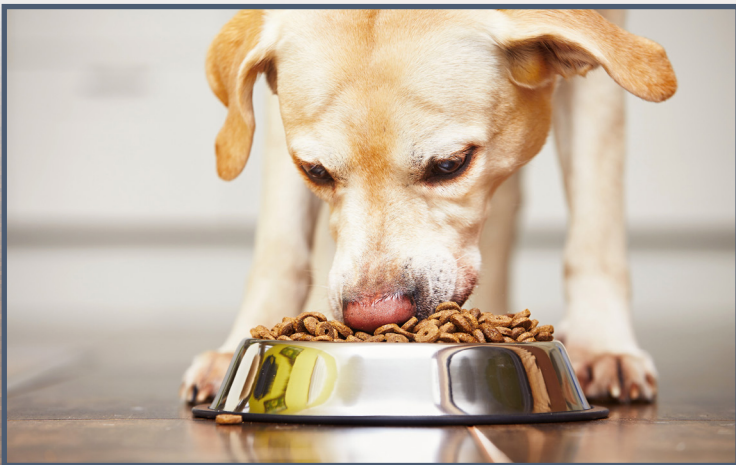




FOOD EXPORT BUYERS' MISSION

VALUE-ADDED FEED INGREDIENTS

Kansas City, Missouri
June 1, 2020



WHAT TO EXPECT

- ✓ One-on-One Meetings
- ✓ Buyer Profiles
- ✓ Business Protocol
- ✓ Mission Briefing
- ✓ Market Research
- ✓ Interpretation Services

CONTACT INFORMATION

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THE MAIN EVENT

Demand for animal based protein is growing worldwide. As countries expand their livestock industry to meet this demand, they are looking for feed ingredient suppliers. Food Export-Midwest, in cooperation with the Missouri Department of Agriculture (MDA), will be conducting a Value-Added Feed Ingredients Buyers' Mission in Kansas City, Missouri, June 1, 2020, prior to the World Pork Expo in Iowa. This will be the perfect low-cost opportunity to meet, one-on-one, with feed ingredient buyers from around the world in one place! All international buyers are pre-screened, qualified and interested in Missouri products.

MDA staff will coordinate with Food Export-Midwest to schedule one-on-one meetings for mission participants. The foreign buyers have expressed interest in by-pass proteins, feed ingredients, hay products, meat and bone meal, milk replacers, pet food, pro-biotics, supplements, yeast and other value-added feed products. Missouri companies will be provided buyer profiles, business protocol, mission briefing and more in advance to allow adequate time to prepare for meetings.

Interested applicants should contact MDA staff to learn how to register for the buyers' mission online. MDA recommends registering early as meeting slots are scheduled on a first-come, first-served basis.

Early Registration Deadline: April 1, 2020 (\$150)

Registration Deadline: April 29, 2020 (\$225)

VALUE-ADDED FEED EXPORTS

In 2019, Missouri exported over \$463 million of value-added feed products to the world.

2019 Statistics:

1. Soybean Meal	\$148,564,000
2. Dog & Cat Food	\$127,495,000
3. Other Intermediate Products	\$123,518,000
4. Feeds & Fodders NESOI	\$58,369,000
5. Distillers Grains	\$5,136,000
6. Hay	\$297,000

Source: USDA-GATS