

processing and marketing level. All very true I am sure — but what about the pig price paid to Irish farmers. How does it compare with the EU average?

The real issue that many producers ask is there a future in the Irish pig industry? The indications are not positive.

It does little to increase confidence. The January 2005 weighted average is €1.21. This is a decrease of 8c compared to December 2004.

Compared to the EU average over the same period it is a gap of over €9 per pig. Indeed when one looks at the January 1998 league bench mark some

structure. What do we do? One can adopt the attitude of a dog sitting on a thistle.

Continue sitting on the thistle, feeling pain and barking, rather than moving on. The good news is that pig producers are moving on with a new positive line establishing a new company.

Roscrea	1.21	1.29	1.13	5.60
Edenderry	1.21	1.28	1.13	5.60
McCarron	1.20	1.28	-	-
Weighted average	1.21	1.29		
<b>Northern Prices</b>				
Grants	1.22	1.34		
Cullybackey	1.22	1.32		
Cookstown	1.22	1.32		
<b>Pork Prices</b>				
Coyle	1.23	1.32		
Salter	1.22	1.31		
Carbally	1.22	1.31		

# North/South Pig Company

OVER recent months a new initiative has been taken to establish a North/South Pig Company by a steering committee composed of pig producers. This new project is working on the ground. It is headed up by Paul Gilmore as commercial director, a professional with a proven track record in business management.

Paul Gilmore, 33, holds a business degree from Queens

University and an MBA from the University of Ulster. He has worked internationally with a number of blue chip companies.

He states that his objective "is to make the North/South Pig Company a blue chip operation."

Last week I met this man. I was highly impressed. He radiated a vision for Irish pig producers. It was not just soft talk.

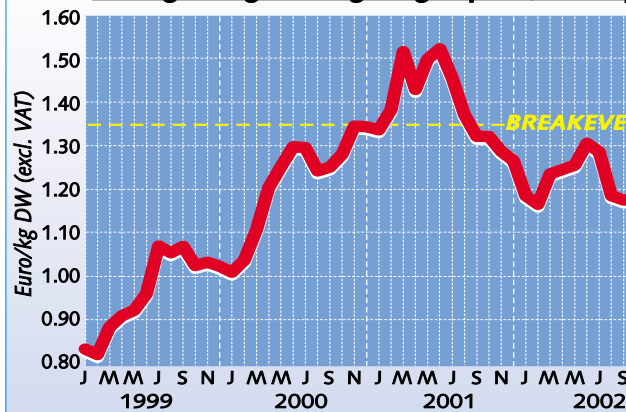
Paul Gilmore with his steering committee has a definitive plan of action.

Paul Gilmore states "we are not a co-operative or a marketing group. We are a limited company with the objective of entering the processing sector."

Then I queried, "but this is going to cost money?"

Paul replied, "of course this will cost money. Nothing happens without money. We are

**Average weighted Pig League price, January**



targeting an investment of €100 per sow from producers. The start-up is a deposit of €20 per sow."

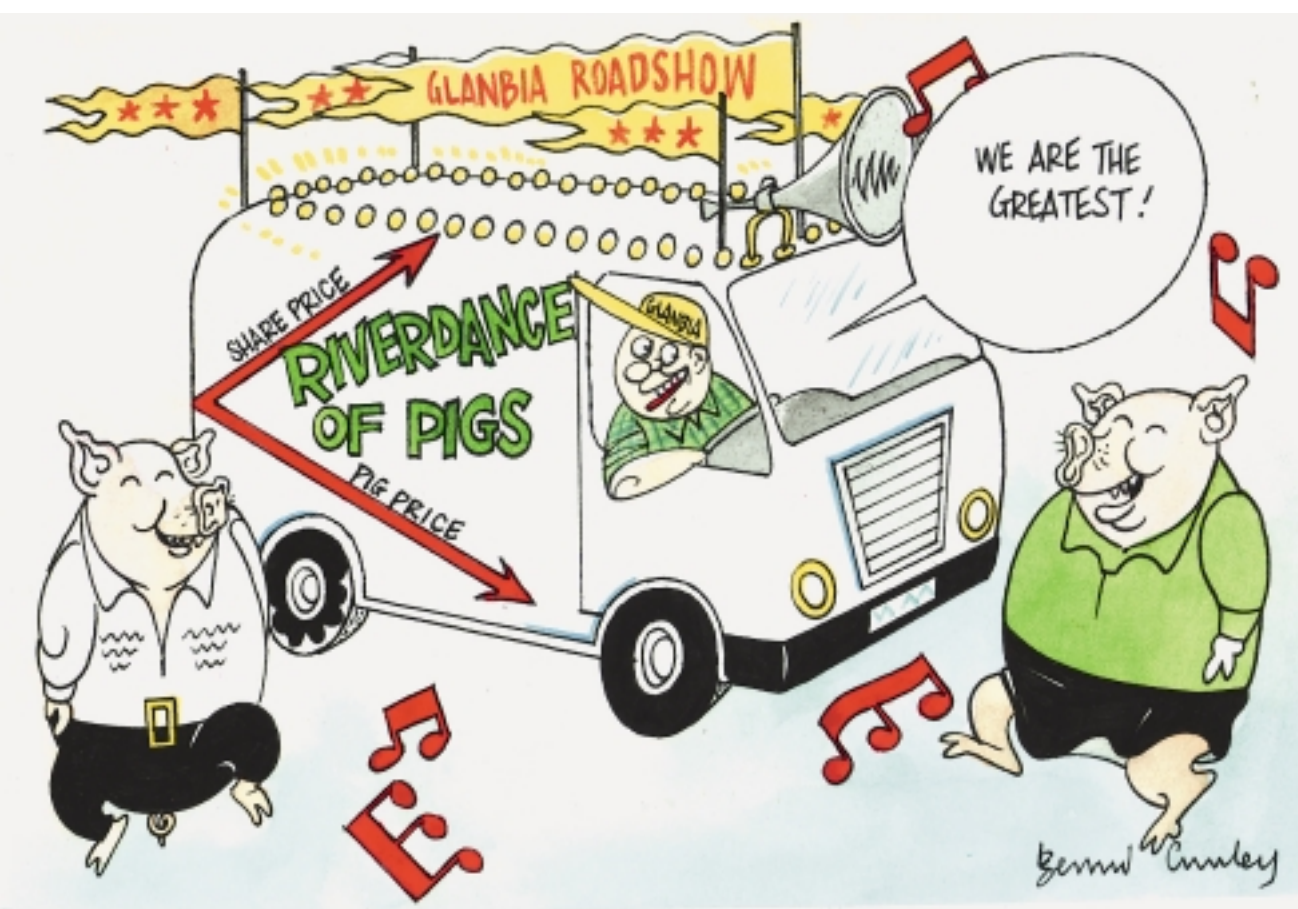
To date Paul Gilmore reports success as follows, "we have already 40,000 paid up sows

with deposits. Payment from further 70,000 sows is imminent. This gives us 110,000 participating sows out of the total island of Ireland's sow population of 180,000. This is not happening from my office. I am travelling the countryside selling the concept to the players in the sector.

"The response I am getting day by day is great. Producers see the possibilities of this concept delivering."

Paul Gilmore continues with a refreshing youthful vigour and resolve.

"In the past many pig farmers invested in home mixing to give themselves more control over their business. Now the investment in the processing sector can further increase their control and rewards." Paul



## Status exit op

The North/South Pig Com under pin and grow Ireland vision that must be pushed not an option. It is only a