

# Folláin



**Profile:** Folláin is the Irish word for wholesome. The Business is a family run savory and sweet preserves business and prides itself on using 100% natural fruit as well as Irish home-grown ingredients where possible.

Founded in 1983 by Mairin and Peadar O’Lionaird the business has grown substantially to produce over 30 products at their purpose built 38,000 sq. foot state of the art factory.

Folláin products are supplied to all the major retailers including Tesco, Supervalu, Dunnes, Spar, Aldi independent stores and fine food shops nationwide.

**Challenge:** To extend the product range and develop cooking sauces to grow company sales and export markets. Various technical challenges presented themselves throughout the project which had to be overcome.

**Solution:** Our Innovation team worked with Folláin to assist New Product Development (NPD) management and shelf-life processes by increasing understanding of thermal processing. A range of new products were researched and trialed ready for launch.

The project was funded by Intertrade Ireland’s Innovation Boost programme; a three-way partnership between a high calibre science graduate, the

Business and an Academic Institution. This enabled a NPD project manager to be recruited for 18 months alongside academic mentoring from Brenda Kelleghan, Food Innovation & Technology Specialist at Southern Regional College.

**Benefits:** The project manager on the Innovation Boost programme is now a full time NPD technologist within the company and is working well within the NPD team, developing new products.

The wider NPD team have a greater knowledge on thermal processing methods available and critical food safe controls across food manufacturing and NPD Management processes.