

A stylized white graphic of a wheat stalk, with the grain head at the top and a long, thin stem that curves downwards and to the left, passing behind the main title text.

Foods of the Midwest and Northeast USA

from field to fork



Welcome to the Midwest and Northeast U.S.A.

Food Export Association of the Midwest USA (Food Export–Midwest) and Food Export USA–Northeast (Food Export–Northeast) are non-profit organizations that promote the export of food and agricultural products from the Midwest and Northeast U.S.A.

This brochure introduces the food and agricultural products of our regions. Inside the back cover, you will learn more about how we can help connect you with our U.S. suppliers.

Our History and Our Land

The Midwest U.S.A. is often referred to as the “heartland of America” because of its location in the middle of the country. Glaciers created the Great Lakes and upper Mississippi River valley and deposited the fertile soil for which our region is known. Today the Midwest U.S.A. is one of the world’s most prolific food-producing regions.

The Northeast U.S.A. is steeped in history. It was the site of the earliest European settlements, as well as historic events like the first Thanksgiving in 1621 and the signing of the Declaration of Independence. The rolling hills of New England and the bounties of the Atlantic Ocean produce a variety of native foods and popular regional specialties.

A Bridge to the Modern Midwest and Northeast

Our regions contain some of the United States’ largest urban areas, like Chicago and New York City. Travel away from these urban centers and the land is rural, dotted with red barns and family farms, and filled with the hospitality of small-town America.

Our modern cities and farming communities grew up from generations of immigrants who settled here from all over the world. They brought the richness of their cultures, old world craftsmanship, and a true pioneering spirit.

All of these attributes give rise to the ingenuity and diversity that place our regions among the world’s leading food and agricultural producers.

A Profile of Our Regions

Our Competitive Advantages

In the 19th and early 20th centuries, the Midwest and Northeast U.S.A. were driving forces in the development of the modern global food processing industry. The population centers and manufacturing base in the Northeast, combined with the settlements and farmland in the Midwest, led to discoveries that made it possible to produce food more efficiently than ever before.

Today our highly developed food processing sector continues to foster the growth of the industry. We have the research and development needed to create innovative new products. We have an efficient distribution system that gives our companies easy access to local raw ingredients. And we have the capital investments to provide our farmers and food processors with the technologies needed to continue to sustainably produce high quality products.

A Reputation for Quality and Consistency

Quality products start with quality raw materials, and the Midwest and Northeast U.S.A. are blessed with abundance. Our companies take great pride in the quality and consistency of their foods. Customers around the globe equate our commodities and brand name foods with excellence.

A Leader in Innovation

Our business leaders are known for their entrepreneurial spirits. This—along with established industry capacity—is a major reason why we are home to some of the most dynamic and innovative companies in the world. Whether improving upon the tastes and textures of old favorites or launching a new product altogether, our companies have a long track record of being at the forefront of the latest industry trends.



A Commitment to Food Safety

With the coordinated involvement of federal, state, and local authorities, the American food supply is among the safest in the world. The U.S. Department of Agriculture (USDA) provides regulatory oversight to ensure the safety and proper labeling of our country’s meat, poultry, and egg products. The U.S. Food and Drug Administration (FDA) coordinates the inspection of all other food processing facilities and the enforcement of current Good Manufacturing Practices (cGMP).

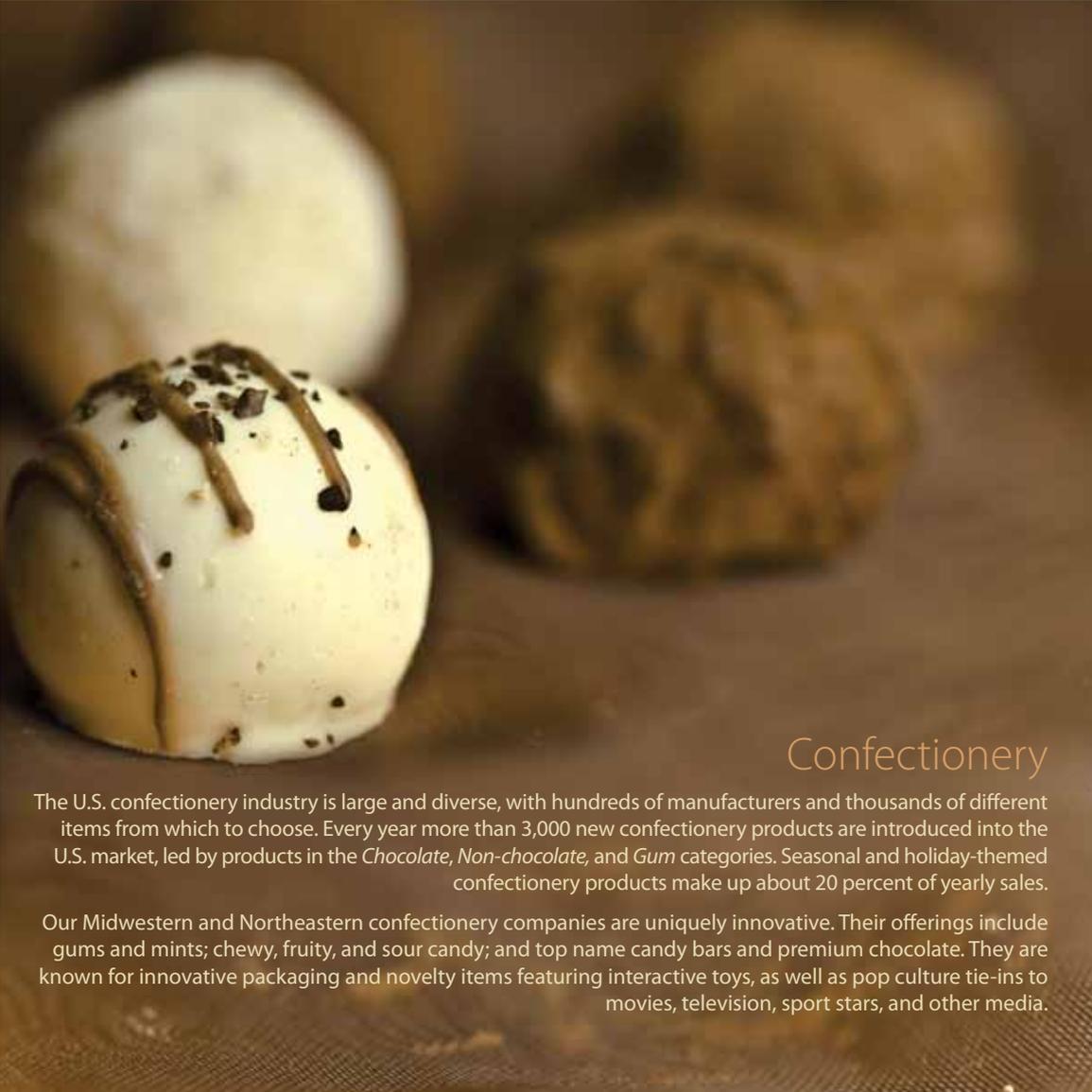
A Variety of Viable Transportation Options

Our regions’ infrastructure efficiently moves food and agricultural products through the entire supply chain. An expansive network of truck routes, railways, and waterways delivers products to our seaports and international airports.

Our carriers and international freight forwarders have the technical expertise and experience to transport food and agricultural products effectively and economically, including consolidation services.

The Best of Big and Small

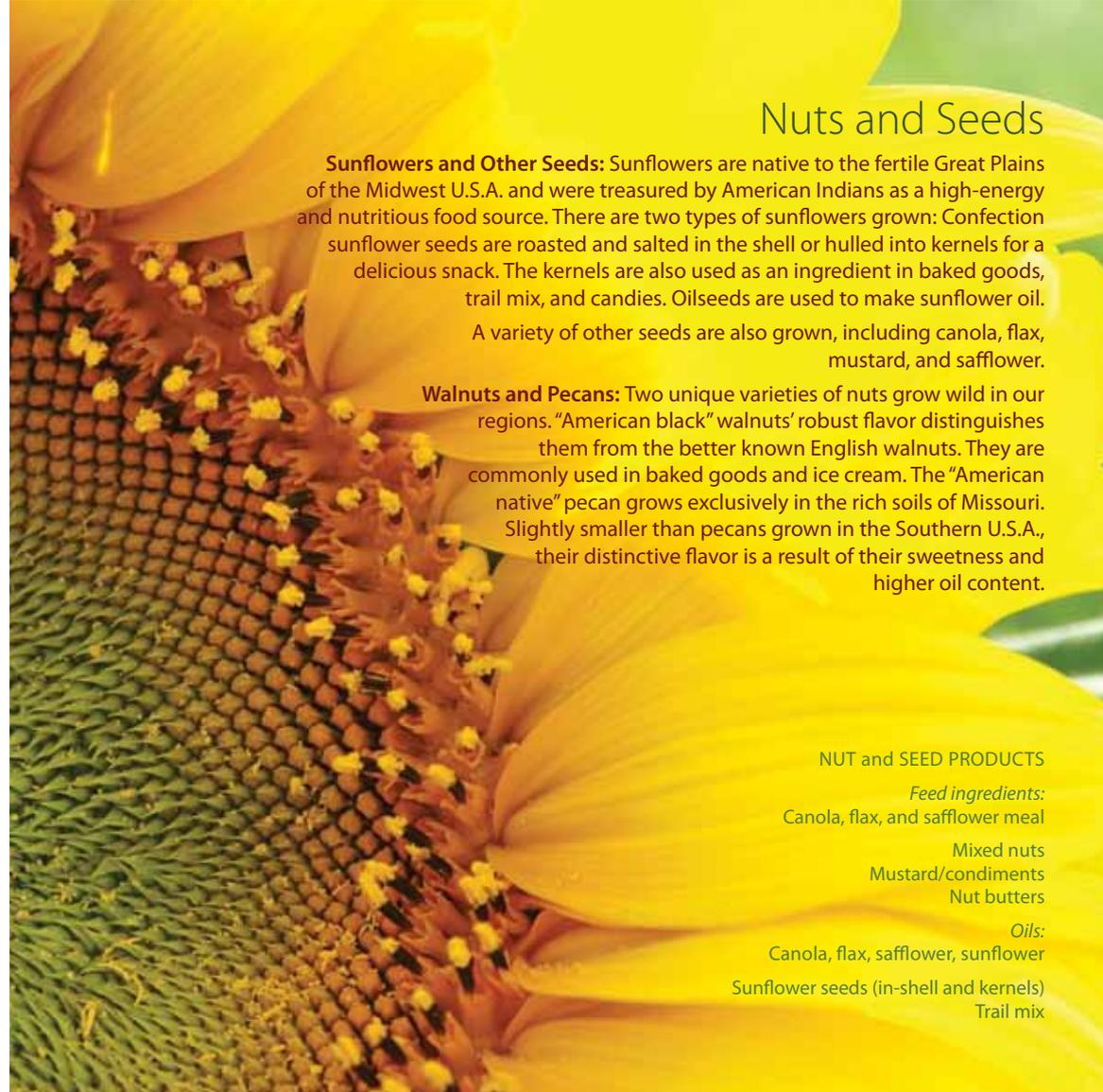
Our larger companies are still rooted in the farming traditions and commitment to excellence that helped them grow from humble beginnings. Food Export–Midwest and Food Export–Northeast also work directly with many small producers and family-owned food companies that are passionate about their products and have a desire to share their foods with consumers all over the world.



Confectionery

The U.S. confectionery industry is large and diverse, with hundreds of manufacturers and thousands of different items from which to choose. Every year more than 3,000 new confectionery products are introduced into the U.S. market, led by products in the *Chocolate*, *Non-chocolate*, and *Gum* categories. Seasonal and holiday-themed confectionery products make up about 20 percent of yearly sales.

Our Midwestern and Northeastern confectionery companies are uniquely innovative. Their offerings include gums and mints; chewy, fruity, and sour candy; and top name candy bars and premium chocolate. They are known for innovative packaging and novelty items featuring interactive toys, as well as pop culture tie-ins to movies, television, sport stars, and other media.



Nuts and Seeds

Sunflowers and Other Seeds: Sunflowers are native to the fertile Great Plains of the Midwest U.S.A. and were treasured by American Indians as a high-energy and nutritious food source. There are two types of sunflowers grown: Confection sunflower seeds are roasted and salted in the shell or hulled into kernels for a delicious snack. The kernels are also used as an ingredient in baked goods, trail mix, and candies. Oilseeds are used to make sunflower oil.

A variety of other seeds are also grown, including canola, flax, mustard, and safflower.

Walnuts and Pecans: Two unique varieties of nuts grow wild in our regions. "American black" walnuts' robust flavor distinguishes them from the better known English walnuts. They are commonly used in baked goods and ice cream. The "American native" pecan grows exclusively in the rich soils of Missouri. Slightly smaller than pecans grown in the Southern U.S.A., their distinctive flavor is a result of their sweetness and higher oil content.

NUT and SEED PRODUCTS

Feed ingredients:

Canola, flax, and safflower meal

Mixed nuts

Mustard/condiments

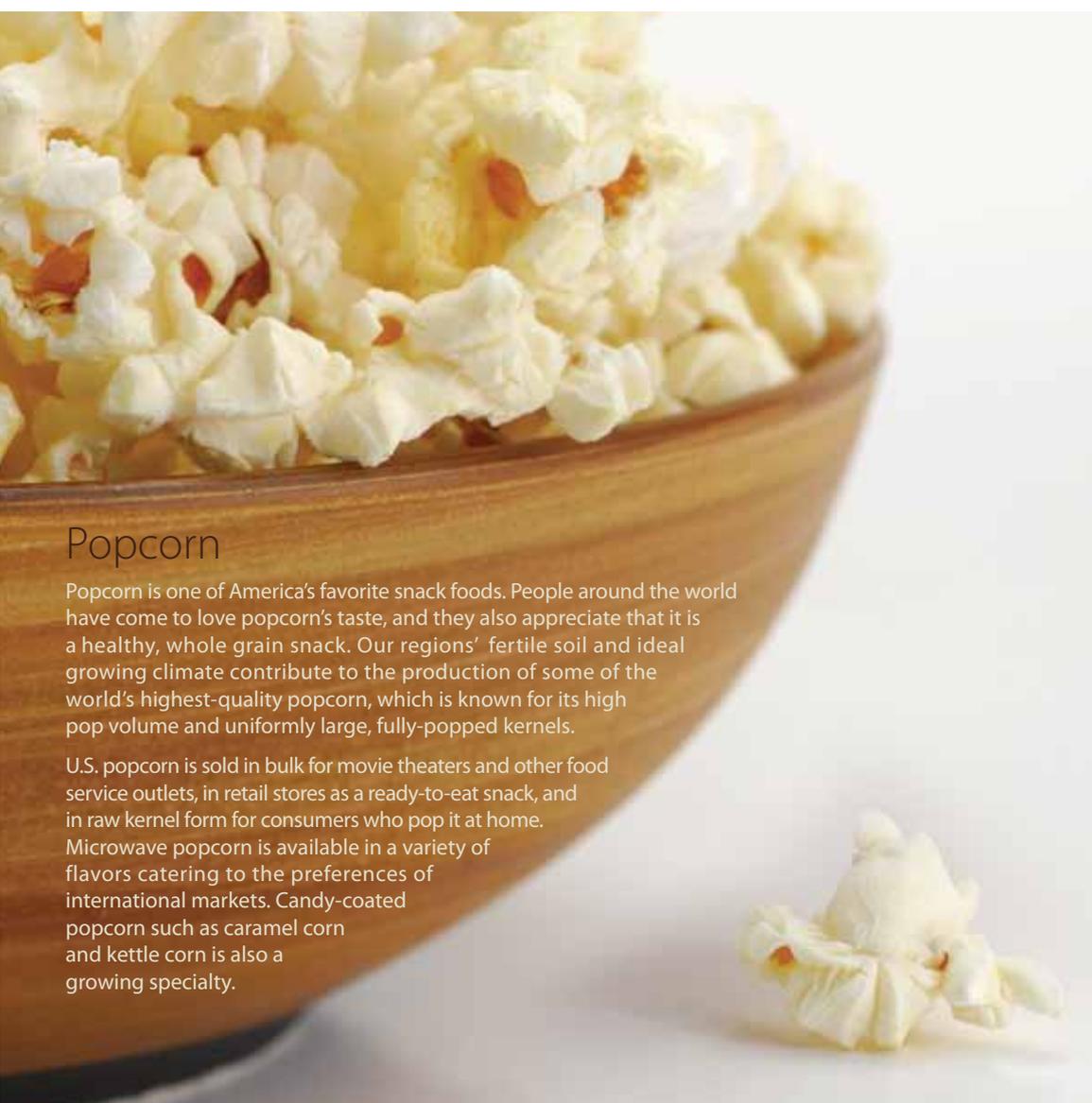
Nut butters

Oils:

Canola, flax, safflower, sunflower

Sunflower seeds (in-shell and kernels)

Trail mix



Popcorn

Popcorn is one of America's favorite snack foods. People around the world have come to love popcorn's taste, and they also appreciate that it is a healthy, whole grain snack. Our regions' fertile soil and ideal growing climate contribute to the production of some of the world's highest-quality popcorn, which is known for its high pop volume and uniformly large, fully-popped kernels.

U.S. popcorn is sold in bulk for movie theaters and other food service outlets, in retail stores as a ready-to-eat snack, and in raw kernel form for consumers who pop it at home. Microwave popcorn is available in a variety of flavors catering to the preferences of international markets. Candy-coated popcorn such as caramel corn and kettle corn is also a growing specialty.



Beverages

Juice and Other Non-Alcoholic Beverages: With an abundance of locally-grown fruit, we are leading processors of apple, blueberry, cherry, cranberry, and grape juice and juice-flavored beverages. Our companies also manufacture a variety of other non-alcoholic beverages, including soymilk and other dairy alternatives, cocktail mixes, specialty sodas, functional/energy drinks, and herbal teas.

Wine: The Midwest and Northeast U.S.A. are home to several award-winning wine producing regions. Our mostly family-owned boutique wineries offer a variety of traditional classics and distinctive local specialties. We also produce several styles of wine, including sparkling, ice, and fruit wines made from blueberries, blackberries, raspberries, cherries, and cranberries.

Beer: Our regions are known for their beer, including many small breweries that produce a variety of craft-style beers combining the best of old world traditions with distinctive American ingredients. Popular styles include traditional pilsner, India and American pale ale, brown and amber ales, and wheat beer.



Tapping maple trees for syrup.

MAPLE SYRUP and HONEY PRODUCTS

- Candies and flavored nuts
- Creams and spreads
- Honey mustard
- Maple and honey-flavored sauces and condiments
- Maple jelly
- Maple-smoked and honey-cured meats
- Maple sugar

A Sampling of Honey Varieties:
Alfalfa, apple blossom, basswood/linden, blueberry, buckwheat, cranberry, sweet clover, wildflower

Did You Know?
It takes approximately 40 gallons of sap to produce one gallon of maple syrup.

Sweeteners

Maple Syrup and Honey: Maple syrup is quintessential New England and a true American tradition. American Indians and later French and English colonists collected the sap from sugar maple trees and simmered it down to make maple syrup. Its irresistible taste remains one of America's favorite all-natural sweeteners.

The United States produces a great variety of honey, known worldwide for its purity and top quality. More than 300 varieties are produced, from golden to dark-colored and mild to distinctively bold in flavor.

Other Sweeteners: Our regions also produce corn syrup and high fructose corn syrup (HFCS), barley malt extract, beet sugar, and other natural and artificial sweeteners, syrups, and sugar substitutes.

Grains

Our regions produce an abundance of high-quality grains. Corn and wheat are the largest crops, but many other types of grains are also grown. They are naturally high in fiber and are a rich source of complex carbohydrates, vitamins, and minerals. Several are also gluten-free and can be enjoyed by consumers who cannot tolerate gluten.

Our wheat varieties (hard red spring and winter wheat, hard white and soft wheat, soft red winter wheat, and durum wheat) are in demand worldwide for use in milling, baking, and pasta industries. These and the other whole grains grown in our regions are the foundation for the high-quality products for which we are known.

GRAIN-BASED PRODUCTS and PRODUCT CATEGORIES

- Baked goods and breads
- Baking mixes
- Beer and spirits
- Breakfast cereal
- Feed ingredients
- Flour
- Food ingredients
- Granola and granola bars
- Oatmeal and porridge
- Pasta and noodles
- Popcorn
- Salty snack foods
- Sweeteners
- Tortillas

Types of Grains:
Amaranth, barley, buckwheat, corn, kamut, millet, oats, rice, rye, sorghum, spelt, wheat

Note:
Our growers supply identity-preserved (IP), non-GMO and/or organic grains, in addition to those that are conventionally-grown and distributed.



Fruit

Fruits have been a beloved specialty of our regions since long before science discovered the health benefits of their antioxidants. Wild blueberries and cranberries—two fruits native to our regions—were staples in the diets of American Indians and early settlers. Apples grow abundantly here, as well as a variety of berries including cultivated blueberries and sweet and tart cherries.

Dried apples and berries are a particular specialty, delicious as a snack on their own or as an ingredient in baked goods and breakfast cereals.



Harvesting cranberries in a cranberry marsh.

PROCESSED FRUIT PRODUCTS

- Dried fruit
- Dried fruit confectionery
- Frozen fruit
- Fruit bars and fruit snacks
- Fruit wine
- Jam, jelly, and preserves
- Juices and concentrates
- Juice powders
- Nutraceutical ingredients
- Pie fillings and purees
- Sorbets
- Syrups
- Wines

Fruits From Our Regions:
Apples, blueberries (cultivated and wild), cherries (red tart and sweet), cranberries, grapes, specialty fruits

Pet Food

With our plentiful raw ingredients and variety of manufacturers, the Midwest and Northeast U.S.A. are leading suppliers of pet foods to the world. Our companies produce hay and alfalfa products for small animal pets, seed mixtures for domestic and wild birds, and a great variety of cat and dog foods, treats, and supplements to meet all of your customers' needs.

Many cat and dog food companies offer innovative products favored by consumers who want to support a healthy lifestyle for their pets. Premium products offer high quality, nutrition, flavor, and may be certified organic or contain functional food ingredients to promote health and longevity. Many producers also welcome the opportunity to develop private label formulations.



Our Leading Market Segments

Ethnic/Kosher/Halal

As a land of immigrants led by large multicultural cities like Chicago and New York, the Midwest and Northeast U.S.A. are diverse regions whose cultures have led to a rich assortment of ethnic foods.

Our companies offer many varieties of ethnic foods, including American Indian, Asian, Indian, Italian, Mexican, and Middle Eastern. Many also have kosher and/or halal certifications, catering to multicultural consumers throughout the world who require them for religious reasons or are drawn to them for their perceived quality and healthfulness.

Feed and Pet Food Ingredients

Our regions' large beef, dairy, and swine industries, coupled with locally available ingredients and processing capabilities, make us a leading supplier of animal feed and feed/pet food ingredients to the world.

Our feed grains crops (corn, wheat, soybeans, sorghum, oats, alfalfa and barley) and seeds, livestock producers, dairy farmers, and egg producers are the foundation for many products. Our innovative feed ingredient manufacturers also supply a variety of top-performing pre-mixes and micro-ingredients that facilitate better animal performance and provide superior nutritional supplementation to support digestive health and strengthen immunity.

Fish and Seafood

(See product pages)

Food Ingredients

Our Midwest and Northeast regions are home to a sophisticated food ingredient processing industry that delivers a diverse mix of ingredients to maximize profitability and satisfy customers' needs.

Many of the ingredients we are known for come from our regional specialties featured throughout this brochure. We also have many innovative companies manufacturing ingredients for today's food processing, baking, and confectionery industries. These include additives to enhance food products' flavor, appearance, and texture, and the latest functional food ingredients and nutraceuticals containing health-promoting properties.

A SAMPLING of ETHNIC FOODS

- Asian cooking sauces and marinades
- Asian noodles
- Burritos and enchiladas
- Egg rolls and dumplings
- Hummus
- Indian simmer sauces
- Pasta and pizza sauce
- Refried beans
- Salsas and hot sauce
- Tortillas and tamales

FEED and FEED/PET FOOD INGREDIENTS

- Corn germ meal and gluten meal
- Dairy-based ingredients
- Dried-distillers grain (high-protein animal feed, a by-product of ethanol production)
- Meal (canola, corn, feather, flax, safflower, soy, sunflower)
- Meat and poultry by-product meal
- Milk replacers
- Nutritional supplements and additives
- Prepared feed/grain mixes
- Probiotics and microbial feed additives
- Tallow

DAIRY-BASED INGREDIENTS

- Casein
- Lactose
- Milk and cheese powders
- Whey and whey products

GRAIN-BASED INGREDIENTS

- Bran and germ
- Fiber
- Flakes
- Flours and baking mixes
- Starches
- Syrups and sweeteners

SOY-BASED INGREDIENTS

- Soy lecithin
- Soy protein products (flours, grits, concentrates)
- Soybean oil

ORGANIC CERTIFICATION

Many of our companies have earned organic certification for their products under the United States Department of Agriculture's (USDA) National Organic Program (NOP).

Did You Know?

The Midwest state of Wisconsin produces the majority of U.S.-cultivated American ginseng (*Panax quinquefolius*), an herb widely used in traditional Chinese medicine and in Western cultures for various perceived benefits.

A FEW AMERICAN-STYLE MENU IDEAS/SERVING SUGGESTIONS

- Apples dipped in caramel sauce
- Bagels and cream cheese
- Barbequed or grilled meat/poultry with barbeque (BBQ) sauce
- Chicken wings with hot sauce, celery sticks, and blue cheese dressing
- Fruit wine with artisan cheese
- Hot dogs with condiments (New York-style with mustard, sauerkraut, and grilled onions or Chicago-style with mustard, relish, raw onions, tomatoes, hot peppers, celery salt, and a dill pickle spear)
- Linguine with Atlantic sea scallops
- Tortilla chips and salsa
- Tortillas with melted cheese (quesadillas)
- Wild rice and cranberry salad or pilaf

A SAMPLING of SPECIALTY and GOURMET PRODUCTS

- "American black" walnuts
- "American native" pecans
- Artisan/specialty cheese
- Bagels
- Barbeque (BBQ) sauce
- Candy-coated popcorn
- Dried fruit
- Ethnic foods
- Fruit wine
- Granola
- Honey
- Hot sauce
- Ice cream and frozen desserts
- Maple syrup and maple products
- Jams, jellies, and preserves
- Pickled vegetables and relishes
- Salsa
- Wild rice

Healthy/Organic

Our Midwestern and Northeastern farmers and manufacturers offer many products for today's growing healthy/organic sector. Some have been producing healthy and organic foods for decades; others have created new products or reformulated existing ones to highlight and improve upon their healthfulness.

Our companies manufacture a variety of dairy-free, gluten-free, and vegan products for consumers with food allergies or intolerances. They also offer many functional foods and nutraceutical ingredients.

Hotel, Restaurant, and Institutional (HRI)/Food Service/Catering

The Midwest and Northeast U.S.A. have an innovative restaurant scene that has inspired our contemporary food service industry. Our suppliers offer a variety of foods and food ingredients that chefs at hotels, restaurants, and cafes around the world can use to create delicious meals using authentic American ingredients.

Our suppliers also serve other sectors of the global food service market. Our wide assortment of snack foods, healthy cooking oils, and ready-made/prepared foods are in demand with fast food outlets, convenience stores, and vending machine operators.

Pet Food

(See product pages)

Private Label and Co-Packing

Some of the United States' largest private label manufacturers, as well as many smaller, more specialized ones, are located in the Midwest and Northeast U.S.A. Both offer private label manufacturing for a variety of the products featured throughout this brochure and can provide a value-based alternative to the leading national brands or help you differentiate yourself with a unique niche or premium product. Many have the capability to customize products to meet your specifications and preferences.

Specialty/Gourmet

Our specialty and gourmet companies capture the authentic regional flavors that come out of the traditions of the Midwest and Northeast U.S.A. Many of the products have a unique story to tell about the history of the product or a family member who created the recipe. Others are the contemporary creations of an entrepreneur whose passion and vision for the product gave rise to his or her company's success.

Dairy and Cheese

Dairy farming has been a way of life for generations of Americans ever since the first European immigrants settled on our green pastures hundreds of years ago. Not surprisingly, our regions are known for their top-quality milk and dairy products.

The Midwest and Northeast U.S.A. are especially well known for outstanding cheeses. Our skilled cheese makers produce traditional classics like cheddar, colby, and monterey jack, as well as a wonderful variety of artisanal, specialty, and farmstead cheeses made in small batches from farm-fresh cow, goat, or sheep milk.

DAIRY PRODUCTS

Cheese
Cheese sauce
Cream cheese and cheese spreads
Dairy ingredients

Frozen desserts:
Ice cream, frozen
yogurt, sherbet, cheesecake, etc.

Milk powders
Yogurt and kefir

Oils and Fats

Our regions' agricultural diversity yields a wide selection of edible oils and fats. Soybean oil—the most widely used edible oil in the world—is a versatile cooking oil and ingredient in many food products. Other cooking oils that are low in saturated fat include canola, corn, safflower, and sunflower oil. Flax seed oil, known for its high omega-3 fatty acid content, is popular as a salad oil and a nutritional supplement. Also available are butter, shortening, margarine/spreads, cooking/baking sprays, tallow/meat fats, and many cutting-edge formulations and custom blends.

Vegetables and Potatoes

While many people think of California and Florida when it comes to growing vegetables in the United States, the Midwest and Northeast U.S.A. are also productive regions. Several of our states grow a variety of fresh produce, and we are known for our processing of canned and frozen vegetables. Canned specialties include corn, green beans, peas, mushrooms, and beets.

Our cool northern temperatures, rich soils, and state-of-the-art processing facilities also make us a leader in growing and processing potatoes for retail and food service.

POTATO PRODUCTS
Flakes/instant mashed
Flour
Fries and hash browns
Frozen appetizers
Pancake mixes
Potato chips and snacks
Starch

Snack Foods

Midwestern and Northeastern companies are pioneers in the production of salty snacks like pretzels, potato, and tortilla chips. We are home to many of the big-name brands in the industry, but we are also proud of our smaller companies. Our industry experience and production capabilities make it possible for us to efficiently produce great-tasting snacks that cater to local tastes, while also accommodating the need for smaller portion sizes, innovative packaging, healthier ingredients, and long shelf-life.

We are also known for the many other types of snack foods featured throughout this brochure.

A SELECTION of SNACK FOODS

Cheese snacks
Confectionery
Dried fruit
Granola and energy bars
Jerky and meat snacks
Popcorn

Salty snacks:
Potato chips, pretzels,
corn and tortilla chips,
pita chips, cheese curls,
soy crisps, rice crisps/cakes

Soy nuts (roasted)

Sunflower seeds
(in-shell and kernels)

Meats, Poultry, and Eggs

The Midwest U.S.A. is at the heart of our country's livestock production. Both of our regions produce a variety of processed meat and poultry products that are popular with today's busy global consumer and that satisfy many retail and food service needs.

We are also a leading producer of eggs and processed egg products for food service and commercial food industries. Available in liquid, frozen, dried, and fully cooked forms, processed egg products are fully pasteurized and offer the advantages of uniform high quality, convenience, portion control, and labor savings.

MEAT, POULTRY, and EGG PRODUCTS

Delicatessen/lunch meat/cold cuts
Feed ingredients
Frozen or chilled processed meat and poultry
Gelatin
Hot dogs/frankfurters and sausages
Jerky and meat snacks
Processed egg products
Smoked breasts (duck, turkey)
Smoked meats (ham, American bacon)

Did You Know?

Jerky—a shelf-stable meat snack cut into strips and dried with spices—was once prized by American Indians and early settlers during long journeys. Beef is the most common jerky, but it is also made with other meats like turkey, bison, and venison.

Types of Meat and Poultry:

Beef, bison, chicken, duck, lamb, pork, poultry, turkey, veal, venison

Fish and Shellfish

From the cool waters off the Atlantic coast of the Northeastern U.S.A. comes a bountiful fish and seafood catch that is shipped live, fresh, or frozen across the globe. North Atlantic American lobster, with its distinctive large claws, has long been a favorite of international connoisseurs, and “Boston Squid” is prized for its tender meat. Atlantic sea scallops are highly regarded for their large size, taste, and superior quality.

Aquaculture is a growing industry in the Northeast, where a variety of molluscan shellfish and finfish species are raised in coastal estuaries, in offshore pens, and in land-based closed circulatory systems.

With a long history and tradition of sustainable fishery management, the U.S. fisheries management system is well respected and considered one of the best worldwide.

MAJOR FISHERIES of the REGION

Finfish:

Atlantic herring (*Clupea harengus*)
Atlantic mackerel (*Scomber scombrus*)
Dogfish (*Squalus acanthias*)
Monkfish (*Lophius americanus*)
Skate (*Bathyraxa* or *Raja* spp.)

Shellfish:

American lobster (*Homarus americanus*)
Blue mussel (*Mytilus edulis*)
Boston/longfin squid (*Loligo pealeii*)
Clams (*Mercenaria* spp.)
Coldwater shrimp (*Pandalus borealis*)
Eastern oyster (*Crassostrea virginica*)
and belon oyster (*Ostrea edulis*)
Jonah crab (*Cancer borealis*)
Rock crab (*Cancer irroratus*)
Sea scallop (*Placopecten magellanicus*)
Shortfin/illex squid (*Illex illecebrosus*)

Note: Our region's fisheries encompass Northwest Atlantic Zone 1 (FAO Area 21).

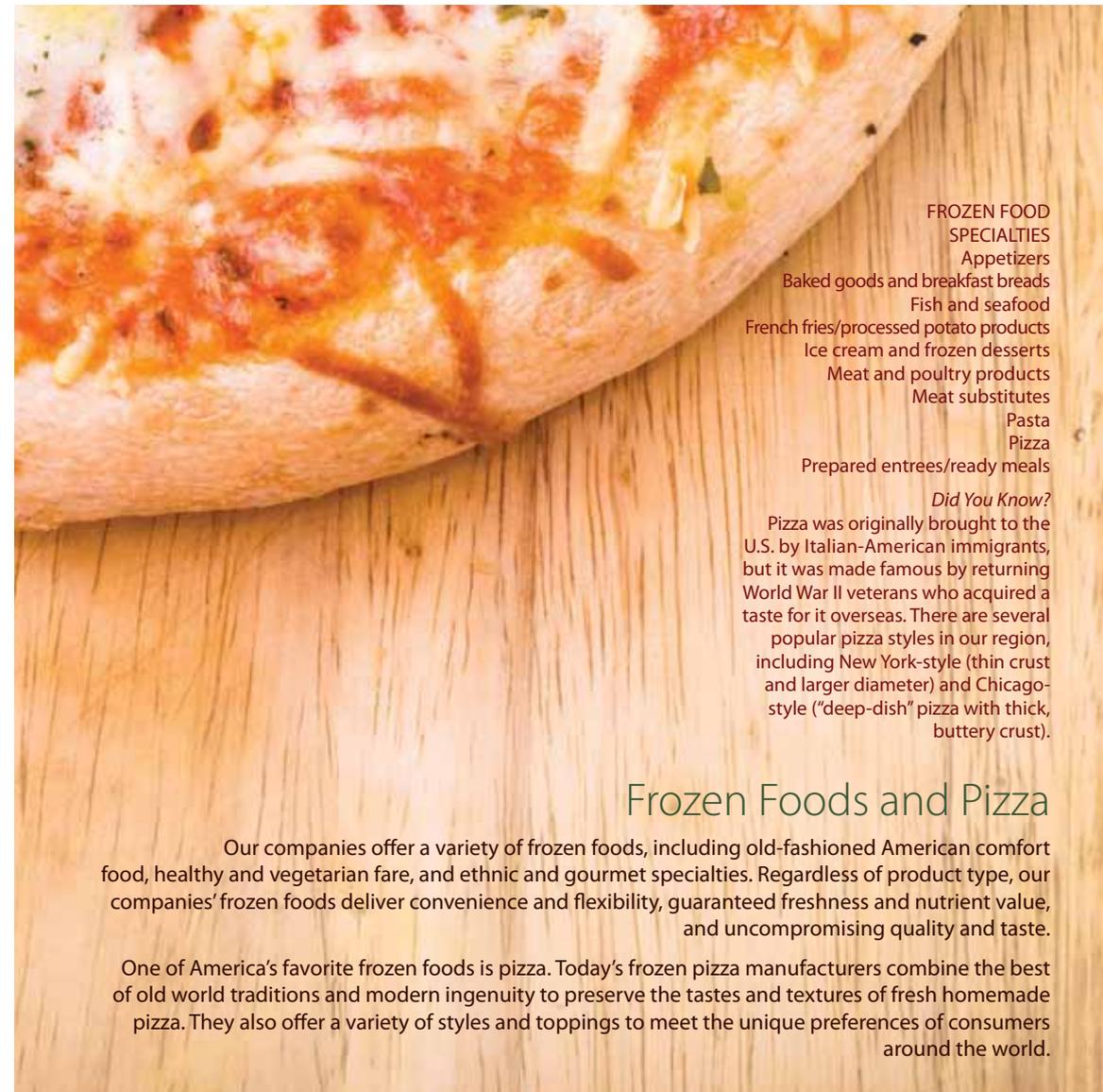


SAUCES, DRESSINGS, and CONDIMENTS

Asian marinades and soy sauce
Barbeque (BBQ) sauce
Hot sauce
Maple and/or honey flavored sauces and dressings
Meat rubs and marinades
Mustard
Pasta and pizza sauces
Pickled vegetables and relishes
Salad dressings and vinegars
Salsa
Sauce/soup mixes and bases

Sauces, Dressings, and Condiments

From spicy to sweet and subtle accents to bold flavors, the products in this category reflect the ethnic and cultural diversity of our regions. Our passion for barbeque (BBQ) is evident in the distinctive assortment of BBQ sauces that our companies produce. Our New England traditions are also on display in the variety of specialty products enhanced with the flavor of maple syrup.



FROZEN FOOD SPECIALTIES

Appetizers
Baked goods and breakfast breads
Fish and seafood
French fries/processed potato products
Ice cream and frozen desserts
Meat and poultry products
Meat substitutes
Pasta
Pizza
Prepared entrees/ready meals

Did You Know?

Pizza was originally brought to the U.S. by Italian-American immigrants, but it was made famous by returning World War II veterans who acquired a taste for it overseas. There are several popular pizza styles in our region, including New York-style (thin crust and larger diameter) and Chicago-style (“deep-dish” pizza with thick, buttery crust).

Frozen Foods and Pizza

Our companies offer a variety of frozen foods, including old-fashioned American comfort food, healthy and vegetarian fare, and ethnic and gourmet specialties. Regardless of product type, our companies' frozen foods deliver convenience and flexibility, guaranteed freshness and nutrient value, and uncompromising quality and taste.

One of America's favorite frozen foods is pizza. Today's frozen pizza manufacturers combine the best of old world traditions and modern ingenuity to preserve the tastes and textures of fresh homemade pizza. They also offer a variety of styles and toppings to meet the unique preferences of consumers around the world.



Beans and Legumes

An impressive variety of beans and legumes grow throughout our regions. Beans and legumes are high in protein and fiber and are a favorite of modern health-conscious consumers.

Soybeans, often called the miracle crop because of their versatility, are one of the largest commodities grown.

Our processors use the latest in seed cleaning technology to ensure top quality and uniformity to meet the standards of discriminating buyers. These beans and legumes are made into a number of shelf-stable, frozen, and canned products.

BEAN PRODUCTS

- Bean soup
- Canned beans
- Dried bean and rice mixes
- Flours and flakes
- Frozen peas
- Hummus and bean spreads

PRODUCTS MADE FROM SOYBEANS

- Dairy substitutes (soy milk, soy cheese, soy yogurt, etc.)
- Edamame
- Food ingredients
- Meat substitutes/textured soy protein
- Miso
- Natto
- Soybean meal (feed ingredients)
- Soybean oil and shortenings
- Soy crisps
- Soy flour
- Soy nuts (roasted)
- Soy sauce and condiments
- Tempeh and tofu

Types of Beans and Legumes:

Adzuki, black, cranberry, garbanzo, great northern, kidney (light and dark), lentils, navy, otebo, peas (green and yellow), pink, pinto, small red, soybeans, yellow eye

Note:

Our growers supply identity-preserved (IP), non-GMO, and/or organic beans and legumes, in addition to those that are conventionally-grown and distributed.

Wild Rice



Wild rice, the only cereal grain native to North America, grows along the edges of shallow lakes and slow-moving streams in northern Minnesota. It has beautiful brown-colored grains and a nutty, smoky flavor—delicious as a side dish or as a gourmet addition to soups, salads, and entrees.

American Indians still hand harvest wild rice on Indian reservations today, continuing an important tradition that has been a part of American Indian life for thousands of years. In addition, Minnesota also harvests between four and six and a half million pounds of cultivated wild rice every year.

Did You Know?

Wild rice is technically not rice at all, but the seed of a tall blooming water grass.

How We Can Help

With the support of our in-market representatives based around the world, Food Export–Midwest and Food Export–Northeast offer a variety of opportunities to assist you in developing successful global partnerships with U.S. food exporters.

Industry News from the U.S.A.

Learn more about our companies and the latest U.S. food industry trends with our popular *U.S. Foodlink* newsletter. Each issue showcases new product information from our companies.

Introductions to Pre-Qualified Suppliers

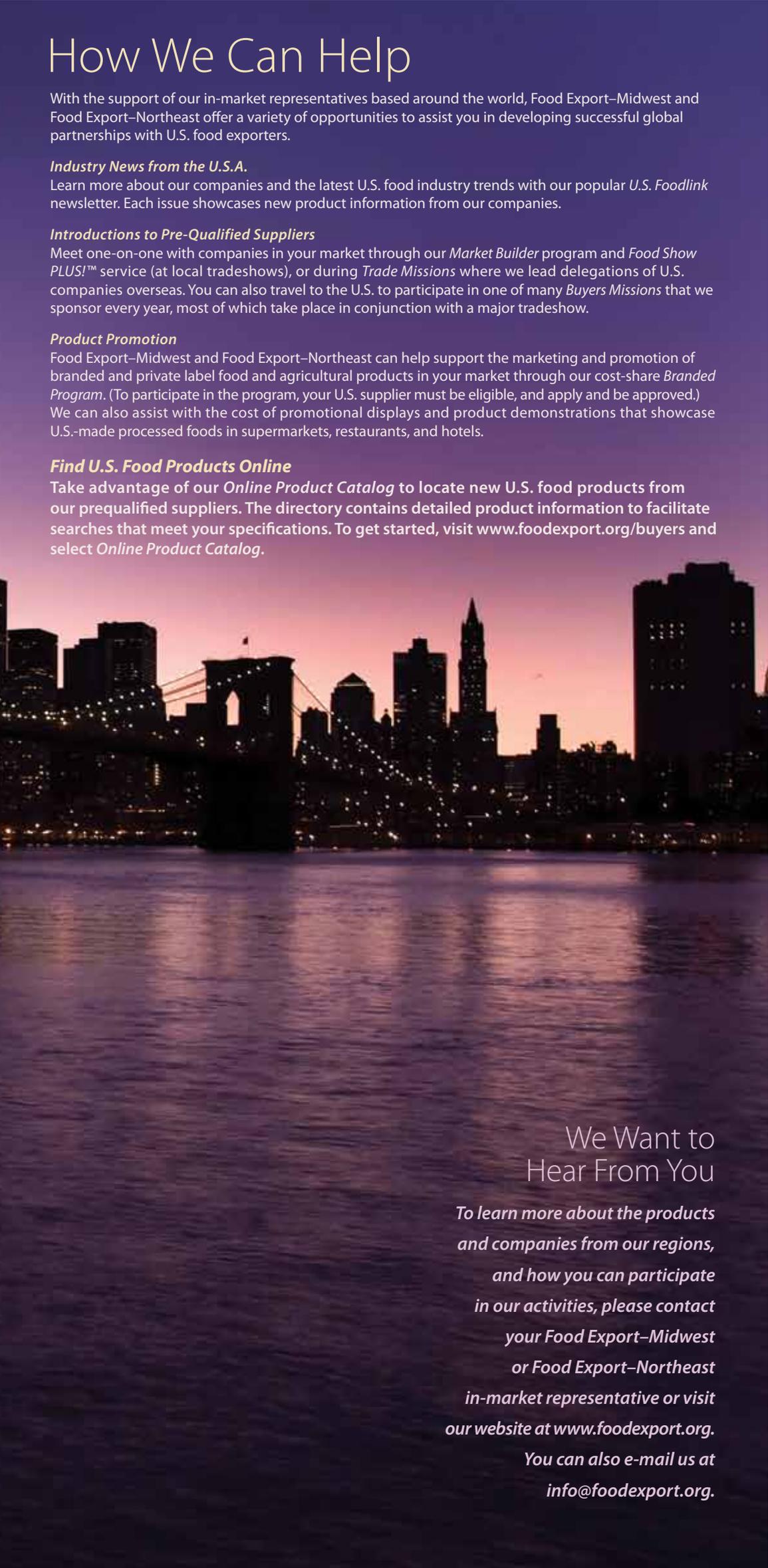
Meet one-on-one with companies in your market through our *Market Builder* program and *Food Show PLUS!*™ service (at local tradeshows), or during *Trade Missions* where we lead delegations of U.S. companies overseas. You can also travel to the U.S. to participate in one of many *Buyers Missions* that we sponsor every year, most of which take place in conjunction with a major tradeshow.

Product Promotion

Food Export–Midwest and Food Export–Northeast can help support the marketing and promotion of branded and private label food and agricultural products in your market through our cost-share *Branded Program*. (To participate in the program, your U.S. supplier must be eligible, and apply and be approved.) We can also assist with the cost of promotional displays and product demonstrations that showcase U.S.-made processed foods in supermarkets, restaurants, and hotels.

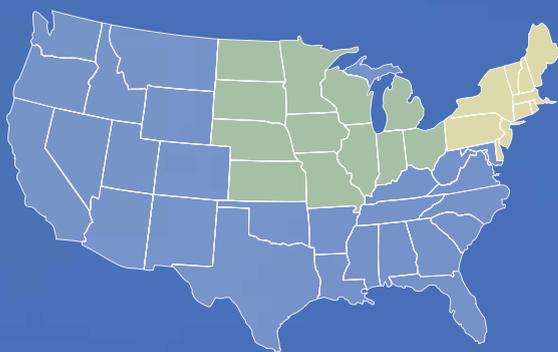
Find U.S. Food Products Online

Take advantage of our *Online Product Catalog* to locate new U.S. food products from our prequalified suppliers. The directory contains detailed product information to facilitate searches that meet your specifications. To get started, visit www.foodexport.org/buyers and select *Online Product Catalog*.



We Want to Hear From You

To learn more about the products and companies from our regions, and how you can participate in our activities, please contact your Food Export–Midwest or Food Export–Northeast in-market representative or visit our website at www.foodexport.org. You can also e-mail us at info@foodexport.org.



ABOUT US

Food Export–Midwest and Food Export–Northeast are non-profit organizations composed of 22 Midwestern and Northeastern state agricultural promotion agencies that use federal, state, and industry resources to help companies increase product sales overseas. Food Export–Midwest and Food Export–Northeast administer many services through Market Access Program (MAP) funding from the USDA, Foreign Agricultural Service.

In order to better serve the needs of both the importers and the exporters with which we work, we have a network of representatives in several markets around the world. Each representative has extensive experience and expertise, specific to his or her market. Through a variety of programs and services, Food Export–Midwest and Food Export–Northeast can assist you in developing successful global partnerships with U.S. food exporters.

Food Export–Midwest Member States

Illinois Department of Agriculture
Indiana State Department of Agriculture
Iowa Department of Economic Development
Kansas Department of Agriculture
Michigan Department of Agriculture and Rural Development
Minnesota Department of Agriculture
Missouri Department of Agriculture
Nebraska Department of Agriculture
North Dakota Department of Agriculture
Ohio Department of Development
South Dakota Department of Agriculture
Wisconsin Department of Agriculture, Trade, and Consumer Protection

Food Export–Northeast Member States

Connecticut Department of Agriculture
Delaware Department of Agriculture
Maine Department of Agriculture, Food, and Rural Resources
Massachusetts Department of Agricultural Resources
New Hampshire Department of Agriculture, Markets, and Food
New Jersey Department of Agriculture
New York State Department of Agriculture and Markets
Pennsylvania Department of Agriculture
Rhode Island Economic Development Corporation
Vermont Agency of Agriculture, Food, and Markets



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For more information, contact: