

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

Nutritional Powerhouse: Midwest U.S. Feed Innovations Fueling Dairy and Beef Success

As global demand for animal protein continues to rise, the U.S. livestock sector is advancing rapidly, not just in genetics or production scale, but in how cattle are fed. For dairy and beef producers, what goes into the feed increasingly influences what comes out in terms of animal performance, product quality, and environmental sustainability. The Midwest U.S. stands at the forefront of these advancements, combining homegrown feed ingredient abundance and Midwest innovators bringing cutting-edge nutritional technologies to the industry.

Corn, Soybeans, and the Midwest Advantage

The Midwest dominates U.S. corn and soybean production. In fact, according to the USDA, the top 5 producers of both commodities in the U.S. are all in the Midwest. Iowa leads the nation in corn production, having produced 2.63 billion bushels in 2024. Illinois produced a record-breaking 688 million bushels of soybeans in 2024, ranking it number one in the U.S. The foundational feed ingredients grown in this region provide the carbohydrates, energy, and protein required for optimal growth and milk production.

However, changing weather patterns, fluctuating grain prices, and demand have spurred innovation. Midwestern producers and feed nutritionists are incorporating co-products and alternative feedstuffs to offset risk while maintaining nutritional integrity.

Innovations in Feed Additives: Health from the Inside Out

Modern cattle nutrition goes far beyond just calories and crude protein. Complementing feed with additives, ranging from probiotics and enzymes to trace minerals and vitamins, as well as alternative proteins, has become standard practice to support digestive efficiency, immunity, and overall resilience.

Supplementing feed with probiotics and functional microbes improves rumen health, enhances digestion, and promotes overall animal well-being. These beneficial microorganisms help establish a healthy gut microbiome, increasing feed efficiency and reducing the reliance on antibiotics.

Midwest companies such as Agrarian Solutions, based in Indiana, are innovative leaders developing microbial blends designed to improve cattle operations. Their research-backed products aim to enhance digestive integrity and improve resilience in cattle.

Breaking down fibrous and anti-nutritional components in feed is a top priority, especially when using forages or co-products. The Enzyme Development Corporation has supplied the U.S. feed industry for over 65 years and is the only domestic producer of certain critical enzymes like papain and ficin.

Minerals and supplements also play a critical role in dairy and beef cow nutrition by supporting key physiological functions like bone development, immune response, and reproductive efficiency to help circumvent decreased productivity, poor growth rates, and higher disease susceptibility. Mineral additives like those produced by Indiana's

continued on back page



featured products



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



American Pharmaceutical Innovations Co. (AmPharma) Darien, Illinois

Amphi-Lectin liquid is specially designed liquid acting as a powerful growth promoter and immune-stimulant agent for poultry. It combines unique group of ingredients such as Lectin, Yucca, Nucleotids, and Beta Glucan among others that act synergistically to enhance growth, enhance immunity and to guard against a variety of infectious diseases.



Enzyme Development Corporation New York, New York

ENZECO® PURIFIED PAPAIN RS 300 is a purified food grade proteolytic enzyme product specially processed from the dried latex of the fruit of *Carica papaya*. The papaya latex has been processed without the addition of sodium metabisulfite, resulting in a papain with substantially reduced levels of SO₂ and suitable for use in Organic Pet Food and Feed.



Esmilco Fall River, Wisconsin

Calfmilco Rapid Rehydrate Electrolyte **Rapid Rehydrate** is a specialized electrolyte supplement developed by Esmilco to support young calves during critical periods such as heat stress, scours, or post-transport recovery. Designed for rapid absorption, it replenishes essential electrolytes to restore hydration and promote overall calf health.



Great Lakes Bio Systems, Inc. Sturtevant, Wisconsin

LAA1000 is a highly-concentrated, highly versatile amino acid formula. It is designed as an additive for feed milling, or for the enrichment of standard aquatic feed. This formula is particularly beneficial for high-density farming and is attractive for its cost-effectiveness. LAA1000 optimizes digestive capability, and super-charges the efficient uptake of proteins, lipids, phosphorous and carbohydrates from the feed to achieve higher growth rates, and increased ability to fend off disease.



SCD Probiotics Kansas City, Missouri

Elevate your livestock management with **SCD BioLivestock**. Wielding the power of science in every drop, our liquid probiotic feed and water additive optimizes nutrient absorption, gut balance and immune functions. Our probiotics are all-natural, OMRI-listed for use in Organic Agriculture and contain no fillers, chemicals, preservatives, or flavors. Just pure probiotics along with the prebiotic ingredients that support them.



Stengel Oils Milbank, South Dakota

- Natural Omega-3 in Sammy's Shiny Coat has anti-inflammatory properties that help with allergies, joint function and comfort, as well as skin health.
- 100% Pure and Natural American Flaxseed Oil with no additives or fillers
- Superior "True Cold Pressed" production in small batches to prevent oxidation and preserve health benefits.



Vesta Nutra Indianapolis, Indiana

Beta ImmuneShield™ AG is a high-purity, animal-grade Beta Glucan 1,3D designed to enhance immune function in livestock. It primes the innate immune system, reduces infection rates, and supports overall herd health with fewer antibiotic interventions. Extracted from *Euglena* biomass, it delivers 60% active beta glucan with minimal impurities.



BUYERS MISSIONS

Connect with U.S. Suppliers Through Food Export's Buyers Missions

If you're looking to source high-quality products from the U.S., Food Export's Buyers Missions are an ideal entry point. These events are designed to connect international buyers with pre-qualified U.S. suppliers through pre-scheduled, one-on-one meetings. Held throughout the year at major trade shows and regional events, Buyers Missions allow you to efficiently explore a wide range of U.S. products in a single trip.

Food Export-Midwest and Food Export-Northeast work with In-Market Representatives to carefully screen suppliers, so you can be confident in their export readiness, product quality, and reliability. Whether you're a distributor, importer, or retail buyer, these missions offer direct access to trustworthy U.S. partners, new trends, and innovative product lines.

Expand your product offerings and build lasting supplier relationships through this proven, buyer-friendly program.

<https://www.foodexport.org/import-from-the-us/>

Nebraska

STATE FEATURE

44M+

farm acres operated

44K+

farms in Nebraska

\$7.9B

in agriculture exports

TOP FEED INGREDIENTS



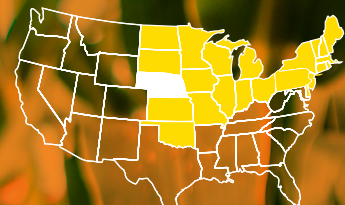
Corn



Soybeans



Hay & Haylage



■ Food Export States
■ Nebraska

Sources: USDA, US Trade Representative

North Dakota

STATE FEATURE

38.5M+

farm acres operated

24.8K+

farms in Nebraska

\$5.4B

in agriculture exports

TOP FEED INGREDIENTS



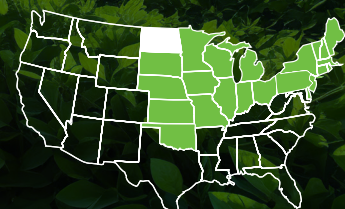
Soybeans



Corn



Wheat



■ Food Export States
■ North Dakota

Sources: USDA, US Trade Representative

supplier directory

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

Agrarian Solutions

Nappanee, Indiana | agrariansolutions.com

Agrarian Solutions delivers innovative L-Form bacterial technology to protect livestock from mycotoxins, boost immunity, and enhance performance. Our proven microbial solutions ensure healthier animals and greater profitability. With over 20 years of global success, we provide innovative, research-backed products that empower producers to achieve peak efficiency and sustainability.

American Pharmaceutical Innovations Co. (AmPharma)

Darien, Illinois | americanpharma.net

Since 1994 AmPharma is a manufacturer and distributor of top-quality veterinary health products. AmPharma is a one-stop solution for all veterinary health products including a portfolio of a wide range of complex multi ingredients products consisting of enzymes, probiotics, toxin binders, anti-stress, growth promoters, acidifiers, vitamin mixes, amino acids, chelated minerals and trace elements, herbal products and feed additives both in water soluble powder and, liquid forms, AmPharma expanded its product line to include premium pet food supplements and Aquaculture products. AmPharma Products are focused on enhanced immunity less disease, better feed-utilization, and higher growth rate and production which leads to an outstanding return on investment.

Bunge Creative Solutions Center

Chesterfield, Missouri | bungeproducts.com

Bunge's PurePro soy protein concentrate is a US-based, cost-effective, and sustainable source of nutrition tailored-made for young animals. At 69% minimum protein on a dry basis, they provide all essential amino acids and are highly digestible with low anti-nutritional factors to help support animal growth and health. It has versatile physical properties to ease mixing and reduce dusting.

Dairy Products Incorporated

Eden Prairie, Minnesota | dairyproductsinc.com

We at Dairy Products Incorporated, take nothing for granted—not our 29-year position as the industry's unrivaled leader and not your desire to get the very best and most for your investment. From dairy ingredients of the highest quality to innovative specialty services to peace-of-mind risk management programs, DPI keeps you far ahead of the herd.

Enzyme Development Corporation

New York, New York | enzymedevelopment.com

EDC has been providing a wide range of enzymes for the animal feed industries for 70 years. EDC is the only producer of Papain and Ficin in the western hemisphere and offers an OMRI-certified papain for organic Feed. For more information about our enzymes, please visit us at www.EnzymeDevelopment.com, www.Papain.com.

Esmilco

Fall River, Wisconsin | <http://www.esmilco.com>

Esmilco provides premium private label milk replacers and specialty products for baby animals, helping brands deliver optimal nutrition from day one. With a focus on quality, consistency, and innovation, Esmilco partners with businesses to create customized formulas that support healthy growth, performance, and long-term success in young livestock.

Great Lakes Bio Systems, Inc.

Sturtevant, Wisconsin | greatlakesbiosystems.com

For more than 30 years Great Lakes Bio Systems has manufactured amino acid complexes, probiotics, mineral blends and enzyme products for the aquaculture, poultry and swine industries. GLB's products are designed to enhance gut health, decrease mortality; increase feed conversion and daily weight gain; promote competitive exclusion and overall increase profits to growers.

Nutech Biosciences Inc.

Oneida, New York | nutechbiosciences.com

"Better Nutrition through Biotechnology" defines our company. The concept of biotechnology in nutrition is to understand the biology of an animal, the functioning of its biological systems, and the mechanisms of how they function.

RVPL Trading

New Jersey | rvpltrading.com

RVPL Trading is a trader of grains, oilseeds, pulses and speciality ingredients for the food & feed markets.

SCD Probiotics

Kansas City, Missouri | scdprobiotics.com

SCD Bio Livestock is a science-backed, multi-strain livestock probiotic additive that's safe for routine use. Its patented combination of live beneficial microbes and bio-fermented organic acids equip your animals with the best internal system to optimize their food's nutritional content and defend against stress and disease.

Stengel Oils

Milbank, South Dakota | stengeloils.com

Omega-3s are a good fat responsible for basic cellular health in all body tissues, including those of animals, and become the building blocks for health allowing them to regulate nervous and cardiovascular functions, build a shinier coat, improve skin condition, and decrease hairballs. Sammy's Shiny Coat is 100% virgin, cold-pressed flax oil and contains no fillers such as soybean oil.

Universal Probiotics

Linwood, Kansas | universalprobiotics.com

Universal Probiotics is the producer and owner of a Direct Feed Microbial Symbiotic feed supplement for companion animals and livestock. The product is a granular animal feed supplement. It is privately controlled and confidential beneficial bacteria culture combined with various nutrients including pre-biotic ingredients which enhances the effectiveness of the supplement.

Vesta Nutra

Indianapolis, Indiana | vestanutra.com

Vesta Nutra develops and manufactures science-driven nutraceutical ingredients and finished products. Vesta's formulations support cognitive health, energy production, immunity, beauty, joint function, and metabolism. All products are backed by quality testing, regulatory compliance, and scalable manufacturing. Vesta Nutra serves global partners with custom solutions, private labeling, and turnkey production services.

POWERING GLOBAL GROWTH FROM THE MIDWEST

AMPHARMA's Branded Program Success Story

Dr. Al MacKar, MD, MSc, PhD, MBA | President & Chief Scientific Officer, AMPHARMA

American Pharmaceutical Innovations Company (AMPHARMA) is a family-owned business based in Darien, Illinois, specializing in feed additives, veterinary health products, and dietary supplements. Since 2016, the Food Export Association's Branded Program has significantly contributed to our international expansion and success.

Through Branded Program support, we successfully entered new markets while significantly increasing sales in established markets like Egypt and the Gulf region. The program provided critical resources that enabled us to participate in major global industry exhibitions, including VIV Asia in Bangkok, VIV MEA in Abu Dhabi, and FIGAP in Guadalajara, Mexico. These events allowed us to showcase our high-quality, American-made veterinary products directly to international buyers, leading to a 30–40% increase in export sales.

Participation in these shows not only expanded our customer base but also opened new market segments. Thanks to the Branded Program, AMPHARMA diversified into premium pet food supplements and aquaculture products, capitalizing on growing global demand.



One of our distributors from Mexico remarked, "The Branded Program introduced us to AMPHARMA at an international exhibition. The marketing and promotional assistance provided helped us effectively position their exceptional

feed additives and animal health

AMPHARMA

products in our market. It has been an invaluable partnership."

The Branded Program's impact extends beyond AMPHARMA's global success. Export growth has allowed us to increase local employment, supporting both job creation and retention at our Illinois facility. Additionally, higher production volumes necessitated expansion of our production capabilities, including new manufacturing lines specifically for pet supplements and aquaculture products. These expansions not only benefit our business but also stimulate the U.S. agricultural and pharmaceutical supply chains by increasing our demand for raw materials from domestic suppliers.

Moreover, the program's financial support has helped AMPHARMA navigate global economic uncertainties, including disruptions caused by the COVID-19 pandemic. The cost-sharing aspect made it financially feasible for our company to sustain aggressive international marketing efforts, ensuring continuous market presence even during challenging periods.

Our experience highlights the Branded Program's critical role in supporting small and medium-sized American enterprises seeking international growth. It has truly been a game-changer, enabling us to compete globally with confidence. By facilitating meaningful distributor partnerships and expanding our international reach, the program has positioned AMPHARMA as a recognized leader in animal nutrition and health products worldwide.

I strongly recommend other U.S. companies and international buyers explore the advantages offered by the Branded Program. Additionally, we advocate continued support for initiatives like USDA's Market Access Program, ensuring sustained competitiveness of American products globally.

At AMPHARMA, we remain committed to producing innovative, high-quality products while expanding our global presence, proudly supported by Food Export's Branded Program.

The Building Blocks of Pet Nutrition



Pet food ingredients are at the core of providing pets with balanced and nutritious diets, and the Midwest region of the U.S. is perfectly positioned to lead the industry with its abundant agricultural resources, nutritional food additives, and commitment to quality and sustainability.

Over the years, the Midwest has transformed from a traditional grain belt to a powerhouse of premium pet food ingredients. Innovative companies such as Stengel Oils of South Dakota continue to supply quality additives for pets with their line of flax oils called Sammy's Shiny Coat. "The product is 100% flax oil and provides 55–60% of the Omega-3s animals require," shared Michael Hawes, national sales manager for Stengel Oils. "Pets, especially dogs, need 10 times more flax oil than humans to achieve a balanced diet. By drizzling Sammy's Shiny Coat over a pet's daily food, you are assuring they receive the Omega-3s needed."

With world-class soy, corn, specialty crop production, and a growing ecosystem of feed additive innovators, the region is setting national standards. Thanks to its traceability, farmer-led transparency, and robust supply chain, the Midwest U.S. has established itself as a leader in pet nutrition.



Nutritional Powerhouse *(continued)*

Vesta Nutra support immune function and bone health in both young calves and lactating cows.

The animal feed industry continues to innovate with the development of new protein alternatives tailored for dairy and beef cattle. As sustainability and efficiency take center stage, producers are turning to novel ingredients like fermented soybean meal, canola meal blends, and single-cell proteins derived from algae or yeast to meet livestock nutritional demands while reducing environmental impact.

Additionally, advanced amino acid supplements and rumen-protected protein technologies are improving feed conversion and milk or meat yield without relying solely on traditional soybean or corn-based feeds. These breakthroughs not only enhance animal health and performance but also reshape how Midwest producers formulate rations for long-term productivity.

Feeding Calves Right from Day One

Youth nutrition is also seeing dramatic improvements. Innovative new products deliver billions of beneficial bacteria, egg-based proteins, and antibodies in a single oral dose, improving survivability and productivity from the start. Studies show early-life supplementation can dramatically impact herd health and lifetime production.

Sustainability Meets Innovation

Sustainability is increasingly tied to feed formulation. Strategies such as low-protein diets supplemented with free amino acids have shown potential for reducing nitrogen excretion without sacrificing performance.

What's Next? Accuracy.

The future of cattle feed lies in precision. AI-driven systems and real-time monitoring tools are making their way into ruminant operations, enabling producers to fine-tune rations based on animal behavior, health data, and production goals. While still more common in swine and poultry, these tools are gaining traction in progressive dairy and feedlot systems, improving efficiencies and reducing overhead.

Final Thoughts

The Midwest region of the U.S. is uniquely positioned to supply the world with high-quality, health-promoting feed ingredients. Through a combination of traditional crop strength, modern additives, and continuous innovation, U.S. feed suppliers are fueling the success of livestock producers both domestically and internationally.

- 1 Iowa Dept. of Ag
- 2 USDA/NASS
- 3 Feeding the Economy Report

“ We had valuable meetings with suppliers and saw great business potential at the Pet Food Forum Buyers Mission. It was a privilege to connect with uniquely distinguished U.S. companies. We are now in active discussions with several of them and truly appreciate the opportunity!”

Tae Hyung Kim | Bobby's Factory Co., Ltd., South Korea

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events

- World Dairy Expo Buyers Mission
Madison, WI | October 1, 2025
- 2026 IPPE, Pet Food Forum
Atlanta, GA | January 27-29, 2026

- 2026 World Pork Expo
Des Moines, IA | June 3-4, 2026
- 2026 World Dairy Expo Madison, WI |
September 29-October 2, 2026