

# A Big Cheese in Food Manufacturing

Based in the heart of the Irish cheese-making region, Cork company Ingredient Solutions is on the rise.



**A**t present, the European 'Ready Meals' market is worth around €30 billion a year. According to Ian Galletly, Managing Director of Cork-based cheese supplier Ingredient Solutions, this rise in the popularity of convenience food is tied to an increased consumption of cheese products, which have grown by over 21 per cent since 2000.

Ingredient Solutions is the leading producer of innovative cheese ingredients for the food industry. Based in Boherbue, Mallow, Co. Cork, Ingredient Solutions first opened in 2000, when founder and managing director Ian Galletly moved to Ireland from the UK, where he worked in



**Above:** Managing Director Ian Galletly has grown Ingredients Solutions since opening in 2000.

the industry for 14 years. Today, in what is a very difficult market, Ingredient Solutions has achieved a turnover of around €18 million.

Ingredient Solutions supplies large food manufacturers of ready meals and snack foods and foodservice companies throughout Ireland, the UK and Europe. The company's location gives an advantage, with its Boherbue facility located right in the heart of the cheese-making region of Ireland. Moreover, the highly skilled team at Ingredient Solutions has over a century of combined experience and, with substantial investment having been made at the company's modern facility, provides a fully integrated service covering all aspects of cheese, from consultancy and product design through to full service production.

The extensive product portfolio includes grated cheese, block cheddar and mozzarella. The company also produces diced, shavings and crumbed cheeses, such as diced mozzarella, parmesan shavings and blue cheese crumb.

BRC accredited, Ingredient Solutions is a one-stop shop for companies looking for quality cheese ingredients. It has built up an extensive client base: at present, 70 per cent of its goods are exported to the UK, 27 per cent are sold in Ireland, and the remaining 3 per cent is exported to Europe.

The company recently hired two students from the Bord Bia Fellowship Programme, one based in London and the other in the Netherlands, hoping to broaden its European scope.

Ingredient Solutions' R&D team is dedicated to working hand-in-hand with its customers to develop a bespoke offering, as well as ensuring that the company is at the forefront of any new projects coming online. In the past three months, the company has sent out 129 samples of different cheese types to its clients and has helped them launch 24 new or greatly improved products.

Having grown from zero to an €18 million turnover in the last 10 years, Ingredient Solutions is optimistic about the future, and expects to at least double its current turnover in the next five years. As Ian Galletly concludes: "Our informal target is a turnover of €36 million per annum: however, with the team that I have behind me, I am confident of achieving this and possibly more." ■

*For further information, telephone +353 297 6981. Alternatively, visit the website at [www.ingredientssolutions.net](http://www.ingredientssolutions.net)*