



**Press Release
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United Farmers stands shoulder to shoulder with suppliers at 170th Royal Highland Show

With 2010 marking the 170th Royal Highland Show, Edinburgh headquartered United Farmers has revealed its plans for the milestone event.

At this year's show, which runs from the 24th to the 27th June, the buying co-operative will stand shoulder to shoulder with a number of approved suppliers to highlight how it works closely with major manufacturers to secure better deals for its members.

The presence of these suppliers will also allow visitors to the United Farmers' stand – located on 7th Avenue and overlooking the main area – to receive expert advice across a wide range of agricultural issues and to obtain information on many new product innovations.

The preferred partners attending with United Farmers include bpi.agri - manufacturer of the well known Polybale®, Silotite® and Visqueen Poliwrap® brands of bale wraps. Lloyd Dawson, bpi.agri Sales Manager, will be on hand to offer guidance on balewrapping best practice as well as tips on how to make the most of the latest advances in balewrap film technology.

Other businesses set to have well-informed, qualified representatives on the United Farmers' stand on the Thursday and Friday of the show include manufacturers of animal health care products, Pfizer/Fort Dodge and Merial/SP-Interve, crop packaging/net wrap company, Tama UAT, fencing specialists, Gallagher and Hampton Steel & Wire, suppliers of cleaning, sanitation and hygiene solutions, JohnsonDiversey; global pest and rodent control experts, Pelgar as well as Carrs Fertilisers and Calf Milk Replacer.

Commenting on the plans, Jonathan Robinson, United Farmers' Chief Executive, said: "United Farmers exists not only to encourage co-operation amongst its

members but also to present a united front to suppliers and enjoy 'bulk buy' benefits. As part of the process of negotiations, we often build up strong relationships with certain manufacturers who are fully aligned to our way of thinking and particularly supportive of our long-term aims.

"We're delighted that so many of these manufacturers will be appearing on our stand at the Royal Highland Show. It means visitors can get advice covering a wide range of topics. It also demonstrates the sheer number of different areas in which United Farmers is working on its members' behalf."

ENDS

IMAGE: Big bale

CAPTION: **United front.** Leading manufacturer of silage balewrap, bpi.agri is just one of the businesses making an appearance on United Farmers' stand at the Royal Highland Show.

For more information on this story, please contact Jonathan Robinson at [United Farmers](https://unitedfarmers.org.uk) on 0131 334 3111 or email: enquiries@united-farmers.org.uk

About United Farmers:

United Farmers was established as a federal co-operative in 1971. Essentially a 'not for profit' purchasing agency, its main goal is to consolidate the buying power of co-operatives in order to deliver competitive advantages through scale of purchasing.

United Farmers has developed geographically and now has a membership base of 20 businesses with a members combined turnover in excess of £700m. Over 90 member retail stores belonging to United Farmers' members can be found across the length and breadth of the UK, from South East England to the Orkney Islands, as well as in Ireland and the Falkland Islands.

United Farmers operates across a wide product portfolio including fertiliser, feed, animal health, farm hardware, fencing, timber, crop packaging, garden and household, dairy chemicals, crop protection, clothing and much more.

It also encourages transparent business relationships between its members and suppliers and continually seeks new opportunities to deliver benefits to both parties.