



# A FRESH NAME IN CHEESE SOLUTIONS

**THE LEADING PRODUCER OF INNOVATIVE CHEESE INGREDIENTS FOR THE FOOD INDUSTRY, INGREDIENT SOLUTIONS FIRST OPENED ITS DOORS FOR BUSINESS IN 2000, WHEN FOUNDER AND MANAGING DIRECTOR IAN GALLETLY MOVED TO IRELAND FROM THE UK, WHERE HE HAD BEEN WORKING IN THE INDUSTRY FOR 14 YEARS.**

With vast experience and a clear vision, Ian had the confidence and ability to start the new company off from scratch; it was an inspired decision, for today, in a very difficult market, Ingredient Solutions has achieved a turnover of around €18 million.

Based in Boherbue, Co. Cork, Ingredient Solutions supplies large food manufacturers of ready meals



and snack foods and foodservice companies throughout Ireland, the

UK and Europe. Of course, it has to be said that the company is at something of an advantage, as it is located right in the heart of the cheese making region of Ireland, with a heritage and tradition centuries old. Moreover, the highly skilled and motivated team at Ingredient Solutions has over a century of combined experience and, with substantial investment having been made at the company's modern facility, can provide a fully integrated service that covers all aspects of cheese, from consultancy, product design and prototype development through to full service production.

The extensive product portfolio includes grated cheese, block cheddar and mozzarella. The company also produces dice, shavings and crumbed cheeses, such as a diced mozzarella, parmesan shavings and blue cheese crumb. In addition, Ingredient Solutions offer bespoke blends made to individual customer specifications:



these are produced in conjunction with the company's new product development team.

This diverse array of cheese products are provided at competitive prices and used for applications across the whole spectrum of the global food processing and production industries, and are manufactured in a facility that maintains the highest quality and hygiene standards set by Ireland and the UK for producing shredded and grated cheese.

Ingredient Solutions' customer service department, technical support and NPD team work with customers and suppliers alike in order to make profitable products from great ideas.



In fact, the company is committed to achieving and exceeding the needs of its customers by meeting the demands of today's fast changing cheese marketplace.

BRC accredited, Ingredient Solutions is a one-stop shop for all

companies looking for a quality cheese ingredients supplier. It is also a company continuing to expand its already considerable influence. At the present time, for instance, 70% of its goods are exported to the UK, 27% are sold in Ireland, and the remaining

3% are exported to Europe. However, the company has taken on two students from the Bord Bia Fellowship Programme, one based in London and covering the UK market, and the other based in the Netherlands and covering the

mainland European market. Both are working on generating new leads for the company's sales team and, with their help and assistance, Ingredient Solutions can spearhead its attack on the wider European market, as well as increasing its stronghold in the UK.

Ingredient Solutions has also recently won major contracts in the UK, thanks to its ability to not only meet but exceed customers' requirements when compared to their existing suppliers. The company expects to continue to attract new work by providing this excellent quality of product and service.

Also providing a contract packing service for some of the largest dairies in Ireland, Ingredient Solutions is genuinely optimistic concerning the future. For although the current market is tough, the company has the advantage of flexible production, innovative products, and an excellent field sales team. Currently serving 50 discerning customers, Ingredient Solutions has targeted a further 200 companies that it believes it could provide an excellent product and service for, and its sales team is working closely with these companies at this time.

Naturally, Ingredient Solutions also continues to work hand-in-hand with its existing customers, with its R&D team maintaining close links to ensure that the company is at the forefront of any new projects that may come online.

Having grown from zero to an €18 million turnover in the last 10 years, Ingredient Solutions would be very disappointed if it were unable 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 00353 297 6981. ALTERNATIVELY, VISIT THE WEBSITE AT WWW.INGREDIENTSOLUTIONS.NET.**



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Daily Refrigerated Groupage Service to and from United Kingdom and Mainland Europe.

We are pleased to be associated with Ingredient Solutions and wish them continued success for the future.

## North Cork Co-Op Ltd.



Manufacturers of Sweetcream Butter, Whey Butter, Rennet Casein, Acid Casein.

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