

# International Ingredient Corporation

International Ingredient Corporation (IIC) is a manufacturer of dairy-based specialty feed ingredients for use in animal feeds and pet food. The St. Louis, Missouri-based company is owned by the Fred E. Brown family and grew out of the International Distributing Corporation that began in 1959 as a sugar distributor to the feed industry.

IIC has been exporting U.S.-made dairy-based feed ingredients since 1986, giving its export division over 20 years of experience. Their export success earned them the honor of being recognized as the "Missouri Agriculture Exporter of the Year" by the Missouri Department of Agriculture. Major export markets include China, Mexico and Canada as well as other Asian and Latin American countries.

Approximately 25% of IIC's sales volume is from export sales. The company anticipates continued growth in its domestic and export business in coming years by developing new products and expanding into additional markets.

## Production & Distribution

Currently, IIC has nine plant locations in the U.S. where it manufactures specialty ingredients including cheese powders, milk chocolate powders, dried milk, dried dairy powders and other specialty ingredients. These products are manufactured through the processing of co-products from the food, dairy and beer industries.

"At IIC, we continually evaluate renewable resource materials for use as components in our products," says Jim Sullivan, IIC's president. "This is a complex process that includes procurement, best-use analysis, processing, animal nutrition research, marketing and regulatory compliance."

The products manufactured by IIC are specifically formulated to provide consistency in nutrient composition and optimal animal performance. IIC products have been developed to possess enhanced handling characteristics such as improved flowability and reduced caking.

In 1994 IIC set up the first purpose-built whey permeate processing plant in the world in Monroe, Wisconsin and today operates two additional plants in the U.S. where permeate is processed into a dairy ingredient called Dairylac® 80. University research projects have shown that Dairylac® 80 is an economical alternative to dried whey, and the swine feed industry around the world has replaced much of the more expensive dried whey with dried permeate.

The goal at IIC is to provide high quality, service-backed and research-proven products. Each research-proven ingredient assures customers of consistent nutritional quality and product performance.

Customer service at IIC is as important as the high quality products they sell.

"We pride ourselves on being a dependable source of quality products as well as our ability to exhibit extraordinary, friendly and flexible service," says Ken Simpson, VP of sales for IIC.

## Research & Product Development

Product development is a key focus at IIC. The company employs six animal nutritionists that provide technical support to the sales team in addition to product development and quality assurance responsibilities. They also utilize a Nutrition Advisory Board to provide scientific nutritional counsel and leadership to product development efforts.

"We have sponsored more than 150 research trials at the research institutions of our Nutrition Advisory Board members. We continue to make a significant economic investment in determining the optimal use of dairy products in animal feed applications," says Dr. Kevin Halpin, vice president of nutrition at IIC.

## Product Line

**Dairyloc® 80** – Granular, β-lactose enriched, dried whey product, containing 80% lactose. Ideal lactose source in pig starter diets and animal feed applications.



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**Milk Chocolate Product** – Real dairy chocolate nutrition and palatability, research-proven to partially replace dried whey and eliminate the need for flavors. Ideal source of milk protein, lactose, minerals and energy in pig starter diets and other feed applications. Improves palatability.

**Cheese Plus Cheese Product** – Premium dried cheese product. Source of dairy nutrients for use in pet foods and swine starter feeds. Improves palatability.

**Cheese Whey** – All-dairy, perfect blend of cheese and whey products to replace dried whey and provide the palatability of cheese. Excellent alternative to dried whole whey that provides dairy nutrients and improves palatability in swine starter feeds and other animal feed applications.

**Nutri-Gold® Dried Milk** – Dried milk product produced from fresh, whole-some dairy-case milks. Ideal source of real milk nutrients for feed applications.

All of IIC export products are packaged in 25 kg multi-walled kraft or bags.

## Contact Information

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