



## Tuffay's Pet Foods Hosts First-Ever Independent Distributor Conference

*Attendees From Around the Country Gather to Discuss the State of the Pet Food Industry*

**DATE: July 12, 2019**

**MEDIA CONTACT:  
Darren Fujii (218) 347-3235**

**(PERHAM, MN)** - [Tuffay's Pet Foods](#), a third-generation, family-owned manufacturer of high-quality pet foods for over 50 years, hosted its first annual Independent Distributor Conference June 24-26, 2019 in Perham, MN.

Twenty-six owners and key personnel from 12 of North America's premier independently owned pet food distributors gathered to tour Tuffay's new facilities, learn about future plans and discuss industry and market forces.

Key discussions revolved around the state of the industry, outlook for independent retailers and distributors, changing consumer demographics, e-commerce and digital marketing.



*Attendees at Tuffay's Independent Distributor Conference*

The meetings allowed for a relaxed atmosphere where distribution competitors could discuss high-level topics, learn from others and provide input to executives of Tuffay's.

"We wanted them to see our facilities, meet our people, see what we do and how we do it. We believe this allows us to be very transparent with our distributors and partners," said Charlie Nelson, president of KLN Family Brands, the parent company of Tuffay's Pet Foods. "It's so important that we hear their ideas that will make us a better company and keep the pet food industry strong and healthy."

- more -

## About Tuffy's Pet Foods

Tuffy's Pet Foods, Inc. manufactures dry and moist dog and cat food and treats. The company was founded in 1947 and is based in Perham, Minnesota. In 2015, the company expanded with a new \$70 million, 130,000-square-foot manufacturing facility. Tuffy's is family-owned and operated — and has been since it was founded in 1964. The company's other brands include [NutriSource](#), [PureVita](#) and [Natural Planet](#). Tuffy's Pet Foods, Inc. operates as a subsidiary of KLN Enterprises, Inc.



## About KLN Family Brands

A third generation family owned company, KLN Family Brands is located in Perham, MN and is comprised of Tuffy's Pet Food and Kenny's Candy & Confections. Tuffy's was the first KLN manufacturing facility introduced by the Nelson Family and has been proudly producing premium pet food since 1964 under brands such as NutriSource, Pure Vita, and Natural Planet. In 1987 KLN branched out into the world of sweets and Kenny's Candy & Confections was born. Kenny's is the candy factory responsible for great brands like Wiley Wallaby, Sweet Chaos, and other Candies and Confections. For more information on KLN and its brands, please visit [www.klnfamilybrands.com](http://www.klnfamilybrands.com).

###

**Tuffy's Pet Foods • 245 1<sup>st</sup> Avenue N., Perham, MN 56573 • 800-525-9155 •  
[www.nutrisourcepetfoods.com](http://www.nutrisourcepetfoods.com)**