



FACES of TRADE[®]

Success Stories of NAFTA



Diamond V Mills, Inc.
Cedar Rapids, Iowa

Mark Kujawa
Vice President,
International Business Development

Industry
Agriculture Manufacturing

Number of U.S. Employees
120

Exporting Since
1979

www.diamondv.com



Diamond V Mills, Inc., understands that its success depends on the success of their customers. Headquartered in Cedar Rapids, Iowa, Diamond V has been an industry leader in all-natural nutritional products and services for more than 65 years. Diamond V's innovative brands—the original family of yeast culture products (Original YC™, XP™ and XPC™), DiaMune™ Se, SelenoSource™ and DV Aqua™—are engineered and research-proven to deliver results. DiaMatrix Technology™, their proprietary manufacturing process, produces a yeast product that improves the health and productivity of both animals and aquaculture.

Diamond V's Original Yeast Culture™ has been a trusted feed ingredient component for 64 years and is marketed in more than 40 countries worldwide. Approximately 30% of Diamond V's sales are due to exports. Increased access to international markets will only grow this number. Ten percent of headquarters staff in Cedar Rapids is devoted to international business. The company attributes its international success to detailed knowledge of local economic conditions, an understanding of dynamic regulatory landscapes, training and technical support, and flexibility regarding logistics and manufacturing specifications.

Trade agreements have lowered the cost of doing business internationally for Diamond V by lowering trade barriers. This helps keep its products competitive in foreign markets. The company is distributing and selling products in more than 40 countries around the world and expects its international sales to grow. **“NAFTA, for example, has allowed our products to move freely and easily across the U.S.-Canada border, and the free trade agreements we have with Australia, Chile, and the CAFTA countries continue to be important markets for us to grow.”**



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