

DAIRY & FOOD INDUSTRIES MAGAZINE.



Contents - Contents - Contents

- 2. News - News - News - News - News - News
- 4. GEA builds UK's biggest butter-making process plant
- 6. Bord Bia & Google Collaborate To Boost Online Presence
- 9. Revenues And Profits Rise Strongly At Lakeland Dairies**
- 12. V.C. Backed Firms Have Helped To Create 66,000 jobs
- 14. Automated Identification System Improves Efficiencies
- 15. La Rousse Foods wins €3.4m contract with Compass Group**
- 17. EU Trade Agreement With Canada Could Boost Irish Exports
- 19. Food Ingredients News - Food Ingredients News - Food
- 22. Anuga FoodTec positions "Food Ingredients" as new segment
- 23. Approval for Irish Dairy Companies to Export to China**
- 25. IEA Announces New Latin America Trade Forum
- 26. Moy Park reports strong sales growth for 2013
- 28. Irish Commercial Bespoke Solutions
- 30. News - News - News - News - News - News
- 31. Mocon Donates Instruments to Food Packaging Group UCC
- 33. 20 Years of Celebrating Business Success**
- 35. Northern Ireland News - Northern Ireland News - Northern
- 40. Have A Laugh - Have A Laugh - Have A Laugh
- 41. Spiroflow Shows Off Safe Bulk Handling
- 42. L.A.C. at the forefront of conveyor design & manufacture**
- 43. The intersecting worlds of the food scientist and the chef
- 44. Strong growth in Irish Wine Consumption
- 45. Rabobank - China's Agriculture Sector
- 46. Food Safety Report – Food Safety Report – Food Safety**
- 51. Teeling Whiskey Release Some of the Oldest Irish Single Malt
- 52. Bord Bia News - Bord Bia News - Bord Bia News
- 54. Second Food Économusée Opens-St Tola Goat Cheese Farm
- 55. APC researchers: how gut bacteria regulate weight gain
- 56. Aurivo - Excellent Financial and Operational Performance**
- 58. Irish Dairy Board Reports Strong Performance in 2013

9.



14.



26.



31.



33.



35.



46.



54.



56.



Peter Brabeck To Step Down As Nestlé Chairman In 2017

Nestlé's chairman Peter Brabeck has said that he expects to retire from his role in 2017, in line with internal company rules preventing board members from standing for re-election once they reach the age of 72. In a recent interview with Swiss newspaper "Le Temps", Brabeck, who turns 70 this November, said that "those are the rules and I'm going to respect them."

"I will retire from Nestle in 2017 as planned", he added.

Nestle's board regulations require the terms of office for all board members to expire no later than at the annual shareholder meeting following the member's 72nd birthday. Brabeck declined to comment on who would succeed him in the top job at the world's biggest food company. "Thanks to our internal organisation, anybody can be replaced within 24 hours if something happens," he said, adding there was no point in speculating at this stage on who would succeed him.

Lidl Becomes Netherland's Largest Discounter

Lidl has overtaken Aldi to become the largest discounter in The Netherlands, according to Nielsen data. The research firm reports that Lidl increased its market share in 2013 from 7.5% to 9%. The increase means that Lidl may have added up to €500 million in revenue in one year. Lidl is also making gains in Spain. The discounter aims to invest €180 million this year to open 20 stores while also upgrading 50 others. Lidl will open a new logistic centre in Murcia as part of the investment plan. Lidl now has 525 stores and eight logistic centres in Spain.

Asia and Latin America Prove Strong for Kerry Group

Following a relatively slow start to the year, performance in all regions improved in the latter part of the first quarter for Kerry Group, according to an interim management statement.

"Developing markets, in particular Asian and Latin American markets, again provided strong growth opportunities," it said.

Kerry reported a 10pc increase in continuing business volumes in Asia Pacific with China providing "excellent growth opportunities" for Kerry technologies in the nutritional and foodservice sectors. A new processing facility was acquired in Nantong which significantly expands the group's manufacturing footprint in the Chinese market.

Consumer foods markets in the UK and Ireland remained subdued but Kerry Foods' flagship brands performed well, according to the statement.

Celtic Sales (Co. Cork) Ltd.

PACKAGING SPECIALISTS

Plastic films – heat sealing film, food film, pallet wrap, layflat tubing, centrefold film, pallet hoods.

Paper & Plastic bags – vacuum pouches (printed or plain) - self seal bags – food wrap.

Paper, plastic & sealable trays for hot & cold food – salad containers – small cake and gateaux containers.

Softfruit punnets – cardboard boxes – plastic netting.

For Further Information Contact :

Celtic Sales (Co. Cork) Ltd.

Unit 3B, Waterfront Business Park, Little Island, Cork.

Tel: 021-4297984 Fax: 021-4297990 Email: celticsalescork@eircom.net

NolanTransport.com

IRELAND » UK » EUROPE

Online Customer Portal | Real Time Information

MOVIN-ON



» Temperature Controlled Units

» Flats

» Curtainsiders / Euroliners

» Step Frame Machine Carriers

» Insulated Supercube Secure Box Vans

Just-In-Time Ambient & Temperature Controlled Transport

Nolan Transport – New Ross (Head Office) Oaklands , New Ross , Co Wexford , Ireland

Ireland

T +353 (0)51 421 965
F +353 (0)51 445 280
F +353 (0)51 445 285
E irl@nolantransport.com

UK

T +353 (0)51 445 222
F +353 (0)51 422 808
F +353 (0)51 422 769
E uk@nolantransport.com

Europe

T +353 (0)51 445 260
F +353 (0)51 420 601 (Import)
F +353 (0)51 445 282 (Export)
E europe@nolantransport.com

Accounts

T +353 (0)51 420 600
F +353 (0)51 445 286
E accounts@nolantransport.com

Nolan Transport – UK – Bridgend

T +44 (0)1656 668 643
F +44 (0)1656 649 017
E bridgend@nolantransport.com

Nolan Transport – Europe – Cherbourg

T +33 (0) 233 433 611
F +33 (0) 233 442 990
E france@nolantransport.com

Nolan Transport – UK – London

T +44 (0)1622 719 579
F +44 (0)1622 792 978
E london@nolantransport.com

Nolan Transport – UK – Leicester

T +44 (0)1455 851 465
F +44 (0)1455 851 233
E leicester@nolantransport.com

4 GEA builds UK's biggest butter-making process plant for Müller



(Theo Muller Snr and Owen Paterson MP inspecting GEA Tuchenhagen mixproof manifold.)

GEA Process Engineering Ltd (GPUK) in Warrington has supplied process engineering and automation expertise and equipment to the Müller UK & Ireland Group to develop a complete butter-making process line at its new £17m plant in Market Drayton, Shropshire. The state of the art butter plant, the largest of its kind in the UK, is capable of producing up to 45,000 tonnes of British butter each year made with cream from Red Tractor Farm Assured milk. It offers the means by which the Müller UK & Ireland Group can better optimise returns for the 90,000 tonnes of surplus cream from the milk supplied annually by dairy farmers to make its fresh milk, cream, yogurt and chilled desserts products.

GPUK was selected as the company's process engineering partner because of its leading process technology and equipment, extensive industry knowledge and previous track record with Müller in both the UK and Germany. "We were delighted to work with Müller on this project," said Martin Jackson, Director of Sales for GPUK. "It gave us the opportunity to use our process engineering and automation expertise to bring together technologies from throughout the GEA Group including: butter-making, evaporation, refrigeration, valves, pumps and heat exchangers. This allowed us to develop the complete line from cream reception to finished butter."

The project was completed from contract award to first product in just 9 months. "It was a fast-track project that was made possible because of the experience of our engineers and the natural synergies of the GEA equipment," said Martin. "We also had to fit the plant into an existing building, which was very tight, so it gave the designers something to think about!" The strong teamwork approach was greatly appreciated by the Müller team and very much contributed to the project's success.

Speaking at the formal opening of the £17 million state of the art plant at Müller Dairy in Market Drayton Herr Müller said that his company was making substantial progress in the UK and Ireland. He pointed to recent investments by the Müller Group in acquiring fresh milk processor Müller Wiseman Dairies, a chilled desserts facility in Minsterley and Nom Dairy UK's yogurt manufacturing facility in Telford, as evidence of his company's ambitions.

And he revealed that his company will extend the range of products made at the butter plant, which will initially manufacture 25kg and 10kg blocks of salted, unsalted and lactic butter for the food manufacturing and food ingredient industries. Interest from customers has been such that the company is accelerating plans to install a packet butter operation so that it can also offer 250 gram products to the retail and food service sectors from early summer 2014.



HIRE - SALES – SERVICE

Toyota Forklifts give your bottom line a lift!



TOYOTA MATERIAL HANDLING IRELAND.

KILLEEN ROAD, DUBLIN 12

TEL: (01) 4190200 www.toyota-forklifts.ie

NEW CATALOGUE OUT NOW!

FREE SHIPPING ON ALL ORDERS OVER €300*

- LIVE STOCK AVAILABILITY
- ACCESS YOUR PRICING ONLINE
- PAYMENT ONLINE OR ON ACCOUNT
- ORDER TRACKING
- VIEW YOUR ORDER HISTORY
- CREATE YOUR LIST OF FAVOURITES
- INVOICE & STATEMENT PRINT
- NEW PRODUCT SELECTION TOOLS
- DOWNLOAD TECHNICAL SHEETS
- EXCLUSIVE ONLINE OFFERS
- LIVE CHAT DIRECTLY TO OUR TEAM

**SAFE & SECURE
ONLINE SHOPPING
AVAILABLE 24/7
WWW.FLOMAX.IE**



*Excludes palletised loads and rigid lengths over 3mtrs. Minimum order €300+VAT



FLOMAX LIMITED
PNEUMATICS GROUP
OLD NAAS ROAD, BLUEBELL, DUBLIN 12
PH: (01) 4568111 FAX: (01) 4568108
E-MAIL: SALES@FLOMAX.IE WEB: WWW.FLOMAX.IE

 1890 201 444

 1890 201 888



we know industrial equipment

6 **Bord Bia & Google Collaborate To Boost Online Presence Of Irish Food**



Bord Bia in partnership with Google Ireland has launched a new and innovative training programme to help Irish food businesses to maximize their online presence and sales. The 'Digital Food Hub' digital training programme has been specifically tailored for the Irish food industry. Having completed an application process, 21 Irish food companies have been selected to participate in the inaugural seven month programme, which will include workshops, training modules and one-to-one mentoring delivered by Google digital experts at its European headquarters in Dublin. The companies, representing dairy, meat, confectionary and chilled food sectors, range from large multinational players such as Kerry Foods and Cuisine de France to new businesses such as The Little Milk Company and Elivar.

According to Bord Bia's Tomorrow's Shopper research the number of Irish consumers buying online continues to grow, with 94 per cent of shoppers in Ireland purchasing online. Mobile and social commerce are showing significant growth, facilitated by portable, handheld devices and speedier networks. By 2015, nine out of ten consumers in Ireland will own a smartphone, with tablet ownership projected to reach 50%. The study found that many consumers are using these devices to research products and services before they buy – some 82% of those surveyed had completed pre-purchase research on their smartphone. In addition, the use of social networks, such as Facebook, for purchasing goods and services represents a significant opportunity for companies. According to Gartner, over 50% of all internet sales globally will take place via social media by 2015.

Speaking at the launch Bord Bia Chief Executive Aidan Cotter welcomed the partnership with Google, citing it as an exciting and opportune development for the Irish food and drink industry. "It is widely recognised that technology is one of the key drivers of change in terms of consumer buying behaviour. Both brands and retailers need to think outside the confines of the 'bricks and mortar' store to build stronger and longer lasting relationships with consumers. Irish food and drink companies with the capability to collect, understand, and leverage specific consumer information using digital technology will be best positioned to deliver value added benefits to shoppers. This coupled with a multi-channel online presence, in the form of a proactive and comprehensive digital strategy, will create the optimum shopper experience and provide increased purchasing opportunities."

Digital Food Hub:

The 'Digital Food Hub' programme will address barriers to successfully doing business online. The curriculum will include modules on website design, Google AdWords, tracking and measuring online sales via Google Analytics, online brand building and identifying export opportunities.

The programme outline was developed in conjunction with Google Ireland following a Bord Bia research study carried out last year with 12 Irish food companies. The study set out to report on the challenges and opportunities facing companies wishing to develop a trade online, and identify where companies required additional support, advice, education and training. The study found that while Irish food companies had taken some initial basic steps, they required further guidance in terms of technology infrastructure, best practice case studies and training on how to build and develop in-house expertise.

According to Ruth McEntee, Industry Manager, Google "the Bord Bia study highlighted a number of barriers to both online selling and digital brand building for many in the Irish food and drink industry.

(Continued on p7)

Through this programme, we hope to address some of these gaps and develop skills within the industry in measuring and evaluating E-commerce sales as well as in video and social media communication. With online sales of Irish groceries at just 1.3%, there is significant room for growth in terms of meeting current consumer demands and those of an upcoming generation who will shop online as default.”

According to Bord Bia, the demand for the 'Digital Food Hub' programme was extremely high – so much so that a second programme is already in planning for January 2015.

E-commerce Facts & Figures:

European online sales are expected to double to €323 billion by 2018. Irish online sales are expected to account for €11.5 billion of that total figure. Currently 73% of all money spent online in Ireland goes to overseas sites and 50% of all Irish retailers are not trading online. This represents a substantial growth opportunity for Ireland's digital economy, which is already growing at 10 times the rate of the rest of the economy. (Sources: EEI Online Trading Report July 2013, National Digital Strategy 2013)

Participating Irish Companies

1. Burren Smokehouse
2. Ballymaloe Foods
3. Barry's Tea
4. Cuisine de France
5. Cuisine Royale Manufacturing Ltd
6. Dawn Farms
7. Dawn Meats
8. Elivar
9. Glanbia Plc
10. Glenisk
11. Good4U
12. Irish Dairy Board – Kerrygold
13. Kepak Frozen Division
14. Kerry Foods – Cheestrings
15. Largo Foods
16. Lily O'Brien's
17. Nature's Best
18. Silver Hill Foods
19. Sofrimar Ltd
20. The Jelly Bean Factory
21. The Little Milk Company



Uses less.
Does a lot more.

Smooth running as well as sleek looking, the A420i delivers better performance. Offers the lowest lifetime cost of any comparable ink jet printer.

Makeup typically lasts four times longer; and its unique **i-Tech** ink system means it is service free.

Combined with a choice of print heads and wide range of inks, the A420i meets your coding needs, exactly.



Less cost

No servicing and lowest makeup consumption



More flexibility

Wide range of inks to meet your coding needs



More capability

Faster, high quality, multi-line codes





QUALITY PACKAGING MACHINERY • QUALITY PACKAGING MATERIALS

Metal Detection / X-Ray
 Thermometers / Probes
 Checkweighing / Scales
 Calibration Certificates
 Labelling & Coding Equipment
 Batch counter / Feeders
 Conveyors



Metal
 Detection

Check
 Weighing



X-Ray

For Further Information
 Visit: www.qpm.ie
enevin@qpm.ie service@qpm.ie



Our Products

Eco-Friendly Thermal Packaging

Corrugated Boxes
 (RSC, Die-Cut, Sheets,
 Pads, Divs, Etc)

....

Protective Foam Packs
 (EPS, EPE, EPP, EPU)

....

Industrial Polyethylene Bags,
 Sleeves & Sheets

....

Labels

....

Pallet Edgeguards

....

Litho Printed Cartons &
 Litho Laminated Outers

....

High Quality Post Printed
 Corrugated Boxes

....

Pallet Wrap / Strapping
 Strapping Accessories / Tapes

On Time, Everytime!

**Eastlink Business Park,
 Ballysimon Road, Limerick.**
T: + 353 61 400035 F: + 353 61 400036
E: info@lmkpkg.ie

2 Revenues And Profits Rise Strongly At Lakeland Dairies



The major cross-border dairy processing co-operative Lakeland Dairies has reported a 15% increase in revenues to € 545.5 million for 2013, yielding an operating profit of € 11.7 million, up by 9% on the previous year.

- Operating profit increased by 9% to € 11.7 million
- Profit before tax increased by 30% to € 10.3 million
- Food Ingredients Division revenues increased by € 53.9m to € 308.9m
- Foodservice Division revenues increased by € 8.3m to € 169.8m
- Agri-Trading Division revenues increased by 18% to € 66.8m
- Lakeland Dairies ended the year with a strong balance sheet and shareholders' funds of € 87.1m

Group Chief Executive Michael Hanley (below) said, “These are very satisfactory results which reflect the strength and competitiveness of the Lakeland Dairies business.



“Lakeland Dairies continued its growth and development and gained further momentum as a market leading provider of excellent dairy foodservice and food ingredient products. Buoyant world dairy markets, organic growth in customer demand and intense new business development activity yielded increased revenues and operating profits.

“All divisions performed to the highest standards of efficiency in meeting global customer needs. We maximised returns from the markets through the flexibility and scale of our processing plants, driving milk into the highest value product categories in line with market trends. Lakeland channelled the benefits of its business growth towards producers with highly competitive milk prices for its farmer milk suppliers throughout the year.

“With a growing world population and the abolition of milk quota constraints in April 2015, the dairy sector holds considerable promise for the future. Lakeland has an intensive focus on new business development with high quality contracts and a growing customer base. Our dairy plants have world class technology, thereby maximising the value of every litre of milk sent to us for processing.

“We have successfully built, commissioned and paid for our new milk dryer at Bailieboro. We have the flexibility to operate our other dryers whenever required. Lakeland Dairies has an excellent dairy food ingredients and foodservice business. We are building a major new global logistics centre in Newtownards to complement our international distributor partnerships and we have access to all main dairy markets across the world.**(Continued on p11)**





CONTROL INTEGRATION DESIGN

Founded by Necessity, Growing by Demand, Proven by Experience

Control Integration Design Limited

C.I.D. Electrical

- Complete Turnkey Projects
- Process Supply & Automation
- Control Panel Manufacture
- Process Valves, Pumps & Silos
- Instrumentation Sales

www.cidautomation.com

www.cidautomation.com



Large Selection of Reconditioned Process Valves, Pumps & Silos in Stock.

Call or Email for more information

IDA Industrial Estate,
Kilmallock Road,
Charleville,
Co. Cork

Email: cid@iol.ie

Phone: 063-89891

www.cidautomation.com



“Lakeland milk suppliers have indicated that they will increase milk production in the years ahead, taking our milk processing to over 1 billion litres annually by 2020. Our increased milk processing intake will also be supplemented by new milk producer entrants and conversions from other sectors to dairy farming, all of whom will be welcome. “Our priority will be to achieve all future growth on a long term and sustainable basis and to minimise any future market volatility for our producers. We will continue to pay a leading milk price while pushing all of our growing profits back into Lakeland Dairies which will remain a farmer owned and farmer controlled co-operative, working successfully in the direct interests of its stakeholders.”



BRC ACCREDITED FOR STORAGE & DISTRIBUTION

Browne logistics is an experienced ever growing Logistics service provider, striving to be at the forefront of innovation.

With our professional & flexible approach to customers we strive to meet demands and give a value added after sales service

We operate ambient & temperature controlled time-sensitive distribution services to every retailer RDC in Ireland, UK & Europe.

**Specialist Refrigerated Transporters to the Dairy Industry.
Distribution**

From your facility we can accommodate from 1 pallet right up to Full loads

24 hour Irish service

Lidl Ireland

Aldi Ireland

Musgrave's Ireland

Dunnes Stores

Irish Food Service Providers

24 - 48 hour UK service

Lidl UK - Aldi UK

ASDA UK - Tesco UK

Palmer & Harvey UK

Mark & Spencer's UK

Morrison's UK

UK Food Service Providers

We also offer weekly deliveries to

Belgium – Holland – Denmark – Sweden

France: Paris – Lyon – Marseille – Dijon

Germany: Koln – Frankfurt – Berlin – Stuttgart – Bremen

All trailers are equipped to maintain multi temperatures & are equipped with live temperature recording / tracking

Storage

24hr Cross Docking facilities - Chilled Storage - Frozen Storage - Devanning - Picking Solutions - Close proximity to Dublin Port & M50

Browne Logistics Ireland, Lissen Hall Ind Est, Swords, Co Dublin, Ireland

Tel+353 1 8132825 Fax+353 1 8132676 Mob +353 (0)87 993 0691

Email info@brownelogisticsireland.com www.brownelogistics.ie

12 Venture Capital Backed Firms Have Helped To Create 66,000 Jobs Over A Decade



Minister Bruton says that Government commitment of €175m can be leveraged by VC industry up to €700m. Almost 4,000 high-level jobs were created by indigenous venture capital backed companies in the three years to 2012 according to a report by the Centre for Entrepreneurial Studies in UCD. The study **“The Economic Impact of Venture Capital in Ireland - 2012”** was launched in Dublin by Mr Richard Bruton TD, Minister for Jobs, Enterprise and Innovation. The report finds that in the middle of the recession between 2009-2012, VC backed companies created 3,900 high calibre jobs. Over the past 10 years venture capital supported companies created 16,400 jobs. The report estimates that these companies support up to three additional indirect downstream jobs or a further 50,000.

Speaking at the launch Minister Richard Bruton said: “Ireland is recognised globally for its success in attracting the world's leading technology multinationals but we must also back the creation of a vibrant indigenous base of Irish technology players.

“The UCD findings endorse the Government's recognition of the importance of venture capital in helping to create indigenous high level jobs. We have committed, through Enterprise Ireland's Seed & Venture Capital Scheme 2013-2018, up to €175m as a cornerstone investor to Venture Capital Funds. We anticipate that the venture capital industry will leverage this commitment by an additional €525million in funding from the private sector, which will mean a total of €700million available for investment over the lifetime of the Scheme.”

“There is no doubt that venture capital backed firms continue to provide a substantial impetus to the ongoing development of a knowledge based economy,” commented Professor Frank Roche of UCD. “Ireland's growing reputation as Europe's silicon island is reflected in the fact that venture capital invests 94% of funds in knowledge based companies. This is the highest technology rating in Europe where the average is 32%.”

Mr Brendan Butler, chairman, InterTradeIreland EquityNetwork added that VC backed companies generated exports of €1.5bn since 2009 and represent almost 30% of all SMEs' share of total spend on BERD (Business Expenditure on Research and Development).

Mr Mark Horgan, chairman, Irish Venture Capital Association said that an important finding of the UCD study was the role of venture capital in stimulating entrepreneurship. “Venture capital investment helps to build companies and nourishes the entrepreneurial ecosystem. Successful Irish technology companies have spawned hundreds of start ups which has produced a new generation of serial entrepreneurs.”

Professor Roche referred to a ten-year database compiled by the Centre of Entrepreneurial Studies in UCD over the last decade. “Our analysis concludes that venture backed companies create more high calibre jobs, are export led and grow faster. They are also highly knowledge based. That is they are responsible for significant graduate employment and R&D spend.”

The UCD report finds that the job creation performance of VC backed companies has been significantly better than that in the IT & Communications sector and in the economy generally. Venture backed companies increased employment by 19.3% in 2012 and by 10.5% per annum since 2009. This compares to an overall increase in employment in the economy of 0.06% in 2012 and to a decrease of 1.3% per annum since 2009. Within the high technology sector the increases were 31.2% for 2012 and 13.7% per annum since 2009.

Achieve Absolute Control, Consistency & Traceability with the Vantage II Recipe Formulation System

STEVENS
Weighing & Traceability Solutions



Used to control the weigh up of ingredients whilst capturing and validating traceability

Contact Stevens Group - Leaders in Weighing & Traceability Solutions - for a detailed, no obligation specification overview today:

Tel: +44 (0) 1254 685200 Fax: +44 (0) 1254 685202 Email: info@stevensgrouppltd.com Web: www.stevensgrouppltd.com

Stevens Group Ltd, Greenbank Technology Park, Challenge Way, Blackburn, Lancashire, BB1 5QB

Multi Temperature Supply Chain Specialists



We Store We Pick We Deliver Into All Major UK & Irish Retailers.

'BRC Accredited' Food Storage & Distribution depots in:
Ashbourne, Co Meath (Chilled & Ambient)
Redditch, UK (Chilled & Ambient, Frozen & Contract Packing)

Contact us now for more information:

Ireland: Richard Hill, t: +353 (0) 1 835 48 55 or e: richard.hill@oakland-international.com

UK: Gill Hiatt, t: +44 (0) 1527 593975 or e: gill.hiatt@oakland-international.com

www.oakland-international.com

14 Automated Identification System Improves Food Production Efficiencies - CSB-System International



Food and drink IT specialist CSB-System International has introduced a machine that allows the automated and secure identification, sorting and targeting of items during the production and packing process, to deliver improved efficiencies and reduction in error rates. In any food factory, raw materials need to be identified and checked in goods inwards, and finished products similarly assessed, before moving to the next stage. Additional assessments may be required during the production process, for example inspections following cutting during

CSB-Article-Detection

File Options

Box Identification

Date 12.09.2013 13:29:50

Box Identification 48

Measurement Result

Item Number **0000000041400**

Item Name **Round, blue**


CSB-System
INTERNATIONAL

(Continued on p15)



meat processing. Typically this type of reporting has been undertaken by manual entries. The new CSB-Eyedentifier uses sophisticated image analysis to check and enter the relevant details at all checkpoints within a factory.

The system is programmed to 'learn' how to distinguish products by taking images of them, identifying their features and memorising them.

In this way, the system is able to sort items at each stage of the production process and direct them to the relevant next stage. In addition, it provides an important additional quality control by checking the contents of crates, trays and boxes in order to spot any unwanted foreign objects. The CSB-Eyedentifier offers a reliable and robust construction that is able to operate in extreme temperatures and environments with high humidity.

By delivering an automated and fully integrated system, process efficiencies can be increased while the removal of manual data inputting minimises errors. All information is stored in the system's computer for easy access for detailed analysis to meet traceability requirements.

ENQUIRIES:

CSB-System AG

An Fürthenrode 9-15, D-52511 Geilenkirchen

Tel: +49 2451 625 430 Fax: +49 2451 625 291 Email: info@csb-system.com

www.csb.com

La Rousse Foods wins €3.4m contract with Compass Group



(Mark Anderson, executive chef, Compass Group Ireland (centre) with the La Rousse Foods team)

La Rousse Foods has signed a two-year €3.4m contract to supply a range of products including artisan Irish and French cheeses, breads, handmade chocolates and speciality game to Compass Group Ireland Group's fine dining and hospitality offering within its 250 units.

Founded by Mary Massy & Marc Amand in 1992, La Rousse Foods employs 107 people and supplies speciality products to 1,300 customers around Ireland.

"The appointment of La Rousse Foods further reinforces our commitment to working with high quality Irish suppliers," said Mark Lee, commercial director, Compass Group Ireland. "We were impressed by La Rousse Foods range of premium quality products which can be found in some of the best restaurants in Ireland and its dedication to excellence within the food industry. We look forward to working with them over the next two years to further enhance our fine dining and hospitality offering." "As a company, our vision is to be the uncontested leader in the medium and high end food service market and we are delighted to work with a company on the scale of Compass Group Ireland," said Stuart Campbell, managing director, La Rousse Foods.

MAY CONTAIN?



Allergen testing that you can rely on.

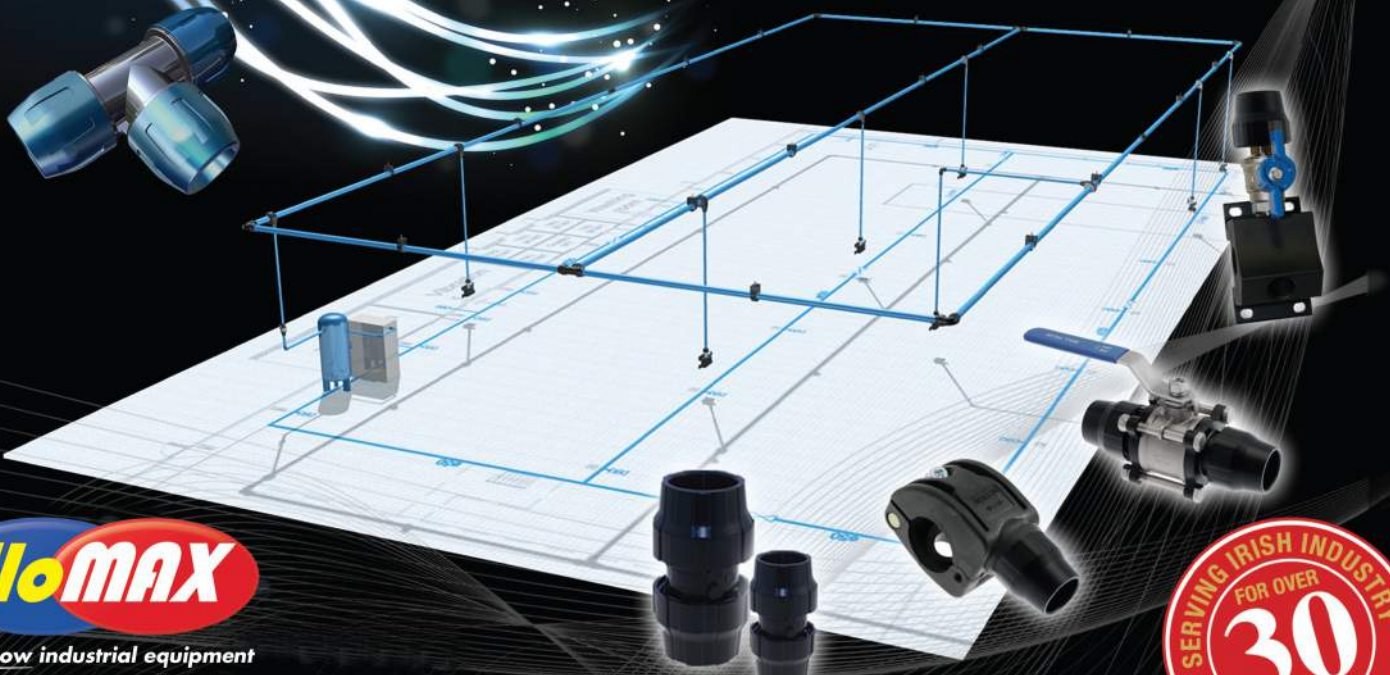


CONFIDENCE IN RESULTS

WWW.EUROFINS.IE • INFO@EUROFINS.IE • 01 431 1306

aircom

Pipes and Fittings for compressed air



we know industrial equipment

floMAX Limited c/o Pneumatics Group,
Old Naas Road, Bluebell, Dublin 12
P: 1890 201 444 F: 1890 201 888 E: sales@flomax.ie

WWW.FLOMAX.IE



17 **EU Trade Agreement With Canada Could Boost Irish Exports By €1.2bn P.A.**

Irish exports to Canada could double from an estimated €1.2bn p.a. to €2.4bn p.a. under a new Trade Agreement recently signed between the EU and Canada. In addition, an impending EU trade deal with the U.S. has the potential to boost exports even further.

These benefits were highlighted at a seminar in Dublin hosted by European Movement Ireland entitled **'Trading our way to prosperity: The EU and Free Trade Agreements'**. The event, which was supported by Irish Life, was part of EM Ireland's programme of events to mark the organisation's 60th anniversary.

The potential impact on Ireland of these EU trade agreements was discussed by a panel of speakers including;

- Leo Varadkar, TD, Minister for Transport, Tourism and Sport
- Paul Mahon, President and CEO, Great-West Lifeco
- Catherine Day, Secretary General, European Commission.

The seminar was chaired by Maurice Pratt, Chairperson, European Movement Ireland.

Speaking at the event Leo Varadkar, TD, Minister for Transport, Tourism and Sport said:

“I want to pay tribute to the sterling work that European Movement Ireland has been doing for the past 60 years to encourage debate and engagement on European issues in Ireland. While today it is dealing with free trade issues, next week it will be working in primary and secondary schools helping to open the eyes of our next generation to European issues. Given the transatlantic flavour of today's event, I must draw attention to the fact that last year was the best ever year for visitors from North America and I expect further growth in that market this year.”



(Catherine Day, Secretary General of the European Commission, Maurice Pratt, Chairperson, European Movement Ireland, Paul Mahon, President and CEO, Great-West Lifeco)

Paul Mahon, President and CEO of Great-West Lifeco - which acquired Irish Life last year and employs 3,000 people in Ireland - spoke of the benefits of the Comprehensive Economic and Trade Agreement (CETA) involving the EU and Canada, which was signed in late 2013. Mr Mahon said he believed this represented a huge opportunity for Ireland in particular.

“It's estimated that CETA could raise bilateral trade by 23% or €26bn. The benefits are estimated to be €11.6 billion for Europe and €8.2 billion for Canada. With almost half the benefits expected to be in services and Ireland having such a strong base in service related industry, there is a huge opportunity here for Ireland.

“Great-West Lifeco has seen first-hand the benefits of doing business in and from Ireland. With its skilled workforce and ability to serve as an English speaking hub for access to the rest of Europe, Ireland has an opportunity to capture a disproportionate amount of the benefits that will be generated by CETA.”

According to Catherine Day, Secretary General of the European Commission, the European Union is negotiating a new generation of trade agreements as part of its overall strategy to stimulate growth and jobs in the EU. These trade agreements with the world's most developed countries like Canada, the US, and Japan, can give a major boost to trade and investment and they will go beyond traditional tariff reductions. Some of their most important features include regulatory co-operation, aiming to reduce the cost and administrative burden of selling into different markets. “Ireland is well placed to take up and benefit from these opportunities as economic recovery in the EU strengthens,” she concluded.



QUALITY PACKAGING MACHINERY • QUALITY PACKAGING MATERIALS

Shrink Wrapping Materials
Shrink Wrapping Machinery
Flowwrapping
Tray Sealing Machinery
Hot Foil / Thermal Ribbon
Pallet Wrappers



Shrink Wrapping



Flow Wrapping



Tray Sealing &
Thermo Forming



For Further Information
Visit: www.qpm.ie
enevin@qpm.ie service@qpm.ie



Carlsberg Cuts Forecast



Carlsberg, the world's fourth-biggest brewer, has reduced forecasts for earnings because demand in Russia will shrink more than anticipated in the company's biggest market. Operating profit and net income adjusted for one-time items will rise by low single-digit percentages this year, slower than the mid-single-digit gains foreseen earlier, the Copenhagen-based company said in a statement.

Industrywide demand in Russia, where Carlsberg is the largest brewer, will shrink by a mid-single-digit amount. Household spending in Russia is being squeezed as inflation accelerates amid a drop in the ruble prompted by the government's conflict with Ukraine. Carlsberg was already expanding elsewhere, especially in Asia, as growth in Russia was hampered by tighter rules to curb drinking. Beer volume on an organic basis fell in eastern Europe in the first quarter as well as in Asia, where the company posted an increase last year.



Carlsberg is also expanding in Asia to seek relief from Europe, where slow economic growth and unemployment rates near record highs are weighing on consumer spending. Beer volume declined organically by 5% in Asia in the first quarter, compared with a 10% increase in final three months of 2013 and a 6% gain for all of last year. Western European volume rose 3% while dropping 7% in eastern Europe.

REDBROOK TEAMS UP WITH ULRICK & SHORT TO MEET DEMAND FOR CLEAN LABEL GLAZES



Growing demand for clean label products in Ireland is being met by Ulrick & Short Ltd

through its distributor in the Emerald Isle, Redbrook Ingredient Services – a company synonymous with supplying innovative specialist ingredients.

Established in 1992, Redbrook is one of Ireland's leading suppliers of niche functional ingredients for the meat and savoury food processing sectors – making it an ideal partner for British-owned clean label starch specialist Ulrick & Short.

Redbrook, renowned for its technical expertise and customer support, supplies a variety of Ulrick & Short ingredients including clean label bakery glazes from the Eziglaze range, Synergie maize and tapioca starches used for improving texture and increasing stability and Ezimoist, the phosphate replacer for cooked and cured meats.

Ulrick & Short's non-GM Eziglaze products are suitable for all different pastry types and are perfect for sausage rolls, chilled or frozen pies, hot cross buns and morning goods, among other applications. These ingredients can be declared as a starch or cornflour to simplify and clean up labels. A further addition to the range, Eziglaze C is especially suitable for freshly baked goods and is declarable as wheat. All of these glazes are egg and milk free, contain no additives and are microbiologically stable. Simple to dissolve in cold water, the glazes are suitable for use in both craft bakeries and with automated applications. The Eziglaze range is much more cost-effective than other commercial glazes with increased functionality and significantly lower associated hygiene risks, and is also free from artificial colours, flavours and additives. A key benefit of Ulrick & Short's starches is that they are supplied in powder form and can be stored at ambient temperature for up to two years – a massive advantage over egg, milk and other commercial glazes.

Redbrook Technical Account Manager, Mary Cassidy, said: "Clean label starches are very important to customers and retailers and Ulrick & Short's range of non-GM, clean label ingredients are incredibly versatile. They offer superior performance at a stable price, with significant added benefits of extended ambient storage and ease of use.

"Redbrook is committed to establishing not only a good business relationship with its customers but a lasting technical relationship which it believes is of paramount importance to the future of the food industry. Working with high quality, reliable ingredient suppliers such as Ulrick & Short allows us to effectively meet the requirements of Ireland's dynamic food sector."

Ulrick & Short supplies household name food manufacturers across the world with naturally gluten-free non-GM ingredients, and innovates across a diverse range of food industry sectors including bakery, meat, dairy, soups and sauces. The company has a team of dedicated sector specialists and food technologists based in Yorkshire and works hand in hand with customers to maximise value from product development.



Dairygold Food Ingredients (DFI) has launched its award-winning soft cheese in a stirred format. Presenting a wide range of benefits for the dairy industry and the wider, overall, food sector, the UK-based company's latest product is suitable for a variety of applications, including baked desserts, batter mixes, cake frosting, soups, sauces and salad dressings.

Due to its consistency, the creation can also be processed through pipeline systems by manufacturers who do not have the facilities to handle set soft cheese, but are able to process liquid cream.

Svitlana Binns, marketing manager for DFI, said: "Stirred soft cheese, as well as being conveniently pourable and easy to mix with other ingredients, enables manufacturers and foodservice operators to meet the growing demand for healthier alternatives."

DFI's stirred soft cheese is available in 1-tonne containers.

Carbery Group announces strong performance in 2013



Carbery Group has announced a strong operational and financial performance in its 2013 annual results. The Group saw an 11.9% increase in their 2013 turnover to €318.3m (2012: €284.6m) and an increase of 23% in PBT to €13.0m (2012: €10.6m).

Carbery Food Ingredients, which comprises of its nutritional ingredients business and its flavour and taste business, Synergy, performed well for the Group.

Carbery's continuing focus on high value nutritional applications brought about direct benefits to its ingredients division, while investment in R&D and process, based on its Optipep hydrolysed whey technology, resulted in a range of new products being brought to market during the year. These new products were targeted to the infant formula and clinical nutrition sectors.

Carbery also made significant investments in new infrastructure and partnerships internationally. In 2012 the Group entered into a joint venture in Southern Brazil, with local multinational, BRF, to build and run a new whey processing plant on the site of BRF's large cheese facility at Rio Grand Do Sol State. Completion of this facility is expected in 2014 with plant commissioning scheduled for Q4. Commenting, Dan MacSweeney, CEO of Carbery Group (above) said: "This joint venture gives us access to large volumes of fresh whey which we will convert into valuable nutritional ingredients, using Carbery's expertise. We are very excited by the potential of this development for the rapidly developing Latin American food and beverage markets." Synergy had another robust year with business continuing to see strong organic growth. Key highlights for the year included the opening of a new flavour facility at Wauconda, Illinois, and a new manufacturing facility in Thailand to serve the emerging markets of South East Asia. Synergy UK are currently completing construction of new state-of-the-art sensory laboratories at their High Wycombe site. These investments strengthen Synergy's ability to serve its global customers quicker and more effectively with an enhanced geographical footprint and cutting-edge technical capabilities. Dan MacSweeney added: "There is now a universal focus on the creation of healthier and tastier food and beverages. Today, more than ever before, the insights from science are sought to provide stronger and more compelling nutritional arguments. Carbery's innovation is focused on helping our customers to satisfy these market needs through bioactive milk fractions and flavours solutions".

21 Food Ingredients News - Food Ingredients News - Food Ingredients

The free-from foods market is booming in many parts of the world

Source: Innova Market Insights, The free-from foods market is booming in many parts of the world, widening into new categories and increasingly moving into the mainstream with introductions from major manufacturers and brands. Leading supermarket multiples are dedicating more shelf-space and improving in-store signage, as well as offering their own brand ranges in many instances. According to Innova Market Insights, considerable effort has gone into developing gluten-free and lactose-free products globally in recent years, but at the same time the whole free-from category is widening out to include broader definitions such as dairy-free, additive- and preservative-free and even, increasingly, GM-free. The clean-label trend has moved forward considerably in recent years and nearly 13% of total food and drink launches recorded globally in 2013 used additive- and/or preservative-free claims, up from 10% in 2008. Lu Ann Williams, Director of Innovation at Innova Market Insights says: "While claims using the term 'natural' have increasingly come under fire for lack of clarity regarding definition, the use of additive-free and preservative-free claims has been able to move forward relatively unhindered." Williams notes: "It is clear that the free-from sector is set for further growth, with interest continuing to spread from those diagnosed as specific allergies and intolerances, via the self-diagnosed to those with a more general interest in health and wellbeing." "The ongoing development of a greater range of products with a high-quality image and a good-taste profile is helping this along," she concludes.

Coca-Cola, plans to remove a controversial ingredient from some of its US drinks brands by the end of this year, following an online petition. Brominated vegetable oil, or BVO, is found in Coca-Cola fruit and sports drinks such as Fanta and Powerade. Rival Pepsi removed the chemical from its Gatorade sports drink last year. In Japan and the European Union, the use of BVO as a food additive is not allowed. Pepsi has a plan to remove the ingredient from its entire product portfolio. It uses BVO in its Mountain Dew and Amp Energy drinks sold in the US. BVO has been used as a stabiliser in fruit-flavoured drinks as it helps to prevent ingredients from separating. According to medical researchers at the Mayo Clinic, excessive consumption of soft drinks containing BVO has been linked to negative health effects, including reports of memory loss and skin and nerve problems. BVO was dropped from the US Food and Drug Administration's "Generally Recognised as Safe" list of food ingredients in 1970. However, drinks companies in the US are allowed to use BVO at up to 15 parts per million. Coca-Cola spokesman Josh Gold stressed the move to remove BVO was not an issue of safety. "All of our beverages, including those with BVO, are safe and always have been - and comply with all regulations in the countries where they are sold,"

China Huishan Dairy Holdings (Huishan) and Dutch dairy company Royal FrieslandCampina have entered into exclusive talks on creating a joint venture to produce, market and sell high-quality infant milk formula in the People's Republic of China. The purpose of the joint venture is to operate a fully integrated infant milk formula supply chain. Both companies will continue to run their existing infant milk formula businesses separately. In this joint venture, Huishan and FrieslandCampina will leverage their respective experience and expertise to produce, market and sell high-quality infant formula products in the People's Republic of China. Huishan will provide its high-quality raw milk from its own dairy farms in China to the joint venture and the joint venture will produce and market infant milk formula. The two companies will continue to run their existing infant formula businesses separately. As such, Huishan will carry on marketing its own brands. And FrieslandCampina's Friso brand will still be exclusively produced in the Netherlands and marketed by FrieslandCampina.

Cargill has obtained approval for the use of sunflower lecithin in Japan, the only country in the world where it had not previously been approved for food applications. Approval means that Cargill's Topcithin sunflower lecithin, a clean label non-GM emulsifier – made from oilseeds for which GM plant varieties do not exist at a commercial level – is available to customers in Japan for the first time. It also means food companies worldwide can export products containing Topcithin sunflower lecithin for sale in the growing Japanese market.

Anuga FoodTec positions **"Food Ingredients"** as a new exhibition segment

Anuga FoodTec underlines the significance of functional ingredients in the production chain

Targeted offer for production managers and product developers



The coming edition of Anuga FoodTec from 24 to 27 March 2015 in Cologne is positioning the theme "Food Ingredients" as a new exhibition segment and is thus adding an important element for the production of food and beverages to its wide spectrum of exhibits. The focus here lies on functional ingredients. They change the consistency of products and are indispensable in the production process of numerous foodstuffs. The especially designed display area "Meeting Point - Food Ingredients" is a communication and exchange hotspot. The suppliers of ingredients have the opportunity to participate here at attractive conditions or to present themselves individually in the immediate vicinity directly opposite the decisive target group of product developers and plant managers. The Anuga FoodTec - the international suppliers fair for the food and beverage industry - will host over 1,300 exhibitors from around 40 countries and approximately 43,000 industry experts from 131 countries. Anuga FoodTec is organised by Koelnmesse and the DLG (Deutsche Landwirtschafts-Gesellschaft – German Agricultural Society). The "Meeting Point - Food Ingredients" gives the theme ingredients a clear profile and a clearly visible positioning within the Anuga FoodTec, which thanks to its cross-industry concept covers all aspects of food production - from the processing through to the packaging. The Anuga FoodTec fair is therefore a must for decision-makers from all areas of production, both on a national and international basis.

For instance for production and plant managers, CEOs, commodity buyers as well as decision-makers from the research, development and marketing sectors. For the target group of product developers and plant managers, the suppliers of food ingredients are particularly important contact partners when it comes down to the optimisation of production processes. The suppliers of food ingredients can reach precisely this decisive target group at the Anuga FoodTec much more efficiently than at other trade fairs.

The Anuga FoodTec is concentrating on the offer of ingredients, both spatially and in terms of contents, with its "Meeting Point - Food Ingredients" concept. Interested companies can choose from a selection of different participation models: from individual solutions, to financially attractive "Smart & Easy Packages", through to "Workstations" for small budgets. The "Meeting Point" concept also foresees a central stage for lectures, which participating companies can also make use of. Furthermore, innovative products can attract additional attention in the "New Product Zone", a separate presentation area.

The attention-grabbing positioning of the "Meeting Point - Food Ingredients" in the heart of the fair's activities offers a perfect platform for engaging in dialogues with users from the production and product development sectors.

Functional ingredients encompass additives for quality optimisation, process control, they are used to improve the structure and extend the shelf-life and include anti-oxidants, dyes, flavours, emulsifiers, fibres and stabilisers. The fact that Anuga FoodTec is focusing on their presentation clearly underlines their significance within the production chain.

Further information is available at:

www.anugafoodtec.de or www.anugafoodtec.com

Approval for Irish Dairy Companies to Export to China

€170M PER ANNUM EXPORTS SET TO GROW FURTHER

Minister for Agriculture, Food and the Marine, Simon Coveney TD has welcomed the results of an audit of Ireland's dairy sector by the Chinese authorities, which means that Irish plants have been found to fully meet the standards of China's new food safety laws.

The Minister welcomed the publication of the final outcome of the audit, saying that "it is an excellent result that Ireland has achieved 100% compliance with the Chinese requirements, and every company that applied for access has been accepted. This is further evidence of the value placed on both our dairy exports and our regulatory standards by key markets around the world. This outcome also demonstrates why 3 of the top 4 infant formula companies in the world have chosen to locate in Ireland and why we remain the best country for inward investment in the food sector"



China is introducing new food safety regulations which came into force with effect from, 1st May 2014. To be allowed to continue to export to China required compliance with these regulations and the Chinese authorities conducted an inspection audit of the dairy production chain, with a focus on infant formula exporting plants, in several countries over the past few months. The audit team visited Ireland in April, prior to which the Department of Agriculture, Food and the Marine accompanied by industry representatives visited Beijing for discussions with the Chinese authorities.

The positive outcome means that over 30 Irish dairy companies are now in compliance with the new Chinese regulations. Minister Coveney thanked all involved in the audit noting that the positive outcome was the result of nine months of intense engagement by his Department, Bord Bia, the Irish Embassy in Beijing and Irish dairy industry with the Chinese authorities. Irish dairy exports to China were worth some €170m in 2013 which had increased from just €50m in 2011. The Minister added that "our partnership with China on agri-food issues stems from a common emphasis on the production of high quality food underpinned by safety and reliability. I am delighted that this audit result represents a further endorsement by China of the robust food safety and security systems in place throughout the production chain in Ireland. I would like to thank the Chinese authorities for their constructive engagement through this audit process and we very much look forward to deepening our partnership in the future.

Concluding the Minister said. "This approval will allow the Irish dairy sector to build on their already formidable reputation in international markets, and in the increasingly important Chinese market, and to further capitalise on Ireland's reputation for green, efficient, high quality dairy production. The abolition of dairy quotas this time next year will be an historic moment for Irish agriculture and will mean that the Irish dairy sector can start to fully realise its potential in key markets such as China".

The Vacuum Pouch Company

The UK's leading supplier of vacuum packaging products – for over 25 years



- | | |
|----------------------|------------------------|
| Vacuum Pouches | Thermoforming Films |
| Gas Flushing Pouches | Tray Lidding Films |
| Boilable Pouches | Vacuum Machines |
| Barrier Shrink Bags | Printed Vacuum Pouches |



Official distributor of Henkelman Machinery



For next day delivery, visit us at www.thevacuumpouch.co.uk or call us on **0161 797 2222** and we'll send you our **latest brochure** and **FREE sample pack**



If you find a lower price for vacuum pouches that are equal quality and specification, we will beat the price – **GUARANTEED.**

@vacuumpouch 
Follow us on Twitter for our latest news and special offers

 **The Vacuum Pouch Company**
Specialists in Vacuum Packaging

 all our products are **BRC/IOP** certified

25 Irish Exporters Association Announces New Latin America Trade Forum



Joe Costello TD, Minister for State at the Department of Foreign Affairs and Trade with responsibility for trade and development recently launched the Irish Exporters Association's new Latin America Trade Forum (LATF) initiative. The LATF will support Irish companies looking to export to Latin America and promote and foster trade, economic and commercial relations between Ireland and Latin America. The event is supported by the Department of Foreign Affairs and Trade and Enterprise Ireland with sponsors Arthur Cox, Digicel, Fyffes, FEXCO Commercial FX Services, KPMG and World Courier, and based at the offices of the Irish Exporters Association. Through the IEA, the LATF led by Chairman Patrick Daly will seek to position itself as the umbrella group bringing Ireland and Latin America focused companies, industry organisations, educational bodies, government & diplomatic services together. It will also seek to increase connectivity to resources on the ground, through government and local industry groups that will assist Irish companies establish themselves in the market.

As part of the 2014 programme, working with its six founding sponsors, the LATF will engage with government to develop and influence policy on trading with Latin America and will develop a long term strategic plan for the Latin America Trade Forum. Input will be sought from the Irish business community and other key stakeholders throughout 2014. This position paper will serve as an overview of the trade and economic dynamics with a goal to launch a discussion on policies for supporting trade and investment growth between Ireland and Latin America.

Welcoming the initiative, **Joe Costello** TD, Minister for State at the Department of Foreign Affairs and Trade with responsibility for trade and development said: I am convinced that Latin America offers exciting opportunities for Irish companies as we move forward with our dynamic, export-driven growth. We already have significant interests there, and I am confident that the Latin America Trade Forum will provide further support to Irish businesses that have an interest in pursuing opportunities in this dynamic part of the world. **Simon McKeever**, Chief Executive of the Irish Exporters Association commented: "There has never been an easier time to compete in international markets through effective supply chain management and in a highly competitive environment such as Latin America, businesses need support on the ground. The LATF will be a stable organisation to advise and support Irish companies looking to export to Latin America, promote relations through connectivity and support two way trade.'

Conor Fahy, Regional Director Latin America, Enterprise Ireland said: "Enterprise Ireland strongly supports the establishment of the Latin America Trade Forum (LATF) which will provide a very welcome additional support for Irish companies expanding their export footprint into Latin America." **Mark Sheridan**, Business Development Manager, FEXCO Commercial FX Services commented: "The role an export-led economy is playing, and will continue to play, in Ireland's recovery is well documented. Companies large and small are investing significant time and resources into entering new international markets. The Latin America region in particular is presenting significant opportunities for indigenous Irish companies to expand their products and services. The LATF will provide valuable support to both Irish and Latin American businesses as trade links between the two regions develop and grow. FEXCO is on hand to provide these organisations with the foreign currency risk management, treasury operations and international payments solutions necessary to trade securely and profitably overseas."

Donal Pierse of Fyffes Plc said that as a company that has been doing business in Latin America for over a half century Fyffes welcomes this trade initiative with Latin America.

Michael O'Kane, Business Development Manager with LATF sponsor World Courier highlighted that with an extensive network of offices and clinical depots throughout Latin America, World Courier, is truly delighted to offer its guidance and expertise in forging new trading partnerships between Ireland and this important trading region.

Moy Park reports strong sales growth for 2013



Moy Park have just announced results for 2013 showing increased profits and strong growth in sales for the business. Revenues for the year increased by 10% to £1.2billion and profit before tax rose to £33.8million.

For the fourth consecutive year, Moy Park has also been named Northern Ireland's number one company in the Belfast Telegraph's Top 100 companies list.

Moy Park Chief Executive, Janet McCollum (below), said, "The business delivered a strong financial performance in 2013 in what were challenging economic and trading conditions and against a backdrop of high commodity input costs. The company's performance reflected the great efforts and contribution of the Moy Park team in expanding sales and controlling costs while investing for future growth."

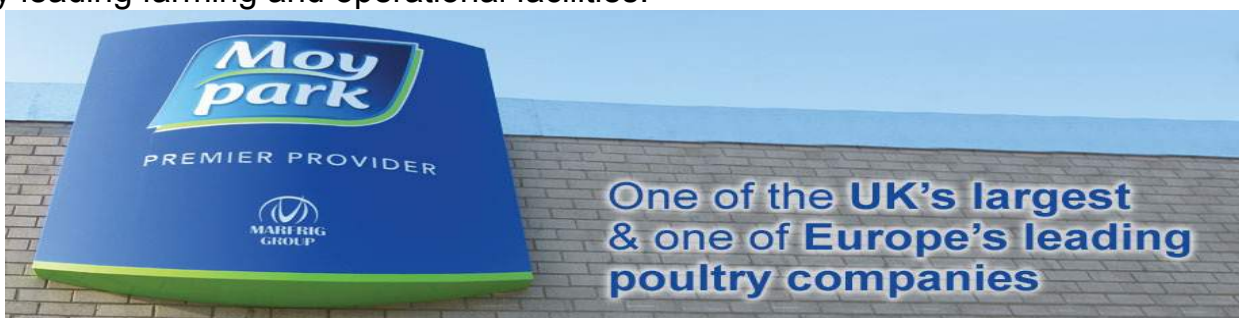


"We achieved strong growth across both retail and foodservice channels in the UK, Ireland and Continental Europe. We were also very pleased that our own Moy Park brand gained further market penetration in Ireland. Moy Park is now Ireland's leading poultry brand and is purchased by over 50% of households."

Janet McCollum continued, "The demand for locally sourced poultry from the major supermarkets in the UK and Ireland has increased. This, together with underlying market growth reflecting the popularity of poultry meat amongst consumers, has enabled Moy Park to increase fresh poultry and convenience foods sales through successfully growing with both existing and new customers."

"A major part of our success has been, and will continue to be, our commitment to the production of high quality products and striving to exceed customer and consumer expectations through innovation, food development, consumer insight and category marketing."

Looking ahead, Ms McCollum said, "Moy Park is well positioned for continued growth. In 2014 and in subsequent years our plans are to continue to grow the business through investment in industry leading farming and operational facilities."



She concluded, "Through great people and strong teamwork, the business is focused on the continued improvement of all of our operations in what remain highly competitive markets. In doing so, we will strive to ensure that our product quality, integrity, people and food safety is amongst the best in the industry. Moy Park continues to strengthen partnerships with our customers as we work together to meet consumers' needs for fresh, convenient, affordable and innovative products."

P.J. BONER & CO. LTD.

Providing Quality Services,
Projects and Products
Since 1978.

CALIBRATION

- Expert Calibration Service
- ISO9001:2008 Certified
 - Nationwide Service
 - Flexible Schedules
 - Traceable Calibrations
 - Fully Qualified Staff
- Online Certificates & Reports

INSTRUMENTATION

- Instrumentation Sales
- Measurement & Control
 - Leading Manufacturers
 - Technical Support
- Calibration Prior to Dispatch
 - Project Procurement



SYSTEMS

- Wireless Temperature Monitoring Systems
- Weighing Control Systems Including Batching
 - Alarm Monitoring
- Calibration & Maintenance Management System

WEIGHING

- Calibration, Service and Sales
 - Legal Metrology Service Authorised Verifiers
 - Analytical/Precision Balances
 - Bench/Platform Scales
 - Retail EC Approved
 - Platform, Check, Counting
- www.scales.ie



**Pharmaceutical - Medical Device - Food - Dairy - Beverage
Manufacturing - Water - Chemical - Retail**

P.J. Boner & Company

Web www.pjboner.com

Shop www.scales.ie

Mail sales@pjboner.com

Phone +353 (0)1 4505050



28 IRISH COMMERCIALS Bespoke Solutions, VOLVO Quality and the Benefits of Gold Maintenance Contracts made it an easy call for LA ROUSSE FOODS.



Tristan Geoghegan Financial Controller of La Rouse Foods worked closely with Joe Lynch of Irish Commercials and through an excellent process of consultation secured a deal for 12 new model Euro6 Volvo FL12 tonne rigids', built to specification – the ideal solution for this pioneering fine foods company. Working with Irish Commercials whose offering included the guarantee of the unrivalled support and total fleet solution covering every aspect of the vehicle, made Tristan's decision very easy indeed.

Each of these new trucks, are maintained on Volvo's Gold Contract which has been designed to also include the vehicles' fridge, tail lift and tyres and road tax. "The fixed costs offered by the gold contract, the full transport solutions and general after-market back up offered by Irish Commercials was a win-win for us" Tristan explained. "This offered us immediate and obvious benefits in terms of the management, operation, administration and cost of running our fleet". Specification for the new vehicles took into account the needs of the business and driver safety and ergonomics with the inclusion of , electronic stability programme, manual gearbox reverse camera, hill hold, cruise control, suspended heated seats, 21ft Quinn Multi-temp fridge body, Ballinlough Thermo T800 Multi-temp whisper fridge, double side door, triple rear door, personal access door and a data acquisition system enabling remote management and monitoring of the fridge temperatures. The Dhollandia slimline 1½ ton slide away tail was an ideal solution for working in challenging urban environments.

All drivers were delighted to complete a comprehensive driver training programme with Irish Commercials and are delighted with their new Volvo trucks.

Irish Commercials

Emily Smith, Marketing Manager

Tel: 045 879881 Mob: 087 1656111

Millennium Park, Naas, Co.Kildare - Glencaul, Oranmore, Co.Galway



Simple cost
effective
solutions

Why choose Multivac?

- Innovative packs
- Design expertise
- Pack quality & seal
- Machine reliability
- Training
- Service & support
- Global experience
- Value for money

Whatever your business size, we have a range of:

- Traysealing
 - Thermoforming
 - & Chamber Machine
- packaging solutions to meet your needs.

To find out more about our innovative packaging machines. Please call (01) 413 3200 or email: info@ie.multivac.com



MULTIVAC
BETTER PACKAGING

Packaging innovation from Multivac

www.multivac.com

www.vacit.ie

Multivac Ireland Ltd. Unit 5, 2050 Orchard Avenue, Citywest Business Campus, Co. Dublin. T. 01 413 3200 F. 01 4133205

Eurofins Food Testing Ireland Ltd

One Stop Shop For All Your Analytical Needs

Eurofins Food Testing Ireland Ltd is a subsidiary of Eurofins Scientific.

With €1.1 billion annual revenues and over 12,000 staff in more than 180 laboratories across 35 countries, Eurofins Scientific is the world leader in food and pharmaceutical products testing.

Eurofins Food Testing Ireland Ltd operates two sites: INAB, TLS & M&S accredited Microbiology Laboratory in Dungarvan, Co. Waterford Food Chemistry Service Centre in Dublin.

Eurofins Food Testing Ireland Ltd can provide our clients with an unparalleled access to a portfolio of over 100,000 analytical methods addressing the authenticity, origin, safety, identity, composition and purity of biological substances.

To see how Eurofins can assist your business, please contact us on:

Tel: 01 431 1306
Fax: 01 431 1308
Email: info@eurofins.ie
www.eurofins.ie

● Food Testing

● Environmental

● Pharma

● Food Packaging

 **eurofins**

CONFIDENCE IN RESULTS

WWW.EUROFINS.IE • INFO@EUROFINS.IE • 01 431 1306

China has issued a temporary ban on the import of British cheese amid Beijing's concerns over hygiene issues. UK dairy farmer representative body DairyCo issued a notice highlighting the ban, which said "issues related to maintenance, air sanitisation, raw milk transport temperatures and chemical storage were cited as the reasons for the temporary ban". An inspection tour by Chinese officials in April took place to ensure all UK suppliers of dairy products conformed to the new Chinese food safety law which came into force on the 1st May. Under the law, only products manufactured at facilities that have been approved by Beijing's Certification and Accreditation Administration are allowed to enter the country. The block on UK cheese does not apply to products made before 1 May, DairyCo said. "The ban will remain in place until all UK cheese plants exporting to China are audited by the local authorities," said the statement.

Allied Bakeries, in the UK has announced the completion of a £25m investment into the revamp of its facility in West Bromwich. The investment has seen the plant benefit from a new building, installation of the "latest" ingredient handling technology and electric and mechanical improvements "delivering increased productivity and greater energy efficiency". The new plant has the capacity to produce 8,500 loaves an hour.

John Jackson, regional general manager for Allied Bakeries, said: "Investment and innovation has long been a real focus for Allied Bakeries as we look to the long term. West Bromwich is part of our continuing drive to future-proof our business infrastructure and provide customers and consumers with the freshest bread possible, sustaining our position as supplier of choice."

UK meat-free goods manufacturer Quorn Foods is to make a £30m investment into increasing its production capacity, a move that will see 100 jobs created.

The firm said the decision to grow at its Billingham site was made "on the back of record sales growth" over the last year. The first quarter of 2014 has seen sales up 13.5%.

Quorn is currently exporting to 13 countries. The expansion, which includes the creation of a third fermenter at the plant, will allow it to increase production by 50%.

Kevin Brennan, chief executive of Quorn Foods, said: "While most of the food industry is seeing very little growth, the last 15 months have been our best yet, with the company recording double-digit growth every month.

"A big factor behind this has been the fact that an ever growing number of people are rethinking their meat eating habits and realising that 500 meals a year with meat is too much for our health and the planet.

Irish manufacturing is growing at a rate that hasn't been seen since February of 2011 as the construction industry begins to recover, according to the latest Investec monthly Purchasing Managers' Index. The headline figure that captures the health of the Irish manufacturing sector rose for the third month in a row, posting a rise to 56.1 in April, up from 55.5 in the previous month. For the first time in recent years the panel of companies that Investec use to monitor the health of the manufacturing sector reported that the construction sector was placing new orders.

Investec Ireland's chief economist Philip O'Sullivan said construction and export orders had driven an increase in new orders. The rise in new orders is expected to feed through to an increase in employment with companies saying they plan to grow staffing levels.

The report noted that the one risk is that input prices are rising while output prices are in decline due to deflation, creating "strong competitive pressures".

More than 90% of Cork-based businesses are confident regarding their futures, but nearly a third still have working capital concerns. The data forms part of Cork Chamber's latest quarterly economic trends survey; which shows that businesses in the county remain broadly confident on the back of positive increases in turnover, net profitability and employment levels during the first three months of this year. However, the survey also shows that 31% of firms — across a mix of sectors and company size — still see the attainment of adequate levels of working capital to be a problem for their business; with many choosing to address the issue by delaying outgoing payments or using personal funds to remain on track.

31 Mocon Donates Instruments to the Food Packaging Group at UCC



MOCON, Inc, the world's leading manufacturer of permeation instrumentation, is announcing its support of the Food Packaging Group, School of Food and Nutritional Sciences, University College Cork (UCC), Cork, Ireland.

Working in partnership with Joe P. Kerry, Ph.D.(below), and food packaging technologist and senior lecturer at UCC, MOCON will be donating oxygen, carbon dioxide and water vapor permeation instrumentation as well as package integrity test equipment and headspace analyzers. This instrumentation will be used to further technology and innovative packaging-based education at the university, as well as help support the research needs of the Irish food and packaging industries.



“We have worked with Dr. Kerry for several years and recognize his reputation as a leader in the field of packaging technology,” said Doug Lindemann, vice president, MOCON. “Providing these tools to enhance the university’s ability to further packaging technology in this important market is a natural progression of our relationship.”



Long responsible for creating industry standards for permeation and other packaging-related instrumentation, MOCON has had an ongoing commitment to support educational efforts. This announcement is just one more example of MOCON's desire to help train the next generation of packaging professionals on leading-edge technology.

Monitor and Manage your HACCP



NEW

MVP ICON is a pioneering system that measures and records ATP as well as other key **HACCP** parameters.

It provides **NEW** management tools to ensure your program's success

Designed with quality management in mind, the **MVP ICON** Dashboard software provides a real-time snapshot of key program metrics that are essential to managing your **HACCP** program.



Contact sales@analab.ie or Tel Dublin 01-4069464 to arrange a demonstration of request further information

BIOCONTROL

Results. Right now.

Fischbein Saxon have it all BAGGED UP !

Manual, labour intensive bagging process ?

Call us today to discuss one or a combination of the below machines to see how we can save you valuable time and money.

FISCHBEIN COMPANY
THE LEADER IN BAG CLOSING TECHNOLOGY



Sewing Systems

From low cost, robust portable sewing machines, mini systems for easier handling, high speed sewing systems with integrated bag clammer and conveyor for automated hands free handling, along with all sewing threads & crepe paper.



Bag handling / stacking machinery

Filling stations, automatic bag placers, bag top formers for auto entry into closing method, conveyors, kickers, turners and high speed, reliable palletizers with / without Integrated wrapping facility. See payback in under two years !



Sealing Systems

From low cost, manual sealers either bench top mounted or pedestal models to Higher speed hot air, band or radiant continuous Saxon sealers. An array of options available for bar coding, bag trimming, dust free sealing to ATEX versions & more.

Combined Closures

For dust free, sift proof closures bag gluing, inner liner sealing, or combining the two methods can be achieved on our range of PINCH bag closures, PINCH Inner liner sealers and Double Roll closures. Popular in milk and fine powders industries.



www.fischbein.com/eastern

08443722877

sales@fischbein-saxon.co.uk



Ulster Bank is calling on SMEs across the island of Ireland to enter the 20th Ulster Bank Business Achievers Awards. The awards are open to businesses across all sectors and entries are submitted via Ulster Bank's Business Achievers Awards website – BusinessAchieversAward.com

Speaking about the awards, chairperson of the national judging panel, founder of Lily O'Brien's and the Jack and Jill Foundation, Senator MaryAnn O'Brien, said: "I am delighted to chair the national judging panel for the 20th anniversary of the Ulster Bank Business Achievers Awards. This is a fantastic awards programme which has been rewarding SME success and providing the opportunity to generate brand exposure, for 20 years. The long list of previous winners is littered with many successful companies that won awards in their infancy and have gone on to become strong, household names. I look forward to being inspired by the dynamic business and entrepreneurship stories that exist all over the country." Also speaking about the awards, Ellvena Graham, Managing Director of SME Banking at Ulster Bank, said: Over the past 19 years, hundreds of businesses have passed through our awards programme. It's alumni includes business people and household names from all sectors – such as Glenisk Foods, Mcor Technologies, PM Group, Glenilen Farm, The Sofa Factory, Saba Restaurant, and Tayto Park." "Ulster Bank has always been at the heart of the business community across Ireland – providing support from start-up phase right through to global expansion. We strive to support SMEs as they are integral to Ireland's economic development. They support local commerce and provide both direct and indirect employment. This year's awards are about celebrating their achievements and the achievements of all of the companies that have entered the awards over the past two decades. We are delighted to be celebrating this milestone year and to have Senator O'Brien as our chair. We look forward to exploring and recognising some of Ireland's finest businesses and entrepreneurs." Ms Graham added.



The overall winner will receive a comprehensive prize package including a €50,000 publishing bursary with the Irish Independent, business mentoring from Enterprise Ireland, a full-service communications workshop, as well as national and regional media exposure.

Run in association with the Irish Independent, Enterprise Ireland, InterTradeIreland and SmallBusinessCan.com, the awards are now open for entry at BusinessAchieversAward.com. Deadline for submissions is on Friday, 26th September. You can follow all the action throughout the 2014 awards using [@ulsterbank_baa](https://twitter.com/ulsterbank_baa) and [#UBBAA](https://twitter.com/UBBAA)

ALS[®]

Labelling Solutions Limited



ALS Labelling Solutions

For all your Labelling/Coding & Marking Requirements

- Automatic Labelling Machines
- Print & Apply Labelling
- Label Printers
- Barcode Scanning & Vision Systems
- Service/Maintenance & Spares
- Handheld Scanners & Data Capture
- Thermal Transfer Ribbons
- Self Adhesive Labels
- Inkjet Systems

Ireland's Leading Supplier of Labelling Equipment & Consumables

Tel: +353 1 824 2643 • **Email:** info@labelling.ie

www.labelling.ie

**Providing you with
the solutions that stick!**



Cross-Border Cooperation Can Strengthen The Innovation Capacity Of Both Ireland And Northern Ireland, According To A New Report Published By The OECD



(Pictured at the formal presentation of the report to Ministers for Enterprise in both jurisdictions were, from left to right: Minister of Enterprise, Trade and Investment Arlene Foster MLA; Thomas Hunter-McGowan, CEO InterTradelreland; Martin Cronin, Chairman, InterTradelreland; Aidan Gough, Director of Policy, InterTradelreland; and Minister for Jobs, Enterprise and Innovation, Richard Bruton TD.)

A new report from the Organisation for Economic Co-Operation and Development (OECD) highlights innovation-driven growth as a major objective of the post-crisis recovery and the opportunities that working with cross-border neighbours can offer.

The study, which comprises in-depth case studies for six European cross-border regions including Ireland-Northern Ireland, found that enhanced cross-border cooperation for innovation can lead to greater global openness, increased regional attractiveness and competitiveness. The report identified key strengths and assets of cross-border innovation policy in Ireland and Northern Ireland, highlighting the role that InterTradelreland plays through the development and use of cross-border intelligence and its cross-border innovation programmes. Although the report commends the broad base of joint actions in the cross-border innovation mix on the island, it also reveals some barriers and weaknesses such as the insufficient linkages of Ireland-based multinationals with SMEs on both sides of the border or the differences in university regulations and study programmes.

Recommendations from the study include adopting a more strategic use of innovation-related Interreg funds, including the involvement of InterTradelreland. The OECD also encourages a more strategic approach to cooperation to ensure that cross-border policies and projects are in line with the strategic objectives of both jurisdictions and stronger cross-border leadership and finances from private and non-profit stakeholders.

Commenting on the report, Aidan Gough Strategy and Policy Director – InterTradelreland said: “Over the last fifteen years, we have worked closely with the relevant departments and institutions in both jurisdictions, to promote increased cross-border cooperation in the areas of trade and innovation. The report acknowledges the importance of that work but also challenges us to keep finding better ways to promote cross-border innovation. (Continued on p36)

“Studies like this allow us to learn from international best practice and encourage us to assist in the further development and exploitation of linkages for innovation between Ireland and Northern Ireland, making both regions more globally competitive” Mr Gough concluded.

Ireland's Minister for Jobs, Enterprise and Innovation, Richard Bruton TD said:

“Innovation is at the heart of our plans for jobs and growth, and we have put in place a range of new measures in the past three years to turn more good ideas into good jobs. Today's report shows that cross-border cooperation can enhance the innovation capacity – and ultimately economic growth – of both Ireland and Northern Ireland. We will continue to work hard in cooperation with our colleagues in Northern Ireland to the benefit of the economies and peoples of both jurisdictions”. The report was formally presented to the Ministers for Enterprise in both jurisdictions, Arlene Foster MLA and Richard Bruton TD by InterTradeIreland senior representatives Aidan Gough and Thomas Hunter-McGowan.

The full report can be accessed through the OECD link on the InterTradeIreland website:

Brewbot Toasts Export Success with Invest NI Assistance

Brewbot, the smart brewing technology created by Cargo IO in Belfast, has been assisted by Invest Northern Ireland to develop an innovative product that is now winning export business in the US, Canada, Europe, Australia, South Africa and Taiwan.

The company, which has created a unique craft brewing system that can be monitored and controlled by smartphone, has received R&D support and marketing assistance from Invest NI for the Brewbot micro-brewery and associated internet-linked sensors. Invest NI support for R&D is part funded by the European Regional Development Fund.

Ian Murphy, Invest NI's Director of Growth and Scalability, said: “Brewbot is successfully tapping into the fast growing craft brewing market, especially in the US and Europe.

“The Brewbot team has applied their software expertise to transform a hobby into a business that is attracting the attention of craft beer and ale enthusiasts and led to a series of orders for the smart brewing kit they've developed with R&D assistance.

“Our assistance has also enabled this small company to launch the innovative technology at international trade shows and technology events including the recent Mobile World Congress in Barcelona where it proved to be one of the most popular new product introductions. They've brought craft brewing into the mobile age,” he added.

Almost £200,000 worth of business has been secured by the company from customers in export markets. Jonny Campbell, Brewbot Creative Lead, said: “What our technology and starter kit does is to make it possible to brew consistently high quality beer with an iPhone or an Android mobile phone. “Our technology takes all the hassle from craft brewing such as water measurements, timing and temperatures and enables brewers to control the process effectively using the mobile internet. Our package includes advice on recipes and ingredients and guidance on the brewing process from start to finish.

“It's the result of our own interest in and experiences from brewing our own beers at home. What we have done is to use the knowledge and expertise from our day jobs as mobile software developers to create an easy-to-use, controlled brewing process using the latest sensor technology. “We also focused on designing a compact micro brewery that also looks well and isn't out of place in the corner of a kitchen or study. It also fits perfectly at sporting, leisure and musical events.

“Invest NI's support for the development of the product and technology, and in marketing it, has been invaluable. It helped us to convert a smart idea into a smart technology product that is now attracting huge international interest, interest which has led to orders for the system. A measure of the confidence in the technology is the £115,000 backing from enthusiasts using Kickstarter crowdfunding platform,” he added.

Brewbot was launched in 2013 by the Cargo IO team, based at Exchange Place in Belfast's Cathedral Quarter, comprising founder Chris McClelland, Jonny Campbell, Niall Kelly, Keenan Graham, Ali Sisk and Aaron Gilmore.

Golden Cow Creates 23 New Jobs in Portadown



(Photography: Harrison Photography

In picture is, left, Brian Dolaghan, Invest NI's Director of Business and Sector Development, and Camillus Fitzpatrick, Golden Cow's Finance Manager.)

Golden Cow is providing 23 new jobs in Portadown with assistance from Invest Northern Ireland's Jobs Fund as part of a £2.5 million expansion.

The expansion will see the plant, part of Kerry Group, manufacture two innovative products, LowLow Snack Packs and Mattesson's Chicken Dippers, for major retailers in the United Kingdom and Republic of Ireland. Invest NI has offered the company £100,000 through its Jobs Fund to support the creation of the 23 new jobs.

Speaking following a visit to the company, Brian Dolaghan, Invest NI's Director of Business and Sector Development, said: "This is an important strategic investment by Kerry Group, which has owned Golden Cow since 2001, in the development of this manufacturing operation in Portadown. "The investment, which we are assisting, is a substantial endorsement of this plant and the wider Northern Ireland food sector.

"The diversification into snack foods is also significant in that it widens the plant's portfolio and positions it to bid for further new product opportunities developing from Kerry Group's longstanding focus on convenience and snack foods for key markets abroad.

"Benefits will result for the local economy from additional salaries and wages of £395,000 and from the opportunities for other Northern Ireland companies to supply products and services such as packaging," he added.

Camillus Fitzpatrick, Golden Cow's Finance Manager said: "The decision by Kerry Group to manufacture the new LowLow Snacks in particular in Portadown is recognition of our longstanding expertise and success in providing cheddar cheese products very cost effectively to leading UK and Irish retailers over many years.

"Invest NI's Jobs Fund support for the investment and especially to recruit additional staff has been immensely important. We've installed a new production facility to manufacture the new snack foods.

"Both products have been developed to appeal to two fast moving consumer markets in Britain and the Republic of Ireland that the group has identified. The LowLow product is targeted at consumers, especially women, seeking low fat foods that do not compromise on taste and quality. The Mattesson's chicken Double Dipper is another convenience snack designed to appeal to a wide consumer audience," he added.

Ministers Congratulate Just Live a Little on Successful First Year in Business



(Enterprise, Trade and Investment Minister Arlene Foster and Finance Minister Simon Hamilton are pictured with Just Live a Little Ltd's David and Jill Crawford during a visit to the Portaferry-based business. The company, which specialises in granola breakfast cereals, has just celebrated its first year of trading and has developed a strong consumer base with its products now distributed across a range of outlets in Northern Ireland, Great Britain, Hong Kong and online.)

Enterprise, Trade and Investment Minister Arlene Foster and Finance Minister Simon Hamilton have congratulated local company Just Live a Little Ltd on a successful first year in business. The company, which specialises in granola breakfast cereals, began trading in April 2013 and since then has developed a strong consumer base, with its products now distributed across a range of outlets in Northern Ireland, Great Britain, Hong Kong and online.

Speaking during a tour of the company's premises in Portaferry, Arlene Foster said: "This has been a tremendous first year of business for Just Live a Little, with its expansion into both local and international markets. Food is a dynamic and progressive industry and our companies here in Northern Ireland have a strong record of success in terms of products being recognised for the outstanding quality that retailers, foodservice organisations and consumers are seeking. "The achievements of Just Live a Little to date highlight how small businesses are increasingly catching the eye of major retailers."

Just Live a Little Ltd has developed a number of new products including granola bars and new recipe granolas that are available in a wide range of retail outlets. In addition, the company has recently secured its first business in the United Arab Emirates and will supply the Dubai based retailer the Al Maya Group with a range of products.

The Minister continued: "Just Live a Little is a great example of a company which is expanding its product range to take advantage of any emerging opportunities. These are strong building blocks for the future and I look forward to hearing of its continued success in years to come." Finance Minister Simon Hamilton said: "Just Live a Little Ltd is a great example of a local Ards company which has grown swiftly after their granola emerged as a commercial winner. This company can be held up as an excellent example of the success which can be achieved by artisan companies in Northern Ireland.

"To date this company has not only established a strong foothold in the local market but has also secured lucrative export deals in Britain, Hong Kong and United Arab Emirates and online. "This is a remarkable achievement for such a fledging company, that demonstrates there is a growing global market for good quality products produced in Northern Ireland."

Mash Direct Praised on 10 years of Growth



(Enterprise, Trade and Investment Minister Arlene Foster and Ulster and Ireland star Rory Best, complete with the RBS 6 Nations trophy, congratulate Mash Direct Managing Director Martin Hamilton and Director Tracy Hamilton at an event to celebrate the company's 10th anniversary.)

Enterprise Minister Arlene Foster and Finance Minister Simon Hamilton have praised Comber company, Mash Direct, for its achievements in international markets through a commitment to innovation. The Ministers were speaking at an event held to mark the 10th anniversary of the company's formation. Mash Direct started life in 2004 as a farm diversification project by husband and wife team, Martin and Tracy Hamilton and their two sons, Lance and Jack and now employs over 120 people in one of the most modern and innovative processing facilities in the UK. Arlene Foster said: "Mash Direct is a superb example of how the enterprise has transformed from a small family farm into an award-winning and increasingly successful exporter. "The Hamilton family have shown outstanding commitment to both their family run enterprise and the food industry. Innovation and new product development have been at the forefront of the business and their dedication is a source of inspiration to others in the farming, food and business communities."

Mash Direct sources the majority of the fresh potatoes and vegetables from the family farm, in addition to buying from other Northern Irish suppliers. There are now 37 different dishes in the company's product portfolio.

The Minister continued: "The company is now a market leader in vegetable accompaniments with an impressive range of convenience meals and 'food to go' dishes supplying many of the leading retailers in Britain, the Republic of Ireland, Europe, the US and the United Arab Emirates. Indeed I was with the Company Directors during Gulf Food Expo in Dubai in 2012 when they signed a significant contract with Spinney's, one of the biggest and most influential retailers in the Middle East. "Mash Direct has a longstanding engagement with Invest Northern Ireland and has benefited from a range of support to enable the company to target export opportunities. Its exceptional achievements in markets outside Northern Ireland have led to an impressive list of international awards, the most recent being in the UK 'Free From' Food Awards at the end of March. "Endorsements from influential bodies such as the UK Guild of Fine Food, Food Manufacturing Excellence, Deloitte, Quality Food Awards and The Grocer are testimony to the professionalism of the business and the outstanding quality of their products."

Finance Minister Simon Hamilton said: "Mash Direct is a shining example of a company in the agri-food sector which is driving our local economy forward during a tough economic climate. "By using innovative processes the company produces a range of delicious quick serve products which appeal to changes in eating habits and lifestyles. Mash Direct has successfully evolved from a small cottage-style business into a world class company exporting their products to a growing number of countries worldwide.

"With their competitive marketing and modern professional approach to change, Mash Direct will continue to grow both in the local market and the export market."

40 Have A Laugh - Have A Laugh - Have A Laugh - Have A Laugh

An aged farmer and his wife were leaning against the edge of their pig-pen when the old woman wistfully recalled that next week would mark their golden wedding anniversary.

"Let's have a party, Homer," she suggested. "Let's kill a pig."

The farmer scratched his grizzled head. "Gee, Ethel," he finally answered, "I don't see why the pig should take the blame for something that happened fifty years ago."

A retiring farmer in preparation for selling his land, needed to rid his farm of animals. So he went to every house in his town.

To the houses where the man is the boss, he gave a horse. To the houses where the woman is the boss, a chicken was given.

He got toward the end of the street and saw a couple outside gardening. "Who's the boss around here?" he asked.

"I am." said the man.

"I have a black horse and a brown horse," the farmer said, "which one would you like?"

The man thought for a minute and said, "The black one."

"No, no, no, get the brown one." the man's wife said.

"Here's your chicken." said the farmer.

A farmer was milking his cow. He was just starting to get a good rhythm going when a bug flew into the barn and started circling his head. Suddenly, the bug flew into the cow's ear. The farmer didn't think much about it, until the bug squirted out into his bucket. It went in one ear and out the udder.

A very zealous soul-winning young preacher recently came upon a farmer working in his field. Being concerned about the farmer's soul the preacher asked the man, "Are you labouring in the vineyard of the Lord my good man?"

Not even looking at the preacher and continuing his work the farmer replied, "Naw, these are soybeans." "You don't understand," said the preacher. "Are you a Christian?"

With the same amount of interest as his previous answer the farmer said, "Nope my name is Jones. You must be lookin for Jim Christian. He lives a mile south of here."

The young determined preacher tried again asking the farmer, "Are you lost?"

"Naw! I've lived here all my life," answered the farmer.

"Are you prepared for the resurrection?" the frustrated preacher asked.

This caught the farmer's attention and he asked, "When's it gonna be?"

Thinking he had accomplished something the young preacher replied, "It could be today, tomorrow, or the next day." Taking a handkerchief from his back pocket and wiping his brow, the farmer remarked, "Well, don't mention it to my wife. She don't get out much and she'll wanna go all three days."

A friend was in front of me coming out of church one day, and the preacher was standing at the door as he always is to shake hands. He grabbed my friend by the hand and pulled him aside. The Pastor said to him, "You need to join the Army of the Lord!"

My friend replied, "I'm already in the Army of the Lord, Pastor."

Pastor questioned, "How come I don't see you except at Christmas and Easter?"

He whispered back, "I'm in the secret service."

My Son is so lazy, he won't empty the trash in the computer

A turkey is chatting with a bull. "I would love to be able to get to the top of that tree," sighs the turkey, "but I just haven't got the energy." "Well, why don't you nibble on some of my droppings?" replies the bull. "They're packed with nutrients."

The turkey pecks at a lump of dung and finds that it actually gives him enough strength to reach the first branch of the tree. The next day, after eating some more dung, he reaches the second branch. Finally after a week, there he is proudly perched at the top of the tree.

Unfortunately he is spotted by a farmer, who shoots him out of the tree.

Moral of the story: Bullshit might get you to the top, but it won't keep you there.

My wife and I were eating in a restaurant the other day, when A fella walked up to me and through a prawn cocktail over me, I said what was that for, he replied, "thats just for starters"

SPIROFLOW SHOWS OFF SAFE BULK HANDLING – INTERPACK, May 8-14, Düsseldorf, Stand 4E59-04



Spiroflow Ltd will be at Interpack this month, showcasing some of the dust-busting equipment it has available to help ensure strict hygiene and safety regulations are met for shifting millions of tons of very fine ingredients and particles within a factory environment. Visitors to Spiroflow's stand 4E59-04 during the show in Düsseldorf, Germany, will see the latest in bulk handling and conveying equipment – the T2 bulk bag discharger, bulk bag filler and flexible screw conveyor – ideal for process industries such as food, pharmaceuticals, cosmetics, chemicals, minerals and plastics. The T2 bulk bag discharger provides a dust-tight operation which empties product with the minimum of residue and has angled framework, not horizontal flat surfaces, limiting dust settlement from ingredients such as sugar, flour and spices - avoiding contamination and saving time on cleaning.

Sharing the stand with the T2 bulk bag discharger will be Spiroflow's bulk bag filler (FIBC). Manufactured entirely of stainless steel with automatic height adjustment for different-sized bags, the filler offers bag inflation and a vibration facility for an even, accurate fill and effective compaction – resulting in a stable load for both storage and transportation.

Last but not least Spiroflow will be demonstrating the totally hygienic flexible screw conveyor for the safe distribution of food and chemical ingredients. This cost effective equipment fulfils the very highest levels of hygiene and dust control, whatever strict operating parameters are in place. The main advantage of Spiroflow's flexible screw conveyor is its simplicity, which results in short installation times and low maintenance – the whole system can be stripped down for cleaning in minutes. It can transport powdered, granular and flaked materials with a bulk density up to 2.5kg/l and carry material to a maximum distance of 20 metres, although multiple units can extend to greater distances as required.

Flexibility and totally secure handling is required if products have to be conveyed dust-free over long distances and complex routes within an operating plant. Spiroflow, a world-leading manufacturer of ATEX approved conveying and bulk handling systems, has a wide range of solutions for materials where the most rigid standards in hygiene and containment need to be met and maintained.

Having equipment that avoids dust contamination is crucial for the quality and safety of products, said Spiroflow's marketing manager, Ben Ayrton. He added "We are delighted to be demonstrating fully working examples of our flexible and totally secure handling systems at Interpack. The cornerstone of our success is the ability to design and develop bespoke equipment to meet the needs of individual customers."

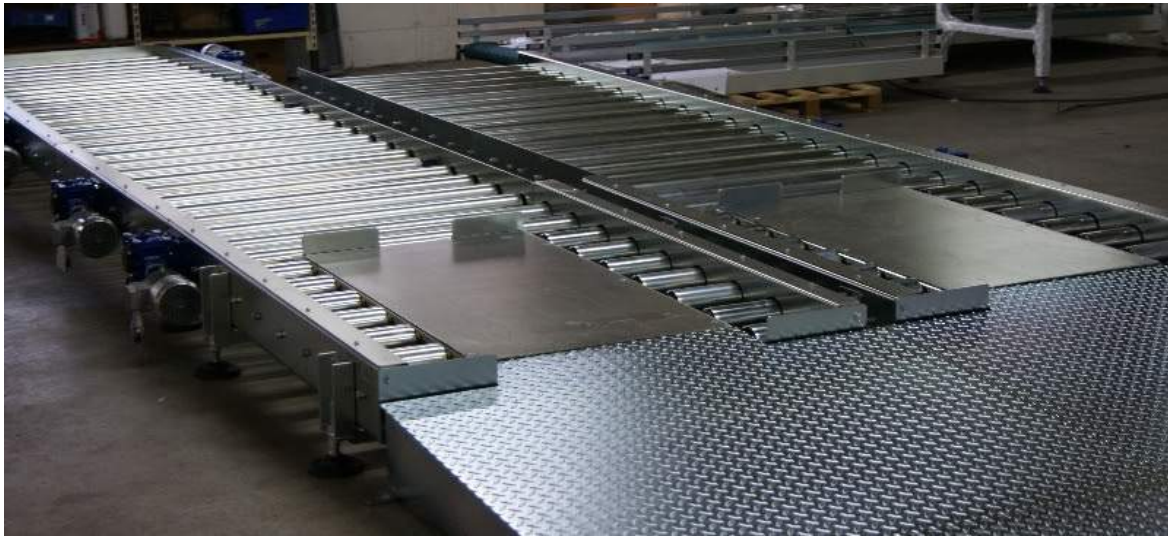
Finding the right conveyor will depend a lot on finding the right supplier. The key for companies is to find a conveyor provider that understands your business, proves it can meet your requirements and who will give a performance guarantee – just like Spiroflow.

Visitors to Interpack in Düsseldorf on May 8-14 will be able to see for themselves some of the high-quality conveying and bulk handling equipment on offer from Spiroflow, but if you can't get there or would like more information on the company's products and services visit www.spiroflow.com or call +44 (0) 1200 422525.

L.A.C.

CONVEYOR SYSTEMS

Unit 3, Charles Park, Cinderhill Road, Bulwell, Nottingham NG6 8RE



LAC is now manufacturing its renowned range of pallet conveyors in stainless steel as well as its long running mild steel option.

LAC has been at the forefront of conveyor design and manufacture for many years. It has a formidable range of heavy duty pallet conveyors which has been developed and refined over a decade, using new technologies and experience gained from the vast range of applications which have been installed. The new stainless steel conveyors will be manufactured in LAC's dedicated Food/Stainless division to ensure there is no cross-contamination from its mild steel products. This gives peace of mind to its clients who know that the stainless steel versions will perform correctly. Chris Unwin, Chairman:

"We have had great success with our pallet conveyors across all industry sectors. However, the Food sector in particular, is now requiring the additional features – usually hygiene related – which stainless provides."

LAC's experience has resulted in a wide range of cost-effective, standardised designs for most pallet conveyor configurations with integrating accessories - pallet dispensers, transfer units, turntables etc. For bespoke applications, the large and experienced design office will work in conjunction with the client's engineers to ensure perfect, cost-effective functionality, coupled with robust durability.



For enquiries relating to any conveyor issues please contact LAC on 0115 975 3300 or email sales@lacconveyors.co.uk



The intersecting worlds of the food scientist and the chef: the changing needs of the modern food industry

A Workshop at University College Cork - 18 June 2014

Introduction

The worlds of the food scientist and the chef, once very separate, are becoming increasingly close today, and it is clear that very exciting future opportunities in innovation and product development in food, whether in the kitchen or the plant, are likely to arise from this very vibrant interface.

Just as chefs are increasingly using scientific equipment, techniques and ingredients in their work, food companies are hiring chefs to work alongside scientists in research and product development, while artisanal food producers must often draw on both sets of knowledge and expertise.

This changing landscape presents novel challenges for those institutions who train and educate chefs and food scientists, and it is increasingly common internationally for new programmes that bridge these divides to appear, accompanied by research programmes reflecting these new disciplines, such as molecular gastronomy and culinology.

For a country like Ireland, with a proud international reputation for its history and culture in food, as well as the standard of its education and research programmes in the food sphere, this is thus a very timely topic for consideration.

To foster discussions in this regard, and following its very successful workshop on Molecular Gastronomy in February 2013, University College Cork will hold a one-day workshop on 18 June 2014 which will focus on:

- The needs of industry and the wider food sector for new kinds of future graduates
- International models for education and research in this field
- Showcasing innovative programmes and initiatives in Irish higher educational institutions in this area
- Potential future initiatives in this area

The workshop will be of interest to anyone in industry or other aspects of the food sector in Ireland or beyond, as well as those involved in food and culinary education and research.

The organisers wish to gratefully acknowledge the support of Enterprise Ireland and Rural Food Skillnet for this workshop. Full programme to follow.

Contact information:
Mary McCarthy-Buckley
 Training Manager
 Food Industry Training Unit
 College of Science, Engineering and Food Science
 University College Cork
 Email: m.mccarthybuckley@ucc.ie

44 Strong growth in Irish Wine Consumption as wine becomes the favourite tippie

Chilean wine is the second most popular nationwide

The popularity of wine continues to grow in Ireland, with an average yearly consumption of 17 litres of wine per capita, compared to our closest neighbours in the UK at 21 litres. While traditional wine drinking nations like France and Italy find themselves drinking less wine year on year, wine consumption has been steadily increasing in Ireland over the last 20 years. While alcohol consumption on a whole is on the decline in Europe, wine consumption has increased almost fourfold since 2000.

SuperValu in particular has benefited from growth in the wine industry, as consumer's interest in wine has increased. SuperValu has enjoyed a steady increase in wine sales throughout 2013 capturing 7% share of trade over its competitors with a current growth rate of a further 16.1% this year. Since their launch in 2010, SuperValu's exclusive range of Specially Sourced Wines has been a great success, demonstrating consumers desire to try new and different wines. Australian wines continue to top the off-trade charts at 22% share, but are trending down. Chilean wines are growing and trending with 20% share of trade. These figures were announced recently at a Chilean wine event which featured the wine maker from the Aresti family estate winery in Chile.



The Aresti family estate winery supplies SuperValu exclusively with a large range of wines to suit all tastes. It has a proven track record over three generations and is already Ireland's 5th biggest imported Chilean brand. In collaboration with the SuperValu wine team, Aresti has developed an exciting new range of wines across their Trisquel and Family Collection red. Commenting on the new wine range, Aresti wine maker Jon Ander Usabiaga said "We are really proud of our new range of wines, we now have a range of interesting wines that caters for all palates. As chief winemaker I have worked hard to ensure we produce a great quality range using the best of grapes from our region and producing combinations that excite consumers. These wines demonstrate our innovation and SuperValu's clear insight into what the Irish consumer like.

Speaking at the event, Kevin O'Callaghan, SuperValu wine buyer commented "Through our Specially Sourced wine selection, we work in partnership with 43 wineries across 14 countries, supplying 160 wines. The expansion of the already successful Aresti range is a further investment in the Chilean wine category by SuperValu. Chilean wines as a whole saw a phenomenal 1.7m cases sold in 2013. Chile is showing great examples of wines which focus clearly on principles of Terrior and we believe our new ranges from Aresti allow us to deliver a differentiating offer, where quality is delivered via an exciting range to attract more of the exciting wine involved consumers, but at a price which will appeal to all consumers."

China's Agriculture Sector

In a recent report, **New Chinese Agricultural Policy**, Rabobank looks at the impact of policy changes on China's agriculture sector. According to the report's author, **Chenjun Pan**, government plans outlined in late 2013 and early 2014 address some of the challenges and issues that are still urgently in need of further reform. In his column **Dirk Jan Kennes** argues that China could grow its agricultural sector by taking a similar approach as the Netherlands did in the late 1940s.



(Dirk Jan Kennes - Rabobank Global Strategist Farm Inputs)

If you want to get a sense of how China's agriculture will look in 30 years' time, my advice is to look at the Netherlands, not at farming giants like the US and Brazil.

Today China's agricultural policy makers face the same challenges as their Dutch peers did at the end of the 1940s. Contrary to the US and Brazil, where agro-enterprises developed on the back of an increasing land base, the starting point in The Netherlands and China was/is the development of family farms on a shrinking arable land base. Separating land ownership, contractual land rights, and land use rights facilitates the consolidation of small-holder farms into family farms.

With 630 million people still making their living from agriculture today, China has 63 times more farmers than the total population of The Netherlands back in 1947. Implementing an infrastructure of research, education, and farm extension services to facilitate professionalization of the farming community needs to go hand-in-hand with land reforms. This overall package offered to farmers is the cornerstone of the Dutch success story in agriculture, which resulted in The Netherlands becoming the second largest exporter of agricultural produce in the world behind the US while operating a small and shrinking land base.

Consolidating a shrinking land base through promoting market dynamics ultimately leads to significantly higher land values. Generating economic returns from expensive land drove Dutch agriculture towards maximising production of higher added value crops like potatoes, onions, and carrots. Crops that are easy to mechanise but still require high labour input per hectare. These crops need to be produced in rotation with intensive food grain production.

Grains need to be a significant part of the crop plans of Chinese farmers, just as they are in the Netherlands, not only for agronomic reasons but also to bridge the gap between demand for higher added value crops and available production capacity at the farm. Import restrictions of cheap grains introduced in the 1950s to protect the incomes of Dutch crop farmers have since been replaced by direct payments to farms in return for environmental services.

To compensate for the ban on grain imports, Europe allowed unconstrained imports of soy and grain-processing by-products. Huge imports of these cheap products through the Port of Rotterdam facilitated the development of a world class livestock industry that used these imports in sophisticated feed formulations. China's recent relaxation of its policy of self-sufficiency in grains is a step toward the Dutch route to success. So, 30 years from now I expect China's agriculture to consist of crop farmers focussing on crops that are easy to mechanise but still require high labour input per hectare and on intensive grain production. Next to the revenues from their produce, Chinese crop farmers' income will consist of direct payments in return for environmental services. But livestock farming will be a bigger focus for Chinese agriculture because of the greater economic value. Just like in The Netherlands, the growing livestock farming industry will be able to use co-products from the grain processing industry supplemented with cheap grain imports from the US and Brazil. The way forward for China lies in making the best of both worlds. Increase feed grain imports to benefit from the abundant availability of natural resources and agricultural entrepreneurship in the Americas, while importing the Dutch agricultural model to develop high-value agricultural activities.

12.5% Increase in Food Complaints to FSAI Advice Line in 2013



The number of queries and food-related complaints handled by the Food Safety Authority of Ireland's Advice Line increased significantly in 2013 compared with the previous year. Of the 13,269 queries and complaints, 2,846 related specifically to complaints by consumers about food and food premises (up 12.5% on 2012), while 10,429 involved requests for advice across a range of food-related areas (up 9% on 2012). The FSAI states that the increased activity reflects a growing awareness among consumers of the need to report poor hygiene practice and an increase in demand among food businesses for information about labelling requirements and resources for food business start-ups.

Consumer complaints ranged from reports of food unfit to eat, to inaccurate labelling:

- 1,190 complaints on unfit food
- 566 complaints on suspect food poisoning
- 587 complaints on hygiene standards
- 192 complaints on incorrect information on food labelling
- 311 other

Contamination of food with foreign objects was frequently reported by consumers. In 2013, these reports included food contaminated with plastic, metal and glass fragments, as well as other foreign objects. For example, consumers reported the presence of meat inside chocolate yoghurt; a dirty finger nail in baby food; a chicken's head in frozen chicken wings; a screw in a pasta dish; glass in a ready meal; live insects in a packet of dates; and a human tooth in a Chinese takeaway. All complaints received by the FSAI were followed up and investigated by environmental health officers throughout the country.

Calls to the FSAI's Advice Line seeking advice (10,429) included information requests on food labelling (up 20% on 2012); food legislation; legal requirements for starting up a new food business (up 5% on 2012); training information and requests for FSAI publications. Of note, only 33 calls to the Advice Line in 2013 related to the horsemeat incident, while some 267 queries were received in relation to the Hepatitis A outbreak associated with imported frozen berries, which was an issue last year.



Commenting on the statistics, Edel Smyth, Information Manager, FSAI stated that the increase in contact made to the FSAI is a positive development.

"On one hand, more food businesses are contacting us seeking to raise their food safety standards while, on the other, consumers are increasingly vigilant and aware of the need to report bad practice or experiences they've had where food safety has been compromised," says Ms Smyth. "We continue to encourage anyone who has had a bad experience in relation to poor hygiene or food safety standards to report the matter to us so that the issue can be investigated directly. Consumers are entitled to the highest standard of food safety and hygiene in every food establishment and across every food product they purchase. It is the responsibility of food businesses across the country to ensure that they provide food which does not compromise the health of anyone who eats it."

"Our Advice Line acts as an important resource tool for the food industry where our experts are available to assist food business owners and managers reach their food safety legal requirements," she concluded.

Similar to the last few years, of the 13,269 requests to the FSAI Advice Line in 2013, approximately 60% were received by telephone and the 30% were received by email.

(Continued on p47)

47 FOOD SAFETY - FOOD SAFETY - FOOD SAFETY - FOOD SAFETY

The remainder resulted from walk-ins, attendance at exhibitions, staff requests and through the FSAI's facebook and Twitter pages.

The FSAI Advice Line, which operates from 9am to 5pm weekdays, is manned by trained advisors and food scientists and can be reached on lo-call 1890 336677. Alternatively, anyone can email their enquiry to info@fsai.ie or through the 'make a complaint' section of the FSAI website. The FSAI facebook and Twitter pages are also resources with up-to-the-minute information in relation to food safety: www.facebook.com/FSAI and [@FSAIinfo](https://twitter.com/FSAIinfo).

National Consultation on the Use of Food Marketing Terms Opens



The Food Safety Authority of Ireland (FSAI) has announced a public consultation on the use of food marketing terms in Ireland. The consultation is based on a draft code practice aimed at protecting the integrity of certain marketing terms on food and thereby protecting the interests of consumers and the small food industry.

All interested parties including consumers, regulators and the food industry are urged to visit <http://www.fsai.ie/consultations/> to communicate their views.

The draft Code of Practice was developed for consultation by a working group consisting of the FSAI, Food and Drink Industry Ireland, the Artisan Forum and the Consumers Association of Ireland. The consultation will run for 8 weeks and the closing date for responses is 14 May 2014. All feedback and comments will be considered in advance of the FSAI publishing a final industry Code of Practice later in the year.

This Code of Practice outlines the general legal requirements but in addition will provide an agreed set of additional rules for the food industry concerning the use of the following marketing terms to describe foods placed on the Irish market:

- Artisan/Artisanal
- Farmhouse
- Traditional
- Natural

Although these rules are not legally binding the FSAI expects food businesses to adhere to them having been involved in their development. The Code of Practice will help to ensure that consumers are not misled and will aid food businesses in compliance with the labelling, advertising and presentation of food as specified in Article 16 of the General Food Law Regulation 178/2002 and expanded in Article 7 of Regulation EU No. 1169/2011 on food information to consumers which comes into force on 13th December 2014.

According to Dr Wayne Anderson, FSAI, the Code of Practice will go a long way to addressing concerns raised by small businesses which rely on the identified marketing terms as a means of communicating the genuine differences between the foods they offer and mainstream commercial foodstuffs.

"Marketing terms are designed to resonate with consumers. However, when they are used incorrectly they have the potential to mislead. This is a concern that needs to be addressed so we are encouraging all parties to take part in the consultation process and submit their views," said Dr Anderson. "In particular, it is important that consumers are confident that the foods they buy are accurately and truthfully described. Food businesses should also be confident that genuine descriptions of their food are not diluted in the marketplace by the spurious use of undefined marketing terms by other food businesses."

48 **FOOD SAFETY - FOOD SAFETY - FOOD SAFETY - FOOD SAFETY** New Online MenuCal Resource to Help Put Calories on Menus



(Dr Mary Flynn, chief specialist: public health nutrition, FSAI and Noel Marrey, chef, Bracken Court Hotel)

The Food Safety Authority of Ireland (FSAI) has unveiled 'MenuCal' – a new online calorie calculator that the FSAI is making available to Ireland's 22,000 food service businesses free-of-charge to enable them to calculate the calorie values in the food they sell and serve to customers. The online tool, which was launched by Dr James Reilly, T.D., Minister for Health, was developed to address the food industry's concern about the lack of the expertise and resources to accurately calculate calories for display on menus and the associated costs involved.

In response, the FSAI brought together a team of nutritionists, computer scientists and food business trainers to create a bespoke, easy-to-use solution for the Irish market that would act as a resource to assist chefs and cooks identify calorie values, taking account of types and quantities of ingredients used, method of preparation and portion size. MenuCal is considered a first of its kind in Europe and the FSAI has already received interest from other jurisdictions wishing to adopt the system.

MenuCal has been tested by chefs and cooks throughout its design and development phases to ensure it is instinctive and straightforward to use, thereby vastly reducing the time required to determine the calorie values of their menu items. The tool incorporates over 450 useful tips and prompts depending on ingredient and recipe type. It includes an initial 2,000 popular food ingredients which users can add to and customise, based on their own recipes. It also provides a secure and safe place for chefs and cooks to keep personalised recipes and maintain files of their most popular dishes under password protection.

In 2012, the FSAI carried out a consultation with interested parties examining the feasibility of adopting a 'Calories on Menus' scheme intended to empower consumers to make more informed choices when purchasing foods from food service outlets such as restaurants, bars and cafés. At that time, the report recommended a voluntary scheme to allow a period of time for the development of a system, including technical tools, to support the food service sector. A recent survey by the FSAI of 1,000 food businesses highlighted that some 60% of respondents were in favour of providing calories on their menus, given the demand from consumers.

Dr Mary Flynn, Chief Specialist: Public Health Nutrition, FSAI, speaking at the launch stated that MenuCal addresses the technical obstacles to putting calories on menus in food businesses in Ireland. (Continued on p49)



Dr Flynn stated that those food businesses who want to be at the forefront of consumer service will be the ones who will benefit and gain competitive advantage by displaying calories on their menus. “Our research shows that there is an overwhelming demand and desire by consumers (96%) for displaying calories on menus and that nine out of ten consumers want calorie information displayed beside the price of food and drink items on the menu. We knew that a concern for food businesses was to be able to provide this information accurately and to be able to do it themselves. In response, we have devised a calorie calculator that delivers this, while also offering chefs and cooks an extremely efficient way of securely storing all their recipes and ingredients in one location. In essence, it can become a customised recipe book for food businesses, as they continually update their recipes and update their popular dishes,” says Dr Flynn.

“Displaying calories on menus in food service businesses empowers consumers to make better choices and creates a demand for healthier food in smaller portions from food businesses. When food and drinks are prepared outside the home, the consumer does not know what ingredients are used and how they are prepared, so displaying calories on menus is vital if people are to make more informed choices about what they eat,” added Dr Flynn.

BRC GLOBAL STANDARDS PUBLISHES A BEST PRACTICE GUIDELINE:

ALLERGEN MANAGEMENT IN FOOD MANUFACTURING SITES



BRC Global Standards is pleased to announce that it has published a Best Practice Guideline that looks at allergen management in food manufacturing sites.

Effective management of allergens remains a significant challenge to the food industry and the guideline has been designed to provide further explanation of the allergen management requirements of the BRC Global Standard for Food Safety. It will help individuals and companies in the development of robust allergen management systems and procedures which adequately meet the requirements of the Standard.

The guideline primarily concentrates on five themes:

- Significance – the significance of any process, activity or ingredient should be evaluated by accurate risk assessments to determine the control or action required
- Suppliers – understanding the materials that arrive on site is vital to allergen management
- Separation – the segregation of allergens is a key allergen management control
- Scheduling – planning activities to reduce the risk of cross-contamination
- Sanitation – cleaning controls to remove or reduce the risks of cross-contamination

Further information can be found on www.brcglobalstandards.com

EFSA calls for experts to join Scientific Panels



EFSA is urging scientists to make a difference to Europe's food safety system by joining its teams of risk assessment experts. Applications are invited from high-calibre scientists with expertise in: plant health; genetically modified organisms; feedstuffs; animal health and welfare; plant protection; contaminants in the food chain; biological hazards; and nutrition. In addition to the eight Scientific Panels that cover these areas, EFSA is also renewing membership of its Scientific Committee, which is responsible for overarching issues such as harmonisation of risk assessment approaches and new methodologies.

EFSA relies on the expertise and judgement of hundreds of scientists to provide EU decision-makers with the advice they need to protect consumers, animals and plants. The Authority's Scientific Committee and its Scientific Panels are each composed of up to 21 scientists from across Europe and cover a broad spectrum of disciplines. These experts – from universities, research institutions and national food safety authorities – bring an abundance of scientific knowledge, critical thinking and practical decision-making experience to EFSA, ensuring the scientific excellence of the Authority's advice.

This advice is delivered in the form of scientific opinions, which are published in the EFSA Journal, an open-access, online journal. The EFSA Journal has been accepted for indexation by leading bibliographic databases such as CABI, SciFinder and ISI Web of Science.

EFSA's experts volunteer for this demanding work and are often required to give complex scientific advice at short notice. Sometimes they may even find themselves in the public eye because of the particular nature or sensitivity of the issue they have been asked to assess. Professor Anthony Hardy, Chair of the Scientific Committee, said: "Working for EFSA is hard work, and it should be hard work, but the rewards make it worthwhile and I would recommend it to anyone."

"EFSA to me is the cornerstone of risk assessment in Europe as far as food safety is concerned, and its core values of scientific excellence and transparency are my own core values. I'm very proud to be part of a system that helps to make Europeans' food safer."

Professor Joe Perry, Chair of the Panel on Genetically Modified Organisms, added: "There is a real need to do the work that EFSA does. Risk assessment is important, not just scientifically but for society. That's one of the reasons that I went into it. Scientists are consumers too – everyone eats food – and many are parents, so it's an opportunity to give something back as well as to have an interesting time meeting experts from different countries, and to do your best in challenging areas."

Applicants should be able to demonstrate experience in scientific risk assessment and have proven expertise in one or more of the areas of EFSA's remit. Those selected will be offered a three-year mandate from July 2015.

Interested experts are invited to apply online. Details are available through the homepage of EFSA's website. The call has also been published in the Official Journal of the European Union.

51 Teeling Whiskey Release Some of the Oldest Irish Single Malt in the World

World's most exclusive Irish Whiskey - 30 Year Old Platinum Vintage Reserve Irish Single Malt and 26 Year Old Gold Reserve Releases unveiled by Teeling Whiskey.



The Teeling Whiskey Company, Ireland's leading independent Irish whiskey Company, has released two new bottlings from its Vintage Reserve Collection - 26 Year Old Gold Reserve and 30 Year Old Platinum Reserve Irish Single Malt. The 30 Year Old release is believed to be the oldest bottling of Irish Single Malt recently released, making this the world's most exclusive Irish whiskey.

The Gold Reserve bottling consists of 26 Year Old Single Malt Irish whiskey doubled distilled in 1987 and matured firstly in Bourbon casks then allowed to marry in White Burgundy wine casks to provide a truly unique Irish whiskey taste experience. This small batch bottling, limited to only 1,000 bottles, is the first ever Irish whiskey to be finished in White Burgundy wine casks. The Platinum Reserve 30 Year Old bottling has been limited to only 250 bottles. Having been double distilled in 1983 and allowed to rest for over 30 years in a Bourbon cask this limited edition whiskey was hand selected for its distinctive taste qualities. The whiskey has inherited a huge amount of character over its 30 year journey leading to a complex floral nose with deep layered flavours and a long rich luxurious finish. The Teeling Vintage Reserve 30 Year Old Platinum bottling is exceptional not only in taste but also in its rarity.

Jack Teeling, founder of the Teeling Whiskey Company, commented, "We are extremely proud to be able to release some of the oldest ever bottlings of Irish Single Malt with our Vintage Reserve Collection. These offerings are central to our goal to play the lead role in bringing an independent voice back to the Irish whiskey category and will help drive diversity in the category by introducing interesting and unique small batch bottlings of Irish whiskey. With the 30 Year Old in particular we give people the ability to taste and collect part of Irish whiskey history at a time of a new Golden Era for the category." The Gold Reserve 26 Year Old will retail for approximately €475.00 (USD\$600.00 / GBP£400.00) and the Platinum Reserve 30 Year Old will retail for approximately €1,500.00 (USD\$2,000.00 / GBP£1,200.00). The products are initially only available in Ireland through Dublin Airport and the Celtic Whiskey Store and will then be rolled out to select International Markets and Travel Retailers.

Chinese food companies continue global acquisitions drive

James O'Donnell, Asia Manager, Bord Bia – Irish Food Board

As part of their overall food security strategy, Chinese companies continue the acquisitions trail abroad. With fast-growing population and economic growth come key challenges for Asia in tackling food security; all occurring at a time where the planet faces key challenges of securing food supplies. China represents a key example of a crisis in food security, with 20% of the world's population and just 8% of its farmland. As a result, it currently ranks 42nd in food security, just ahead of Botswana. China is already the world's largest rice importer and is set to become the world's largest importer of grains and meat over the next 10 years.

China's appetite for dairy imports also continues to grow and with domestic production failing to meet rising demand, the country's reliance on dairy imports has increased from 20% to 30% in the last year. Following on from last year's major deal by Shuanghai--which saw China's largest pork processor purchase America's largest pork company, Smithfield, in a deal valued at some \$7.1bn--China is both the world's largest pork producer and consumer and is now home to the world's largest pork company.

It has also been reported that Tnuva, Israel's largest food company, is in the final steps of seeing Shanghai's Bright Food Group take a controlling stake in its company. This deal is being valued in the region of \$2.3bn. Tnuva is a major dairy producer in Israel. Bright will be known for taking a majority stake in UK company Weetabix last year.

COFCO, the state-owned company which is China's largest food processing manufacturer and distributor is reported to be set to purchase 51% of the stock of the Dutch grains trader Nidera, a company reported to be worth in the region of \$4bn. COFCO will be best known in Ireland as the majority stakeholder of Mengniu, one of China's top two dairy companies. The company is quoted on the Hong Kong exchange.

Deals reported to be taking place in the other direction, from West to East, include the French dairy company Danone increasing its stake in Mengniu Dairy from 4% to just under 10%. Danone's main interest is in a joint venture created to increase yogurt production. China's consumption of yogurt remains low compared to western countries but has been identified as the next major growth area following milk consumption. Unilever recently took a majority stake in China's largest water purification company Qinyuan Group.

Spanish fish consumption increases despite economic challenges

Roisin O'Sullivan, Madrid Office, Bord Bia – Irish Food Board

The Spanish Ministry for Agriculture, Food and the Environment published figures recently showing that Spaniards spent over €101 billion on food in 2013, a rise of 0.6%. Consumption of fish and seafood rose by 0.3%, despite the financial crisis affecting the country.

According to various reports on undercurrentnews.com, Minister Miquel Arias was quoted as saying "These results mean a trend break against the evolution of the spending during the last two years, and it is fundamentally due to household demand."

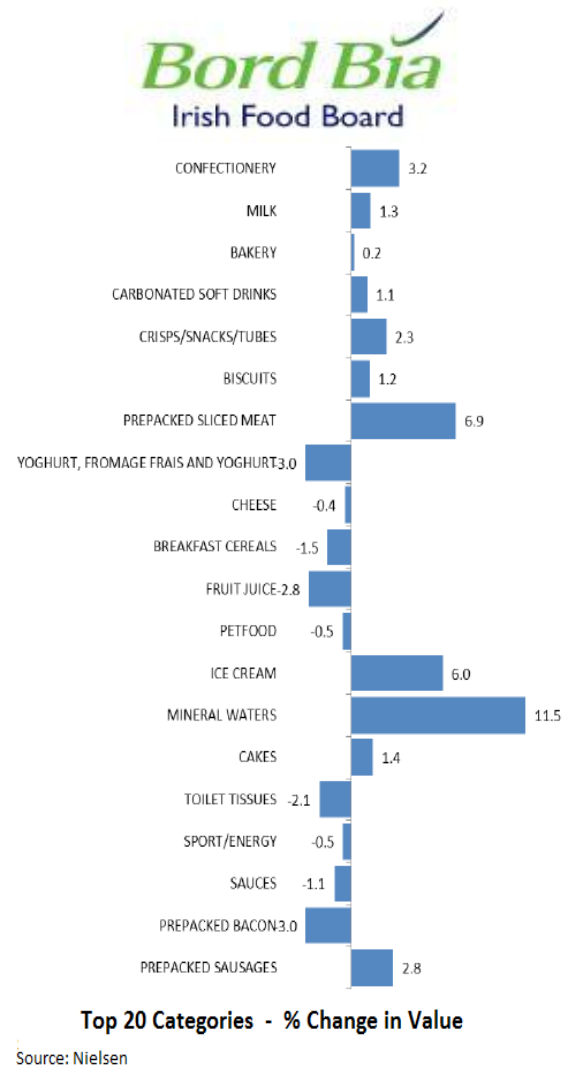
A new trend worth noting in the seafood industry is the increase of fresh fish in Spanish shopping baskets. Retailers such as Mercadona or Eroski have led this new trend among Spanish consumers by boosting their fresh offerings. Consumer retail chain Consum said demand for fresh seafood has led its 623 stores to increase their raw produce offer to 85% of all fish on sale. A report on household food consumption from Spain's Ministry of Agriculture, Food and the Environment showed that Madrid's fish consumption is well above Spain's average. Consumption of fish and seafood in the Madrid region represented 10.4% of total food demand, which is a definite increase on the 4% fish-based products represented in Spanish families' normal diet.

The wholesale markets Mercamadrid, Mercabarna (Barcelona) and Mercavalencia make up 60% of all fish traded in wholesale fish markets in Spain, with Mercamadrid holding 26.6% of it. "The Madrid region has a distinctive importance within the national market because of the size of its retail sector and because consumption and spending per capita in fish-based products remains bigger than Spain's average," the report said.

Price and value remain a key focus for the Irish grocery shopper

Linda Cullen, Food and Beverages Division, Bord Bia – Irish Food Board

According to Nielsen, the total FMCG market in Ireland is valued at €15.1 billion (MAT to Feb 2014) increasing by 1.1% on the previous year. Ireland's consumer confidence increased by 8 points to 77% in the last quarter of 2013, which is the largest increase of all EU countries and is at its highest level since 2009. Price inflation is driving value sales with price and promotions driving growth. Irish consumers spend an average of €400 per month on grocery and personal care items, which is the fourth highest spend in Europe behind Norway, Switzerland and Denmark. The Irish shopper visits an average of 3.5 supermarkets over 4 weeks in the search for value, considering price, promotions, discounters and private label. The top 20 categories account for over 50% of total retail sales, and winning categories over the past twelve months include mineral water (+11%), ice cream (+6%), prepacked sliced meats (+6.9%), confectionery (+3.2%) and crisps and snacks (+2.3%). Private label is growing as a brand in its own right and is competing in all categories, even in those with high brand equity, and 46% of shoppers are now purchasing more private label products across all tiers compared with last year. One of the key themes identified in Bord Bia's Periscope 2013 – 'Shopping Around' -- reveals that shoppers in ROI are more value-conscious and vigilant of promotions than the grocery shopper in GB, and this preoccupation with price has been steadily increasing since 2005, while this focus has stagnated in GB in recent years. This also links in with Bord Bia's Consumer Lifestyle Trend of 'Consumer in Control,' whereby shoppers are actively pursuing better value, are smarter with their money and are more willing to shop around than ever before.



Recent research confirms the health giving properties of fruit and vegetables

Michal Slawski, Horticulture Division, Bord Bia – Irish Food Board

A recent study carried out by researchers from University College London found that people who ate seven or more portions a day of fruit and vegetables had a 33% reduced risk of death compared with people who ate less than one portion. The study was published in the peer-reviewed Journal of Epidemiology and Community Health and can be downloaded from the journal's website. The study used information on more than 65,000 randomly selected adults who were participating in the Health Survey for England. This is an ongoing health survey that looks at health and lifestyle factors such as fruit and vegetable consumption. The researchers followed up participants for an average of 7.7 years after their initial participation. The researchers found that eating fruit and vegetables was associated with a lower risk of death from any cause, looking especially at deaths as a result of cardiovascular disease and cancer. The higher a person's intake of fruit and vegetables, the greater the protective effects seemed to be. In the study, people who consumed more fruit and vegetables were generally older, less likely to smoke, more likely to be women and have a higher standard of education. In addition, the proportion of people who were vigorously active increased as more portions of fruit and vegetables were consumed, which highlights the importance of exercise in a healthy lifestyle. In Ireland, as in the UK, the recommendation is: Eat plenty of different coloured vegetables, salad and fruit – at least five a day. The results of this study do not contradict the "5 a day" message as 5 is the minimum recommended level. When it comes to fruit and vegetables, the more you eat, the better it is for you. Many consumers aren't sure what constitutes a portion - there is a very useful guide on the Safefood website which explains all the foods that make up one of the five a day, and the amount to eat of them.

54 Ireland's Second Food Économusée Opens at St Tola Goat Cheese Farm, Co. Clare!

Ireland's second food Économusée was opened recently at St. Tola Goat Cheese Farm, Inagh, Co. Clare by David McCann, Executive Chef at Dromoland Castle. An Économusée is an artisan business that opens its doors to the public to provide a learning and interpretive experience for visitors.



The concept was developed in Québec, Canada, over twenty years ago where rural artisan businesses that are supported to develop a tourism aspect to their operations are called Économusée. These Économusées form a tourism-based network, or trail, which assists the businesses expand sales, sustain employment and offer an enhanced visitor experience. St Tola Goat Cheese is made by Inagh Farmhouse Cheese Ltd and is a member of CÁIS (The Irish Farmhouse Cheesemakers Association). St Tola Goat Cheese has been made in Inagh just south of the Burren in Co Clare since the late 1970s. It is a fine quality goats' milk cheese, handmade in small batches, and its unique flavour and character reflects the pure clean environment of Co Clare where it is produced. It is one of Ireland's most sought after artisan products.

An Économusée is an important heritage tourism attraction and contributes to the sustainability of rural areas through the creation of direct employment and by providing an attraction that disperses tourists to rural regions. Speaking at the opening, Siobhan Ni Ghairbhith, Director of Inagh Farmhouse Cheese Ltd said that 'the establishment of Co Clare's first Économusée at our farm is a welcome step, as it will encourage visitors to go beyond the Cliffs of Moher and explore other activities in Clare and along the Wild Atlantic Way and Burren Food Trail. St Tola Économusée is well placed to attract the "culturally curious" tourist, who represents a significant market segment in Tourism Ireland and Fáilte Ireland's marketing strategy. It will also give tourists another tangible reason to stop and spend money in the area'.

Ireland's involvement with the Économusée concept arose from an invitation to Teagasc to become a partner in an EU Northern Periphery Programme (NPP) funded-project to bring the successful Économusée concept and business model to selected rural areas in Europe. Involving partners in 7 countries, the project called CRAFT INTERNATIONAL has already established a network of 22 Économusées through the NPP area with a target of 93 Économusées internationally by the end of 2014. St Tola Goat Cheese is only the third of its kind in Ireland, with the other two located at the Celtic Roots Studio in Ballinahown, Athlone, Co. Westmeath and the Connemara Smokehouse in Aillebrack, Ballyconneely, Co. Galway. There are also 3 Économusées in Northern Ireland.



Dr. Kevin Heanue who is leading the project for Teagasc said: 'Recently, the Taoiseach Enda Kenny, launched the report of the Commission for the Economic Development of Rural Areas (CEDRA) which outlined the need to support rural enterprise. "The Économusée concept is an innovative model of rural enterprise support which assists artisan producers to diversify their businesses into the heritage tourism market by providing them with a 6 step template to help them structure the visitor experience. There are opportunities for other quality producers to join this heritage tourism network in the future'.



(Dr Susan Joyce and Dr Cormac Gahan)

Researchers at the Alimentary Pharmabiotic Centre in UCC have discovered how gut bacteria communicate with their host to regulate specifically weight gain and serum cholesterol levels. The research, funded by Science Foundation Ireland, has implications for the rational selection and design of probiotics for the control of obesity, high cholesterol and diabetes. The findings are published in the Proceedings of the National Academy of Sciences USA.

The team led by Dr Cormac Gahan and Dr Susan Joyce has analysed a bacterial protein that modifies bile acids (a major component of bile secretions) in the gut. This protein, bile salt hydrolase, is commonly made by gut bacteria and functions to change the chemical properties of bile acids in the gut. The research team has shown that specifically increasing levels of this protein reduces serum cholesterol levels and weight gain in mice. The group are currently exploring the relevance of these findings to humans.

“Recent work by other groups has shown that bile acids act as signalling molecules in the host, almost like a hormonal network, with an ability to influence host metabolism. What we have done is to show that a specific mechanism exists by which bacteria in the gut can influence this process with significant consequences for the host,” commented Dr Gahan.

Dr Joyce added “the findings may be used as a basis for the future selection of probiotics or dietary interventions which target this mechanism to regulate weight gain or high cholesterol. We now have the potential for matching probiotic strains with specific end-user needs. Work is underway to determine how this system operates in humans.”

The research is published in the leading international journal Proceedings of the National Academy of Sciences USA: Joyce, SA, McSharry, J, Casey, PG, Kinsella, M., Murphy, EF, Shanahan, F, Hill, C and Gahan, C.G.M. (2014) “Regulation of host weight gain and lipid metabolism by bacterial bile acid modification in the gut”

www.pnas.org/cgi/doi/10.1073/pnas.1323599111



The Alimentary Pharmabiotic Centre <http://apc.ucc.ie> is a Science Foundation Ireland-funded national research centre in food and medicine. The APC spans across University College Cork, Teagasc (Ireland’s Agriculture & Food Development Authority) and Cork Institute of Technology. APC’s research explores how bacteria in the gut impact on population health, leading to the development of future foods and medicines.

56 **Aurivo Delivers Excellent Financial and Operational Performance** Building on Three years of growth.



Successfully re-branded in 2013 to Aurivo from Connacht Gold, the Co-operative had a very strong financial year, successfully delivering robust results, based on a roadmap for sustained growth.

Summary Financial Highlights:

- Turnover (Continuing operations) increased by 11% to €454m (2012: €407m)
- Operating profit increased by 199% to €5.25m (2012: €1.75m)
- Net debt decreased by 33% to €12.9m (2012: €19.4m)
- Shareholder Funds increased 13% to €38.7m (2012: €34.1m)

Bonus share issue approved at the December SGM, one new share is to be issued for every two shares previously held

Operational Highlights:

- Record milk price paid to dairy farmers
- Successful re-brand to Aurivo from Connacht Gold
- A revitalised strategic focus that positions Aurivo for growth in post milk quota era

Commenting on the financial results, Aaron Forde, Chief Executive of Aurivo (below)said:

“It is gratifying to report on what was a transformational year for the business in terms of both financial and operational performance.



“The year under review saw a significant improvement in profitability with an operating profit of €5.25m. Group turnover increased by 11% in 2013 to a record €454m. This higher than ever sales figure, generated both in Ireland and internationally across 46 countries, was driven by a combination of added milk volumes in strong dairy markets, increased feed volumes across our Agri business, and a strong performance from investments.

“The results were delivered while reducing net debt by 33% to €12.9m, increasing shareholder funds to €38.7m, and all against a backdrop of paying a record price to milk suppliers during 2013.

“2013 was a year of achievement and progress in the deployment of a strategic model that provides a robust basis for continued growth across our business, and enhanced value to our owners in the years ahead. 2014 has started well for Aurivo and I can say with some conviction that we look to future years with renewed confidence.”

Padraig Gibbons, Chairman of Aurivo said:

“We are very pleased with what was an excellent year of progress for our Co-Operative and its members. Our members delivered record volumes of milk and received a record price. Aurivo also played a leadership role in responding to the fodder crisis in spring 2013.”

Operational Review

Dairy Ingredients

The Dairy Ingredients business had an excellent year with a record milk volume processed. Sales grew to €125m due to increased demand and stronger milk supply, as well as increased price levels in the market. (Continued on p57)



Aurivo's milk suppliers expect to grow supply by 20% after the ending of quotas in April 2015, and the business is well positioned to process the additional volumes. The business has worked extensively with customers to ensure that demand will exist for extra milk supply. In 2013, Aurivo revitalised its strategy around Focus 2020. A series of road shows for suppliers were undertaken in March 2014 to consult on the plan and supplier involvement in same, and feedback to date has been positive.

A farm profitability and sustainability programme is being rolled out reflecting the need to have profitable sustainable farmers supplying a profitable sustainable business. The Aurivo milk stability fund has been established to assist member owners who commit to the business through the expected volatility of 2014 and 2015.

A new wood-fuelled energy system, which was installed at the Aurivo dairy ingredients plant in Ballaghaderreen, will cut carbon emissions in half through a dramatic reduction in usage of heavy fuel oil. The €5.25m biomass plant, will use 30,000 tonnes of woodchip per annum, sourced from Aurivo subsidiary ECC Teo and will result in the annual displacement of almost five million litres of heavy fuel oil. The plant is the first of its kind in the west and Aurivo will become the first large scale milk processor in the country to switch to biomass as a source of energy. Ultimately, it will be developed into a combined heat and power (CHP) plant and, by 2016, Aurivo plans to be exporting energy into the national electricity grid.

Medium to longer term, confidence in dairy and the opportunities it brings to the business are as strong as ever.

Consumer Foods

Aurivo's Consumer Foods business is now a focused dairy operation with a strong market position in liquid milk and butter, where turnover has increased from €40m in 2009 to €75m in 2013. Aurivo's butter brands performed exceptionally well with butter sales reaching new records in sales terms, growing by 15% in 2013. This was due in part to a strong investment in promoting the brands through a high profile national advertising campaign. Export opportunities in this area are being actively pursued and the business will continue to invest in key brands domestically, such as Connacht Gold, to underpin its growth.

Agri Business

Aurivo's Agri business performed strongly with sales of €125m. During the year, transaction numbers rose modestly in Aurivo's 39 stores and average transaction value grew, both being key measures of customer confidence and retention.

The Agri business is positioned to deliver an excellent service to Aurivo's growing customer base. As Aurivo's business footprint continues to expand geographically, and as a broadening of the businesses' product range has been initiated to meet wider customer needs, a new name, "Homeland" is being successfully rolled out across all 39 stores.

Marts

Aurivo's Marts business had a solid year, recording turnover of €84m. Throughput was marginally down against a stronger decline regionally. Over the past number of years, a significant investment programme has been undertaken in the business, and it is intended that investment will be maintained in 2014. Aurivo's marts will continue to provide an excellent service with the confidence of its customer base as a fully compliant regulated entity.

Future Prospects

The Board and Management of Aurivo believe the strategic and financial position of the Co-operative provides a sound basis for growth. 2014 and beyond is being viewed as a serious opportunity to grow the business of Aurivo to the enhanced benefit of its shareholders. The current year has got off to an encouraging start, and there is confidence that Aurivo's evolving business model will prove resilient and provide significant growth opportunities across all core business areas.

Irish dairy board Reports Strong Performance

Turnover increased 5% to over €2.1 billion, with EBIT up 25% to €25.8 million.



The Irish Dairy Board (“IDB”) recently published a review of its 2013 performance. Turnover increased 5% to over €2.1 billion, with EBIT up 25% to €25.8 million.

The IDB also announced details of a new €30 million investment that will create 50 new jobs in Mitchelstown, Co. Cork. The 50,000 tonne capacity, fully integrated butter production and packing facility will also serve as an innovation centre for Kerrygold which has ambitious expansion plans post the abolition of milk quotas in 2015.

HIGHLIGHTS

Key Performance Indicator	2013	€ million	2012	€ million	Year-on-Year change
Turnover		2124.1		2028.2	5.00%
Operating Surplus (EBIT)		25.8		20.7	25.00%
Profit Before Tax		22.8		12.2	87.00%
Members' Bonus Declared		11		9.5	16.00%
Net Assets		417.4		405.2	
Cash on Hand		51.9		10.7	

- Turnover up 5% to €2.1 billion
- Operating Surplus up 25% to €25.8 million
- Strong Balance Sheet, with net assets of €417 million
- Debt free at year end, with €51.9 million Cash
- Business Transformation Strategy leaves IDB well positioned for expansion post milk quotas
- New sales and marketing teams in Russia, China, Saudi Arabia and South Africa
- Record sales for Kerrygold:
 - 350 million packets sold worldwide
 - No. 1 butter in Germany (17% market share and 55% branded share)
 - No. 1 imported butter in the US
 - Top three whole milk powder position in Angola, DRC and Congo
- M&A and Route to Market:
 - Acquisition of a 75% interest in Al Wazeen Trading (in Saudi Arabia) and the planned development of a cheese manufacturing plant in Riyadh.
 - Adams Foods Limited’s long term strategic partnership with First Milk, strengthening its position as one of the leading suppliers of Irish and British cheese in the UK.

Commenting, Kevin Lane, IDB CEO, said: “I am pleased to report a very strong business performance in 2013, combining solid earnings growth across all divisions and enhanced product returns to our members. Our continuing investment in brand growth, New Product Development and in-market expansion is designed to ensure that our members and suppliers can expand on the basis of sustainable market demand.

“The abolition of milk quotas in 2015 will present the Irish dairy industry with its first opportunity for meaningful expansion in the past 30 years. Our strategy is to ensure that IDB members and dairy farmers are optimally positioned to participate in this expansion opportunity through enhanced routes to market and sustainable, market led products.” Mr Lane added.

Financial Overview

The Group reported Turnover of over €2.1 billion in 2013, (Continued on p59)

up 5% year-on-year and a very strong Operating Surplus of €25.8 million, up 25% on prior year. This strong operating performance enabled an €11 million bonus to be declared to members, an increase of 16% on the year prior. The Group closed the year with a very strong Balance Sheet, with net assets of €417 million, debt free and with Cash of €51.9 million, a strong financial base from which to support its business growth strategy.

In addition, in May 2013, the Group made an exceptional payment of €2 million to an emergency fund for Irish dairy farmers in response to the unprecedented fodder crisis.

2013 Global Dairy Markets – a dramatic year

The Q1 drought in New Zealand and a prolonged winter in Europe led to a reduction in milk output levels in the first half of the year compared to 2012. This relative milk scarcity occurred in the face of tight stocks and very strong emerging market demand, particularly in China. It took the full year before the EU and New Zealand managed to climb above the previous year's levels. Milk scarcity in the face of strong demand caused prices to rise quickly in early Q2, with Whole Milk Powder prices rising more than 60% between January and April 2013 on the GDT. EU prices were up more than 25% on average over 2012 levels for Butter, Skim Milk Powder and Whole Milk Powder, with returns for commodity cheeses up c.10%. These very high prices, combined with benign input costs, stimulated a supply response.

Consumer Foods

The Group's Consumer Foods division reported a strong result for 2013 against a back-drop of high input prices. Turnover for the division rose by 6%. Record volume and market share were achieved in Germany and the US and the Pilgrims Choice and Kerrygold brands were further enhanced in the UK. 2013 also saw the continuation of the Group's investment in its brands through increased advertising and promotions, research and New Product Development. In addition, investment in in-market presence increased significantly, with new offices in Africa, Russia and China, complementing the Group's growing presence in the Middle East. With these additional investments, the Consumer Foods business is positioned for optimum growth.

Dairy Trading & Ingredients

The Dairy Trading & Ingredients division reported a solid trading performance for 2013, with strong growth in volume, Turnover and Operating Surplus. Turnover for the division rose by 4%. The Republic of Ireland and US businesses performed particularly well, but the UK businesses, while up year-on-year, did find local market conditions more challenging in 2013. The businesses acquired in recent years (Meadow Ingredients USA LLC, Thiel Cheese & Ingredients LLC and The Cheese Warehouse Limited) have been successfully integrated and are performing ahead of plan. The division is focussed on investing in the future and enhancing product returns for the members and is well positioned to take full advantage in adding value to the increased dairy volumes post 2015.

DPI Specialty Foods

The restructuring of the US speciality food distribution division, DPI, is completed and this division reported year-on-year growth in both Turnover and Operating Surplus. Despite the continuing competitive market, Turnover growth has been achieved from both existing and new customers, with a pipeline of significant new business already secured for 2014. With a strong management team now in place, with a clear understanding of the customer needs, this division is well positioned for growth in 2014 and beyond.

Business Transformation Strategy Progress

Over the past four years IDB has been preparing the business for the removal of milk quotas. The Business Transformation Strategy outlined in 2010 has been successfully implemented across the Group and is delivering real, measureable results.

Key operational highlights from 2013 were:

- Increased investment in brand development and NPD. Products launched include: Specialty butters in 'upside down' tubs for the German market
Butterkäse, a mild creamy cheese developed for the German palate
Kerrygold spreadable and Pilgrims Choice Sticks in the UK (Continued on p60)

AdPure dairy ingredients range - cost effective functional food solutions

- Meadow Milk campaign launched across Kerrygold markets
- New sales and marketing offices in Russia, China, Saudi Arabia and Africa
- Investment in strengthening in-market partnerships in Algeria, DRC and Angola
- Investment in a new production, packing and storage facility in Germany
- Completion of a state-of-the art Dairy Innovation and Cheese Additives Centre at Adams Foods in the UK
- Long term strategic partnership between Adams Foods and First Milk, strengthening Adams Foods position as one of the leading suppliers of Irish and British cheese in the UK
- Acquisition of a 75% shareholding in Al Wazeen Trading LLC (in Saudi Arabia) and the development of plans to build a cheese manufacturing facility

Looking to the Future

The marketing and selling of Irish dairy products across global markets has never been more important. With the recent announcement of the extension of the Group's financing facility to 2019, and plans now in place to build a fully integrated, state-of-the-art Kerrygold butter production and packing facility in Cork, the IDB continues to prepare the business for the exceptional opportunities the post quota environment will bring. Its key focus is to invest in the future so it can continue to deliver strong returns to its members and Irish dairy farmers.

DAIRY & FOOD INDUSTRIES eMAGAZINE.



Produced by

M.J.M Publications Ltd. 7 Ballingarrane, Cahir Rd., Clonmel, Co. Tipperary.
T 052 – 6170767 F 052 – 6123999 E mjmpublications@eircom.net

Circulation

Dairy & Food Industries eMagazine is circulated to Management and Personnel in the following sectors: Food & Drink Processors including, Dairy Co-op's, Meat & Poultry Processing Companies, Bakery & Confectionery Manufacturers, Prepared Consumer Foods Manufacturers, Fish Processors, Ingredients Suppliers & Distributors, Brewing & Beverage Companies, Govt. Departments, Relevant Associations, Suppliers to the Industry.

No part of this eMagazine can be reproduced without the written permission of M.J.M. Publications Ltd. The views expressed in this eMagazine are not necessarily those of M.J.M. Publications Ltd. and therefore we cannot accept responsibility in this regard.

ATTENTION PACKAGING COMPANIES:

IN OUR NEXT ISSUE – **JUNE** - WE ARE DEVOTING OVER 40 PAGES TO
 ``PACKAGING IN THE FOOD AND DRINK PROCESSING INDUSTRIES``.
 DON'T MISS OUT – BOOK YOUR AD NOW – VERY LITTLE SPACE AVAILABLE