELTER TO ORDER AND RECEIVE HILL'S PRESCRIPTION DIETS®, PRESCRIBED BY SPONSORING VETERINARIAN ONLY)

*** CONSULTING VET DOCUMENT***

Fax completed form to 877-894-4600

APPENDIX A

Hill's Terms

Orders. All orders for HILL'S SCIENCE DIET products accepted by HILL'S shall be subject to HILL'S terms and conditions as set forth in this Agreement. It is expressly understood and agreed by the Shelter that HILL'S shall have the right at its sole option to amend these terms and conditions from time to time, including without limitation, payment terms, shipping terms, pricing and discounts. HILL'S shall not be obligated to accept any order. In the event of partial shipment of an order, the order shall be accepted only to the extent of such shipment.

Shipping Terms. The shipping terms for all SCIENCE DIET products ordered under this Agreement will be prepaid FOB origin of shipment which, for purposes of this Agreement, means that HILL'S shall prepay freight costs but that title and risk of loss shall pass from HILL'S to Shelter at the point the SCIENCE DIET products are loaded onto the common carrier at HILL'S plant or warehouse facility. Unless otherwise specified in this Agreement, shipping terms used in this Agreement shall have the meanings adopted by the International Chamber of Commerce in "INCOTERMS - 2000".

Payment of Shipping and Handling.

(a) Unless Shelter shall have secured prior written approval from HILL'S in Topeka, Kansas, of other terms of payment, payment shall be made by Shelter in U.S. dollars.

(b) Terms of payment shall be determined at the sole discretion of HILL'S and will be communicated to the Shelter in writing. Shelter shall be eligible for payment terms of Net 30 Days from date of invoice, provided HILL'S receives and approves the following Shelter documents: (a) annual audited financial statements (within 90 days of year end); and (b) quarterly internal financial statements (true and accurate profit and loss statement, balance sheet and cash flow statement) if available. Shelter must provide true and accurate annual financial information in order to remain on 30-day terms.

(c) Shelter's account with HILL'S must remain current at all times. Failure by Shelter to make payments when due may result in HILL'S denial of further shipments until Shelter's account is brought current.

(d) A monthly charge of 1.5% or the highest allowable interest will be applied to any past due balance. A charge of \$15.00 will be added to any dishonored check/instrument, in addition to any other charge permitted under the laws of the State of Kansas. Past due accounts are subject to HILL'S credit limits/restrictions. In the event litigation or collection action is commenced by HILL'S to enforce payment of any overdue balance on Shelter's account, Shelter shall be responsible for payment of all HILL'S legal fees, court costs, and other expenses incurred by HILL'S or their authorized agent in relation thereto.

Damaged/Outdated Product. Shelter shall not, under any circumstances and regardless of whether or not Shelter is entitled to remedy from Hill's in accordance with Hill's limited warranty as set forth below, sell or transfer any damaged or out-of-date product without prior inspection and written consent of HILL'S. Product shall be considered to be damaged in any of the following circumstances: (i) for spoilage by fire, water or other such occurrence; (2) if Shelter claims it is damaged and HILL'S approves such claim, or (3) if it is considered by HILL'S to be in a condition which is inappropriate for sale. SCIENCE DIET products shall be considered out of date after the "Best Before" date stated on the packaging. In the event product becomes damaged or out-of-date, HILL'S reserves the right at its sole option to require Shelter either to dispose of such product in accordance with HILL'S instructions and to provide HILL'S with proof of such disposition or to return such product to a place to be designated by HILL'S at HILL'S expense.

Limited Warranty of HILL'S

(a) HILL'S warrants that all SCIENCE DIET products packaged in cans will remain merchantable for eighteen (18) months from the date of manufacture as provided on such packaging. HILL'S warrants that all dry SCIENCE DIET products will remain merchantable for twelve (12) months from the date of manufacture as provided on such packaging. This limited warranty does not extend to products which are (i) not kept between 50-120 degrees Fahrenheit at all times after shipment by HILL'S, or (ii) which are not stored in a commercially reasonable manner, or (iii) which are not stored in an appropriate insect and rodent controlled environment, or (iv) which are stored in damaged packaging, unless the packaging was damaged before shipment by HILL'S, or (v) which are otherwise damaged by fire, flood, storm, earthquake or other such occurrence in any way after shipment by Hill's to Shelter.

(b) HILL'S liability for any loss or damage arising out of or in connection with the sale or use of SCIENCE DIET products shall be limited to replacement of any defective products and in no event shall HILL'S be liable for consequential, special, indirect or other damages resulting from commercial loss.

(c) Claims for loss or damage arising out of or connected with the sale or use of SCIENCE DIET products must be submitted in accordance with HILL'S published bulletins regarding such claims. These bulletins, as amended from time to time, will be furnished to Shelter by HILL'S.

LIMITATION OF LIABILITY THE FOREGOING LIMITED WARRANTIES ARE IN LIEU OF ALL OTHER WARRANTIES WHETHER EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO, THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. THE FOREGOING LIMITED WARRANTIES ARE LIMITED TO DEFECTS SOLELY ATTRIBUTABLE TO HILL'S. IN NO EVENT WILL HILL'S BE LIABLE FOR CONSEQUENTIAL, SPECIAL OR INDIRECT DAMAGES IN ANY ACTION, EVEN IF HILL'S HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

**Appendix B
DEFAULT SHEET IN-SHELTER FEEDING**

Shelter Name: City of Sacramento Animal Care Service
 Address: 2127 Front St
 City: Sacramento State: CA Zip: 95818-1106
 Contact: Eileen Hiatt Phone: (916) 808-7387 Fax: (916) 808-5386

Calculating In-Shelter Free Food Order

1 Average number of animals housed daily:

	# of Canines	# of Felines	Grand Total of Pounds Fed
Number	165	118	
Avg. # of Pounds	200	50	
Total # of Pounds	33000.00	5900.00	38900.00
% by Species	85%	15%	

	Canines	Felines	Total
Total Annual lbs. Fed:	33000.00	5900.00	38900.00

2 Total In-Shelter Feeding Needs per Week by product Dog/Cat:

Total # of Canine Pounds	635
Total # of Feline Pounds	113
Total # Pounds	748

3 In-Shelter Weekly Feeding Needs by Lifestage

Species	Lifestage	Bag Size	Pounds	# of Units	Actual Split (%)
Canine:	Puppy	40.00	161.6	4.04	25%
	Dog	40.00	473.4	11.84	75%
Feline:	Kitten	20.00	45.0	2.25	40%
	Cat	20.00	68.0	3.4	60%

Orders are automatically processed weekly unless otherwise requested by the shelter prior to the weekly order deadline. For information on your specific order deadline or to adjust standing In-Shelter order, call 1-866-283-1217.

7/18/2011

Appendix C
DEFAULT SHEET SMALL BAG TRIAL

City of Sacramento Animal Care Service

Calculating Consumer "Small Trial Bag" Shipments

1 Number of Animals Adopted Annually

		Annual # of Adoptions			Annual # of Adoptions
Canine:	Puppy	488	Feline:	Kitten	376
	Dog	340		Cat	244
Total Dogs:		828	Total Cats:		620
		57%			43%

Total Adoptions:	1448
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2 Total Small Trial Bag Needs per Week by product Canine/Feline:

		Bags per Week			Bags per Week
Canine:	Puppy	9.38	Feline:	Kitten	7.23
	Dog	6.54		Cat	4.69
Total Canine Bags:		15.92	Total Feline Bags:		11.92

3 Weekly "Small Trial Bag" Order (see calculated pounds in 2)

Species	Lifestage	Bag Size (lbs)	Pounds	# of Units	Suggested Split
Canine:	Canine Puppy	4.50	29.57	6.57	41.26%
	Canine Large Breed Puppy	4.50	12.65	2.81	17.68%
	Canine Adult	5.00	26.15	5.23	32.85%
	Canine Mature Adult	5.00	6.55	1.31	8.21%
					100.00%
Feline:	Feline Kitten	3.50	25.31	7.23	60.65%
	Feline Adult	4.00	15.00	3.75	31.48%
	Feline Mature Adult	4.00	3.76	0.94	7.87%
					100.00%

Orders are automatically processed weekly unless otherwise requested by the shelter prior to the weekly order deadline. For information on your specific order deadline or to adjust standing In-Shelter order, call 1-866-283-1217.

26.86 In-Shelter Feeding Pounds per Adoption

City of Sacramento Animal Care Service
 12-Month Forecast: In-Shelter Feeding + Small Trial Bag Volume

Package	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Total
IN-SHELTER FEEDING VOLUME:													
CANINE													
Puppy	40.00	700.27	700.27	700.27	700.27	700.27	700.27	700.27	700.27	700.27	700.27	700.27	8403.24
Dog	40.00	2051.40	2051.40	2051.40	2051.40	2051.40	2051.40	2051.40	2051.40	2051.40	2051.40	2051.40	24616.00
FELINE													
Kitten	20.00	195.00	195.00	195.00	195.00	195.00	195.00	195.00	195.00	195.00	195.00	195.00	2340.00
Cat	20.00	294.67	294.67	294.67	294.67	294.67	294.67	294.67	294.67	294.67	294.67	294.67	3535.04
shipping/delivery	0.35	3241.34	3241.34	3241.34	3241.34	3241.34	3241.34	3241.34	3241.34	3241.34	3241.34	3241.34	38996.08
		1134.47	1134.47	1134.47	1134.47	1134.47	1134.47	1134.47	1134.47	1134.47	1134.47	1134.47	13513.64
IN-SHELTER FEEDING UNITS:													
CANINE													
Puppy	40.00	17.51	17.51	17.51	17.51	17.51	17.51	17.51	17.51	17.51	17.51	17.51	210.12
Dog	40.00	51.29	51.29	51.29	51.29	51.29	51.29	51.29	51.29	51.29	51.29	51.29	615.48
FELINE													
Kitten	20.00	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	117.00
Cat	20.00	14.73	14.73	14.73	14.73	14.73	14.73	14.73	14.73	14.73	14.73	14.73	176.76
		93.28	93.28	93.28	93.28	93.28	93.28	93.28	93.28	93.28	93.28	93.28	1119.36
SMALL TRIAL BAG VOLUME:													
CANINE													
Puppy	4.50	128.14	128.14	128.14	128.14	128.14	128.14	128.14	128.14	128.14	128.14	128.14	1557.68
Puppy Large Breed	4.50	54.82	54.82	54.82	54.82	54.82	54.82	54.82	54.82	54.82	54.82	54.82	657.84
Adult Dog	5.00	113.32	113.32	113.32	113.32	113.32	113.32	113.32	113.32	113.32	113.32	113.32	1369.84
Canine Mature Adult	5.00	28.38	28.38	28.38	28.38	28.38	28.38	28.38	28.38	28.38	28.38	28.38	340.56
FELINE													
Kitten	3.50	109.68	109.68	109.68	109.68	109.68	109.68	109.68	109.68	109.68	109.68	109.68	1316.16
Adult Cat	4.00	65.00	65.00	65.00	65.00	65.00	65.00	65.00	65.00	65.00	65.00	65.00	780.00
Feline Mature Adult	4.00	16.29	16.29	16.29	16.29	16.29	16.29	16.29	16.29	16.29	16.29	16.29	195.48
		190.97	190.97	190.97	190.97	190.97	190.97	190.97	190.97	190.97	190.97	190.97	2285.20
TOTAL # OF SMALL TRIAL BAG VOLUME		515.63	6187.56										
SMALL TRIAL BAG UNITS:													
CANINE													
Puppy	4.50	28.48	28.48	28.48	28.48	28.48	28.48	28.48	28.48	28.48	28.48	28.48	341.76
Puppy Large Breed	4.50	12.18	12.18	12.18	12.18	12.18	12.18	12.18	12.18	12.18	12.18	12.18	146.16
Adult Dog	5.00	22.66	22.66	22.66	22.66	22.66	22.66	22.66	22.66	22.66	22.66	22.66	271.92
Canine Mature Adult	5.00	5.68	5.68	5.68	5.68	5.68	5.68	5.68	5.68	5.68	5.68	5.68	68.16
FELINE													
Kitten	3.50	31.34	31.34	31.34	31.34	31.34	31.34	31.34	31.34	31.34	31.34	31.34	376.08
Adult Cat	4.00	16.25	16.25	16.25	16.25	16.25	16.25	16.25	16.25	16.25	16.25	16.25	195.00
Feline Mature Adult	4.00	4.07	4.07	4.07	4.07	4.07	4.07	4.07	4.07	4.07	4.07	4.07	48.84
		1447.92	1447.92	1447.92	1447.92	1447.92	1447.92	1447.92	1447.92	1447.92	1447.92	1447.92	17447.92