

Farmer Co-ops in Scotland



2012 – The International Year of Co-operatives

The United Nations General Assembly has declared 2012 as the International Year of Co-operatives (IYC), with the aim of highlighting the contribution of co-ops to socio-economic development across a wide range of self-help business activities. The agricultural co-operation sector is one of the most important globally, in both developed and developing economies.

Some of the more eye-catching statistics about co-ops:

- Co-ops account for 80–99% of milk production in Norway, New Zealand and the USA, and account for 40% of agriculture in Brazil
- 22% of New Zealand's GDP, and 45% of Kenya's, is attributable to co-ops
- 50% of people in Finland and Singapore are co-op members, 33% of people in Canada, New Zealand and Japan, and 25% of people in the USA, Germany and Malaysia
- 4,200 co-op banks in Europe serve 149 million clients, and 49,000 credit unions in 96 countries serve 177 million members.

COOPERATIVE ENTERPRISES BUILD A BETTER WORLD



Farmer Co-ops in Scotland -

working hard for our farmers and helping to sustain farm businesses for this generation and the next.

This brochure contains examples of Scotland's dynamic farmers' co-ops that prove their value to members year after year. Each co-op describes the services and scale that enable their farmer members to achieve extra profit through co-operation.

Did you know?

- Co-operation opens up many opportunities that are not available to individual farmers: shared investment and shared costs; access to markets through larger scale; quality control and assurance; added value food manufacturing and branding; innovation in production and risk management.
- Co-operation is about self-help and accepting responsibility for determining our own future. Working together helps to safeguard the future of family farms by providing the advantages of collective sharing and scale, while retaining individual family farm businesses.
- All co-ops are built on a set of underlying principles established by the International Co-operative Alliance that provide essential assurances that farmers hold dear: equitability (benefit in proportion to use); fairness (no unfair advantage to any members); transparency (all information is open to members) and democracy (all have an equal or equitable voice).
- As well as investment by farmers over the generations, the Scottish Government and Scottish administrations have been strong supporters of farmers' co-ops through the provision of capital grants and through support for the agricultural co-op specialist development services of SAOS.

A full list of SAOS' co-op members can be found at the back of this brochure.

Find out more

SAOS is Scotland's agricultural co-op development and member organisation. If you would like more information, or help to start a new co-op, contact: saos@saos.coop or telephone 0131 472 4100

www.saos.coop



Aberdeen Grain Ltd



Established in 1984, Aberdeen Grain currently has around 180 members and an annual throughput of 70,000 tonnes of malting and feed barley, wheat, oil seed rape and oats.

Aberdeen Grain's main aim is to add value to members' businesses through lower costs and higher premiums. Specific benefits include:

- Guaranteed collection within three days
- Improved market prices
- Professional marketing
- Ease of management at harvest
- Minimised risk of rejections
- Access to state of the art drying/storing
- Reduced marketing and storage risks
- Drying and dressing charged at cost

Aberdeen Grain also provides a professional, affordable business appraisal and monitoring service to members. The group's marketing is managed by Openfield, another farmer-owned business, marketing 4.5 million tonnes annually, with significant supply chain contracts into the UK food industry.

What does co-operation mean to Aberdeen Grain?

"Using our resources to allow members to allocate more time to other things and benefit from cost efficiencies we can provide. With grain markets becoming increasingly more volatile, we offer greater marketing flexibility and return, while reducing marketing risk. In turn, consumers benefit from a consistent and high quality supply of product."

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www.aberdeengrain.co.uk



Agricultural Central Trading Ltd



ACT was established as a co-op in 1962 to secure better prices and terms from major farm input manufacturers through members pooling their buying needs. Its success is clear from its growth to 4500 trading members throughout the UK, and throughput of £100 million, £20 million of which is generated in Scotland.

In selecting products to meet the needs of customers, the over-riding aim of ACT is to provide value for money. That means paying close attention to quality as well as price. Every year ACT supplies farmers from Orkney to Cornwall with millions of pounds worth of essential inputs.

ACT is a farmer-owned company supplying essential farm inputs to farmers throughout England, Wales and Scotland. The co-op's considerable buying power coupled with low operating costs, means that they can pass substantial savings on to farmers. In the last eight years, £4,309,996 has been paid to shareholders as trading bonus.

What does co-operation mean to ACT?

"Our co-op provides members with a competitive farmer-owned alternative to the national and international input suppliers. ACT works solely in the farmers' interest."

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www.actionfarm.co.uk



Angus Cereals



Angus Cereals is a new co-op with state of the art facilities on Montrose dockside. A new drying and storage plant was commissioned just in time for the 2011 harvest, and successfully handled 32,000 tonnes in the first few weeks of operation on behalf of 47 members.

At harvest time, the co-op collects cereals and oil seed rape from members' farms, and ensures that it is dried and stored to meet customer requirements and optimise its value. Angus Cereals adds value to members' businesses in a variety of ways: reducing costs by sharing investment and other costs, increasing efficiencies in haulage, handling and drying, and by professional marketing and risk management.

Angus Cereals has ambitious plans for expansion in the years ahead by attracting more farmers to the advantages of co-operative storage and marketing, and as it forges strong and enduring supply chain partnerships in conjunction with its partner Openfield.

What does co-operation mean to Angus Cereals?

"Through co-operation we have the ability to strengthen the supply chain of our industry, making it more efficient. Working together we can build long-term mutually advantageous relationships between the consumer and our members helping us deliver our overall objectives for Angus Cereals."

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www.anguscereals.co.uk



ANM Group Ltd



With 7500 members and an annual throughput of £230 million, ANM Group is one of the UK's largest and most progressive farmer-owned businesses.

The Established in 1872, ANM has become the pre-eminent marketing business in the northern half of Scotland for store and finished cattle and sheep, providing essential services and facilities to farmers in some of the most remote areas. In addition, its Scotch Premier brand of top quality meat is visible throughout the UK, and attracts premium prices, which result in highly competitive returns to farmers. ANM is integral and essential to Scotland's livestock industry.

The ANM Group also comprises estate agency, specialist auctions, events and food service. Commitment to staff development ensures both innovation and continuity in the skills and knowledge required to deliver the high quality services that customers and members expect. The co-operative

retains close links with members, and its strategies reflect their aspirations.

What does co-operation mean to ANM?

"Being able to offer members and customers a unique 'whole of market' approach from farm to fork, and guarantee the provenance of the product."

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Email: enquiries@anmgroup.co.uk

www.anmgroup.co.uk



Ayrshire Farmers' Market



Ayr Farmers' Market was one of the first in Scotland and its success soon led to the formation of Ayrshire Farmers' Market Co-operative in 1999. The co-op has 15 members and a turnover of around £75,000.

The co-op members work together with local colleagues, in particular the 55 producers and providers in the Ayrshire Food Network. Ayrshire Farmers' Market was the winner of the Scottish Tourism Thistle Award for Best Small Business Marketing Initiative in 2003. The market operates a circuit in five locations in Ayrshire and Paisley.

The members are very committed to giving excellent customer service and the quality of food on offer attracts local award-winning chefs who can be spotted early in the morning sourcing produce for their lunchtime menus. The market reflects the farming families that make up the co-operative, together with interesting guest and other seasonal producers.

What does co-operation mean to Ayrshire Farmers' Market?

"Collaboration and group decision making, good listening skills, patience, and a lack of egos."

Contact details:

Tel: 01560 600184

Email: howard.wilkinson2@btinternet.com

www.ayrshirefarmersmarket.co.uk



Borders Machinery Ring Ltd



Established in 1987, Borders Machinery Ring (BMR) has 835 members and an annual throughput of £5.8 million.

By working together, through BMR's management, members can reduce their on-farm fixed and variable costs. The ring matches those members who have a 'surplus' of machinery and labour with other members who need extra, in effect sharing and spreading resources and costs.

BMR is also a one-stop shop for many farm inputs, pooling members' buying power to secure better prices.

BMR operates a 'smart' automated administration and payment system that keeps costs down and speeds cash flow to members.

What does co-operation mean to Borders Machinery Ring?

"Making much better use of our machinery, labour and buying power through 'smart' co-operation."

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Tel: 01896 758091

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www.ringleader.co.uk

BMR members (left to right): William Mole, Rob Forrest, Adam Marshall, Gordon Marshall and John Swan



Borders Premium Potatoes

Established in 1995, Borders Premium Potatoes currently has 18 members spread across the Lothian and Borders area.

Throughput varies depending on market price - in 2008 throughput was approximately £2.5 million, rising to approximately £5 million the following year. The tonnage of potatoes marketed by the co-op is roughly 32,000 – 33,000 each year.

BPP works with the East Lothian Potato Growers co-op and retains and services a diverse customer base. In many cases potato growers grow for a specific customer. This can be problematic if the produce grown does not meet the required specification or can only meet it with high levels of wastage. The diversity of markets provided by the co-op offers alternatives which mean that produce not suitable for one customer can find a home with another.

Specific benefits include:

- co-op undertakes selling and marketing for members, saving time

- better prices achieved through expertise and market knowledge
- access to a diverse range of markets including packing, processing, seed and wholesale, maximising returns

What does co-operation mean to BPP?

“Co-operation means pooling our potato tonnage to enable us to employ a dedicated marketing expert to find and service customers, and to act in our best interests.”

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DWP Harvesting

Established in 1987, DWP Harvesting is a co-operative of 36 forest owners across the North and North East of Scotland, from Perthshire to Morayshire. Together they own over 12,000 hectares and produce some 25,000 tonnes of timber per year.

DWP Harvesting aims to secure best prices by undertaking volume contracts with processors and by ensuring delivery in accord with pre-agreed supply programmes. Building on established and long term relationships with contractors, DWP Harvesting provides continuity of work that enables harvesting quality that can be improved and maintained whilst costs are kept to a minimum.

DWP is the only fully independent timber marketing co-operative operating in Scotland. Their end products include saw logs, pallet logs, chipwood and biomass for the UK market as well as pulpwood for export to paper mills in Sweden and Finland.

What does co-operation mean to DWP Harvesting?

“Owned by growers. Run by growers. Works for growers!”

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Email: info@dwpharvesting.co.uk

www.dwpharvesting.co.uk



East of Scotland Farmers



East of Scotland Farmers works to benefit its 320 farmer members in the Vale of Strathmore. It provides specialist services to malting barley and other cereal growers, and achieved record throughput in 2010/11 of more than £15 million.

Based at Coupar Angus, the centre of a highly productive agricultural area, the co-operative members have pooled their investment in grain drying and store facilities, to ensure that they can maximise their position in the market for premium value malting barley. Long term and constantly evolving customer relationships keep East of Scotland Farmers in a market leading position in its supply chains.

The co-op's 'pooled pricing' of malting barley and other quality pools, evens out prices achieved through the marketing year, and ensures fairness to all members. East of Scotland Farmers delivers a wide range of other services to members, from agronomy advice and crop spraying services, to competitively priced farm inputs and a co-op shop.

There is a strong culture of trust and transparency amongst all members and their co-op.

What does co-operation mean to East of Scotland Farmers?

"Having a strong business that works in the long-term interests of its members – providing them with a unique business model that simply wouldn't exist in any other form."

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www.eosf.co.uk



East of Scotland Growers



East of Scotland Growers is the largest producer of broccoli in the UK. 20 growers stretching from Montrose to the Scottish Borders account for 20% of UK retailers' supplies of broccoli. The co-op generated £13 million of sales in 2010.

The aim of East of Scotland Growers is to be the UK's pre-eminent supplier of broccoli and cauliflower. It maintains this position by providing members with access to markets, research and development and cutting edge technology that would not be available to them individually. Its annual cycle of activities encompasses managing the production, harvesting, quality control and delivery logistics.

In addition, research into the antioxidant health boosting qualities of broccoli resulted in the development and launch in 2011 of Beneforte, a special variety with extra health benefits. Close collaboration with Kettle Produce in a supply chain arrangement brings multiple benefits for customers and growers, ensuring that market leadership is maintained.

What does co-operation mean to East of Scotland Growers?

"Growers co-operating to achieve long term sustainability through research and development and jointly striving to attain high service levels to customers"

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Fax: 01334 656328

www.eosf.co.uk



Farm Consulting Services Ltd



FCS was formed in 1981, and delivers comprehensive and specialist services to farmers and land-owners from the Tay to the Spey. The co-operative has over 60 members. Its turnover reflects the high value they place in the quality of services provided.

FCS succeeds in supporting and assisting members with independent, professional services at a fair and reasonable price.

The product range spans on-farm budgeting, business analysis, business plans, SRDP applications, Single Farm Payment Scheme work, NVZ plan, Environmental Management and one off projects. All the services are delivered by the highly qualified FCS team, based on their in-depth knowledge of farm and rural business in the area.

What does co-operation mean to FCS?

"Sharing resources for mutual benefit."

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Alasdair Cunningham - Tel: 07584 599263
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www.farmconsultingservices.co.uk



Farmstock (Scotland) Ltd



Established in 1996, Farm Stock has 1200 members and an annual turnover of around £10 million.

Farm Stock (Scotland) secures markets for finished lambs and beef cattle for its members across the Borders, south west and central Scotland. It enjoys close relationships in the marketing chain with meat companies, helping to satisfy their needs with livestock that best fit the weights and grades they require. A good example is a collaboration deal to supply Blackface lambs for Sainsbury's supermarkets.

Farm Stock is itself the result of a collaboration in which several marketing groups across the south of Scotland agreed to join up to increase the scale of their marketing effort, and to help secure new outlets and better terms.outlets and better terms.

What does co-operation mean to Farmstock?

"Enabling our members to produce the right specification of livestock for our customers, so that we become preferred suppliers enjoying the best market security and prices."

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First Milk



First Milk is one of the largest farmers' co-ops in the UK, marketing milk and dairy products on behalf of 2,000 members stretching from Kintyre to the south of England, and from west Wales to East Anglia. First Milk handles approximately 15% of all UK milk and generated turnover in 2010 of £564 million.

First Milk aims to secure the future of its members' dairy farms through a wide variety of activities. It processes and delivers members' milk to three key markets; liquid milk, cheese and ingredients. It invests in, and innovates, both brands and products including whey proteins and probiotics. First Milk is a leading cheese manufacturer and has a strong market position with the leading UK retailers.

In addition, First Milk manages the most cost efficient haulage of raw milk from all members' farms on a daily basis. It assists members to pool their buying needs and secures best terms for dairy farm inputs. And, it carries out research and provides advice and support to enable members to adopt the latest dairy farming

technologies so that they can be more productive, sustainable and profitable.

What does co-operation mean to First Milk?

"Through our members, partners and joint ventures, co-operation means working with like-minded organisations who share our ambitions, passion and sustainability beliefs."

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GrainCo Scotland Ltd

GrainCo Scotland
(A DIVISION OF AGGRIAN LTD)

GrainCo is the trading subsidiary of co-op Tynegrain and actively markets cereals for 2,000 farmers in northern England, the Scottish Borders and north east Scotland. Sales in 2009 amounted to £140 million.

GrainCo ensures a strong commercial marketing organisation run on behalf of farmers to balance the activities of multinational corporations. It maintains a direct farmer role in the grain supply chain, and benefits farmers through the following:

- spot & forward prices for wet/dry grain
- harvest, short and long marketing pools
- advanced marketing wheat contracts
- independent marketing advice
- minimum price option-based contracts
- finance and prepayment schemes
- security
- end-user groups.

GrainCo has enabled a dedicated group of growers to access Quaker Oats, through a favourable contract that rewards commitment and quality.

What does co-operation mean to GrainCo?

“GrainCo recognises the need for a strong commercial marketing organisation run on behalf of farmers to balance the activities of the multinational organisations. By maintaining a direct producer role within the grain supply industry, we believe we benefit all arable farmers across Scotland and the the north of England.”

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The Brewiss family, members of GrainCo



Grampian Growers Ltd



Grampian Growers was set up in 1970 by six leading local farmers to produce daffodils and outdoor strawberries. In the '80s the group expanded into seed potatoes - now the largest sector within the co-op. The co-op has 14 Bulb growers and 15 potato growers and a throughput of £6-7 million per annum.

The main benefits for members of the co-op include access to global markets, specialist handling/packing facilities, as well as utilisation of staff and premises 12 months of the year due to all three crops dovetailing each other through the seasons. The economies of scale provided by working as a co-op lead to better returns for the growers' products.

Grampian Growers have a dedicated and committed staff and, as a long-standing organisation, the co-op provides the benefits of excellent product knowledge and experience of niche markets, together with a healthy balance sheet for a relatively small company.

What does co-operation mean to Grampian Growers?

"Everything! Getting 30 growers to work to the same guidelines with the same objectives and experience the rewards. This is always a challenge but very rewarding for all."

Contact details:

Tel: 01674 832020

Email: info@grampiangrowers.co.uk

www.grampiangrowers.co.uk



HBS Ring Ltd



HBS Ring Ltd is a co-operative of 1100 farmers, estates, contractors, small businesses and individual members who have the common aim of working together to save money and add value. Their throughput in 2010 was £6.6 million.

The Ring's core business remains sourcing skilled labour and machinery from potential 'supplier' members, to fulfil the requirements for machinery and labour services from 'demander' members. This low cost facilitation and administration service enables members throughout the Highlands of Scotland to make best use of their combined resources.

In the years since the Ring was established, activities have expanded and diversified, and the Ring can supply just about anything that a member would require – and at very competitive prices. Fuels, fuel tanks, seeds, fertilisers, lime, forage, crop packaging and much more are all available through HBS. The Ring is also working to provide specialist services to assist members to embark on renewable energy developments, gaining from a collective approach.

What does co-operation mean to HBS Ring?

"Working and pulling together with the common aims of saving cost, adding value and providing an efficient service."

Contact details:

Tel: 01463 811603

Email: hbs@hbsring.co.uk

www.hbsring.co.uk



Highland Grain Ltd



Highland Grain is a co-operative of 85 grain farmers centred on the Black Isle that specialises in supplying tightly specified malting barley that meets the exacting requirements of Scotch whisky distillers. The value of throughput is approximately £7.5 million.

Highland Grain aims to add value to its members' cereals enterprises, enabling them to improve their profitability. Shared investment in drying, storage and handling facilities has resulted in substantial cost savings to members. And bulking up a large volume of grain has enabled close and long term relationships to develop with customers that include joint planning. The co-op is committed to quality and consistency, optimising value through product differentiation, and to reducing energy use and costs.

Highland Grain handles between 40% and 45% of all the malting barley produced within a 50 mile radius of its central store at Tore, ensuring close relationships with all members.

What does co-operation mean to Highland Grain?

"Fairness, equity between members, openness, security of product supply, commitment to the long term - caters for all sizes of farm."

Contact details:

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Email: info@highlandgrain.co.uk

www.highlandgrain.co.uk



Lothian Machinery Ring Ltd



Lothian Machinery Ring is a co-operative of 280 members who reduce their costs of machinery ownership and operation through the organisation and management services that the Ring provides. The Ring also plays a management role in organising labour at peak times of year when extra help is required to move between farms.

As machinery is the largest fixed cost on many farms, large savings can be made by pooling capacity and increasing efficiency. Like other rings, LMR provides a low cost management and transaction service to enable members to achieve those savings.

The resulting trading network is used to generate extra benefits from a wide range of other opportunities from purchasing fuels to tractors, and phone services to utilities. LMR's turnover in 2010/11 was £3million.

The core machinery Ring role enables members to:

- Supply machinery to another member, increasing machine use and generating income
- Request machinery from another member, avoiding the capital and depreciation costs of ownership.

- Either supply or request labour, helping to sustain employment and skills, as well as manage labour costs.

What does co-operation mean to Lothian Machinery Ring?

“To create a loyalty within our membership, which in turn allows our members to reap the benefits of continued co-operation.”

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Milk Link Ltd



Milk Link's 1,600 dairy farmer members benefit from security of market and a competitive price for their milk, as a result of their co-op's position as a leading producer of high quality dairy products supplying retail, food service, ingredient and export markets. Milk Link handles over 1.5 billion litres of milk annually, and turnover is approximately £600 million.

Milk Link is the largest producer of British cheese as well as a major manufacturer of butter, long life milk, flavoured milk drinks, creams, and milk and whey powders. It has major processing facilities and milk fields in England, Scotland and Wales and has established strong partnerships with leading British retailers, foodservice organisations, and food processors. The co-op also has a small but growing export division.

The profits generated by the business are returned to members to help provide a sustainable future for their dairy enterprises. In doing so, at a wider level, we also support the economic, social and environmental well-being of many hundreds of rural communities across the UK.

What does co-operation mean to Milk Link?

"Working collaboratively to leverage opportunities and minimise risk for the benefit of all concerned. Ultimately, if we co-operate successfully then we believe that we will deliver security, stability and sustainability for our Members."

Contact details:

Tel: 0870 240 8341 or 01454 252301
www.milklink.com



Ringlink (Scotland) Ltd



Ringlink is a machinery ring and labour co-op of 2550 members, with a turnover of £33 million. The ring matches up those who can supply machinery and labour, with those who have a demand for these. In addition, Ringlink supplies members with commodities such as fuels, lime, seed, fertiliser and fencing materials.

Ringlink provides access to a vast pool of machinery and labour, ensuring that peak seasonal demand can be met, and allowing more efficient and cost effective investment in machinery ownership.

Members benefit from the opportunity to reduce costs through better utilisation of machinery and labour, and access to new technology without the massive associated capital investment.

Ringlink's scale enables it to supply members with a wide range of farm commodities at excellent prices. Many suppliers of agricultural inputs and services, as well as non agricultural users of Ringlink's labour services, have chosen to join the co-op.

What does co-operation mean to Ringlink?

"Co-operation provides the mechanism for a low cost, transparent, effective and mutually beneficial platform for members."

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Saltire Seed

Saltire Seed was established as a seed potato producers' co-operative in 1992. The co-op has a membership of sixteen of the best seed potato growers in Scotland, working together to a strict protocol to ensure consistent quality. Sales in 2010 were more than £4 million.

The aim of the co-op is to be the pre-eminent Scottish seed potato supplier, securing members' position in the market for the long term, through responsiveness to customer requirements. Saltire Seeds' success is indicated by its supply relationship with a leading multi-national snack manufacturer, its export sales, and by its expansion to include farmer members from all the main production areas in Scotland.

For members, the co-op is much more than a 'route to market'. Cost savings are achieved through collective purchasing and investment. Knowledge sharing across the membership helps to ensure evolving best practice with regard to producing top quality and minimising 'out of specification' produce. Through all these activities, production and marketing risks are identified and managed to good effect.

What does co-operation mean to Saltire Seed?

"Co-operation provides the mechanism for a low cost, transparent, effective and mutually beneficial platform for members."

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www.saltire-seed.co.uk

Three generations of Norries, members of Saltire Seed



Scotlean Pigs Ltd

Established in 1980, Scotlean Pigs has 102 members and an annual turnover of around £40 million.

Its core business is the marketing of pigs and - unlike most other marketing bodies - group buying of inputs. Scotlean Pigs operates all over Scotland and England.

The main benefits for Scotlean members are the ability to market pigs to the best outlets and to achieve the best price on most inputs.

Specific benefits include:

- professional 'in-house' pig marketing
- a choice of market contracts
- assistance in reducing cost of production
- provision of farm recording package
- opportunity to join the Scotlean benchmarking group.

What does co-operation mean to Scotlean?

"Pig-farming families working together to improve the profitability of their businesses."

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www.scotlean.com



Scott Country Potatoes Ltd

**Scott Country
Potato Growers Ltd**

Seed potato growers co-op Scott Country Potatoes was established in 1982 and has three members who jointly turn over around £1 million per annum.

Scott Country Potatoes produces top quality seed potatoes that are exported from the Borders to England and major growing regions around the world. The co-op's reputation and track record have enabled it to secure excellent contracts with major seed customers and variety breeders, while state of the art refrigerated storage ensures the highest grading outputs. The ethos of the business is to achieve the highest quality possible through rigorous processes and quality equipment fit for purpose.

All production costs and risks are shared between the members, and this high level of trust and partnership is also shared between the growers and the customers.

What does co-operation mean to Scott Country Potatoes?

"The shared risk and cost is a huge benefit, and we have a superb asset in the storage unit, which none of us would have been able to achieve individually. Also key is the fact that sharing the work with the co-op has allowed the three of us to carry on with our other farm activities."

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Scottish Agronomy Ltd



SCOTTISH AGRONOMY LTD

Scottish Agronomy has approximately 200 members and a throughput of £750k. The co-op, which was established in 1985, is devoted to the provision of unbiased arable advice to its farmer members.

Scottish Agronomy aims to keep its members at the forefront of technological advances in combinable crop production and potatoes. It gathers, analyses and disseminates technical information based on its own extensive regional research trials, and delivers independent advice.

The co-op offers a variety of services and membership packages to members, including a detailed information service, local group membership, and a '1-2-1' detailed crop input management service based on written recommendations.

What does co-operation mean to Scottish Agronomy?

"Working closely with our farmer members and trade associates to produce, interpret and deliver practical arable technical information that helps to minimise costs of production."

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www.scottishagronomy.co.uk



Scottish Borders Produce



Scottish Borders Produce is a farmers' co-op established in 1972 to produce vining peas and broad beans. Its 34 members generated sales of almost £5 million in 2009.

Members' peas and beans are marketed by SBP for processing and freezing, and are ultimately destined for sale through major UK retailers under supermarket own brands. SBP provides access to markets that would simply not be available to an individual grower, along with full access to processing performance data and product traceability through a close collaboration with Eyemouth Freezers.

All members have an equal voice in the co-op and pool resources over a wide geographic area.

What does co-operation mean to Scottish Borders Produce?

"Co-operation means spreading the risk and reward and the ability to operate in areas that would be prohibitive to individuals."

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Email: mail@scottishbordersproduce.com

www.scottishbordersproduce.com



Scottish Borders Food Network

The Scottish Borders Food Network - a network of food producer and provider businesses collaborating together within the region - was established in 2006 and now has more than 60 members with an annual turnover of more than £6 million.

The network is grass roots driven and business-focused, helping members to increase and extend the market for their produce. The ethos of quality regional food lies at the heart of its offering.

A key strength is the connection between food producers, retailers, restaurants and accommodation providers, enabling all to maximise sales of Borders' foods.

What does co-operation mean to Scottish Borders Produce?

"Working together has led to much greater confidence about available markets and what members can achieve both individually and together. Our collaboration has given us a real sense of identity."

Contact details:

Email: info@bordersfoodnetwork.co.uk
www.bordersfoodnetwork.co.uk



Scottish Pig Producers



Scottish Pig Producers is a co-operative that markets pigs for its 130 dedicated farmer members, and forms an essential part of the supply chain to Scotland's pig processors and UK retailers. Established in 1979, turnover is £48-£53 million.

The group is totally focussed on quality of service to producer and processor, and has a track record of pioneering new product lines working closely with supply chain partners. Scottish Pig Producers also plays a leading role in industry innovations, such as the Wholesome Pigs (Scotland) health scheme, to improve productivity, performance to specification, and ultimately value for farmer members.

Scottish Pig Producers gives members a strong voice in market and political developments, access to latest market information, and delivers economies of scale in haulage south from its north east Scotland base. The co-op also markets pigs for Progressive Lean Pigs of Northern Ireland and maintains contact with other groups throughout the UK.

What does co-operation mean to Scottish Pig Producers?

"Fostering strong producer relationships throughout the industry to achieve long-term stability and security."

Contact details:

Tel: 01466 792284

Email: gordon@scottishpigproducers.co.uk

Andrew Rennie (right) of SPP with his pig manager, Tom Scott



Scottish Shellfish Marketing Group Ltd



A group of mussel and oyster farmers in the Highlands & Islands and Shetland formed the Scottish Shellfish Marketing Group in 1992 to develop UK sales and introduce added value products. Turnover has grown consistently to £11 million in 2010/11, and their product range is available in leading supermarkets.

Shellfish are harvested on Scotland's west and north coasts and transported to the co-op's plant at Bellshill, where they are cleaned, graded and some are cooked in sauce. The co-op delivers to UK customers as well as developing export opportunities. SSMG products are of the highest standards - provenance and quality are guaranteed and feature in all marketing messages.

The success of the co-op has enabled farmer members to increase their scale of production through collective and professional marketing and product development. The result is additional income generation in fragile areas of Scotland, overcoming the disadvantages of remoteness from market and securing livelihoods for present and future family producers.

What does co-operation mean to SSMG?

"Co-operation is very important within the rural communities and fundamental to the local culture where our members choose to live and work. Whilst many businesses are focused purely on profit, our members exist to provide long-term, sustainable employment within a friendly, local environment. Moral values, integrity and building communities are important to us."

Contact details:

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Email: info@scottishshellfish.co.uk

www.scottishshellfish.co.uk

Delicious SSMG mussels



Tarff Valley Ltd **TARFF** Town & Country

Established in 1903, Tarff Valley has 930 members and an annual turnover of around £38 million.

Tarff Valley supplies a wide variety of inputs at competitive prices to local farmers as well as retailing to the general public. The co-operative is locally owned with its board made up of farmers, which enables it to understand, and be responsive to, local needs.

In 2009, 91% of members responding to a survey agreed that they were “proud to be a member of Tarff Valley” and 90% said they could “always rely on Tarff to deliver a high quality service”. Tarff Valley is a member of United Farmers, which buys on behalf of 20 co-ops, pooling their negotiating position.

What does co-operation mean to Tarff Valley?

“Working for the long term best interests of all our co-op members and through them the farming businesses that they serve.”

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United Farmers Ltd



United Farmers takes farmer co-operation to a second level. As a co-operative of co-operatives, it brings together the buying power of 20 regional farmers' co-ops and supply businesses to achieve better prices and terms for farm inputs. Tens of thousands of farmers throughout the UK and the Falkland Islands benefit from the role of United Farmers.

Based in Edinburgh, United Farmers was established in 1971 and currently negotiates terms for over £70 million of goods on behalf of its members with a special focus on supplies to more than 90 retail stores.

The co-op provides members with better purchasing options and delivers competitive advantage through scale of purchasing back to its members. Another important benefit is communication. The co-op listens to members and focuses on areas as directed. There are two conferences per annum to discuss business concerns and opportunities, as well as valuable networking for like-minded businesses to discuss new retail investments,

employment possibilities and potential areas of new focus.

What does co-operation mean to United Farmers?

"Working for the long term best interests of all our co-op members and through them the farming businesses that they serve."

Contact details:

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Email: enquiries@united-farmers.org.uk

www.unitedfarmers.co.uk

SAOS' co-op members

Aberdeen Grain Marketing Ltd	01651 882244	www.aberdeengrain.co.uk
Agricultural Central Trading Ltd	08000 275276	www.actionfarm.co.uk
ANM Group Ltd	01467 623700	www.goanm.co.uk
Argyll Hill Lamb	01852 316220	
Atholl Glens Ltd	01796 481482	www.athollglens.co.uk
Ayrshire Country Lamb Ltd	01292 560740	www.farmstock.org.uk
Birsay Farmers Ltd	01856 874654	
Borders Machinery Ring Ltd	01896 758091	www.ringleader.co.uk
Borders Premium Potatoes Ltd	01835 850371	
Branded Beef Breeders Ltd	01604 633992	
Buccleuch Farmers Ltd	01387 254424	www.farmstock.org.uk
Caithness Machinery Ring Ltd	01847 841310	www.caithnessmachineryring.co.uk
Caledonian Organics Ltd	01557 814656	www.caledonianorganics.co.uk
Clydeside Trading Society Ltd	01555 894151	www.clydesidetds.com
Dalkeith Farmers Ltd	01875 820810	
DWP Harvesting Ltd	01339 885335	www.dwpharvesting.co.uk
East Lothian Potatoes Ltd	01361 883488	
East of Scotland Farmers Ltd	01828 627264	www.eosf.co.uk
East of Scotland Growers Ltd	01334 654047	www.eastofscotlandgrowers.co.uk
Farm Consulting Services Ltd	07740 681826	www.farmconsultingservices.co.uk
Farm Stock (Scotland) Ltd	01750 723366	www.farmstock.org.uk
First Milk	0141 8876111	www.firstmilk.co.uk
Galloway Lamb Ltd	01899 221419	www.farmstock.org.uk
Girvan Early Growers Ltd	01465 715328	
Grainco Scotland Ltd	01888 564190	www.grainco.moonfruit.com
Grampian Growers Ltd	01674 830555	www.grampiangrowers.co.uk
HBS Ring Ltd	01463 811603	www.hbsring.co.uk
HI Health Ltd	01856 878293	www.hi-health.co.uk
Highland Fruit Stocks Ltd	01887 829899	
Highland Glen Producers Ltd	01887 820666	
Highland Grain Ltd	01463 811435	www.highlandgrain.co.uk
Lewis Crofters Ltd	01851 702350	www.lewiscrofters.co.uk

Lothian Lamb Ltd	01501 823151	www.farmstock.org.uk
Lothian Machinery Ring Ltd	0131 3398730	www.lothianmachineryring.co.uk
Milk Link	01454 252301	www.milklink.com
Montrose Potatoes (Growers) Ltd	01738 633571	
North Highland Products Ltd	0845 8380488	www.mey-selections.com
North Uist & Benbecula Livestock Mktg	01876 500329	
Northern Grain Ltd	01228 560748	
Openfield Agriculture Ltd	01476 862730	www.openfield.co.uk
Orkney Auction Mart Ltd	01856 872520	www.orkneymart.co.uk
Orkney Business Ring Ltd	01856 879080	www.orkneybusinessring.co.uk
Ringlink (Scotland) Ltd	01561 377790	www.ringlinkscotland.co.uk
Rural Services Scotland Ltd	01738 550101	www.scotlandfarmer.co.uk
S E Growers Ltd	01261 851420	
Saltire Seed Ltd	01358 742000	www.saltire-seed.co.uk
Scotlean Pigs Ltd	01228 541566	www.scotlean.co.uk
Scottish Bee Services Ltd	01828 640821	
Scott Country Lamb Ltd	01835 840283	www.farmstock.org.uk
Scott Country Potatoes Ltd	01573 225125	
Scottish Agronomy Ltd	01577 862759	www.scottishagronomy.co.uk
Scottish Assoc of Farmers' Markets	01887 330203	www.scottishfarmersmarkets.co.uk
Scottish Borders Produce Ltd	01890751663	www.scottishbordersproduce.com
Scottish Organic Milk Producers Ltd	0131 5399728	www.scottishorganicmilk.com
Scottish Organic Producers Assoc. Ltd	0131 3356606	www.sopa.org.uk
Scottish Pig Producers Ltd	01466 792284	
Scottish Shellfish Marketing Group Ltd	01698 844221	www.scottishshellfish.co.uk
Shetland Abattoir Co-operative Ltd	01595 696300	
Shetland Livestock Marketing Group Ltd	01595 696300	www.slmg.co.uk
South West Machinery Ring Ltd	01557 820370	www.swmr.co.uk
Tarff Valley Ltd	01557 820247	www.tarffvalley.co.uk
Tay Forth Machinery Ring Ltd	01557 830616	www.tayforth.co.uk
United Farmers Ltd	0131 3343111	www.unitedfarmers.co.uk
United Oilseeds Marketing Ltd	01380 729200	www.unitedoilseeds.co.uk



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SCOTLAND
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Family farmers - together we grow