

FOOD EXPORT ASSOCIATION OF THE MIDWEST USA AND FOOD EXPORT USA – NORTHEAST

U.S. Feedlink

A publication highlighting information about the U.S. animal feed and pet food ingredients and additives industries

The Plant-Powered Revolution

The animal nutrition industry is constantly changing due to the evolution of science, consumer demands, advancements in technology, and increasing regulatory impacts. Over the last twenty years, interest and demand for natural plant feed additives (PFA) as alternatives to synthetic vitamins in livestock nutrition has continued to expand.

The usage of plant-based feed ingredients has been on the rise for the last two decades and is projected to see continual growth through 2030. Allied Market Research reports the plant-based feed ingredient industry generated nearly \$2.9 billion in 2020 with expectations it will reach \$12.3 billion in 2030 with a CAGR of 15.3% in the same time period.

To place greater focus on sustainability, PFA manufacturers are focusing their attention on localized approaches that utilize resources and materials from specific locations within countries and regions. The Midwest region of the U.S. boasts a rich agricultural heritage and is a natural source of abundant plant-based feed ingredients such as soy protein from suppliers like Bunge.

“Our PurePro® soy protein concentrates are made from soybeans grown in America’s heartland and serve as a key tool for feed formulators to create excellent plant-based products,” shared Long Zou (Joe), Sr. Manager of Specialty Feed Sales & Applications at Bunge. The Midwest’s fertile soils and favorable climate make it a prime hub for cultivating grains, oilseeds, and legumes that serve as essential components in animal feed formulations.

Let’s talk trends

The industry sees numerous feed trends including a transition to sustainable and ethical animal feed, alternative protein sources in animal feed, improved feed efficiency and gut health, and precision nutrition and digitalization. Consumer demand for sustainable and ethically sourced animal products has encouraged the animal nutrition industry to develop alternative feed solutions corresponding with environmental and animal welfare ideas, thus becoming more sustainable and traceable.

Like human nutrition, the demand for alternative protein sources in animal feed continues to grow. The development of plant-based and insect-based proteins has led to more ways to incorporate alternative protein sources into animal diets, reducing the dependency on traditional, animal-based proteins.

Consumer awareness of food and ingredient origins is rising as is interest in the nutrition of animals produced and consumed. Modern technology makes tracing this information much easier as feeding animals for market has become more defined thanks to digital technologies like precision feeding schedules and individual nutrition plans for animals.

With this, demand for plant-based functional feed additives is also increasing as producers search for the best way to enhance their productivity, animal health, nutrition, and disease prevention, while also meeting sustainability demands. While the future remains unscripted, trends over the last 20 years tell us that technology and changing trends will continue to advance the industry and producers will utilize PFAs as a nutritious and more sustainable way to supplement animal dietary needs.



featured products



For more information about these or other featured products please email: feedlink@foodexport.org



Bunge Creative Solutions Center Chesterfield, Missouri

Bunge is a global leader in agribusiness, food and ingredients and has an important role to play in using its crop infrastructure to help fuel renewable energy solutions. Their expertise, culture of innovation, unparalleled portfolio of products and digital transformation give a competitive advantage as they work to connect farmers to customers to be one step ahead in delivering solutions in smarter, faster and simpler ways.



CJ Stengel Inc. dba Stengel Oils Milbank, South Dakota

Premium flaxseed oil products, sourced in the U.S., and carefully produced for optimum health benefits for pets, poultry, and horses. Stengel Oils offers a variety of packaging options for its Flaxseed Oil, from retail bottles for pets, gallons with pumps for horses, 5-gallon cubes, 55-gallon barrows and totes. Omega-3 fatty acids are the hot, new pet food terminology grabbing pet owner's attention today. Sammy's Shiny Coat, manufactured by Stengel Oils, is a dietary supplement containing no fillers or additives. It is cold-pressed from flax seed rich in Omega-3s.



Nutech Biosciences Inc. Oneida, New York

Nutech Biosciences Inc products are proven in the industry, innovative and thoroughly researched at all levels of the production cycle for all species. Their products are Nutritionist and Farmer approved.



IFC Solutions Linden, New Jersey

IFC's product lines include food grade colors (natural, organic, and synthetic), release agents (for when your product is sticking to equipment), and lecithins (sunflower, soy, and canola/rapeseed) in both powder and liquid. While they have standard options, their specialty lies in an ability to customize solutions to fit your specific needs.



International Feed Excelsior, Minnesota

International Feed delivers excellence through an unmatched commitment to quality, attention to detail, and service with integrity. They supply macro feed ingredients, grains, and GMO and non-GMO oilseeds, shipped bulk in ocean containers.



Milk Specialties Global Eden Prairie, Minnesota

Vesta Nutra's BetaImmuneShield™ delivers the highest concentration with the fewest impurities available of Beta Glucan by using proprietary manufacturing techniques. A leader in the nutraceuticals industry for over 25 years, their superior-quality raw ingredients are formulated to intensify functions within the immune system, making it more active, alert and effective at fighting off bacteria, viruses, cancers, parasites and fungi. It is also a preferred natural solution for reducing dependency on antibiotics and reducing contaminants on-site.



RIBUS, Inc. St. Louis, Missouri

Founded in 1992, RIBUS Inc. supplies conventional and organic plant-based ingredients to companies around the world. As the "Original Clean Label Ingredient Company™", RIBUS produces non-GMO, conventional, organic, vegan and gluten-free ingredients for the food, beverage, pet and dietary supplement industries. RIBUS' patented ingredients can solve production issues while bringing innovation and clean labels to your products.



Micro Ingredients Deliver Macro Results

Micro ingredients aren't new to the feed industry, but they are a growing nutritional powerhouse developed to address specific deficiencies and promote animal wellness. Also known as micronutrients or trace minerals, micro ingredients play a vital role in animal nutrition and their popularity is on the rise.

The demand for micro ingredients in animal feed has been increasing since 2020 and is expected to continue through at least 2030, with forecasted global growth at a CAGR of 6.4% during that time. The Feed Micronutrients Market reports key growth factors include government regulations, awareness, and surging concerns over animal welfare.

Vitamins and minerals make up the largest share of micro ingredients used in feed followed by a combination of amino acids, antioxidants, choline, and others. "I've observed the major impact true amino acid chelated minerals have on the well-being of animals and profitability," said Jesse Perez, VP of NuTech Biosciences, Inc. "We are a science-based company that understands the biology of an animal, the functioning of its biological systems, and the mechanisms that enable their function."

According to DSM, vitamins are the foundation of balanced animal nutrition, essential and irreplaceable micro ingredients required for normal animal function like growth, development (incl. bones), reproduction, immune health, overall well-being, and more. Micro ingredients used in feed ensure animals receive well-balanced diets that meet their nutritional requirements.

Animal nutritionists and feed formulators carefully calculate nutritional requirements for optimum animal health and performance such as age, weight, production goals, and environmental conditions, and advancements in technology allow for the precise delivery of micro ingredients in livestock feed ensuring uniform distribution.

As we learn more about animal health and nutrition, the industry can expect to see growth in the use of micro ingredients in animal feed. Ensuring the right micro ingredients in animals' diets helps maintain product quality, animal health, and consumer safety. Careful consideration of micro ingredient requirements and effective feeding will continue to play a major role in responsible and sustainable animal production and will for the foreseeable future.

industry spotlight

Flaxseed: Powering Up Animal Nutrition Trends

Flaxseed is one of the earliest cultivated oilseed crops in the world. The integration of flaxseed into animal feed has seen consistent growth in contemporary agricultural practices, reflecting a growing emphasis on health optimization, holistic animal nutrition, and sustainable farming. It is utilized for its abundant nutritional profile, sparking



trends that resonate with both animal well-being and environmental responsibility.

The North American total flaxseed market

was valued at over \$1.5 billion USD in 2021 with the majority of US crop grown in Montana and the Dakotas by quality and reliable suppliers such as Stengel Oils out of South Dakota. It is expected to reach \$2.3 billion by 2031. Animal feed accounts for the largest value share of 40% due to growing demand for healthy animal feed additives.

One notable trend is growing demand for omega-3 fatty acids in animal diets. Flaxseed, rich in alpha-linolenic acid (ALA), presents a natural solution for various stages of growth. Nutrient-dense flaxseed offers not only omega-3s but also protein, fiber, and minerals, making it a multifaceted ingredient for diverse poultry, livestock, and even aquaculture diets.



EVENT HIGHLIGHT Buyers Mission at the International Production & Processing Expo

Jan 30 – Feb 1, 2024
Atlanta, GA | ippexpo.org

Food Export-Midwest will be hosting our next Buyers Mission at IPPE where attendees can meet domestically with pre-screened international buyers looking to import U.S. foods and agriculture products. It is a premium networking event held in partnership with the expo host, AFIA, linking growers, processors, and shippers with international opportunities. IPPE is the largest global expo highlighting technology, equipment, supplies and services used in the production and process of eggs, meat, poultry and feed manufacturing. Every segment of the industry will be represented including: feed milling, animal food, genetics, hatchery, live production and animal health, egg production & processing, poultry & meat processing, further processing, rendering, marketing, and all support activities.

If you are interested in participating in this buyer's mission in conjunction with the American Feed Industry Association (AFIA) or any in-person feed ingredients event with us, please contact info@foodexport.org.

Food Export-Midwest runs several programs designed to help participants reach the right people, build their businesses, and succeed, whether a grower, shipper, buyer, or seller.

BUYERS MISSIONS bring together pre-screened, qualified international buyers interested in U.S. products for one-on-one meetings with Midwest and Northeast suppliers.

FOCUSED TRADE MISSIONS organize events in a country where producers meet with international buyers and key interested importers to learn about their product's export potential.

FEED SHOW PLUS!™ leverages industry relationships and local market expertise to connect you with reputable and reliable Midwest suppliers.

Missouri

STATE FEATURE

\$419M

Feeds and Other Grains
exported in 2021

~60%

of soybeans produced in
Missouri is sold for export

9th

among U.S. states in export
of Feeds and Other Grains

TOP 5 FEED INGREDIENTS



Soybeans



Corn



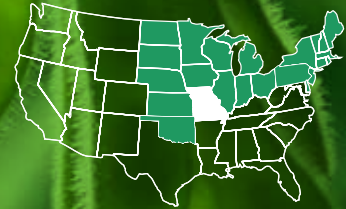
Rice



Wheat
Products



Hay



■ Food Export States
■ Missouri

Minnesota

STATE FEATURE

\$968M

Feeds and Other Grains
exported in 2021

~60%

of soybeans produced in
Minnesota are sold for export

4th

among U.S. states in export
of Feeds and Other Grains

TOP 5 FEED INGREDIENTS



Corn



Soybeans



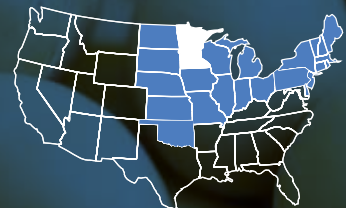
Wheat



Dry Beans



Hay



■ Food Export States
■ Minnesota

“ At the Buyers Mission, I received good suggestions from suppliers and more ideas to share with my team. We will keep in touch with suppliers and explore the needs of our market with our customers.”

Saowapa Rungtanakiat, Assistant Product Manager | Winner Group Enterprise Plc | Thailand

supplier directory

For more information about these or other companies please email: feedlink@foodexport.org

American Pharmaceutical Innovations Company

Downers Grove, Illinois

americanpharma.net

A one-stop shop distributing and manufacturing the purest, finest ingredients such as enzymes, growth promoters, amino acids, and other feed additives in powder and liquid forms.

Bunge Creative Solutions Center

Chesterfield, Missouri

bunge.com

Global leader in oilseed processing and a leading producer and supplier of specialty plant-based oils, fats and protein used to supplement animal feed for optimal health.

CJ Stengel Inc. dba Stengel Oils

Milbank, South Dakota

stengeloils.com

Premium flaxseed oil products, domestically sourced and processed cold for optimum health benefits for your animals.

Dairy Products Inc.

Eden Prairie, Minnesota

dairyproductsinc.com

Operating since 1995, now an industry leader of the highest quality dairy ingredients, innovative specialty services and peace-of-mind risk management programs.

Enzyme Development Corp.

New York, New York

enzymedevelopment.com

Providing a wide range of enzymes for the animal feed industries for 70 years and the only producer of Papain and Ficin in the western hemisphere, and offering OMRI-certified papain for organic feed.

Great Lakes Bio Systems, Inc.

Sturtevant, Wisconsin

greatlakesbio.com

Manufacturing natural, eco-friendly products since 1992, GBL manufactures amino acids, probiotics and trace minerals for the livestock and aquaculture industries.

IFC Solutions

Linden, New Jersey

ifc-solutions.com

Developing standard and specializing in customized release agents, lecithins, and food grade colors in powder and liquid form since 1939.

International Feed

Excelsior, Minnesota

internationalfeed.com

Trusted Midwest supplier of feed and food ingredients supplying macro feed ingredients, grains, and GMO and non-GMO oilseeds, shipped bulk in ocean containers.

Keys Manufacturing Company

Paris, Illinois

keysmanufacturing.com

Highly palatable, Pro88 provides an economical and reliable source of high-quality protein and milk fat for weaning pigs increasing feed intake and delivering highly digestible nutrients.

Milk Specialties Global

Eden Prairie, Minnesota

milkspecialties.com

Inspired ingredients to create the best possible animal nutrition products such as milk replacers, additives, fortifiers, supplements and nearly any specialty dairy ingredient imaginable.

Nutech Biosciences Inc.

Oneida, New York

nutechbiosciences.com

Industry-proven amino acid chelated trace minerals products that are innovative and thoroughly researched at all levels of the production cycle for all species: nutritionist and farmer approved.

RIBUS, Inc.

St. Louis, Missouri

ribus.com

Founded in 1992, RIBUS Inc., the "Original Clean Label Ingredient Company™", produces non-GMO, natural, organic, vegan and gluten-free ingredients for animal dietary and feed needs globally.

Universal Probiotics

Linwood, Kansas

universalprobiotics.com

Clinically proven and tested unique and proprietary blends of probiotic bacteria, yeasts and molds with prebiotics to promote digestive health, nutrient absorption and resistance to common enteric pathogens.

Vesta Nutra

Indianapolis, Indiana

vestanutra.com

Founded in 1996, a premier cGMP and FDA-registered full-service contract manufacturer of nutraceuticals, dietary supplements and nutritional ingredients.

news & trends

Animal Feed Sustainability Trends

As the intersection of consumers, sustainability and animal feeding collide, new trends are emerging. The AgriVision 2023 conference highlighted five factors that will influence animal feeding in the years to come including the use of novel ingredients, precision feeding, functional feeds, and upcycled food waste, as well as increasing the use of ag tech. Industry leaders see these as critical realities to “future proof” the protein industry and meet growing environmental, social and governance demands.

Europe Lifts GMO Restrictions

As raw material shortages and the European Green Deal have ongoing impacts on feed ingredient sourcing, the EU Commission has recently agreed to allow certain genetically modified organisms to be imported and traded in Europe, both for human and animal consumption. This is a big step that allows for expanded trading of high-quality feed ingredients produced in the United States. U.S. producers are still waiting on the introduction of this new regulation but are eager for the pending opportunity.

Novel Feed Ingredients Expand

Novel feed ingredients are growing in popularity and are considered any unconventional animal feeds that may provide a more sustainable protein source with a lower carbon footprint than traditional animal feeds. Some current novel proteins include insects, algae (both micro and macro) and even exotic proteins like bison, goat, elk, pheasant and rabbit.

Find us at one of the events below and take advantage of our Buyer Missions and Focused Trade Missions where growers connect with international buyers and distributors or participate in Feed Show PLUS!™ events to connect with reputable and reliable Midwest suppliers. If you are a buyer or seller and interested in participating in any of our in-person events and learning more, please contact feedlink@foodexport.org.

FEED Legislation in Process

In June, several U.S. Senators introduced the Innovative Feed Enhancement and Economic Development (FEED) Act of 2023 that would allow access to a variety of new and innovative feed products that could help animal producers reach more sustainability goals and facilitate the reduction of byproducts. Before it can pass, Congress looks to reauthorize the popular bi-partisan Animal Drug User Fee Act, which passed the Senate HELP Committee in an overwhelming 19-to-2 vote. Despite being a bi-partisan bill, the threat of a government shutdown and 45-day extension has delayed the FEED Act vote.



Artificial Intelligence in Animal Feeding

AI is making its presence known in every area of business including animal feeding. Generative AI marketing in agriculture is expected to grow at a rate of nearly 25% over the next 10 years and is experiencing rapid adoption. AI shows considerable promise improving efficiencies, reducing waste, fostering seamless operations, and more for both crop and livestock management. Expect AI-based data to improve crop quality by monitoring soil health, weather conditions, and fertilizer and pesticide needs as well as optimizing feeding patterns and monitoring animal behavior, health conditions, and environmental conditions in livestock.

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events

• Value-Added Feed Ingredients Buyers Mission at IPPE

Atlanta, Georgia, January 2024

• Pet Food Ingredients Buyers Mission

Kansas City, Missouri, Spring 2024

• Value-Added Feed Ingredients Buyers Mission at the World Pork Expo

Des Moines, Iowa, June 2024

• Feed Show Plus!

FIGAP, Guadalajara, Mexico, Fall 2024

• Focused Trade Mission to Colombia for Animal Feed and Pet Food Ingredients

Bogota, Colombia, February 2024

• Value-Added Feed Ingredients Buyers Mission at the World Dairy Expo

Madison, Wisconsin, October 2024

Scan here to learn more about Food Export's services for importers of U.S. agricultural products

