

We're known for our commitment to business

At Danske Bank we pride ourselves on our sectoral expertise. The Food and Drink Industry is an integral part of the Northern Ireland economy, generating £4.4 billion in sales in 2017¹ and responsible for 100,000 jobs².

We are committed to supporting progressive and innovative companies, whatever the challenges that lie ahead. We are proud of our support for the sector to date, and the fact that so many of our indigenous food and drinks businesses trust us with their banking needs.

It's our dedication and commitment to serving local businesses that has earned us the title of Corporate Bank of the Year for the seventh time in the last eight years, as voted by you.

Thank you to all the Northern Ireland businesses who trust us with their banking needs, and who stay with us on this journey. Your achievements inspire us to increase our commitment and responsibility to local Food and Drink businesses.



Planning big things for your business?

Talk to:

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Danske Bank

Making more possible

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¹Source: Department of Agriculture, Environment and Rural Affairs 2018

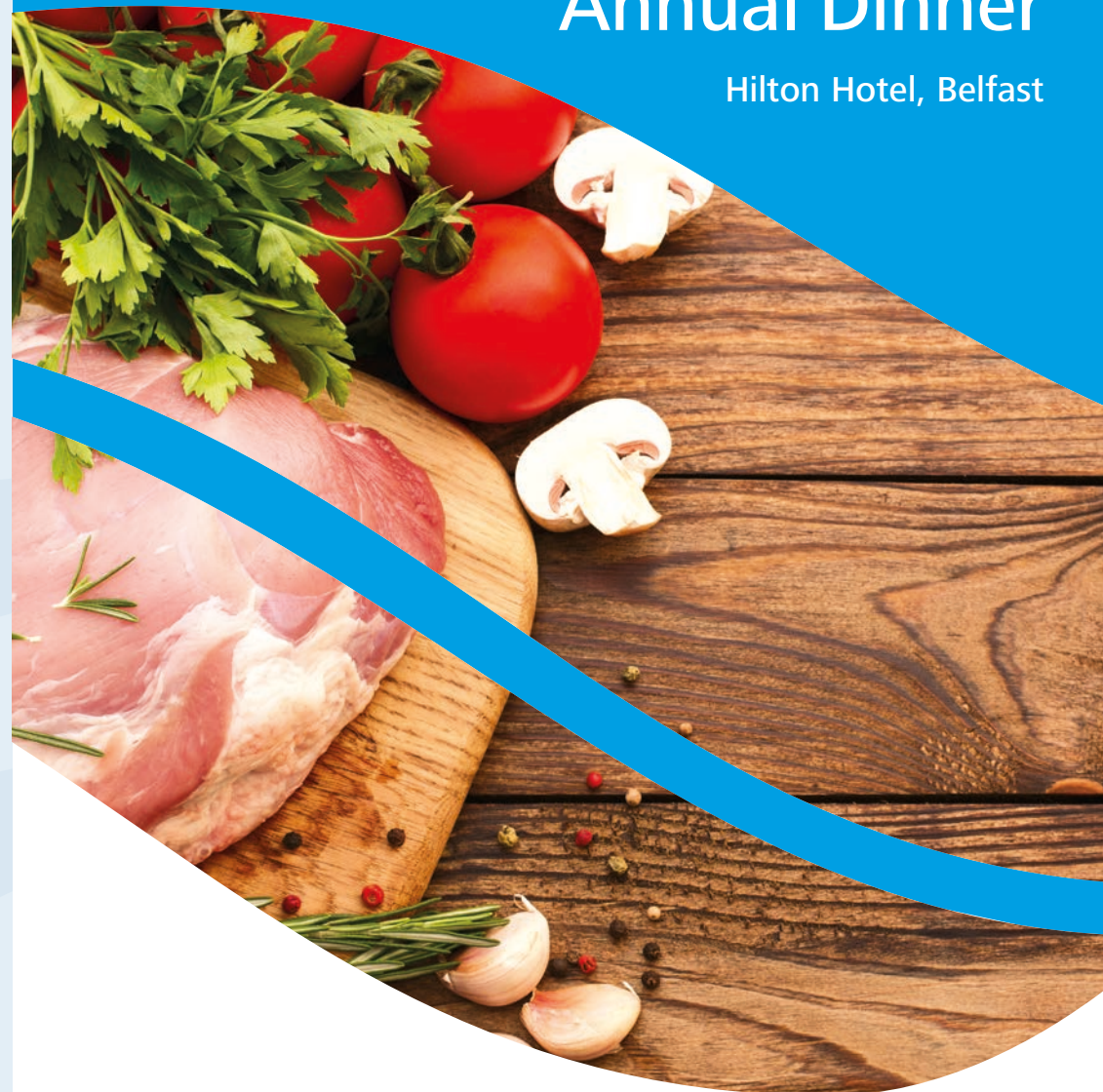
²Source: Northern Ireland Food & Drink Association 2018



Thursday 15th November 2018

22nd Annual Dinner

Hilton Hotel, Belfast



Chairman:
Brian Irwin
Managing Director
W. D. Irwin & Sons Ltd

In partnership with:

Danske Bank



The largest independent
cold store operator in
Northern Ireland.



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PAST CHAIRPERSONS

1996 – 1998	Dr Trefor Campbell CBE, F.R.Ag.S <i>Managing Director of Moy Park Ltd</i>
1998 – 2000	Mr Arthur Anderson <i>General Manager, Tayto NI Ltd</i>
2000 – 2002	Mr Alan Gibson <i>Purchasing Director, Moy Park Ltd</i>
2002 – 2003	Mr. Michael Moreland <i>Managing Director of Andrews Holdings</i>
2004 – 2006	Mr John Barrett <i>Executive Director of Coca-Cola Bottlers (Ulster) Ltd</i>
2006 – 2008	Mr David H Malseed <i>Managing Director of United Molasses (Ireland) Ltd</i>
2008 – 2010	Mr Richard Moore <i>Joint Managing Director of Linden Foods</i>
2010 – 2014	Mr Tony O'Neill OBE <i>Marketing & Business Development Director, Moy Park Ltd</i>
2014 – 2016	Dr David Dobbin CBE <i>Chief Executive, United Dairy Farmers</i>
2016 – 2018	Mr Declan Billington <i>Managing Director, John Thompson & Sons</i>

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 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	2018	John Paul Scally

PROGRAMME

6.30 pm Drinks Reception with the Industry

7.15 pm Introduction and Welcome

7.20 pm Danske Bank

7.30 pm Brian Irwin, Chairman, NIFDA

7.45 pm John Paul Scally

8.05 pm Thank you

8.10 pm Dinner

10.00 pm Close

The 2018 NIFDA Annual Dinner is
in partnership with Danske Bank

Danske Bank

NIFDA would like to acknowledge the support of Interfrigo, Dale Farm,
Moy Park and Dunbia.

interfrigo
leading the way in cold storage

DALE
FARM

Moy
park

dunbia
naturally better

GUEST SPEAKER



John Paul Scally
Managing Director
Lidl Ireland



John Paul (J.P.) Scally joined Lidl as a Graduate in 2003, initially in the Construction area of the business, having qualified with an engineering degree from the National University of Ireland, Galway.

J.P. held a number of roles with Lidl in Logistics and Sales Operations from 2004 until 2012. This included a period as Head of Logistics for Lidl's operations in Northern Ireland.

J.P. developed an understanding of the international retail landscape while sitting on the Board of Lidl France from 2012 to 2015.

Since 2015 J.P. holds the position of Managing Director for Lidl Ireland and Lidl Northern Ireland.

NIFDA MEMBERS 2018

A.N. Irwin & Sons	Fane Valley Stores	Located in Omagh
AB Vista	Ferris & Co. (Belfast) Ltd	Kerry Food Northern Ireland, Located in Portadown
ABP Lurgan	Finnebrogue	Linden Foods Ltd
ABP Newry	Foyle Food Group	Linergy
Agri-research (Ireland) Ltd	Frylite	Mackle Petfoods
Allied Bakeries Ireland	Gilfresh Produce	Mash Direct Ltd
Alltech Northern Ireland	Glastry Farm Ice-Cream	Masons Animal Feeds
Andrews Flour	Glens of Antrim Potatoes	McGuckian Milling
Ballinaskeagh Grains Ltd	Golden Cow Dairies Ltd	Morelli Ice Cream
Burke Shipping Services	Gortavoy Feeds & Farm Supplies Ltd	Morrow Foods
Cavanagh Free Range Eggs	Goulding NI	Moy Park Ballymena Ltd
Cefetra Ltd	Hilton Meats	Moy Park Craigavon Ltd
Chestnutt Animal Feeds	Hilton Meat Products	Moy Park Dungannon Ltd
Cranswick Country Foods (Ballymena)	Hovis (Ireland) Ltd	Moy Park Feeds Ltd
D S M Nutritional Products (UK) Ltd	Hughes Mushrooms	Northern Ireland Grain Trade Association (NIGTA)
Dale Farm Dairies Limited	James Doherty (Meats) Ltd	Northern Ireland Meat Exporters Association (NIMEA)
Devenish Nutrition Ltd	James Neill Ltd	Nutec Ltd
Dungannon Proteins	James Tolland & Co Ltd	Nutrition Services (International) Ltd
Dunbia Ltd	John Thompson & Sons Ltd	Omagh Meats
Echlinville Distillery	Johnson Brothers (Belfast) Ltd	Precision Liquids
Elliott's Tradition	Karro Foods Ltd	Premier Nutrition (Ireland) Ltd
Fane Valley Co-Op Society Ltd	Kerry Food Northern Ireland, Located in Coleraine	Pritchitts (Lakeland Dairies)
Fane Valley Dairies	Kerry Food Northern Ireland, Located in Enniskillen	Provimi Ireland
Fane Valley Feeds	Kerry Food Northern Ireland,	

Punjana Tea Co Ltd
R & H. Hall Ltd
Rademon Estate Distillery Ltd
Rich Sauces
SHS Group Ltd
Simply Fruit
Skea Egg Farms Ltd
Strabane Mills
Strathroy Dairy Ltd
Tayto (NI) Ltd
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 2018

Andrew Ingredients Ltd
Bank of Ireland
Carson McDowell
Cleaver Fulton & Rankin
CPL Solutions International Ltd
Danske Bank
Deloitte LLP
DWF Law
First Trust Corporate Ireland
Grafton Recruitment
HSBC Bank Plc
Interfrigo Ltd
ISL Waste Management
KPMG
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
Vickerstock

NORTHERN IRELAND FOOD AND DRINK ASSOCIATION LTD BOARD OF DIRECTORS 2018

CHAIRMAN

Brian Irwin
Managing Director
W D Irwin & Sons Ltd

OFFICE BEARERS

Vice Chairman (Incoming)

Nick Whelan
Group Chief Executive
Dale Farm

Vice Chairman (Outgoing)

Declan Billington
Managing Director
John Thompson & Sons Ltd

Hon Treasurer

Peter Henry
Managing Director
Allied Bakeries Ltd

Executive Director

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

BOARD MEMBERS 2017

Michael Howard
Non Executive Director
SHS Group

Tracy Hamilton
Sales & Marketing Director
Mash Direct

Tony O'Neill, OBE

George Mullan
Managing Director
ABP Food Group

Ursula Lavery
Technical Director, Europe
Moy Park Ltd

Bronagh Owens
Director of Poultry Division
Devenish Nutrition

BREXIT DISCUSSIONS WITH SECRETARY OF STATE

Representatives of the Northern Ireland Food and Drink Association (NIFDA) met with Secretary of State for Environment, Food and Rural Affairs, The Rt Hon Michael Gove MP to discuss the ongoing Brexit negotiations.

The delegation, which included NIFDA executives and members of the association, met with Mr Gove as part of a series of consultations taking place with trade bodies across the UK.

Speaking after the meeting, Michael Bell, Executive Director, NIFDA said:

"As the representative body for the Northern Ireland food and drink industry, we were pleased to meet with the Secretary of State to discuss the unique opportunities and challenges Brexit presents for the agri-food industry in Northern Ireland."

"As part of our ongoing engagement with Westminster on the Brexit issue, we continued our discussions on the best way to make Brexit a success for Northern Ireland's most important industry. We outlined the main enablers to growth which were published in our November Brexit report, and reinforced how it is imperative that the local agri-food industry access new export markets, and gains access to a trade deal that facilitates a soft border with the Republic of Ireland, maintaining the movement of people and goods, free from tariffs and border control delays with the EU."

"Prioritising the interests of the agri-food sector in Northern Ireland during the Brexit negotiations is vital to the future economic success of this region and we were pleased to find that Mr Gove was already very engaged with the concerns of our members. During our meeting, he demonstrated a commitment to recognising their singular importance and the need to consider Northern Ireland's unique position during this critical time. As negotiations continue, we look forward to liaising with him and the Department in the months ahead."



Pictured L-R George Mullan, ABP Food Group, Tracy Hamilton, Mash Direct, Chris McAlinden, Dale Farm, The Rt Hon Michael Gove MP, Secretary of State for Environment, Food and Rural Affairs, Tony O'Neill, Dunbia, Janet McCollum, Moy Park, Declan Billington, NIFDA and Michael Bell, NIFDA.



The real
taste of home

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NIFDA APPOINTS NEW CHAIRMAN

The Northern Ireland Food and Drink Association (NIFDA) has appointed Brian Irwin as the new Chairman of its Board.

Mr Irwin is currently Chairman of Portadown based Irwin's Bakery, Northern Ireland's largest independent plant bakery. Taking over from immediate past Chairman Declan Billington, he will hold the position for the next two years. Nick Whelan, Group Chief Executive, Dale Farm, has been appointed as Vice-Chairman.

In addition to his position on the board of NIFDA, Brian is current Chair of the Northern Ireland Bakery Council and Vice-Chair of the Federation of Bakers. He is a past Chair of the Irish Association of Master Bakers.

Speaking about his latest appointment, Brian said:

"I am very much looking forward to taking on the role of NIFDA Chairman.

"We find ourselves in one of the most challenging times for the food and drink sector in recent history. During my tenure, I will continue to stress the importance of the agri-food industry to Northern Ireland's economy, and I will work to secure our position in export markets, encourage innovation in the sector and support job creation."



FLEXIBLE REGIONAL MIGRANT LABOUR POLICIES

Shrinking numbers of European workers in Northern Ireland are creating severe labour shortages which are critically affecting many businesses' daily operations. And local business organisations and representative bodies have joined forces on an unprecedented scale, writing to the Prime Minister, Home Secretary and the Secretary of State for Northern Ireland requesting an urgent solution to a problem which could lead to the demise of many key industries.

Speaking on behalf of the 21 signatory organisations, Chair of CBI NI, Trevor Lockhart said:

"Since the Brexit referendum, the number of European Economic Area (EEA) workers in Northern Ireland has fallen by 26%, adding further pressure to an already tight labour market. This is having a major impact on industry here, affecting in particular the food processing, hospitality, and construction sectors. We need access to non-EU workers to fill low-skilled positions as an immediate priority, as well as a strategy to address gaps in higher-skills across various sectors.

"We have asked the Home Office to recognise the need for regional flexibility to resolve the challenges faced by the sector. Facing similar pressures, the Republic of Ireland has already introduced a sector-based scheme which grants visas to non-EU workers. Without a similar approach for Northern Ireland, local businesses will face an even

greater competitive threat, particularly as many sectors such as agri-food now work increasingly on an all-island basis. This means that if labour is not available in Northern Ireland, operations here could be scaled back, enabling further expansion in the Republic of Ireland where non-EU labour is available. This would also threaten the thousands of indigenous supporting jobs which are co-dependent on migrant labour."

Stressing the critical juncture that Northern Ireland is currently at in relation to Brexit negotiations, Mr Lockhart continued:

"We need the UK and the EU to reach a Brexit deal. That is crucial to Northern Ireland's economic success and viability. One of the undertakings identified in the December 2017 joint report by the UK and EU Brexit negotiators was to ensure that any deal reached would not disadvantage Northern Ireland's economic interest. That was a commitment. However, there is now grave concern within the business community that in a 'No-deal' situation, the UK government would not be bound by these special undertakings, and Northern Ireland would suffer as a result."

"We are engaging with our local politicians, urging them to recognise the significance of this threat to our economy and wider society, and calling on them to exert their influence on the government at this critical time," he concluded.

HEAD OF M&S FOOD PAYS TRIBUTE TO NORTHERN IRELAND SUPPLIERS

Andy Adcock, Director of Food at Marks & Spencer has heaped praise on Northern Ireland's food producers and suppliers, singling the region out as a centre for food quality and innovation.

Speaking to business leaders at the Northern Ireland Food and Drink Association's Annual Dinner, held on 15 October 2017, Mr Adcock reflected on the supermarket's long-standing relationship with the industry here:

"In the 50 years since Marks & Spencer first arrived in Northern Ireland much has changed, but our commitment to high quality, locally sourced produce has remained steadfast. The region is home to some of our most loyal customers and enthusiastic colleagues and each time I come, I'm struck by the passion displayed across our stores, factories and farms."

"Sourcing locally is really important to Marks & Spencer, and Northern Ireland is one of our biggest supply regions, with 11 direct suppliers and around 1,500 farms producing into the supply chain. The range of produce sourced here is extensive, including beef, pork, chicken, bread and eggs. We're also a net exporter of these products, selling produce from Northern Ireland to the rest of the UK, as well as places like Paris, Hong Kong and Dubai."

"The province is rich in top food and drink companies and our success here is in no small part thanks to the commitment of our suppliers and their products. The future is certainly challenging, as changes in the way customers consume food require us to innovate faster than ever before. However, in partnership with our network of Northern Ireland suppliers, we look forward to meeting the challenges ahead as together we maintain our mutual reputation for quality, innovation and great taste."



The dinner, which was sponsored by Danske Bank, was attended by over 200 members of the agri-food business community. Declan Billington, NIFDA Past Chairperson also addressed members at the event. Whilst acknowledging the efforts of the Department of Agriculture, Environment and Rural Affairs to ensure that Northern Ireland's voice is heard during Brexit negotiations, he took the opportunity to challenge the Department on its failure to implement a number of key recommendations from the Agri Food Strategy Board:

"One of these recommendations was around the development of a marketing body for the industry which helps to raise our profile in export markets. However, as it stands, the funding proposal for this much needed body has yet to be approved by the Department for the Economy. Similarly, we have enormous concerns over DAERA's position in relation to supporting larger companies in the Processor Grant Improvement Scheme. We urge decision makers to take their lead from DEFRA in England, where large companies are eligible, rather than attempt to devise a separate version of what has already been agreed."

Shaun McAnee, Managing Director of Corporate and Business Banking at Danske Bank added: *"The NIFDA dinner has once again highlighted the importance of the agri-food sector to the local economy."*

"NIFDA plays a hugely important role in bringing together our local food and drink producers and processors and we are very proud to count nearly a third of NIFDA members as our customers. We are delighted that through our sponsorship of the annual dinner we will be able to further support the wider industry."

NIFDA 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.



NIFDA has been working very hard on Brexit. We have produced two briefing papers which have gone into the highest level of government.

We have attended over 30 meetings in London during the past year.

We continue to work towards a workable trading arrangement and labour supply.

Naturally Better



Dunbia are proud to support NIFDA and wish them every success for this coming year



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GROCERY CODE OF PRACTICE TRAINING

On 6 November 2018, NIFDA held a refresher GSCOP course for direct suppliers to supermarkets on the Groceries Supply Code of Practice (GSCOP) and Code Adjudicator (GCA) in AFBI, Hillsborough.

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.



HARVESTING TOMORROW'S SKILLS

HR Seminar to bear fruitful harvest

With the number of job vacancies across NI's food and drink industry estimated to total 800 by the end of the year – and the number of applications steadily decreasing – the industry faces a potential resource issue which could hamper its future growth.

To address the problem the 'Harvesting Tomorrow's Skills' (HTS) network is offering the industry's HR directors and senior business leaders the chance to participate in a seminar which will challenge perceptions and highlight ways to attract new talent to the sector.

The seminar took place on Wednesday 17 October in the Lough Neagh Discovery Centre, Craigavon, the half-day 'PR of HR' event was open to all those involved in the recruitment, training and management of talent for local food and drink businesses.

Delivered in partnership with Grafton Recruitment, the seminar was organised in response to the key issues impacting on the sector. These include the changing labour market, staff shortages, skills deficit and the overall appeal of the industry to young people and jobseekers.

"A well-trained skills pipeline is critical to the future success of all businesses, and none more so than those representing NI's food and drink sector," commented Harry Hamilton, project facilitator of HTS.

"To ensure a strong talent pool we must dispel the myths and promote the benefits of the sector and the positive career opportunities it

presents. This starts at school-age and extends to those already working in the sector who can be upskilled and retrained, adding more value through career progression."

The bespoke event brought together a range of private and public sector experts from HR and marketing who offered the very latest advice and insights into staff recruitment and retention. Speakers included Andy Jarvis, Eximo Marketing, Jordan Buchanan, Economist, Ulster University and Geoff Lamb, Food & Drink Sector Skills.

Tina McKenzie CEO of Grafton Recruitment added: *"The local labour market has changed dramatically, and the pace of change is accelerating."*

"The opportunities for a rewarding career in food and drink are many but 'selling' the sector and all it has to offer candidates must be the focus going forward. By playing to our strengths and harnessing the wealth of talent available on our doorstep, we can help the food and drink sector meet its full potential."



NORTH ATLANTIC FOOD PROJECT

NIFDA brings European Food Export Partners to Belfast

Food and drink SME's in Northern Ireland which are looking to break into global markets are benefiting from a €1.8 million EU funded programme which aims to increase competitiveness and drive export sales.

Delivered locally by the Northern Ireland Food and Drink Association (NIFDA), the Atlantic Area Export Project brings together partners from France, Spain, Portugal, Ireland, Wales and the United Kingdom, creating a collaborative network of companies and organisations which are embarking on their export journey.

Over 45-member delegates recently attended a two-day event in Belfast to present and discuss the latest export development opportunities across the participating regions.

NIFDA Executive Director, Michael Bell said *"The focus of the Atlantic Area Export Programme is on helping SME's in the food and drink sector overcome the barriers they face when they seek to expand their markets and export goods across international borders."*

"This event offered our partners from across Europe the chance to learn more about what the Northern Irish food and drink market has to offer and to explore the opportunities of collaborative working. The event was a mutual learning opportunity for both international and Northern Irish representatives to learn more about harnessing exportation and creating a clear route to their end markets".

Similar networking events were staged in other member regions throughout 2018.



MICHAEL BELL ELECTED VICE PRESIDENT OF INSTITUTE OF FOOD SCIENCE & TECHNOLOGY

Michael Bell, Executive Director of the Northern Ireland Food and Drink Association (NIFDA) has been elected as Vice President of The Institute of Food Science & Technology (IFST).

IFST is the UK's leading professional body for those involved in all aspects of food science and technology. Mr. Bell was invested during the organisation's Annual General Meeting having received over seventy percent of the member vote. He will serve a two-year term in the position.

This is the latest in a series of senior appointments for the NIFDA Director, who is also Chair of the Northern Ireland Agricultural Research and Development Council (Agri-Search).

Speaking about his latest appointment, Michael said:

"I am delighted to have been elected Vice President of the IFST and very much look forward to supporting our members across the UK during my tenure."

"The Institute's core aim is the advancement of food science and technology based on impartial science and knowledge sharing. We currently find ourselves in one of the most exciting, challenging times for the agri-food sector in recent history, where the need for information sharing and research has never been more urgent. As we plan for the changes ahead, the work of the Institute will be of paramount importance to the industry and I am committed to helping shape it during this pivotal time."



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.

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