

I Want to Make and Sell Pet Treats in Indiana

What do I have to do?



Obtain a Commercial Feed License

- Everyone must be licensed regardless of company size or amount distributed.
- Indiana Commercial Feed license is \$50 annually
- Print and fill out the Indiana Commercial Feed License Application ([Form F-1](#)) **before** pet food distribution
- If selling packages of 10 lbs or less, a Pet Food Listing Form ([Form F-3](#)) must also be included. It is \$50 per product.
- Mail forms and check for appropriate fees to the Office of Indiana State Chemist. We do not accept credit cards at this time.



Form F-1: Indiana Commercial Feed License Application

(Required by everyone)



Office of Indiana State Chemist and Seed Commissioner
Purdue University, 175 S. University Street, West Lafayette, IN 47907-2063
Phone: 765-494-1551 | Fax: 765-494-4331 | oisic.purdue.edu
feedlicense@groups.purdue.edu

Form F-1 Commercial Feed Manufacturer/Distributor License Application

Business Information:		This section below to be completed by the Office of Indiana State Chemist	
License Name: _____		Approved By _____	
License Address: _____			
City: _____ State: _____ Zip Code: _____			
County: _____ Country: _____			
Mailing Address (if different than above): _____			
Address: _____			
City: _____ State: _____ Zip Code: _____ Country: _____			
Contact Name: _____			
Title: _____ Phone: _____			
E-mail: _____ URL: _____			
Submitter Agent – If Submitted by another company, on behalf of the Company/Labeler:			
Submitter Agent Name: _____ E-mail: _____			
Address: _____ Phone: _____			
Contact Name: _____ Title: _____			
Manufacturing/Distribution Questions (License will not be issued if incomplete):			
Business Type: (check all that apply)			
<input type="checkbox"/> Manufacturer of Commercial Feed and/or Feed Ingredients <input type="checkbox"/> Distributor of Commercial Feed and/or Feed Ingredients into or within Indiana <input type="checkbox"/> Custom Mill (Indiana only)			
Types of Feed Products: (check all that apply)		Package Size: (check all that apply)	
COPIES OF LABELS ARE REQUIRED			
<input type="checkbox"/> Livestock Feed		<input type="checkbox"/> Packages 10 pounds or less (Pet/Specialty Pet required to complete Form F-3)	
<input type="checkbox"/> Pet Food/Treats		<input type="checkbox"/> Packages greater than 10 pounds	
<input type="checkbox"/> Specialty Pet Food/Treats		<input type="checkbox"/> Bulk or by piece	
<input type="checkbox"/> Wildlife			
<input type="checkbox"/> Ingredients			
License Fees (Select only one box):			
<input type="checkbox"/> \$50.00 filing fee <input type="checkbox"/> \$50.00 late fee (failure to renew or distributing without a license)			
Total Amount from Form F-3 (if applicable): _____		Total Amount Enclosed: _____	
Please make check/money order payable to the Indiana State Chemist and submit to the address at the top of the page.			
I hereby certify that the statements given above are true and correct to the best of my knowledge. I agree to comply with the provisions of IC 15-19-7, as amended and promulgated thereunder.			
Signature: _____		Title: _____	
Print Name: _____		Date: _____	
This section below to be completed by the Office of Indiana State Chemist			
Application instructions are on a separate page and located at: oisic.purdue.edu/feed			
License Year: _____ License Fee: _____ License Late Fee: _____			
Activity Code: _____ SP Fees: _____ SP Late Fee: _____			

Form F-3: Pet Food Products List

(Only required when selling pet or specialty pet food/treats in packages 10 lbs or less)

Form F-3 (11/22)

Office of Indiana State Chemist

175 S. University Street, West Lafayette, IN 47907-2063
Telephone: 765-494-1551 / Fax: 765-494-4331

E-mail: feedlicense@groups.purdue.edu | OISC Website: <https://www.oisic.purdue.edu>

Pet and/or Specialty Pet Food Products List - For Packages of 10 lbs. or Less

*IC 15-19-7-18: "Specialty pet" means a domesticated animal normally maintained in a cage or tank, including a gerbil, hamster, bird, fish, snake, and turtle.

NOTE: Horses and wild birds are not considered pets and/or specialty pets.

NEW PRODUCT LISTINGS ONLY - DO NOT USE THIS FORM FOR ANNUAL PRODUCT RENEWAL

If you need a renewal form, please contact our office - or visit our forms page: <https://www.oisic.purdue.edu/feed/forms.html>

1 Company/Labeler-Current Indiana Feed License # (if applicable): _____				
Company/Labeler Name (Guarantor on Label): _____				
Mailing Address: _____			City, State, Zip Code: _____	
Contact Name: _____			E-mail: _____	
If product listing is being submitted by another company on behalf of the Company/Labeler, complete the section below:				
Submitting Company Name: _____			Current Submitter License # (if applicable): _____	
Mailing Address: _____			City, State, Zip Code: _____	
Contact Name: _____			Telephone: _____	
Completed by (print name): _____			Signature: _____ Date: _____	
Copies of labels MUST be attached or e-mailed. Failure to send labels may delay processing and may prevent product distribution in our state.				
Are labels attached to form? Yes No Were labels e-mailed? Yes No				
*Indicate product form only: canned, treat pouch, raw, frozen, freeze-dried, liquid, capsules, tablets, etc.				
	Intended Species	Product Form*	Product Name	UPC Code (if available)
1				
2				
3				
4				
5				
3 Calculate Fees Below:				
Fee Description:				Totals:
Inspection Fees for Pet and/or Specialty Pet Food Packages - 10 lbs. or less (Total Products _____ x \$50)				
Late Inspection Fees for Pet and/or Specialty Pet Food Packages - 10 lbs. or less (Total Products _____ x \$10) (Applicable if products are already in distribution prior to listing.)				
Total Inspection Fee Due (Make check payable to Indiana State Chemist)				

NOTE: NEW Companies/Labeler: This form needs to be submitted with an INDIANA COMMERCIAL FEED LICENSE APPLICATION (Form F-1). It will not be processed unless all paperwork is submitted. One check may be submitted covering all forms.

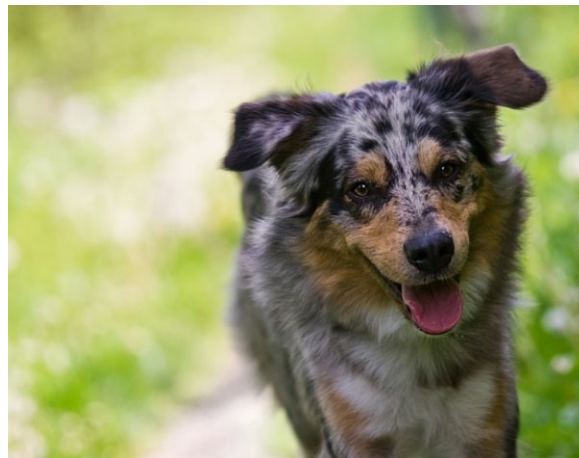
Mailed completed form and check (made payable to Indiana State Chemist) to the above address.

The section below to be completed by the Office of Indiana State Chemist:		OISC RECEIVED STAMP:
LIC YEAR: _____	Fee Calculations:	
FD LIC #: _____	SP @ \$50 = _____	
	SPLF @ \$50 = _____	
	Total: _____	
Reviewed by: _____ Date: _____	Credit/Refund: _____	



Product Labeling

- All products must be properly labeled
 - All labels must be review by the Office of Indiana State Chemist
 - All labels must meet criteria outlined in the Indiana Commercial Feed Law and Pet Food Rules ([355 IAC 6-2](#) and [IC 15-19-7](#))
 - Labels must accompany the treat or food throughout distribution
 - Find more information and example labels at <https://oisc.purdue.edu/petfood/resources.html>



What must be on every label?

- Brand name (if any)
- Product name
- Intended species
- Intended use
- Guaranteed analysis
- Ingredient Statement
- Directions for use
- Manufacturer or distributor name, city, state, zip code
- Quantity statement

What must be on every label?

These items must
be on front of label

Brand name

Bob's Biscuits

Product name

**Beef Flavor
Dog Treats**

Intended
Species and
Intended Use



Quantity
statement

**30 Large Biscuits
5 lbs (2.27 kg)**

These items may
be on front, side
or back of label

Guaranteed
Analysis:

Guaranteed
analysis

Ingredients:

List of
ingredients

Directions:

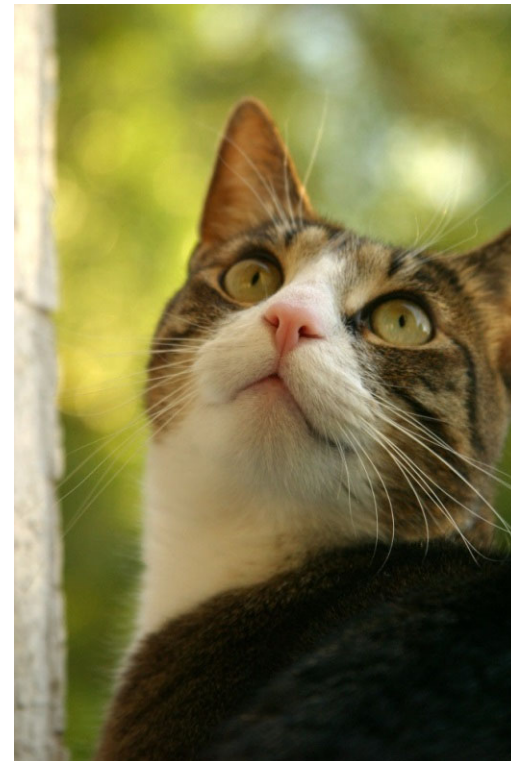
Directions
for use

Manufactured
by:

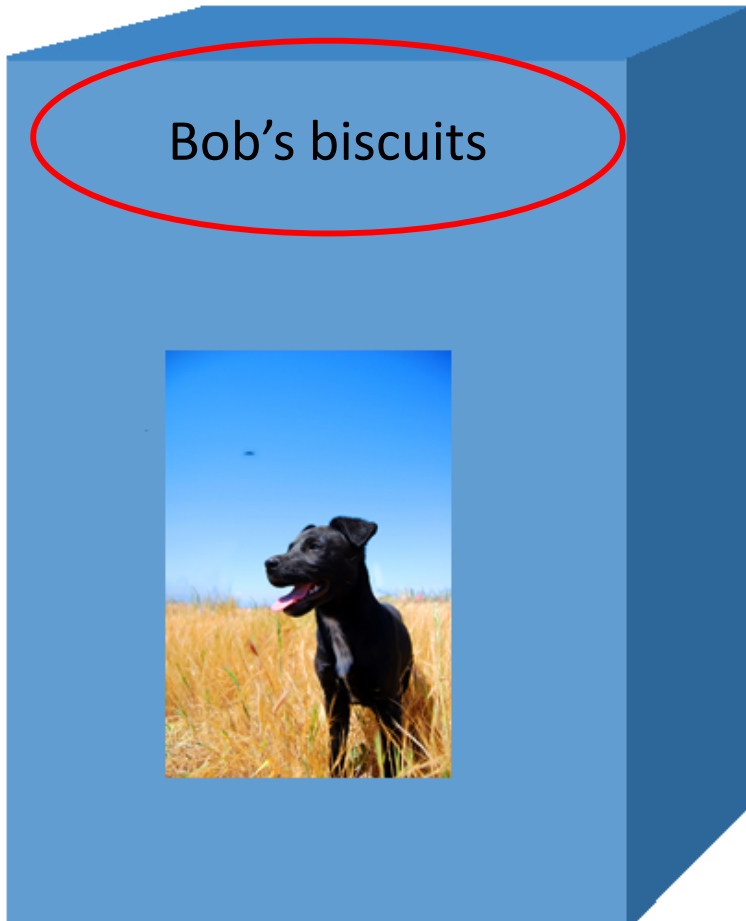
Manufacturer or
distributor
name and
address

Product Name

- Product must be identified with a name that conforms to the label and labeling
- If more than one product is produced, each product must be clearly and uniquely named



Product Name

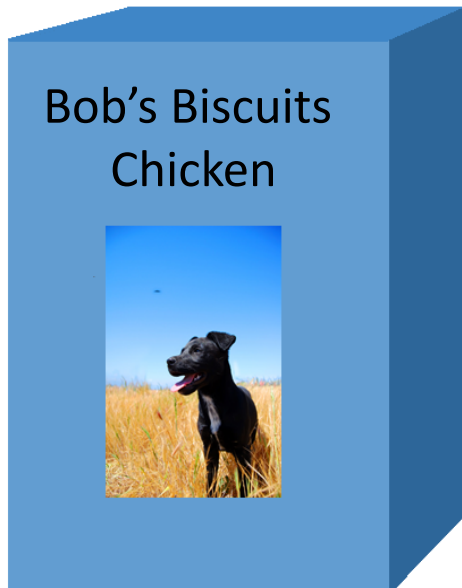


First product

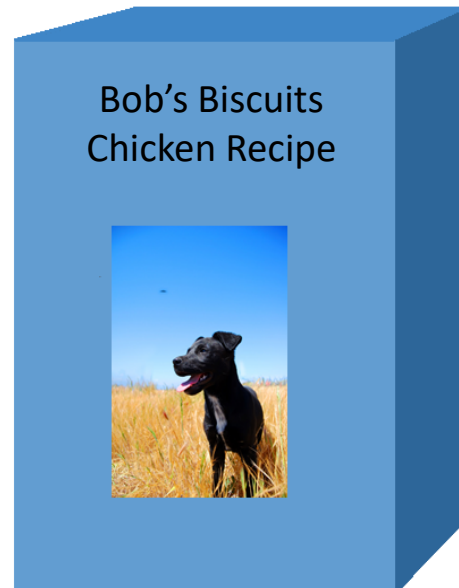


Second product

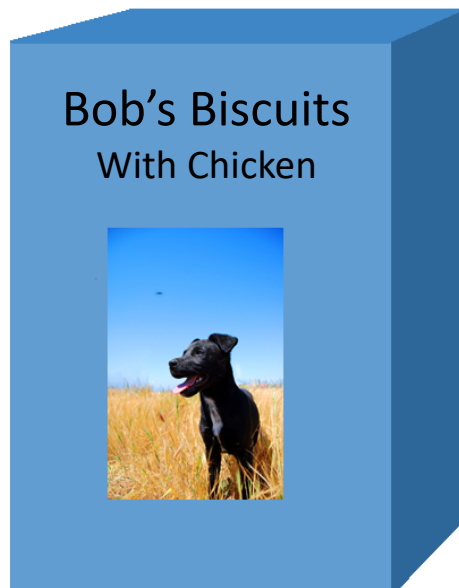
Product Naming Rules



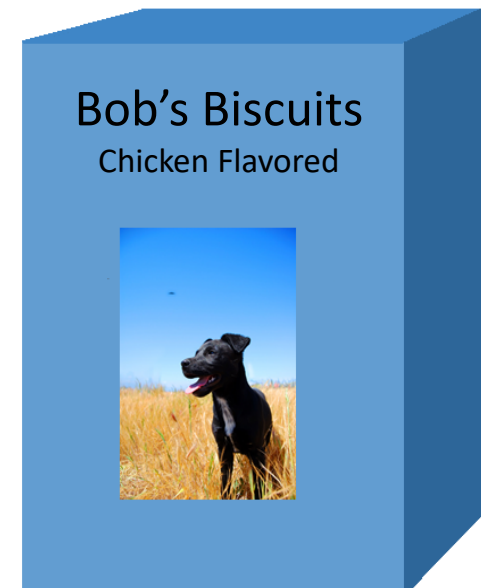
$\geq 95\%$ Chicken



$\geq 25\%$ Chicken



$\geq 3\%$ Chicken



Chicken is included

Intended Species

- The intended species must be identified in words on the principal display panel (front of label)
 - Dog, Cat, etc.
- The intended species may be located in the product name, but this is not required



A picture is not a good enough way to identify the intended species!

Intended Use



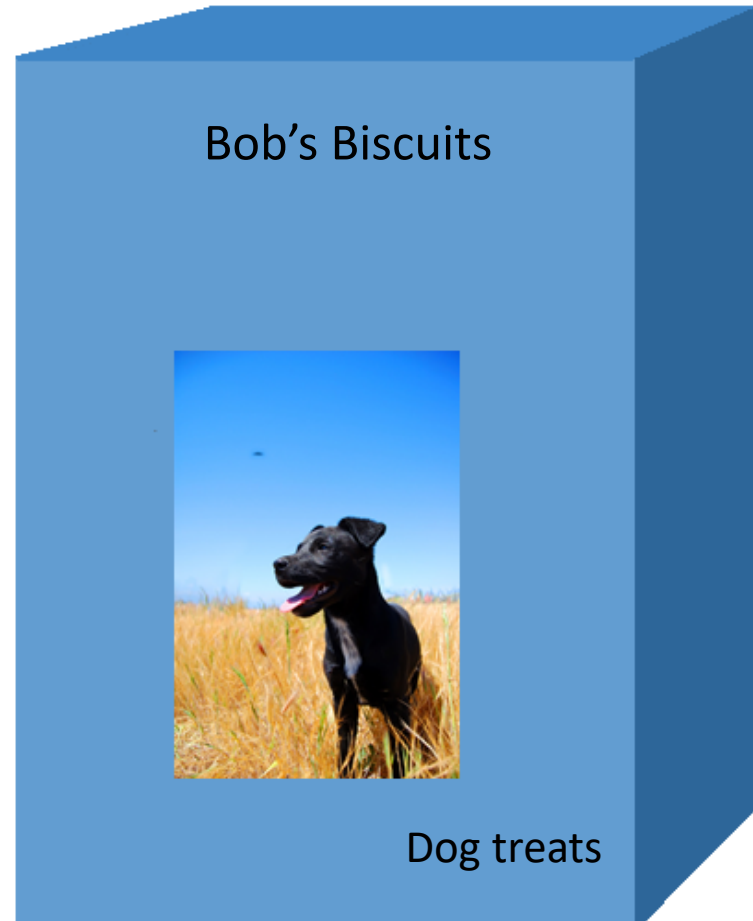
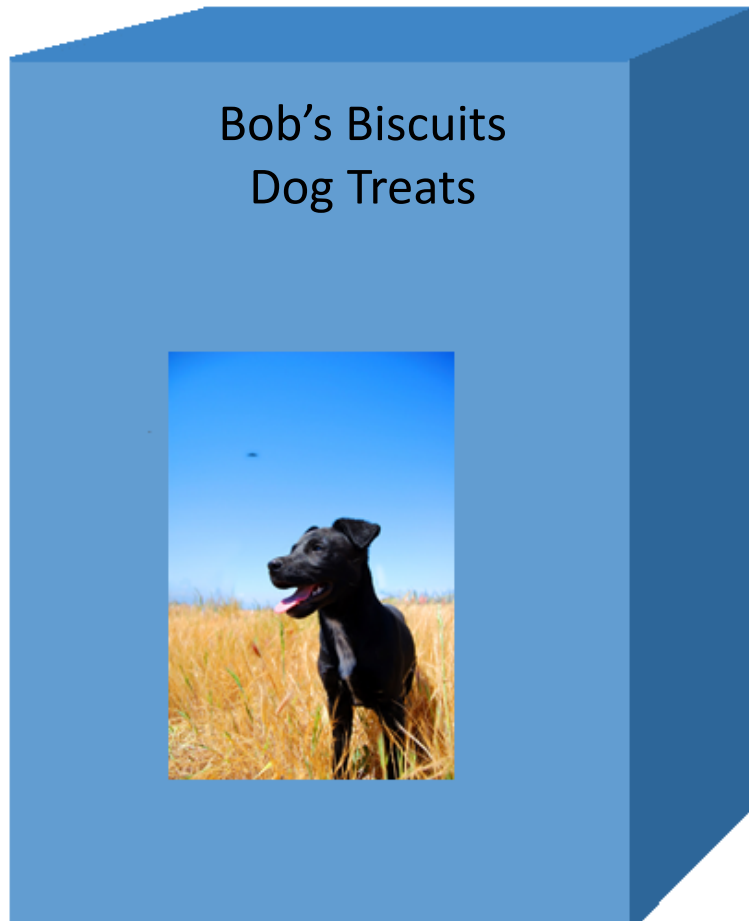
Treat or Snack must be on the front of the label.

OR

The following statement must be verbatim elsewhere on the label:

"This product is intended for intermittent or supplemental feeding only"

Intended Use



The intended use may be in the product name but does not have to be

Guaranteed Analysis

Crude Protein (Minimum %)

Crude Fat (Minimum %)

Crude Fiber (Maximum %)

Moisture (Maximum %)

- The guaranteed analysis must have the heading **Guaranteed Analysis** and be in the order given above.
- Voluntary guarantees may be claimed and listed as specified in the rules.
- If the label and/or labeling (including websites and social media) references other nutrients, then guarantees must be made for the referenced nutrients.

Guaranteed Analysis

Bob's Biscuits
Dog Treats



Guaranteed Analysis:

Crude Protein, min x %

Crude Fat, min x %

Crude Fiber, max x %

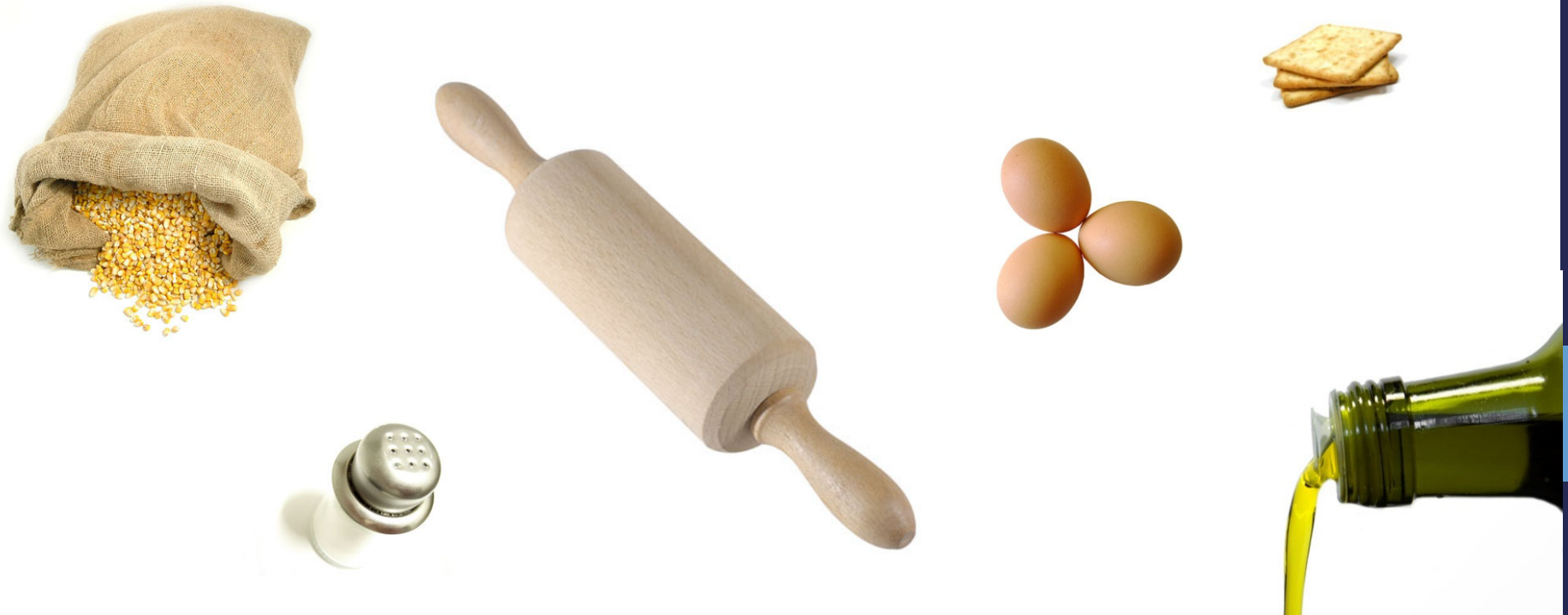
Moisture, max x %

An analysis can be performed by **any** pet food laboratory . Food analysis laboratories may be found through an internet search. It is best to call around to get the best price.

OISC does not recommend any one laboratory.

Ingredient Statement

- AAFCO approved ingredient terms must be used or
- Common or usual name of all ingredients used
- If one ingredient consists of multiple ingredients, each ingredient must be listed instead of the product name
 - Whole wheat crackers would be listed: whole wheat flour, eggs, soybean oil, salt



Ingredient Statement

For a treat made of whole wheat crackers and peanut butter:



Ingredients: Whole wheat flour, peanuts, soybean oil, eggs, sugar, salt

OR

Ingredients: Whole wheat crackers (Whole wheat flour, eggs, soybean oil, salt), Peanut butter (peanuts, soybean oil, sugar, salt)

Ingredients must be listed by decreasing predominance by weight

Ingredient Statement

- All ingredients must be approved by either:
 - The Food and Drug Administration (FDA)
 - Association of American Feed Control Officials (AAFCO)
- If you have a concern or question, contact us prior to making the treat
 - Hours: Mon-Fri, 8 a.m. - 5 p.m.
 - (765) 494-1611

Ingredient Statement

Safe for humans does not mean safe for pets!

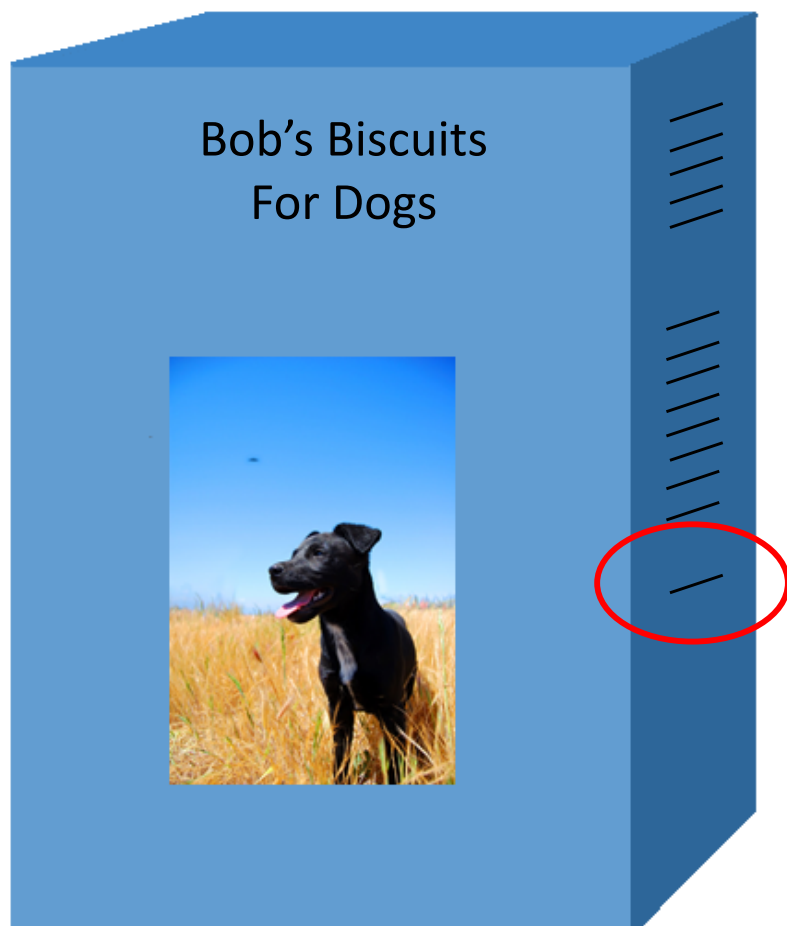
Food	Not safe	
	Dogs	Cats
Chocolate	×	×
Onion	×	×
Grapes/Raisins	×	×
Coffee	×	×
Garlic	×	×

This is not an all inclusive list. Please contact us if you have any questions.

Directions for Use

- **Complete and Balanced Diet:**
 - Feeding directions must be stated for each life stage the label is claiming
 - Must conform to AAFCO nutrient profile for intended species
- **Treats and Snacks:**
 - Must state “treat” or “snack” on principle display panel (front)
 - Or state “This product is intended for intermittent or supplemental feeding only”

Directions for Use



Directions:

Feed as a treat

This product is intended for intermittent or supplemental feeding only

If Bob's was a dog food:

Example Directions:

Feed X cups per 10 lbs body weight daily, split over 2+ feedings

Bob's Dog Food is formulated to meet the nutritional levels established by the AAFCO Dog Food Nutrient Profiles for maintenance.

Manufacturer Information

- **Party responsible** – Name of business/company
 - Must match name on your Indiana Commercial Feed License
- **Location** - City, state, and zip code of business
 - A mailing address can be included, but is not required



Websites or social media contacts are allowed, but the above information is still required.

Manufacturer Information



Manufactured By:

Bob's Biscuits
175 S. University St.
West Lafayette, IN 47907

Quantity Statement

- May be in:
 - Pounds
 - Grams
 - Ounces
 - Other units of weight or volume
 - By count
- If using units of weight or volume, please state in both the US Standard and metric units of measurement



Example:

X lb. (X g)

Quantity Statement



Distribution

- If treats are distributed to the customer in packages greater than 10 lbs in weight or in bulk/by piece
 - Company must file a quarterly tonnage report with our office
- Minimum fee of \$5.00 per calendar quarter or \$0.40 a ton, whichever is greater
- Quarterly tonnage reports are mailed at the end of each calendar quarter to appropriate licensees
- If the tonnage report is delinquent, late penalty fees will be assessed, which is 10% of fees due or \$50.00, whichever is greater

Small Package

- \$50 license + \$50/product
- Products are prepackaged in bags, boxes, or containers 10 pounds or less
- Label is on each package



Tonnage

- \$50 license + \$5/quarter
- Products are not sold in set amounts, but in containers or display cases where customer picks and chooses amount
- Label is on container that stores the treats



Common Questions & Answers

Q: I make three types of biscuits to sell at the local farmer's market. Do I need to get labels printed for them and pay \$200.00?

A: It depends on how you are selling them.

- IF you are pre-packaging the treats in small bags (10 lbs or less), then yes
- IF you are selling them in bulk/by the unpackaged piece, then a complete label must be present for each treat, but you would be under our tonnage system



Common Questions and Answers

Q: I take my treats to the farmer's market in one pound bags to sell, what do I have to do?

A: You must label each bag and the \$50 annual fee must be paid to our office for each product



Common Questions & Answers

Q: I take my treats to the farmer's market in a box, the customer may pick one, two, or as many treats as they want. What do I have to do?

A: You must:

- Label the container in which the treats are stored, making sure it is visible to the customer.
- File a quarterly tonnage report (\$5.00 per calendar quarter)

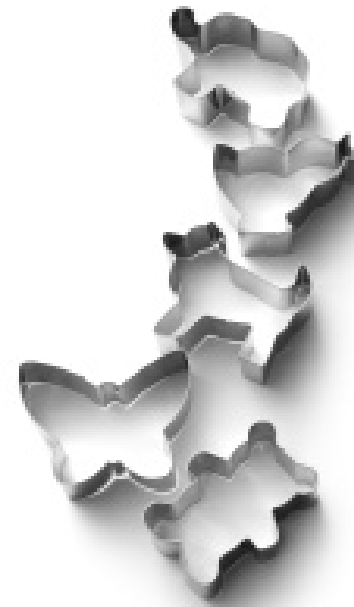


Common Questions & Answers

Q: I have one recipe/formula for dog treats that I sell in 1 lb bags. I have bone shapes, cat shapes, mailman shapes and others. Do I owe \$50.00 for each shape?

A: Not necessarily, the nutritional value and label is the same, regardless of the shape it comes in.

However, if the product names are different, it is a different product.



Common Questions & Answers

Q: I make one recipe/formula, of dog treat. I put yogurt icing on top of some of them. Does this make the product different?

A: Yes, because you have changed the nutritional value of the treat by adding another ingredient. Therefore it is a new product and would have to be labeled accordingly. Another \$50 annual product fee would be due



Common Questions & Answers

Q: I have three recipes/formulas, and I want to combine them into a variety pack. How do I label them?

A: Depends on how they are packaged.

1. If they are all mixed in a package together there must be a label with one guaranteed analysis and one ingredient list for the entire package as if the contents were ground up together.
2. If they are in separate packages within the outer package, you must provide a label with a guaranteed analysis and ingredient list for each formula in the variety pack.

Common Questions and Answers

Q: I add beef bullion to my treats. Can I tell my customers that it is beef flavored?

A: Yes. If an ingredient imparts a flavor or distinction to the treat, that may be stated.

- If it is an artificial flavor, it must be stated whenever the flavor is mentioned. It must be truthful and not misleading.



Common Questions & Answers

Q: I want to make a dog treat but I have no idea how to figure the crude protein, crude fat, crude fiber or moisture. Will you do that?

A: No, but you may send samples to a laboratory and they can be analyzed for a fee. Food analysis labs can be found through an internet search. Some guarantees may be calculated if you know the ingredient values. You will want to call around to get the best price.



The OISC does not endorse any laboratories

Common Questions and Answers

Q: Do you test treats for regulatory purposes?

A: Our office collects random samples of all types of animal feeds and analyzes them for nutrient content and potential hazards. The Indiana Commercial Feed Law empowers our inspectors to collect samples offered for retail distribution during normal business hours.



Common Questions and Answers

Q: I bake treats at home. Do you inspect my kitchen?

A: Not under normal circumstances. The only time we would perform such an inspection is if we received a complaint from a customer related to the treat. We investigate consumer complaints if an animal has become ill or died and a veterinarian suspects the food.



Common Questions and Answers

Q: I want to call my treats all natural - may I?

A: You may if it's true. Most foods will not be all natural because they contain minerals, vitamins, and preservatives. So the statement must be qualified.



Common Questions and Answers

Q: May I put on my labels that my treats are human grade?

A: In order to put this claim on the label and/or labeling (including websites and social media) you must provide the following information to the Office of Indiana State Chemist

- Documentation to substantiate that all ingredients and the resulting product are processed, handled, stored, and transported in a manner in compliance with 21 CFR 507
- Evidence that the manufacturing facility is licensed to produce human food
- Supplier specification sheets for each ingredient
- Letters of guarantee from each supplier that the ingredients are human food grade

Can I Sell Raw Milk in Indiana?

Yes, but only for animal consumption. In IN the sale of raw milk for human consumption is prohibited.

Same requirements as selling pet food and treats except the label must also contain

Not for Human Consumption
prominently on the front of the label.

What must be on Raw Milk labels?

- Brand name (if any)
- Product name
- **Not for Human Consumption** - prominently on front of label
- Intended species
- Intended use
- Guaranteed analysis
- Ingredient statement
- Directions for use
- Manufacturer or distributor name, city, state, zip code
- Quantity statement

More Information

Please see more helpful information on the
Pet Food Resources page
on our website

<https://oisc.purdue.edu/petfood/resources.html>



Most importantly...

Contact us!



Office of Indiana State Chemist
175 S. University St.
West Lafayette, IN 47907-2063

Katie Simpson
Pet Food Specialist
ksimpson@purdue.edu
765-494-1611

