

Wednesday 11th October 2017

21st Annual Dinner

Hilton Hotel, Templepatrick

Chairman
Declan Billington, Managing Director
John Thompson & Sons Ltd



Sponsored By:

 **Danske Bank**

AD TO BE DROPPED IN

PAST CHAIRPERSONS

1996-1998	Dr Trefor Campbell, CBE, F.R.Ag.S Managing Director of Moy Park Ltd
1998-2000	Mr Arthur Anderson General Manager of Tayto NI Ltd
2000-2002	Mr Alan Gibson Purchasing Director of Moy Park Ltd
2002-2003	Mr. Michael Moreland Managing Director of Andrews Holdings
2004-2006	Mr John Barrett Executive Director of Coca-Cola Bottlers (Ulster) Ltd
2006-2008	Mr David H Malseed Managing Director of United Molasses (Ireland) Ltd
2008-2010	Mr Richard Moore Joint Managing Director of Linden Foods
2010-2014	Mr Tony O'Neill Marketing & Business Development Director, Moy Park Ltd
2014-2016	Dr David Dobbin, CBE, Chief Executive, United Dairy Farmers

NIFDA

NIFDA is a voluntary organisation committed to helping Northern Ireland food and beverage companies compete successfully and to represent and promote their interests. It was established to provide services to enhance, promote, inform, educate and develop member business.



NIFDA would like to acknowledge the sponsorship of Danske Bank, Moy Park and Dale Farm towards this event.



PROGRAMME

7.00pm	Drinks reception with the Industry
7.35pm	Introduction – Michael Bell
7.40pm	Ciaran Rafferty, Danske Bank
7.45pm	Declan Billington, Chairman, NIFDA
8.05pm	Andy Adcock, Food Trading Director, M & S
8.25pm	Questions & Answers –
8.30pm	Thank you
8.35pm	Dinner
11.00pm	Close

The attire for the evening will be business dress.



GUEST SPEAKER
Andy Adcock
Food Trading Director,
Marks and Spencer

Andy joined Marks & Spencer in 2009 as a Commercial Director before being made Trading Director in 2011. In 2015 he was appointed as Director of Food.

Prior to M&S Andy held a number of senior positions within Trading, Marketing and Merchandising at Asda Walmart, where he went on to become Brand Director.

Andy started his career at J Sainsbury's where he worked across a number of the buying departments. He has over 25 years' experience in the retail sector and has held a number of roles across all areas of Food, Beverage and Beauty.



NIFDA ANNUAL DINNER SPEAKERS

1997 Terry Leahy	2008 Justin King
1998 Dino Adriano	2009 Peter Robinson
1999 Malcolm Walker	2010 Andy Clarke
2000 Allan Leighton	2011 Mark Price
2001 Feargal Quinn	2012 Martin Agnew
2002 Eoin McGettigan	2013 Justin King
2003 Sir Peter Davis	2014 Malcolm Walker
2004 Dr Jon Bell	2015 Jason Tarry
2005 Ewan Venters	2016 George Eustice, MP
2006 Guy Farrant	2017 Andy Adcock
2007 Sir Terry Leahy	

NORTHERN IRELAND FOOD AND DRINK BOARD 2017

Chairman
Declan Billington
Managing Director
John Thompson & Sons Ltd

Office Bearers

Brian Irwin
Vice Chairman (Incoming)
Joint Managing Director
WD Irwin & Sons Ltd

Dr David Dobbin, CBE
Vice Chairman (Outgoing)

Peter Henry
Hon Treasurer
Managing Director
Allied Bakeries Ltd

Michael Bell
Executive Director
Northern Ireland Food and Drink
Association Ltd (NIFDA)

Board Members 2017

Tony O'Neill
Deputy Chief Executive
Dunbia

Nick Whelan
Group Chief Executive
Dale Farm Ltd

Tracy Hamilton
Sales & Marketing Director
Mash Direct

Michael Howard
Non Executive Director
SHS Group

George Mullan
Managing Director
ABP Meats

Ursula Lavery
Technical Director, Europe
Moy Park Ltd

Bronagh Owens
Director of Poultry Division
Devenish Nutrition

NIFDA MEMBERS 2017

A.N. Irwin & Sons
AB Vista
ABP Lurgan
ABP Newry
Agri-research (Ireland) Ltd
Allied Bakeries Ireland
Alltech Northern Ireland
Andrews Flour
Ballinaskeagh Grains Ltd
Burke Shipping Services
Cavanagh Free Range Eggs
Cefetra Ltd
Chestnutt Animal Feeds
D S M Nutritional Products (UK) Ltd
Dale Farm Dairies Limited
Devenish Nutrition Ltd
Dungannon Proteins
Dunbia Ltd
Echlinville Distillery
Elliott's Tradition
Fane Valley Co-Op Society Ltd
Fane Valley Dairies
Fane Valley Feeds
Fane Valley Stores
Ferris & Co. (Belfast) Ltd
Finnebrogue Venison
Foyle Food Group
Frylite
Gilfresh Produce
Glastry Farm Ice-Cream
Glens of Antrim Potatoes
Golden Cow Dairies Ltd
Gortavoy Feeds & Farm Supplies Ltd
Goulding NI
Hilton Meats
Hilton Meat Products
Hovis (Ireland) Ltd
Hughes Mushrooms
James Doherty (Meats) Ltd
James Neill Ltd
James Tolland & Co Ltd

John Thompson & Sons Ltd
Johnson Brothers (Belfast) Ltd
Karro Foods Ltd
Kerry Food Northern Ireland,
(Located in Coleraine)
Kerry Food Northern Ireland,
(Located in Enniskillen)
Kerry Food Northern Ireland,
(Located in Omagh)
Kerry Food Northern Ireland,
(Located in Portadown)
Linden Foods Ltd
Linergy
Mackle Petfoods
Mash Direct Ltd
Masons Animal Feeds
McGuckian Milling
McErlains Bakery (Magherafelt) Ltd
McIlmoyle & Associates
Morelli Ice Cream
Morrow Foods
Moy Park Ballymena Ltd
Moy Park Craigavon Ltd
Moy Park Dungannon Ltd
Moy Park Feeds Ltd
Northern Ireland Grain Trade Association
(NIGTA)
Northern Ireland Meat Exporters Association
(NIMEA)
Nutec Ltd
Nutrition Services (International) Ltd
Omagh Meats
P McCann & Sons
Precision Liquids
Premier Nutrition (Ireland) Ltd
Pritchitts (Lakeland Dairies)
Provimi Ireland
Punjana Tea Co Ltd
R & H. Hall Ltd
Rich Sauces
SHS Group Ltd
Simply Fruit

Skea Egg Farms Ltd
Strabane Mills
Strathroy Dairy Ltd
Tayto (NI) Ltd
The Brunch Box Sandwich Company
Thomas Hutchinson & Sons Ltd
T J Booth and Sons Ltd
Trouw Nutrition
Tullyherron Farm Feeds Ltd
U-Bake Ltd
United Feeds Ltd
United Molasses (Ireland) Ltd
W & R Barnett Ltd
W. D. Irwin & Sons Ltd
W.D. Meats Ltd
Western Brand Poultry Products NI Ltd
White's Speedicook Ltd
Wilson's Country Ltd

NIFDA Associate Members 2017

Andrew Ingredients Ltd
Bank of Ireland
Carson McDowell
Cleaver Fulton & Rankin
CPL Solutions International Ltd
Danske Bank
Deloitte LLP
First Trust Corporate Ireland
Grafton Recruitment
Granville Ecopack Ltd
HSBC Bank Plc
Interfrigo Ltd
ISL Waste Management
Lockton Companies LLP – Belfast Division
L P Associates NI
Morrow Communications
Multi Packaging Solutions
Northern Ireland Water
Ogilvie Fleet Ltd
Stena Line Freight
Sysco Software
The Pierce Partnership
Tughans
Ulster Bank Ltd



2016 NIFDA DINNER

“BREXIT A CHALLENGE BUT ALSO AN OPPORTUNITY”

The Chairman of the Northern Ireland Food and Drink Association has said that Brexit whilst a challenge can also offer opportunities for the local food and drink industry to grow its market share in the UK and in world markets, if government can create the right trading framework for the industry post Brexit.

NIFDA Chair Declan Billington made the comments at NIFDA’s 20th Annual Dinner, which was sponsored by HSBC, Stena Line Freight and Interfrigo, and attended by around 200 representatives from the local food and drink sector, MLAs and government officials. The UK Minister of State at the Department for the Environment, Food and Rural Affairs, George Eustice MP also spoke at the event about the challenges and opportunities surrounding Brexit.

NIFDA Chair Declan Billington:

“There is a far better way to run our industry than it has been run to date. We have not taken advantage of opportunities to displace European imports into our home markets and to expand our global markets in the same way that other countries such as Denmark and Holland have done, particularly in the meat sector. A properly resourced food export marketing body is something we need now more urgently than ever to deliver on these opportunities.

“Brexit is going to happen and we must make it work. Key to this is the potential to inject fresh thinking into how we can develop our markets for our high quality food and drink offering going forward. Major concerns for the industry include the threat of cheaper imports from countries which impose

lower cost burdens in respect of social and environmental policy. The impact on the Irish border, continued access to the EU labour market, and the increased cost of importing ingredients. These concerns and threats will need to be carefully managed and must be carefully considered in future trade negotiations.

“As the industry’s representative body we have come together to produce a detailed report into the particular issues around Brexit for our industry, to ensure that we are armed with the most pertinent information when it comes to influencing future negotiations and government policy changes. This report, delivered by NIFDA in conjunction with Deloitte, is available from the NIFDA Office and is a platform for influencing the

Executive and the UK government in relation to Brexit negotiations.

“With the right blend of policy and an outward looking, export-focused Government I believe we can, at both a local and UK-wide level, deliver a more vibrant, efficient and profitable industry which will drive down our trade deficits through export growth and import substitution. Collaboration between industry and government has never been more crucial if we are to achieve this,” he concluded.

**NORTHERN IRELAND FOOD
AND DRINK DINNER PIC 2016
TO BE ADDED**

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Caption

NORTHERN IRELAND FOOD AND DRINK AWARDS 2016

INNOVATION AND EXPORT ON THE PLATE AT FOOD & DRINK AWARDS

The 14th Northern Ireland Food & Drink Awards served up a celebration of innovation, quality and export success as leading local food and drink companies were recognised at an awards ceremony in the Crowne Plaza Hotel, Belfast.

The awards are recognised as a crucial measure of commercial success for local food and drink manufacturers and processors, offering companies the chance to showcase their commitment to excellence in front of key industry stakeholders and customers.

A total of 11 awards were presented at the event, which was attended by over 350 guests including major retailers, government officials and industry leaders.

There were two winners in the 'Ulster Bank Best New Product in a Large Company category' - Dale Farm was awarded the prize

for Protein Milk, along with Linden Foods for its Lidl Dry Aged Steak range. The award for Best New Product in a Medium Company was scooped up by Scott's Bakery Gluten Free Range, while Pop Notch won the Small Company category.

The Food NI People's Choice Award went to the ever popular Thompson's Punjana tea. Other award winners on the night included Linwoods, picking up the Invest NI Export Excellence Award.

Moy Park, winners of the Safefood Best Innovation to Enhance Food Safety Award and Dunbia, winners of the DAERA Agri-food Supply Chain Excellence Award. Professor Chris Elliot, Director of the Institute for Global Food Safety at Queen's University Belfast was presented with the Outstanding Contribution Award.

Laura Hook of Dale Farm was recognised with the Food and Drink Sector Skills Ambassador Award. Suki Tea was presented with the Food

and Drink Sector Skills Training Excellence Award, and Kettle Foods picked up the Deloitte Service Sector Award.

Speaking at the event, Michael Bell, Executive Director of the Northern Ireland Food and Drink Association, said:

"These awards are among the most important in Northern Ireland's entire business calendar, as some 100,000 private sector jobs depend on the agri-food supply chain. The industry has a turnover of £5bn every year, so its importance cannot be overstated."

"On behalf of NIFDA, I'd like to congratulate all our award winners, those who were specially commended and indeed everyone who was lucky enough to be declared a finalist at this prestigious ceremony. These local companies are trailblazers in the international food and drink sector, leading the way in agri innovation, education and supply chain excellence on the world stage, so it's only right that we celebrate their achievements."

"The judging was an unenviable task and throughout the selection process a clear customer focus, passion for great marketing and emphasis on training and development was evident from all the applications. The quality and variety of award winners on stage this evening is illustrative of why Northern Ireland produce is so highly valued and embraced across the world."

Nigel Walsh, Director, Commercial Banking, Ulster Bank said;

"The 2017 awards come hot on the heels of the Northern Ireland's Year of Food & Drink, and Ulster Bank is pleased to support them, as we continue to develop the momentum and profile that 2016 gave to the sector. Ulster Bank has sponsored these awards from the outset and it has been inspiring to see the quality and calibre of entries improve with each event. It reflects the progression and success of the food and drink industry in Northern Ireland – a sector with which we are proud to be so closely involved."

**NORTHERN IRELAND FOOD
AND DRINK AWARDS PIC 2016
TO BE ADDED**

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TO BE ADDED**

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**NORTHERN IRELAND FOOD
AND DRINK AWARDS PIC 2016
TO BE ADDED**

Caption

2016 NORTHERN IRELAND FOOD AND DRINK AWARD WINNERS

Ulster Bank Best New Product, Large Company:
Dale Farm, Protein Milk
Linden Foods, Lidl Dry Aged Steak range

Ulster Bank Best New Product, Medium Company:
Scott's Bakery, Gluten Free Range

Ulster Bank Best New Product, Small Company:
Pop Notch

Deloitte Service Sector Award
Kettyle Foods, King Arthur Rib

Invest NI Export Excellence Award
Linwoods

DAERA Agri-food Supply Chain Excellence
Dunbia

Food NI People's Choice Award
Thompson's Punjana Tea

Safefood Best Innovation to
Enhance Food Safety Award
Moy Park

Food and Drink Sector Skills
Training Excellence Award
Suki Tea

Food and Drink Sector Skills Ambassador Award
Laura Hook, Dale Farm

Ulster Bank Outstanding Contribution Award
Professor Chris Elliot

NIFDA POST-BREXIT CONSULTATIONS

During 2017 NIFDA has worked tirelessly with regard to Brexit. They have held private meetings with Tim Render, Deputy Director, Food Policy Competitiveness, DEFRA and Rt. Hon. Michael Cove, MP, Secretary of State, DEFRA.

They met with Northern Ireland Grain Trade Association (NIGTA) and Ulster Farmers' Union to agree and develop industry position papers on Brexit.

NIFDA met with Heather Hancock, Chair of Food Standards Agency, and had a discussion on how FSA will meet the challenges of policing the supply chain post Brexit.



Food & Drink Industry body cautions...

Food & Drink Industry body cautions that failure to obtain adequate trade deal with Europe will have serious consequences for local agri-food industry.

Business leaders at the Northern Ireland Food and Drink Association (NIFDA) 'Appetite for Growth' conference have heard how a strong trade deal with Europe post Brexit will be vital to protect the future of the province's biggest export industry.

The annual event, which was hosted by NIFDA and supported by Bank of Ireland and the Department of Agriculture, Environment and Rural Affairs, addressed the challenges and opportunities Brexit presents for food and drink businesses here.

Speaking at the conference, NIFDA Chairperson Declan Billington said:

"Given the complexity and scale of the issues facing our industry, there has never been a more important time to bring everyone in the supply chain together to discuss immediate concerns around border controls, trade tariffs and access to migrant labour. There are undoubtedly enormous opportunities for Northern Ireland's food and drink industry to grow but lack of access to Europe is a huge threat. Brexit presents a once in a generation opportunity to create a framework that works for us, so it is imperative that business and political leaders come together to get it right."

"Without a trade deal, it will be virtually impossible to solve the issues leaving the EU presents and the consequences of getting it wrong are serious. Almost 30% of Northern Ireland's produce is exported outside of the UK, with 12% of the working population either directly or indirectly involved in agriculture. Few if any businesses can afford to risk the loss of 30% of their income and the resulting impact on employment,

income and spending power would be severe. A trade deal will be essential for protecting the industry from potentially crippling tariff increases, which could be as high as 56% and for ensuring that a sector with enormous growth potential is able to compete in the future."

Delegates also heard from UK Groceries Code Adjudicator Christine Tacon, whose role is to monitor and adjudicate over the relationship between suppliers and retailers. She had this advice for Northern Ireland's food producers:

"If you are a direct supplier to retailers, you must be aware of the Groceries Supply Code of Practice, which exists to ensure the ten regulated supermarkets treat their direct suppliers lawfully and fairly. We strongly advise all producers to get trained in the nuances of the Code and to learn how it can help them to negotiate with retailers and protect their business."

Other speakers at the event included Tina McKenzie, Staffline Group, Alan Bridle, Chief Economist at Bank of Ireland and Victor Chestnutt, Deputy President, Ulster Farmers' Union.

APPETITE FOR
GROWTH CONFERENCE
PIC

GROCERY CODE OF PRACTICE TRAINING

On 31 May 2017, NIFDA held a training course for direct suppliers to supermarkets on the Groceries Supply Code of Practice (GSCOP) and Code Adjudicator (GCA) in Lough Neagh Discovery Centre, Oxford Island, Craigavon, BT66 6NJ.

This course was beneficial for general managers, commercial and sales directors, key account managers, regulatory and support staff involved in day-to-day trading, helping them to understand and keep up-to-date with the implications of GSCOP and how they can make a difference in their trade negotiations.

The training covered:

- The Groceries Supply Code of Practice (GSCOP) and why it was introduced.
- What the GSCOP does and does not cover.
- The implications for day-to-day trading relationships.
- The role of the Groceries Code Adjudicator (GCA).
- The options available and how to safeguard against unfair trading practices.

At the end of the course participants received all the key documents and guidance relating to the GSCOP and GCA.



Our Vision

NIFDA's vision is a strong and united membership working together towards a sustainable and growing internationally competitive food and drink industry in Northern Ireland.

Our Mission

1. To be the 'Voice' of our members that is respected and listened to by government and other key stakeholders.
2. To collectively develop with our members pan-industry strategies that supports our members' endeavours.'
3. To facilitate members business network development, including member to member support and development networks.
4. To be source of information that is valued by members.

NIFDA is also a Member of:

- CBINI
- Food Business Incubation Centre
- Food and Feed Incident Panel
- Northern Ireland Assembly Business Trust
- IOD Economic Strategy Committee
- Agrisearch NI

And many others – there are too many to list them all here. If you would like to know more about the works of NIFDA please do not hesitate to enquire.

For more information please visit:

www.nifda.co.uk



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