

The International Exhibition Co-operative Wine Society Limited
Minutes of 142nd Annual General Meeting held at 5.30pm at
The Queen Elizabeth II Conference Centre, London, W1R 6EL on 13 June 2016

In the Chair: Sarah Evans (Chairman)
Also Present: George Jeffrey (Deputy Chairman)
Robin McMillan (Chief Executive)
Tim Sykes (Chief Wine Buyer)
Ian Adams (Secretary)
8 other members of the Committee
Approximately 410 members
Apologies: Ricard Giner-Sariola
Tim Wright

MINUTES OF THE 141ST ANNUAL GENERAL MEETING

The Minutes of the 141st AGM held on 8 June 2015 were agreed.

ADOPTION OF THE REPORT AND ACCOUNTS

The Chairman addressed the meeting and proposed the adoption of the Accounts for the year ended 29 January 2016.

Thirteen members asked questions which were answered by the Chairman, Chief Executive and Chief Wine Buyer. There follows a summary of the questions and answers:

Q A member referred to a questionnaire he had received from the Society enquiring whether he was willing to sell back wines in storage that the Society already holds stocks of. He asked if there were intentions to expand the policy and to include wines that the Society no longer holds stocks of and whether it might be possible to sell such wines through the Showroom.

A *Sarah Evans replied that it was an interesting idea but would probably pass the detail of the question to Robin McMillan. One of the key issues will be the provenance of the wine. We may be able to take wine we have sold to you as long as it's been kept in Member's Reserves. When a member buys from The Society they will not only know where it has come from but the conditions in which it was kept.*

Robin McMillan further remarked that we haven't done this because there is a rule and we would have to change the rulebooks. We don't allow members to purchase for the purpose of resale and that effectively puts a cap on the traditional kind of broking retail market. What was behind the research, was amongst the community of membership is there a way we could introduce members that have a surplus of wine to those who are looking to purchase wines so as to keep it within the community without going against the rule prohibiting resale. There are many issues to consider so it's work in progress.

Q One member asked that with the impending referendum what effect it might have on the wine industry and in particular the protracted trade negotiations between Europe and the USA.

A *Sarah Evans replied that there is a degree of complexity in any trade agreement and it was not something The Society was specifically exploring. The WSTA may be working on this, but*

the immediate focus is the possibility of BREXIT. There is quite a bit of flexibility within our business and we are reasonably able to react to changes. Being a small business we have little ability to influence any international trade agreements reached.

Q A member questioned the cost to The Society of bottles returned for whatever reason and how much of such an expense is claimed back from our suppliers?

A *Sarah Evans explained that the answer can fall into two categories. There were two product recalls last year concerning Prosecco bottles and previously there had been a problem with white Burgundy. When the problem affects a significant batch of wine we look to the supplier to recompense by either replacing the wine or in monetary terms to the Society. Where a member returns a single bottle because the quality is not good or if they don't like it we don't seek recompense in such circumstances. The actual rate of return is 0.1% of the bottles we sell, a very small amount.*

Q A member asked that in light of the forthcoming referendum, to what extent is the Montreuil operation dependent on the UK's continued participation in the single European market?

A *Sarah Evans replied that we know from past experience it is significantly impacted by adverse exchange rates. In 2007/08 when sterling depreciated by thirty per cent sales to members and visits to Montreuil fell off a cliff. The rates have still not quite recovered to those previous levels. If sterling were to depreciate it was anticipated Montreuil would suffer. The operation is always under review. The contract with them will be reviewed in the coming months and we will look at the commercial rationale in determining where we go with the contract in the future.*

Q A member asked if the results of the recent member survey on Montreuil were to be published.

A *Sarah Evans said that this will be considered.*

Q A member expressed his appreciation for the range of wines in half bottles and his hope that this will increase.

A *Sarah Evans thanked the member for his comments.*

Q A member asked why there are no Tasting events held south of the river in London.

A *Sarah Evans said that the team do have to look at the practicality of venues, capacity and price but she will ensure the Tastings Team respond directly to member.*

Q One member wished to reinforce The Society's view on the Chief Medical Officer's recent statement as there is much evidence and discussion in the medical press to question it.

A *Sarah Evans affirmed that The Society is not suggesting that there is no impact on health from alcohol but that a properly researched, objective, project should look into it.*

Q A member asked if it would be possible to have some more information, perhaps in the Newsletters, about the holders of some of the early shares, how many still survive and have been inherited and how many are extinct?

- A *Sarah Evans said that she would ask someone to look into this and it could, indeed, be very interesting.*
- Q A member asked if The Society could consider organising overseas wine tours.
- A *Sarah Evans said that due to the time commitment that this would take, she recommended the Wine Society Dining Club which does organise wine tasting visits and tours. The Dining Club is only open to Wine Society members and there are representatives at this meeting.*
- Q A member felt that holding the AGM in Central London is fine for the members that live in and around London but members further North might feel somewhat excluded. Is it feasible with current technology to transmit the meeting to other locations so they can participate?
- A *Sarah Evans said that this is something we are happy to explore although there are many implications for the Rules, for example, only members present are entitled to vote on matters presented.*
- Q A member asked what is the comparable impact of the type of closure that a bottle has on its ability to age, and does wine mature in different ways depending on whether it has a cork, synthetic or screw cap.
- A *Tim Sykes said that the closure makes a significant impact on the ability of a wine to age. Screw cap is most steady and slowest with cork still considered the ideal due to steady ageing, although there are risks of cork taint.*
- Q A member asked a question relating to the Committee member's honoraria asking why there was an amount of £54,000 if other elected members received the maximum of £43,180.
- A *Sarah Evans said that the sheet provided to the meeting related to elected members only whereas the amount in the accounts is for elected and co-opted members who get an equal amount per meeting attendance as the elected members.*

The Accounts were adopted on a show of hands without objection.

COMMITTEE REMUNERATION

The meeting considered the remuneration of the Committee in line with a recommendation that the Committee Honoraria be looked at each year by the Annual General Meeting.

It was agreed without objection that the Honoraria awarded to the Committee for the year ended 27 January 2017 would be as follows:

- Chairman: £35,560 per annum.
- Deputy Chairman: £17,780 per annum.
- The other Elected Members: £43,180 per annum in aggregate, to be shared in the ratio of the actual number of meetings attended to the total number of possible attendances by Elected Members.

Co-opted Members (other than the Chief Executive), would be paid at the same rate per meeting as calculated for the Elected Members.

COMMITTEE ELECTIONS

Stephen Bourne retired on 21 October and Ricard Giner-Sariola had been appointed under Rule 26 as his successor until the AGM. Ricard Giner-Sariola offered himself for re-election.

Michael Schuster retired from the Committee immediately before the AGM and Tim Wright offered himself for election.

There were no other nominations for election to the Committee and therefore the Chairman declared that Ricard Giner-Sariola and Tim Wright were elected to the Committee.

COMMITTEE CO-OPTIONS

As required by Rule 27.3, the meeting confirmed the following co-option appointments:

- (a) Ricard Giner-Sariola, from 25 September 2015 until 21 October 2015
- (b) Tim Wright from 22 October 2015 until 13 June 2016
- (c) Paul Powell for a further term of one year from 17 December 2015

The Chairman declared the meeting closed at 6.30 pm.