

**Minutes of FMP Central Executive Meeting, The Irish Farm Centre, Bluebell, Wednesday
6nd June 2018**

Chairman	The Meeting was Chaired by Jim Mulhall.
Attendance	Members; E McEnteggart, TJ Meegan, D Tierney, Pat Loughlin, J Tynan, A Fleming, L Hannon, W Kelly, P O'Scanaill, D Murphy, N O'Connor, J O'Connor, S Condren, W Lennon, K Bray, J Maxwell, K Maguire, A Collier, Guest speakers, Ethan Cleary: IFA Digital Strategy and Ag Tech Product development
Apologies	Apologies were received from P Coveney, T Hyde, T Cashman, M Kearney, S Arthur, J Murphy, M O'Flaherty, P Fanning, S O'Loughlin, J Wynne, John Murphy Wx, John Murphy D, D Fagan, Sarah Condron.
Minutes	Proposed by J Tynan Seconded by L Hannon
Matters arising	Secretary R Malone gave the response that Sean Coughlan CEO of ICBF gave following the April FMP Central Executive: Cull cows and sold based payment to liquid herds in Ireland: Response <ol style="list-style-type: none"> 1. We are currently working on the allowing a farmer to mark a cow as 'For culling' and as long as she is dry, she will not appear on the report. This function will be available on the HerdPlus App. 2. There are only 13 herds across 2444 herds Winter or Liquid milk herds who are not benefiting from a solids-based payment (i.e. whose fat/protein are below 3.6%/3.3%)
Ethan Cleary presentation	Chairman, Jim Mulhall welcomed Ethan Cleary to the meeting. Ethan gave a PowerPoint presentation on the evolution of technology in general with specific reference to the agricultural sector. Ethan covered a brief history of computers to today's powerful mobile smart phones and the many uses they now perform. Ethan went through a multitude of technology companies that have and continue to develop new technology that can perform useful, time saving functions for the agri sector, such as precision agriculture. The recently implemented GDPR regulation was explained by Ethan. After his excellent, detailed presentation, Ethan answered questions and the meeting had a good debate on the whole area of technology and personal data. An interesting observation was that with all these time-saving applications operated by new technology, people, including farmers are busier than ever. We are always connected, and some people are addicted to technology, especially mobile phones, and this is becoming an issue in today's society. Another interesting comment was that if technology removes too much labour and people from the agricultural sector, agriculture may lose its political influence. Broadband is a fundamental right in some EU countries and needs to be top of the rural Ireland political agenda in Ireland. There was a good discussion in relation to farmer list details and GDPR regulation and IFA policy on this.

<p>FMP-Glanbia negotiations on a new liquid milk agreement</p>	<p>Chairman, Jim Mulhall gave the Central Executive an update on negotiations with Glanbia. After 4 negotiation meetings, we are making progress on issues but nothing is agreed until everything is agreed. The Liquid agreement, volumes, Liquid milk contract trading, restructuring of the supplier base, the Glanbia -FMP relationship into the future, the definition of a liquid supplier and criteria (the number of non-compliant suppliers is surprisingly high ((220)), fixed liquid milk price schemes, the premium, and working bands are all points up for discussion. FMP's position is to direct the premium to the farmer calving the autumn cow to produce fresh liquid milk. Nothing is decided as of yet. Information on the volumes of winter milk scheme (Baileys) with small liquid contract holders- FMP have requested this information but it has not been given as of yet. D Tierney asks for more clarity and control on the allocation, volumes and premium that is associated with the winter scheme in the hands of liquid contracted suppliers. The meeting had a good discussion on retiring non-compliant liquid suppliers from the liquid milk supply pool. FMP will strive to agree an agreement with Glanbia on liquid milk, and the negotiation team will support any agreement if we are happy with it, but Glanbia have to enforce any deal.</p>
<p>Joint Quality Report. TJ Meegan</p>	<p>TJ Meegan, Chairman of the joint quality committee gave the meeting a report recent meeting with service contract providers to service milk bulk tanks. It is currently costs the farmer €560. They requested €100 increase over 2 years. refrigeration gas price had increased dramatically in 2018. The 5% administration charge was deemed way too high by FMP members</p> <p>The management committee agreed that the an extra €50 would be paid by Glanbia to the refrigeration contractors in 2018, to be made up of the complete removal of the 5% administration charge (€27) currently being charged by Glanbia and an additional €23 (vat inclusive) payment from farmers in the scheme in 2018.</p> <p>Members who are part of the Avonmore/Glanbia bulk tank service scheme were deducted an extra €60 out of the milk statement with no direct given notice or permission sought. The inclusion of the €60 increase in a newsletter was deemed completely inefficient communication and likened to a Glanbia agri customer returning payment for an invoice, minus an amount and include that in a personnel newsletter.</p> <p><i>Proposed that FMP members that participate in the FMP bulk tank service contracts would pay €23 extra in May 2018, and the remaining €27 should be recouped from the removal of the 5% Glanbia administration charge. The contractors sought an additional €50 increase to be deducted in 2019, but FMP did not agree to this, but will review the situation depending on Glanbia decision regarding the current administration charge.</i></p> <p>Proposed by Pdraig O'Scanail Seconded by Derek Tierney</p> <p>The tank service contactors should notify their customers of any increase and the increase is conditional on every tank being serviced at least once a year as indicated by the contractors.</p>
<p>Milk Price</p>	<p>Glanbia Board member, Eamonn McEnteggart said the general conscience was that the bottom of the market has probably been reached. It will take time to recover and transpire into any meaningful milk price increase. There is a lot of pressure on Glanbia as they are consistently near the bottom of Farmers Journal milk price league. The company will be in a similar position on the KPMG milk price league for 2017. A few members commented that the Glanbia fixed milk price schemes are being targeted at a price point no greater than 31cent in litre. Members felt that this price is too low and</p>

	bringing down the market to this level. Willie Lennon stated his belief that the payment structure in Glanbia of paying a low basic base price and topping up later, to end up in satisfaction final position, was leading down the market.
Pennies Fund Donation	The Chairman proposed that FMP would make a donation to Le Chéile ward, St. Vincent's Hospital, Athy, where Jim Hannon spent his final years The Central Executive agreed to donate €500 to this cause. 1 st Andy Fleming 2 nd Willie Lennon
Votes of Sympathy	Jim Hannon, Balitore Past member of the FMP Negotiation Team
AOB	Eamonn McEnteggart spoke to the recently replaced Glanbia Chairman Henry Corbally. Henry would like to express his gratitude and said it was an honour to be Chairman of Glanbia, and to acknowledge that he started his milk political life in LMP, and number of past FMP Chairmen present at the meeting and other delegates acknowledged that positive role that Henry Corbally had and his assistance to FMP during his Chairmanship of Glanbia.