

# SCTA News – Spring 2011

Welcome to the second newsletter from SCTA April 2011

## **SCTA Annual Dinner 12<sup>th</sup> May 2011**

### **The George Hotel Edinburgh**

As previously announced, this year's Annual Dinner has been moved to May to accommodate the European Borse which will come to Edinburgh in October 2012 (more later).

This year the Association have been fortunate in securing George McNeill as the after Dinner speaker who will certainly entertain you.



George was born in the small mining town of Tranent, ten miles east of Edinburgh. On leaving school he studied as a Chartered Quantity Surveyor whilst at the same time playing football for Hibernian F.C., Morton and Stirling Albion. George then gave up football to concentrate more fully on Professional athletics and in 1970 started by winning the famous New Year "Powderhall Sprint" in its Centenary year.

George's talent as a sprinter continued to develop and in 1970 at the Press Charities Sports Meeting held for the first time on the new "tartan Track" at Meadowbank, Edinburgh, he set a professional World Record for 110 metres, clocking a time of 11 seconds flat.

When equated to the more popular 100 metres, this was around the 10 second mark.

In 1981 at the age of thirty four, George won the richest professional race in the world called "The Stawell Gift" carrying a first prize of 12,000 Australian dollars together with around 40,000 dollars from the bookmakers.

Since retiring from top class competition, George has been involved as Sprint and Conditioning Coach to Heart of Midlothian F.C. He still competes on occasion in Veterans Athletics and has won British titles at 100 and 200 metres.

For the past twenty years, he has run a small family Building business but still makes time for his main sporting passion – golf. His marvellous collection of anecdotes covers a wide range, not merely confined to his unique and highly successful sporting career.

This year's dinner is also raising money for the SCTA Benevolent Fund which helps those former employees of our Association members who have fallen on difficult times. Come along and support this worthy cause while enjoying a night of fun and friendship.

#### **Tickets**

**£50.00 +VAT**

**Available from members now**

**also from**

**Secretary of SCTA**

**Nigel Cook**

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**Edinburgh, EH2 1EE**

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The Corn Exchange Benevolent Society has been going for over 150 years, and has moved on from its aim of assisting members of the old London Exchange. It now can extend help any in the UK who have been in the “corn, grain, seed, cereal, animal feeding stuffs, pulses, malt, flour or granary keeping” trades – to all sections of the grain trade, in fact - and their spouses, partners and dependants.

The Society has assets of over £2.5 million, and, while not a large charity in the general scheme of things, it is usually able to respond positively to requests for assistance. Its trustees are elected from retired and currently active members of the trade, and are responsible for administering the Society’s resources in a way consistent with its rules.

All who have worked in the trade are encouraged to join as members, and thus to support less fortunate colleagues and their families. The rules of the Society would tend to give preference to those who have joined, but no person from the trade who needs a bit of help should feel inhibited from requesting it. All contacts, whether from members or non-members, are treated in total confidence. Although the State can pick up many of the pieces when trouble strikes, the extra support provided from a trade benevolent society can sometimes make a big difference. The provision of a new electric shower or a stair-lift, a bit of help with house redecoration or medical bills, or a small regular grant to supplement income, can make a significant difference to a person’s life, and lift the spirits.

Some grain firms have made all their employees members of the Society, and we feel this very inexpensive benefit is something that those in charge of companies in the trade could usefully consider.

Individual membership is open to all who have worked in the grain trade. The one-off subscription for life membership is only £50. Further information and membership application forms can be obtained from the Secretary, The Corn Exchange Benevolent Society, 20 St Dunstan’s Hill, London EC3R 8HL. The telephone number is 020 7283 6090.

Next year Edinburgh will be the host city for the European Commodities Exchange (ECE). The ECE, often known as The Börse, has been held annually for the last 50 years in a European city and the last occasion in the UK was in London in 1999. The two day event will take place on 4<sup>th</sup> and 5<sup>th</sup> October 2012.

The 52<sup>nd</sup> Exchange Day will take place at the Edinburgh Conference Centre on the Friday where companies can take booths to meet their customers or attend as individuals. This will be preceded by a gala dinner to be held on the Thursday evening in the National Museum of Scotland,

Since its inauguration in 1961 the Exchange Day is now an essential annual event in the grain trade. The founders wanted to redress the increasing dearth of meetings and demise of national corn exchanges in Europe, (due to the development of technology and remote communication) with the aim of establishing a meeting place with effective contacts. The Exchange Day continues the tradition and provides a face to face opportunity to meet, take stock of the current campaign and consolidate relationships.

The interest in the organisation has grown progressively so that now there are 1800/2000 attendees on the day.

Organised by Gafta in co-operation with the SCTA we hope that all those with interests in grain; producers, maltsters, millers, processors, compounders, traders, service providers, superintendents, analysts, lawyers and banks will take the opportunity to visit Edinburgh to attend this prestigious event.

Pamela Kirby Johnson

Director General

March 2011

The first Trade Awareness Course to be run by the SCTA took place on 30/31<sup>st</sup> March with 17 delegates from ten member companies taking part. The course was modelled on the very successful formula run for some years by the Bristol Corn and Feed Trade Association.

## Day 1

### Cefetra Ltd.

The first port of call was the highly impressive facilities at King George V Dock in Glasgow where Cefetra Ltd. import a large tonnage of commodities from all over the world.



The tour of the docks and storage facilities was followed by a presentation on the import /export of commodities, covering source, transportation, factors affecting the market and the risks involved. Paul Mooney who gave the excellent presentation then answered various questions on commodity trading and where he saw the future growth in the market.

### Davidson Bros (Shotts) Ltd.

Having seen the various products imported the delegation headed for Davidson Bros (Shotts) Ltd. to see the materials turned into animal feed.

After a brief presentation on formulations William Davidson then talked the group through the milling process and how he decided on which raw materials he would use in the various rations. There was a lively discussion over a most enjoyable buffet lunch kindly hosted by Davidson Bros.



After lunch the delegates were taken on a tour of one of the most modern mills in the UK where they saw at first-hand the materials ground, milled, mixed and pelleted, before distribution.

### Fernieshaw Dairy Farm, Cleland

It was then off to visit the Bankier family farm at Fernieshaw, Cleland. Willie Bankier, his brother and son farm the six hundred acres, milking one hundred and forty cows and rearing bull beef.

Willie took the group on a tour of the milking parlour, the calf rearing unit and then on to see the cows in their cubicles where they were being fed on home produced silage topped up with barley, straw and minerals.



Willie explained his philosophy on the farming methods they used and where raw materials and compound feeds fitted into his requirements. He ably answered questions from the group and explained how his cost of production was rising substantially due to fertiliser and feed price increases.

It was hoped that the group would go on to visit Robert Wiseman's Dairy in Bellshill but this visit could not take place due to last minute circumstances at the dairy.

### Grain Trading and Dinner

The group headed back to the Inchyra Grange Hotel at Grangemouth where they were given a commodity trading game. The delegates were split up into three groups where they had to trade against one another within their group, the idea being to corner the market in a certain commodity. Before dinner we were joined by Roger Baird from W.N. Lindsay and three of the SCTA directors, Andrew Mackay, Finlay Calder, and Alex Kellet.

Roger gave a short presentation on grain trading covering supply and demand in the UK along with covering exposure in the very volatile markets recently experienced. A general discussion continued over dinner and the opportunity to quiz the directors on their thoughts on the market was greatly appreciated by all the delegates.

### Day 2

#### ED & F Mann & Westway Terminals

The group set off bright and early to visit ED & F Mann based at Westway Terminal in Grangemouth Docks. Jim Howie, from ED & F Mann gave a short presentation on the molasses market, its countries of origin and the applications in the UK market. While this was taking place Garry Hunter from Westway Terminals was conducting a tour of the facilities with the other half of the group.



We must thank the Westway staff who suspended tanker loading while we toured the terminal.

#### North British Distillery

Continuing on the cereal market the group the headed off to The North British Distillery in Edinburgh.

We were greeted by David Rae their Managing Director who explained the history of the distillery and its current ownership. David went on to outline some of the challenges ahead and how they were facing them.



After a short presentation on the actual distilling process the delegates were split into two groups and

taken on a tour of the distillery where they are producing 64million litres of grain whisky from maize.

Once back in the board room the delegates were entertained to a superb buffet lunch and the opportunity to ask questions of David Rae and the Distillery Manager. It was then fitting that the visit was completed by the taking of a small dram of “North British Grain Whisky”.

### **Broxburn Bottlers**

To complete the cycle on the grain trade the group then headed off to Broxburn Bottlers Ltd. who contract bottle whisky, gin and vodka for many customers in the UK. As the bottling hall is designated as a food producing facility the delegates had to get toggged up in hairnets, hats and coats before being taken on a tour.



The facility can handle anything from a single cask to large runs of product for the supermarket brands of whisky, gin and vodka.

All were surprised by the vast array of product that was bottled here with many export brand names that the delegates had never heard of. They saw strawberry flavoured vodka in a very fancy bottle going down one of the lines before being shipped to the US.

Before heading home the group used the conference facilities to complete a feedback form on their two days which will be used to adapt and improve future courses. The delegates were all issued with a Course Attendance Certificate signed by Andrew Lindsay, President of SCTA.

### **The Group**



### **The Future**

The feedback has all been very positive from this first course and the SCTA will decide shortly if it will run another course this year.

