



Ouse & Cherwell

Agricultural Buying Group

Company Brochure

Ouse & Cherwell Trading Company Limited
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Introduction

Ouse and Cherwell Trading Company has been established for over 50 years with experience of trading as a non-profit, Member owned Agricultural Buying Group.

We offer a purchasing and accounts administration service for farms, rural and agricultural based businesses using quality industry professionals.

We work alongside your farm office for purchasing your essential agricultural requirements by negotiating very competitive prices. We offer a highly professional service with experienced and friendly staff.

The Office is based in Brackley, Northamptonshire where we take away the administrative hassle from your farm or estate office by processing all invoices and bank payments on a monthly basis.

Ouse and Cherwell act as the agent and not principle in all transactions between its Members and suppliers. We do not add a levy to supplier prices but simply charge a small monthly fee for our services.

About Us

Our History:

Ouse and Cherwell originated on 1st May 1967 following the amalgamation of 48 Members from 'Ouse Valley Trading Co. Ltd' and 38 Members from 'Cherwell Farmers Co. Ltd'.

The Group was established by six local farmers as they were disgruntled with the situation of purchasing their main farm supplies and thought they could do better - strength in numbers! This was a common theme of the time as the 1960's were a boom period for farmer owned co-operatives and buying groups to be established.

In the early days of trading, the site at Manor Road, Brackley also incorporated a retail shop. This was stocked with a wide range of both domestic and agricultural goods from groceries, toilet rolls, work wear, boots and wellies to washing powders, dog food, protective clothing, ropes and buckets. The Board of Directors back in the 1960's did their bit to cover staff holidays to ensure the shop stayed open! It was a very popular place on 'payment days' when the Members brought in their monthly cheques they would then take advantage of the shop and start their account for the following month!

Since those early days we have now grown to 340 Members from large country estates, contract farmers and small holdings.

Where we are now:

We are run by a Board of ten Directors including a Chairman and a Finance Director/ Company Secretary who are all farming Members.

- All Board Members are elected by the Membership.
- Each Member owns an equal share in the Company.
- We are non-profit making with any surplus (after operating costs) either retained to develop services to shape the Group's future or returned to the Membership.
- We cover a large geographical area encompassing Northants, Oxon, Bucks, Warks, Beds & Glos, although we do have Members further afield and our services are always open to clients outside of our current locations.
- With our current Membership, our turnover is in excess of £25 million.
- Our Office staff includes a General Manager and strong office team with broad agricultural, industry and accounts experience to help Members.

How We Operate

With our combined Membership numbers, we are able to develop strong negotiating powers with our preferred suppliers. This gives better terms and discounts for our Members. For certain commodities we also negotiate extended payment terms, especially where usage is seasonal. These offers are communicated to the Membership via our monthly newsletter, website or text messaging service.

Members can either liaise directly with the Office or with suppliers for their requirements.

Suppliers record your Membership details for all orders and send invoices to the Ouse and Cherwell Office for processing.

Each invoice is coded by commodity type which can help you in assigning the expense to the relevant cost centre.

A monthly statement is produced and sent to Members by post (and email if required) together with all the original invoices and credit notes from the previous month's transactions. No levy is added to the invoices by the Group and payment is taken by direct debit.

Members are charged a monthly subscription within their statement.

We produce a monthly newsletter which is either emailed or distributed with the statements giving details of best buys, new suppliers, market trends and other relevant information.

New Members receive our list of Suppliers which includes both local and national companies. Up-to-date lists are always available from the website. We are constantly reviewing our supply base and welcome suggestions from Members for new suppliers and if commercial terms are agreed, will add these to the list.

Topical and subject focused Members meetings are held where Members are invited to listen to industry experts on topical matters.

A mobile phone text messaging service is operated from the Office to the Members when supplier offers require a same day response.

All information is continually updated on the website.

Features and Benefits

1. **Nominated Suppliers with Preferential Prices and Payments Terms**
As a Member you will have access to all Ouse & Cherwell's suppliers (both national and local). To either use as an individual or benefit from bulk negotiated terms. As so many farm input costs fluctuate on a daily basis (for example fuel and fertiliser), these orders are placed from the Office to gain the best price on the day, to suit your requirements.
2. **Simple Accounting Procedures**
All purchases during the month are charged to your Ouse & Cherwell Account and then processed by our team. Each month a statement with your spend is produced which is itemised and sent together with all original invoices.
3. **Effective Invoice Querying**
There is a time window to query any invoices. Any account queries can be discussed with the Office for effective resolution and issue of credit notes.
4. **Simple Payment Procedures**
One single monthly payment is taken by direct debit thus saving multiple payments and bank charges. Ouse & Cherwell then process payment to suppliers on your behalf.
5. **Balanced Approach to your Purchasing**
At Ouse & Cherwell, we do not insist on total commitment for all purchases. We recognise that long standing loyalties still count for something and you have the freedom of choice. That said, the more volume which goes through The Group the better our leverage becomes.
6. **Monthly Newsletter**
Every month we produce a topical newsletter which includes updates on commodity prices, market conditions, news on suppliers and deals/offers for the Membership. We also have an ever growing classified section for Members to advertise foc.
7. **Ouse & Cherwell Website**
Our website is regularly updated with news, views, industry updates, supplier offers and whats on. These are mostly contained within the secure Member's Area.
8. **Mobile Phone Text SMS Service**
We provide a mobile phone text service (when necessary), where news from the market or suppliers requires a more immediate response.
9. **Fuel Cards**
O&C can provide you with fuel cards. These cards are invoiced on your monthly statement and there is no monthly charge or minimum usage on these. There is a range of different cards to choose the right card to match the fuel stations in your area. Typical fuel savings are between 3p & 15p per litre (gross).
10. **Electricity Contracts**
We are able to help Members to secure better deals when looking at renewing electricity contracts. O&C work with most of the main utility companies and we can get prices for contracts starting up to one year ahead.

It should be noted that Ouse & Cherwell act as the agent in all transactions and not as principle. We do not add a levy to supplier invoices but charge a flat monthly fee for membership.



How to Join

We always welcome new Members. If you would like to benefit from becoming a Member, our contact details are below:

- * Contact the Ouse & Cherwell Office on 01280 703497
- * email office@ouseandcherwell.co.uk

Please fill in the application form (with this pack) as fully as possible. The better quality information, the easier we can steer you to higher savings.

A member of our Team will ensure that any enquiries are followed up promptly and a meeting arranged on your farm to discuss the features and benefits of Membership.

You will be invited to visit the Office to meet the Office staff and Directors for a formal discussion.

The prospective Member and The Board will then come to a decision as to whether membership is appropriate.

Upon joining, each new Member receives notification of their Membership number, our list of suppliers, and access to the Member's Area of the website once registered. Regular contact is maintained during the first few months to ensure everything is working.

Board Members

Geoff Snell
Chairman

Charlie Payne
Vice Chairman

Richard Lewis
Finance Director/Company
Secretary

Nick Allen
Director

Antony Bonner
Director

Murray Brown
Director

Peter Deeley
Director

Conrad Lester
Director

Roy Paterson
Director

Jo Robinson
Director

Office

Roger Davies
General Manager

Wendy Webb
Members Orders
Co-ordinator

Gillian Tredwell
Marketing

Julie Jones
Accounts

Emma Robinson
Accounts

Katy Coles
Admin



A Small Selection from our Supplier List

Agro-chemicals

Orders placed through O&C Office
Please call for more details 01280 703402

Animal Health

D & H Direct
Genus Breeding Ltd
Mole Countrystore
Risto's Farm Supplies
StowAg
Wynnstay

Building Supplies

Blanchford
Buildbase
Jewsons
John Nicholls
Keyline
Towcester Building Supplies (TBS)
Travis Perkins

Farm Machinery Spares

Agricultural Plant Hire (APH)
APM Supplies Ltd
Agri Linc
Browns
Farols
Bruce Hopkins
Hydramex
MDT
Spaldings
Turneys

Fertiliser

Orders placed through the O&C Office
Please call for more details 01280 703402

Fuel

Orders placed through the O&C Office
Please call for more details 01280 703402

Waste Disposal

Dial-a-bin
Duston
Grundon

NB we deal with some of our suppliers who are nationwide companies at local level.



Endorsements from some of our Members

"When we embarked on a building project, we found the Ouse and Cherwell Trading Group to be invaluable in sourcing our requirements at competitive prices and ensuring prompt delivery of a wide variety of goods".

Bullinghope Ltd

"By trading through Ouse and Cherwell, I have peace of mind that goes with knowing that prices will be competitive and that the service will be first class because I have the buying power and full support of the Group behind me. My main purchases are fuel, fertiliser and agrochemicals but the convenience of being able to buy other goods from a wide range of local suppliers, without having to worry about maintaining separate accounts is invaluable".

W A Hilsdon & Son

"We fully support the O&C Co-operative which proactively helps us achieve better purchasing power from trusted suppliers and benefits us as Members. Contacts are very helpful at all times and we are pleased to be part of this buyers' group".

James Perks, Estate Manager, Tusmore Park Estate

"Ouse and Cherwell is an essential part of our farming operation. We have been Members for about 50 years. We have complete confidence in the staff sourcing the products we use. This saves us a lot of time and our membership is more than repaid".

Ian Cherry

"Since becoming a Member of Ouse and Cherwell, we have saved time and money as we no longer have to chase prices and their buying power means cheaper goods and services. The Group is efficient and well run and we are very happy to have joined".

H B & L J Lear

"Since joining Ouse and Cherwell Farmers Buying Group, the savings in central heating oil, road diesel and tractor diesel have easily paid for the membership and more. The cost of agrochemicals on our farm has also been reduced through the best deal policy run by Ouse and Cherwell. Thank you to all the team and we look forward to many years trading as Members".

R G Payne & Son

"Ouse and Cherwell I feel provide us with a fantastic service. The ability to call in and take the hassle out of making endless phone calls to achieve the best price on products we require is fantastic. I feel they have a range of suppliers for all our needs. That being anything from fuel, chemicals, fertiliser to the one off drainage or building materials. Always a helpful kind friendly person taking the calls beats ringing the supplier direct any day"!

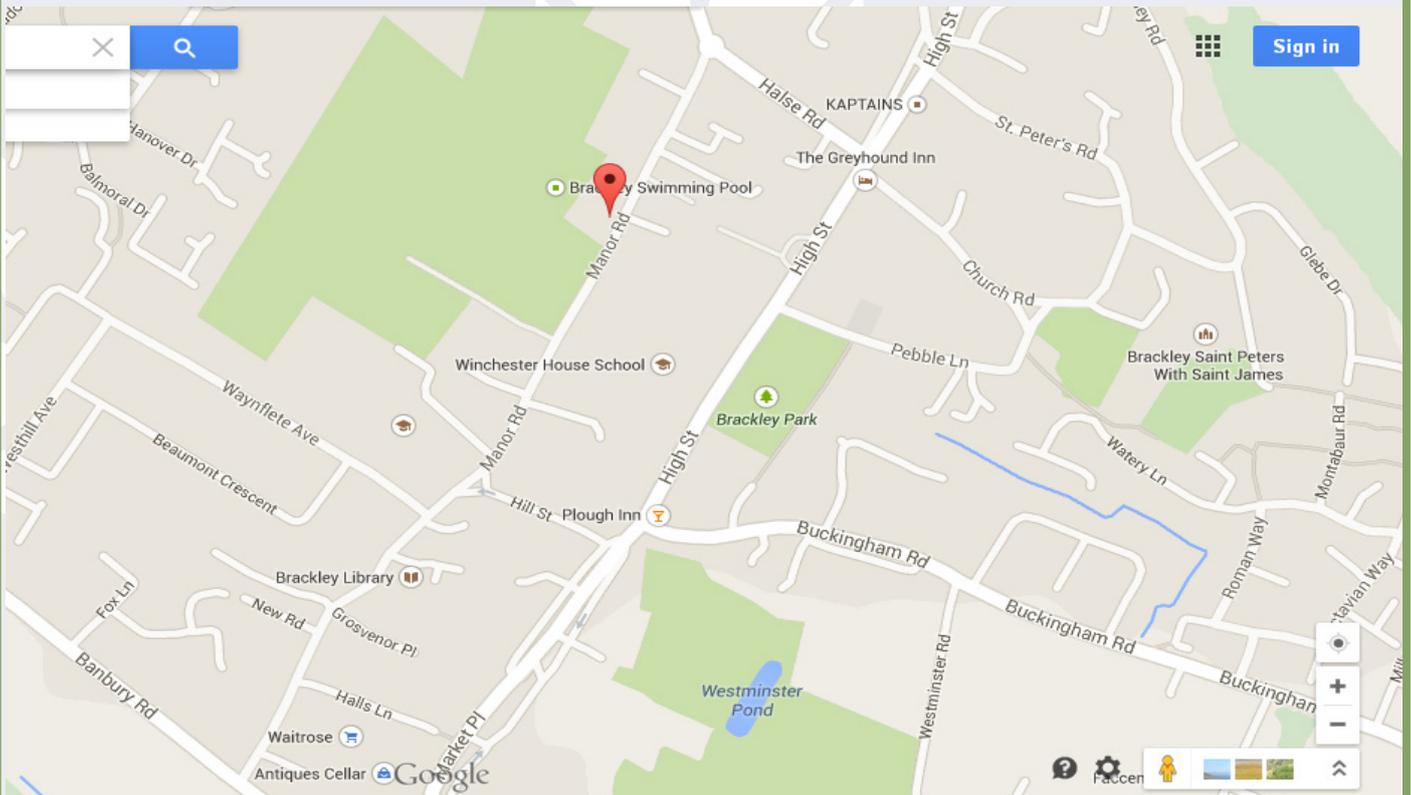
P W Bone

My Grandfather was one of the founding members of Ouse and Cherwell and he always spoke highly of it. When I returned home myself to farm, joining the group was something I was very keen to do. The staff in the office are helpful and efficient. Knowing the prices you pay are the best without having to spend hours phoning various suppliers to pricecheck is a big time saving. In modern farming when the input costs are so high knowing you are getting the best price is very important. Aside from the financial gain it is nice to be part of a small buying group with a community feel. The meetings and talks are a great way to catch up and know "you are not the only one !"

J Abernethy



Street Map Showing Ouse & Cherwell Office Location



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