



Westway
FEED PRODUCTS

Where solutions flow.®





MISSION STATEMENT

Westway Feed Products is a global supplier of agricultural based liquid solutions with the resources, service, technical support and collaborative culture to understand and meet the livestock producer's needs through products/solutions that help them thrive, not just survive.

Westway Feed Products...Today

Westway Feed Products is North America's largest manufacturer of liquid supplements for livestock. The core concept of Westway's business is to utilize co-products from other industries and convert them into safe, high quality, cost-effective, livestock feed supplements. While the mantra of sustainability has generated much interest in recent times, it is in fact, the foundation on which Westway Feed Products has been built. The use of co-products is our way of contributing to environmental, social and economic sustainability. We are committed to sustainability, yours and ours!

The team at Westway prides itself in utilizing co-products that were once thought of as non-usable or waste products. While molasses is our core ingredient, we also utilize additional co-products from industries such as bio-fuel plants, distilleries, yeast plants, corn processors, soy processors and cheese factories.

Today, Westway has twenty-seven production facilities spread across North America. Our geographic reach allows for products to be developed according to environmental and production system variations across the country. This very feature is one of the most valuable benefits to our customers. We know that no one product can match every forage or seasonal need for your livestock. Because of this, we pride ourselves in being able to supply a diverse range of products across the beef, dairy, feedyard and feedmill industry segments.



A Company with History

Westway Trading Corporation originated in the 1940s, starting in the Northeast as a family-owned molasses trading business. Since then, Westway has evolved from just supplying molasses into the liquid animal feed and bulk liquid storage business.

Following an initial strategic partnership in the early 1990s, Westway came under full ownership of ED&F Man in 1995. Under the umbrella of ED&F Man, Westway followed a path of growth and diversification, making a number of strategic investments in bulk liquid storage capacity and liquid feed manufacturing capabilities.

Westway has successfully expanded its geographic footprint by growing the business organically and through acquisitions. With the acquisition of the Cargill molasses business in 1997 and the purchase of Tate & Lyle PLC's United Molasses Company in 2002, Westway has expanded its operations to include twenty-seven manufacturing facilities in North America.

Beef, Dairy Feedyard Feed Mill Products

Westway Feed Products offers a wide selection of liquid and solid feed supplements for beef producers, dairy producers, feedyards and feed mills. We are committed to developing quality livestock products that help better utilize forage, maximize performance of livestock and increase profit opportunities.

FLEXIBLE SOLUTIONS

- Liquid Feed Supplements
- Feed Supplement Tubs
- Liquid Feed Mill Products
- Dried Molasses

Beef Cow/Calf

Westway Feed Products liquid feed supplements are formulated to provide supplemental protein, energy, vitamins and minerals. Every brand of Westway's free choice liquid supplements and feed supplement tubs are designed and manufactured to provide a consistent and economical source of nutrients. Our goal is to bridge the gap between what forages provide and what cattle need. Additionally, our products promote less waste, consistent consumption and easy delivery systems.

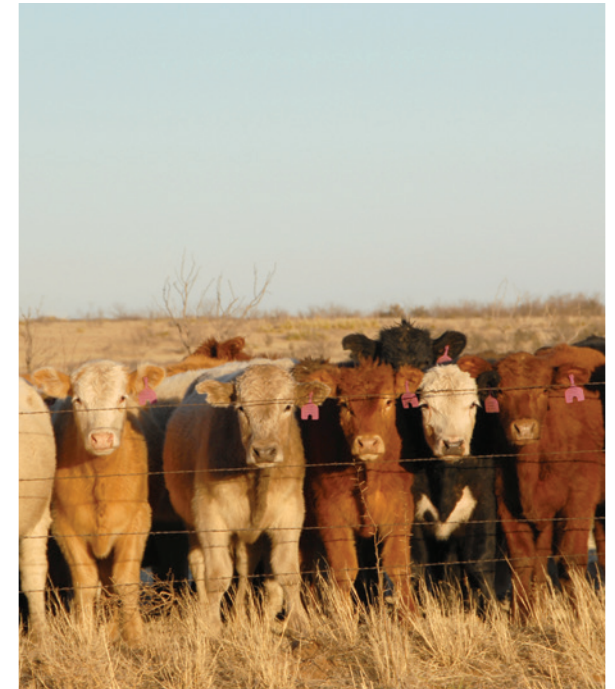
In each of our products the goal is to fuel rumen fermentation, enhance forage utilization, improve brood cow nutrition and support every stage of calf development – before and after birth. We recognize proper nutrition is the key to annual breed-up percentages and calf performance. With this in mind, we can help to design a nutrition plan for your small or large cattle operation.



Stocker/ Replacement Heifers/ Bull Development

We recognize the challenges of managing freshly weaned cattle and the value of gain in stocker cattle. Very simply, reduced stress and more pounds of gain per acre are keys to success. Westway Feed Products can provide proven, easy to use and effective additives to help.

Common cow sense, backed by research, tells us there is added value in developing replacement heifer or bulls with proper nutrition. We can design a nutrition program to help better utilize your forages and develop heifers or bulls that will stay in your program for the long term.



Feedyard

Liquid products can be a very beneficial part of any feedyard nutrition program. Our liquid supplements in the ration can help control dust, prevent sorting at the bunk and act as a reliable carrier. From starter rations to finishing rations, we offer liquid supplements that aid in improved palatability and ways to have a convenient and economical ration.



Dairy

As the leader in liquid feed solutions for dairies, Westway Feed Products has developed a wide selection of products to meet the nutritional needs of dairy herds. From simple sugar/molasses blends that help condition a ration, to effective fortified supplements, our products can be formulated to meet each operation's needs. Our formulations can optimize carbohydrate balance, improve diet consistency and reduce shrinkage/waste. Westway products can provide dairy cows with significant amounts of various natural sugars. Adding sugars to a dairy diet can help to increase nutrient density, overall digestibility and enhance rumen efficiency because they are utilized differently than other high energy carbohydrates.

Also, many dairy producers across the country utilize our proprietary transition cow diet additives and mold inhibitor products in their programs. Visit with your Westway Feed Products representative today about how these beneficial supplements can be used in your program.



Feed Mill

Westway Feed Products offers a wide range of molasses-based products to meet the requirements of any feed mill operation. Our products can be used to enhance the appearance of textured feeds, improve shelf-life, palatability and reduce build up on mixing equipment. Whatever the feed mill need, Westway has a product that can bring value to your dry feed products.



...Where Solutions Flow.

www.westwayfeed.com

The Westway Feed Products Difference

Solutions for YOU

At Westway Feed Products, our entire philosophy is based around matching the right product to each customer's needs and program. Our sales force is trained to listen and develop the right solution for each customer, rather than a one-size-fits-all model. This allows for product diversification while delivering added value nutrition.

Customer Service & Our Team

Our management, sales, technical service and support staff assemble a level of experience that is unequalled in the liquid feed supplement industry. Their tenure, experiences and knowledge across agricultural industry segments lend to the level of confidence you can have in the Westway Feed Products Team.

You can count on your Westway team member to focus on how our customer service can be beneficial to you and your operation. We value longterm business relationships and longevity in our employees. This continuity lends to knowledge, history and success.

Technical Support & Innovative Research

Westway Feed Products and its staff have long been known for innovation. Through research and testing, we have been able to develop technologies that expanded our use of co-products and methods of providing added nutritional benefits. Our broad and diverse technical service team

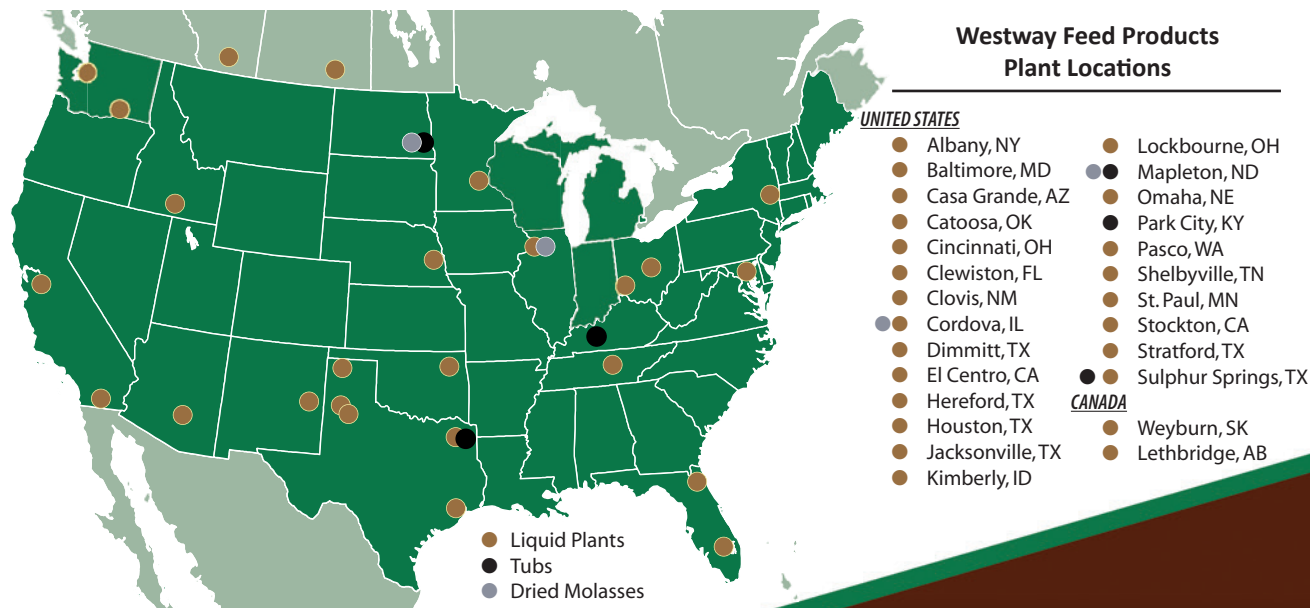
understands materials we utilize, interactions of these materials, animal production systems and how to provide productive solutions utilizing these resources. Additionally, we have and continue to fund studies in collaboration with U.S. and European universities to support and better the animal nutrition industry.

Commitment to Quality & Safety

Westway Feed Products is identifiable in the industry as a leader in health, safety, environmental and quality. We have been the industry innovator in quality control and benefit from our membership in the American Feed Industry Association and the Safe Feed/Safe Food program.

Domestic and International Reach

With twenty-seven production plants and seven port entries, Westway Feed Products has the capability to source ingredients from all over the globe. We have the largest North American geographical footprint of all of our liquid competitors. Because of this, we can compete on a cost and delivery basis with the largest commercial dry feed competitors. Our parent company, ED&F Man provides logistical, commodity and risk management services. The combination of Westway Feed Products with ED&F Man offers our customers unique and long tenured opportunities.





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