



July 2018

ANM Group Members Update





Chairman's Introduction

As I write this at the end of June, it is a pity that the glorious weather is starting to impact the agricultural industry, with stocks of forage and straw bound to be in short supply.

**– Peter Watson
Chairman**

Perhaps, we can learn something from our colleagues in Caithness and the Islands regarding various techniques in making best use of limited straw resources.

I am pleased however that the agricultural industry has recovered from last year's autumn period, survived a difficult winter and the strong trade has returned with record prices achieved in the spring, as the live auction system leads the way. We appreciate our members' support and loyalty in using their local co-operative to market their livestock and as ever, I enjoy catching up with you all at Thainstone on sale days.

Along with John and Avril, I recently visited Caithness to continue the good links with the Advisory Group, and I am pleased to see strong support and increased buyers round the ring during sales. Supporting the local market and live ring is essential to ensure the sustainability of the Caithness Livestock Centre. Our Centre Manager, Stuart Slesser and Office Supervisor, Gemma Duguid, have been extremely well-received and welcomed by the community, which bodes well for the future. We assured the Advisory Group that we are only a phone call away if they need to discuss anything.

I have just returned from a visit to Ireland, along with Scottish focus farm participants, where we found

out more about the benefits of the Farm Profit Programme, which has been running now in Ireland for nine years. The trip emphasised the importance of this project as we understand better farming techniques and learn from the focus farms to share knowledge and expertise with our members and customers for the benefit of everyone.

As ever, I am very appreciative of all the hard work and effort that goes on behind the scenes at ANM supporting our members and customers and their businesses. My thanks to Grant, the executive team, senior managers and everyone across the group for the phenomenal service delivered to our stakeholders.

Call for Director

I announced at the AGM that David McKenzie is stepping down from the ANM board to join the Harbro board in October, and we are therefore looking to recruit a new director. I would invite members who are interested in joining our board to apply.

Board membership involves a commitment of up to six years of service to assist with setting the future direction of the group, attending monthly half-day board meetings, as well as other obligations in representing the group as a non-executive Director.

Although we have already had some interest from members, I would

strongly encourage any others that are interested to apply in writing to myself addressed to ANM Group, Thainstone Centre, Inverurie, Aberdeenshire, AB51 5XZ by 10th August. Please enclose details of your experience, background

and supporting information, along with a letter of support from two members. Applicants will be invited to attend a panel interview, and all applications will be treated in the strictest of confidence.



Welcome to Anna Mitchell and Alan Hutcheon who joined the ANM board this year.



Chief Executive's Update

It has been a very interesting year so far, with lots of positive activity taking place across the group and all our divisions.

– **Grant Rogerson**
Chief Executive

As at the end of June, I'm pleased to report that despite the continued challenges, mixed economic picture and political uncertainties faced by all businesses, ANM continues to trade well.

Attending the AGM is an important part of being a member of our co-operative, and I am grateful for the support received at our recent event held in April. I would like to encourage more members to attend our AGM to hear about group activities and the good progress our teams are making in all areas of the business. Amongst a variety of topics presented during the evening, we reflected on the unique way that we as a co-operative society work to meet the needs and aspirations of our members and customers, and how ANM returned nearly £500,000 in members benefits in 2017.

It is clear to me that you as members value your co-operative and recognise the positive work that is being done, with investment capital reaching an all-time high of £6.3 million in 2018. Thank you for your confidence and commitment in the group.

Part of our strategy is to grow geographically, something that is being welcomed by customers as we push into new areas. I am pleased to inform members that we are now working with fellow co-operative Highland Glen, based in Aberfeldy, who directly market sheep on behalf of their members and also handle consignments of livestock to auction. This addition enhances the group's direct marketing service and we look forward to growing the business for all ANM members to benefit.

Back in July 2017, I reported that we finally received our planning permission in principle for the development of Thainstone Business Park extension from

the Scottish Government. A year on and I am delighted to report that we have now finally received approval from the Garioch Area Committee regarding the conditions of planning, and can now start work on delivering the business park extension. This has been a very difficult and protracted process. However, the hard work and effort from everyone involved will benefit the group for many years to come as the importance of this project should not be underestimated for ANM, the wider agricultural industry and many allied businesses throughout our trading area.

The recent approval of development plans for the new abattoir at Thainstone is also excellent news and an extremely positive step, supporting the industry and Scotbeef Inverurie Ltd. We look forward to working with Scotbeef to deliver a state-of-the-art premises.

I have said on many occasions that ANM is about 'service, not self', and our core livestock division exemplifies this and has performed extremely well this year with good results achieved. As a co-operative, our purpose is to support and provide the highest quality service to our members and customers and their businesses. During the height of the spring season and with record prices reached at auction, our commission caps came to the fore and ensured farmers received maximum returns reflected in the good price achieved for their cattle and sheep.

Under the expert and professional guidance of John Gregor, John Angus and Colin Slessor, the team has held cattle numbers and significantly increased the throughput of sheep. The positive livestock trade has been a good return for everyone's hard work.

We encourage you to take advantage of the power of the auction system and work with your co-operative society to realise the true value of your assets.

TSA continues to be busy building on the strong momentum generated throughout 2017, and I am pleased with the progress Mark's team has made and their professional approach taken. They have been involved in a number of large, complex and high-profile valuations and various sales, and their experience, expertise and breadth of knowledge continues to be highly valued by members and customers.

Our Estates division was strengthened at the start of the year with the welcome addition of Cara Thomson from Savills. The A&NE team, ably led by James Presly, has achieved strong results in the first six months of the year and sold 21 rural properties across the North and North East.

I am delighted too, with the success of Porterhouse Steakhouse & Coffee Bar as its market share continues to grow year on year. I am proud of the team and pleased with the high quality, locally-sourced produce and drinks served in our restaurant – I truly believe we serve one of the best steaks in the region.

The hard work doesn't stop, and the first six months of the year have seen us continue to invest in the training and development of our people, health and safety, all our centres and infrastructure, systems and processes, IT and HR. All these important elements are vital to ensure the smooth running and future sustainability of our business.

ANM is a long-established pillar of our community and it is easy to take 'the mart' for granted. However, like every good and strong business, we are constantly looking at ways to work smarter, more efficiently and provide a better service to our loyal members and customers. Thank you to the board, executive team and all staff at ANM for your hard work, dedication and effort.

Please take time to read your members update; we have tried to make it more factual and market-driven – I hope you enjoy it.

Aberdeen & Northern Marts



Overall livestock trade

Despite the late spring season and challenging fodder supply situation, we are pleased to report that livestock sales and prices have been buoyant with good numbers sold through our live auction rings.

The market turnaround following last year's difficult harvest and livestock sales season has been remarkable and much needed for everyone in the industry. Cattle trade across all classes has been strong and ahead of last year, with prime, cull and breeding cattle showing the most significant increase.

The auction system is leading the way with cull cows averaging over a £1,000 per head, giving breeders a substantial contribution towards their herd replacement costs. We have also seen a steady trade for finished cattle continuing throughout the spring period, with the store cattle market maintaining strong prices week on week.

Our seasonal shows and sales of top quality breeding cattle have benefited from strong demand, with leading annual consignments of heifers with calves at foot regularly achieving between £2,400 to £3,000 per unit.

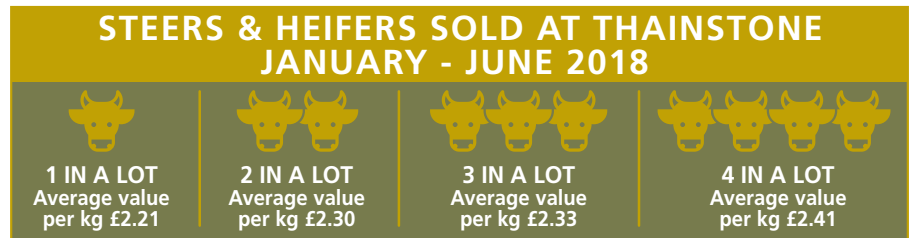
For store cattle sellers, it is well worth noting that our auction statistics indicate average price per kg increases with larger lot sizes. Our data shows that for all store cattle sold at Thainstone in the first half of the year, for lots sizes of four or more, the overall average price per kg was £2.41, which is an increase of 20 pence per kg versus single lots in the batch. We would encourage sellers to take advantage of the auction system and consider batching their lots to maximise their returns, while also improving the speed and efficiency of the auction.

Moving onto the sheep sector, there has been a dramatic turnaround in the market. Prime sheep have recorded the greatest increase of £24 per head and are up 30% year to date, with the overall average for the hogg season achieving £101.97 per head in the ring.

Led by the power of the live auction system, prices peaked on 5th April when 4,782 sheep averaged 284.3 pence per kg (£126.21 per head) with record numbers the following week attracting a massive entry of 7,952 to average 250.5 pence per kg (£109.72 per head), making this the strongest spring market for sheep we have seen for many years. These large weekly sales have attracted buyers from across the country to Thainstone Centre, and significantly rewarded sellers for supporting the live auction.

Trade is being driven by a combination of strong demand, both on the home market and for the export market to Europe, and reduced imports from New Zealand.

Seasonal sales of ewes with lambs at foot also saw exceptional demand with prices reaching new highs of £140 per head for mule hogs with single lambs.



Bovine EID pilot project

We have been heavily involved with the EID industry stakeholder group, working with the Scottish Government to deliver a Bovine EID pilot project to ensure the success of cattle traceability using electronic tagging in Scotland. The stakeholder group has ambitions for the introduction of official EID tags starting January 2020, together with the removal of the need for paper passports.

In addition, ANM is working in partnership with Opportunity North East and ScotEID, looking at data transfer and IT systems — including tag reading and logistics through market — to operate an EID system efficiently and effectively and integrating with our auction system to benefit our members and customers. We look forward to providing further updates as this exciting project develops.

Staff appointments

Earlier in June, we welcomed Helen Rickard as Auctioneer to the livestock auction team, and were delighted to promote Ellis Mutch and James Scott to Trainee Auctioneers.

Helen is a well-known figure in Scotland's agricultural industry and brings a wealth of knowledge and experience to the post, along with a good contact base from the central belt. She will support Deputy Head of

Livestock Colin Slessor and undertake canvassing in the Banffshire area and auctioneering duties for sheep sales.

Since joining in August 2017 as a Livestock Fieldsman, Ellis has become well-respected by his customers in the Buchan area and the wider marts team at Thainstone. He will start as Trainee Auctioneer alongside James, who will begin on a full-time basis in August following the completion of his HND in agriculture. Ellis will work from Thainstone while continuing to serve customers in the Buchan area, and James' role will see him based between the Caithness and Thainstone Centres, allowing him to build on his experience and knowledge in his new role.

These staff changes represent a positive step forward for the group which will strengthen our auctioneer team as a whole and allow us to grow our customer base through a wider geographical area.

Aberdeen & Northern Marts continued

Shows and sales

This year's Royal Northern Spring Show, Scotland's first major agricultural event of the year, featured a strong entry and saw a new centre record price of 13,000gns achieved by a Simmental bull, exhibited by W G Macpherson, Blackford, Croy.

Our young farmers competition at Thainstone saw Mark Robertson, Fodderletter Farms, Mid Fodderletter, Tomintoul, claim the overall and steer championship with a 518kg British Blue-cross steer, which was purchased by judge Louise Allan, Arnsow Farm, Kirkmichael, Maybole for £1,700. Mr Robertson's top-priced beast, a 10-month-old, 428kg Limousin heifer, realised a substantial £2,500 to an undisclosed buyer and went on to claim the Calladrum Cup title.

In Caithness, the young farmers overwintered competition was won by a 666kg Limousin bullock from James Gunn, Whitefield, Reiss, which sold for £1,720 to Caithness Livestock Breeders, Thurso.

We are delighted with the good trade achieved at our shows and sales demonstrating the strength of the market at our Thainstone and Caithness centres.

Thank you

Thank you from the auction team to our members and customers for your on-going support. It was great to see so many returning customers during the spring sales season recognising the strength of the live auction ring offered by your local co-operative. We have enclosed a copy of our latest sales diary and look forward to seeing you soon.



FARM PROFIT PROGRAMME 

Making Livestock Pay

ANM GROUP
ESTABLISHED 1872

FARMERS JOURNAL

We are pleased to report our six Focus Farms continue to make steady progress and achieve positive results. In March, we received benchmarking results from year one, and across all six focus farms, the average gross margin has increased by £115 per cow and £3 per ewe.

Some common factors that delivered the results on farm are as follows:

- Time management has been helped by changing the cropping pattern to favour more winter cropping on some focus farms to give more time for lambing and calving.

- Soil health is key to productivity. Low pH not only means poor productivity, it also means poor utilisation of fertiliser. Up to 200 tonnes of lime has been spread on focus farms, along with dealing with compaction and improving phosphorus and potassium indices.

- By sub-dividing and rotating stock, the increased utilisation of grass saw one focus farm with an output of over £2,000 per hectare last summer.

- Some calving patterns were nine months long at the start of the programme, however, by the end of year three they will be reduced to three months.

- Wintering costs are the largest burden on suckler cow enterprises. By using straw-based diets for dry cows, the focus farms used less straw due to bedding savings. Coupling this with high-quality silage for young stock, we saw overall reductions in feed costs.

- Managing the ewes' body condition throughout the year saw production benefits for the focus farms. Lambs were weaned nearly a month earlier than usual on one focus farm, meaning they had better reserves to deal with the conditions this past winter.

The focus groups continue to meet, discuss challenges and share expertise and knowledge. Key themes have included grazing management, soil health, and the profitability of autumn calving. We are really getting into the numbers with group members and they are identifying different areas of their businesses to review.

If you would like to get involved, please see us at the Farm Profit Programme office located in the concourse at Thainstone Centre or email farmprofit@anmgroup.co.uk.

You can follow the story of the six focus farms with weekly updates on progress and key learnings in the Farmers Journal Scotland, or online at:

www.farmersjournal.co.uk
www.anmarts.co.uk/farmersjournal.cfm



COME AND SAY HELLO...

2018 Summer Shows

We will be at the following summer shows – it would be great to see you there too!

CAITHNESS SHOW: 20th – 21st July
NEW DEER SHOW: 21st – 22nd July

NAIRN SHOW: 28th July
BLACK ISLE SHOW: 1st – 2nd August
TURRIFF SHOW: 5th – 6th August
GRANTOWN SHOW: 9th August
ORKNEY SHOW: 11th August
KEITH SHOW: 12th – 13th August

Thainstone Specialist Auctions



We sold an impressive **83%** of the **15,095 lots** entered during all our Saturday sales this year

External auctions

As Scotland's largest team of industrial and commercial valuers and auctioneers, we have recorded a positive result for the first six months of 2018 and continue to expand our geographical trading area.

We have conducted a number of external auctions for a wide range of clients across a variety of sectors, which include the Mackinnon Plant Hire retiral sale in the Western Isles, Aberdeen's AM Philip Trucktech auction of workshop equipment, lorries and vans, the George Clark & Son Turriff retiral sale, and marketing of a wood chipping, drying and pelleting company. We have also been appointed

to lead several insolvency tender sales of high quality office furnishings, lorries and trailers, café and restaurant equipment.

Saturday sales

Turning to Scotland's largest independent sale of plant, machinery and equipment, we sold an impressive 83% of the 15,095 lots entered during all sales this year, which is a fantastic result achieved by the TSA and Marts teams. In May, we had our biggest and most successful sale, which attracted more than 4,000 lots and realised an exceptional 85% sales rate. In April, we achieved the top price of the year with a 2016 Scania G490 8X4 tipper

with a drag trailer selling for £90,000. Demand for high-quality lots, coupled with the auction system leading the way, continue to drive prices up, with buyers choosing pre-owned equipment over new to bypass the extensive lead time associated with purchasing directly from the factory. Favourable trading conditions remain as a result of the weaker sterling currency, and buyers' confidence is high as they compete for leading brands of machinery ranging from JCB, John Deere, Manitou and Volvo. Trade for commercial vehicles from Ford, Mercedes, Vauxhall and Volkswagen is also very good.

We look forward to a strong sales season ahead and encourage all interested in realising any of your equipment to get in touch while prices and demand remain high. For a confidential and informal chat, call us on 01467 623770.

2018 is off to a busy start, so far the team has valued

assets worth more than **£100 million**

from more than **30 different businesses**

throughout the **United Kingdom**

Valuations

In 2018, our valuations and sales team has valued assets worth more than £100 million for more than 30 different businesses across the United Kingdom.

The team has worked with one of the top four accounting firms remarketing more than 14,000 vehicles and been busy in many sectors, including oil and

gas, renewables, hospitality, health and fitness and engineering.

Vehicle sales

Our twice-weekly vehicle sales continue to attract buyers looking to purchase good quality, previously owned cars over new, with strong demand evident for small hatchbacks and medium to large family cars from Ford, Mazda, Nissan, Toyota, Vauxhall and Volkswagen. If you are planning on selling your car, now is a great time to take advantage of good prices achieved at our auctions.

The monthly dealer trade-in nights continue to be popular and regularly feature more than 60 cars direct from the motor trade, all under ten years old and below 100,000 miles. In April, we achieved a respectable price of £29,400 for a 2007 Bentley Continental GT 6.0 W12, which is a testament to the buyers' confidence in

the power of the auction system. The event is open to everyone and we hope to see you at our next sale on Thursday 26th July.

For a quick phone valuation or to purchase your next vehicle, get in touch with Allan Finn on 01467 623864.

We are delighted to invite all interested to attend the annual **AUTOJUMBLE EVENT** held in Alford, which takes place on **SUNDAY 23RD SEPTEMBER.**

Our auctioneers will lead a specialist auction which features classic and vintage cars, motorcycles, tractors and machinery.

We look forward to seeing you there.

Aberdeen & Northern Estates

The first six months of the year have flown by with the Estates team involved in a diverse range of client instructions – both in terms of farm and rural property sales, and other professional services.

We have witnessed a continued healthy demand for farmland, largely underpinned by a relatively low supply to the market. Farms that have been marketed early this year include Redhill at Inverness and Viewbank near Maud and have met strong demand resulting in competitive closing dates. Along with our clients, we continue to see the benefits of realistic asking prices in a market predominantly driven by local demand with larger units drawing wider national interest.

As we approach summer, there is an increasing number of properties coming on to the market, following the prolonged winter and late spring. Aberdeen and Northern Estates has led this trend, with two well-known and substantial Aberdeenshire-based farms – Cairnfechel Farm, Udney, Ellon, and Hill of Crimond, Keith Hall, Inverurie – brought to the market extending to 240Ha (595 acres) in total.

The buyers' outlook seems to be looking ahead, past the relatively short-term political uncertainties, taking the view that the combination of the right property and favourable borrowing rates is a unique opportunity that will stand the future of their enterprise in good stead.



Cairnfechel Farm, Udney, Ellon

Furthermore, the rural property market in the North and North East continues to represent good value for money to those outwith the area and South of the border.

We are often encountering farm owners considering selling, being approached by neighbours and other land owners in the vicinity looking to purchase 'off-market'. This might superficially appear to save costs involved in marketing the property, but the price premiums wrought out by a public marketing campaign will outweigh any perceived savings, with time delays also avoided as are common in an off-market, non-competitive transaction. A steady flow of new instructions has continued for our other professional services, including RICS compliant valuations, telecoms negotiations, landlord and tenant matters and compulsory purchase issues. The Estates division continues to deliver the highest quality, best value advice and strong marketing

campaigns tailored to suit our clients' needs.

We are delighted to compete at this year's RSABI Great Glen Challenge in Fort William on 31st August, where we will run, cycle, walk and kayak 87km over the course of one day with the aim to raise £1,000 for RSABI – a charity that provides emotional, practical and financial support to individuals and their families across the agricultural sector. If you would like to help us reach our fundraising target, please stop by our office located in the concourse area at Thainstone.



We will also be attending a number of summer shows and look forward to meeting you to discuss any property matters.

Porterhouse Steakhouse & Coffee Bar



HOSPITALITY TRAINING

tripadvisor

THE SCOTCH BEEF CLUB



personalised service to our members and customers, and pleased to continue investing in their training and development as they complete their SVQ in Hospitality Service and Cookery qualifications.

In May, we held our gourmet evening which showcased the best locally-sourced meat, fish and produce. On the night, guests had the opportunity to taste carefully prepared dishes by our Head Chef, paired with the perfect wine accompaniment and presentation from Corney and Barrow.

We recently launched our new website and Instagram social media channel, both of which have proven very popular since. Please visit our website to view a variety of fantastic offers, including our £10 two-course lunch special, Thursday's wine and dine for £39, and steak breakfast mega roll with coffee or tea for only £8.95 – there is something for everyone at Porterhouse.

www.porterhousethainstone.com

Don't forget!

All members are entitled to a **10% DISCOUNT** AT PORTERHOUSE STEAKHOUSE & COFFEE BAR.

To book your evening meal or corporate event, call 01467 623899 with your member number to hand.

Porterhouse's strong reputation for serving the best locally-sourced produce from the North East continues to attract more customers to the restaurant, and we are delighted to have been re-accredited from Scotch Beef Club for serving only the highest-quality Scottish red meat supplied by our farmers.

Led by Head Chef Victor Garcia and Restaurant Manager Norah Nesland,

our award-winning Porterhouse team was recently awarded a 'Certificate of Excellence' from TripAdvisor for consistently receiving outstanding customer reviews. Porterhouse was also announced as a finalist in both the 'North East of Scotland Restaurant of the Year' and 'Best Afternoon Tea' categories by Hospitality Training Awards.

We are proud of our team for delivering a professional and

Thainstone Events

Thainstone Events

Thainstone Centre is recognised as a hub for the North East community and regularly hosts a wide range of events throughout the year at our leading multi-purpose Thainstone Exchange facility. So far this year, we hosted a number of high-profile events with the 50th anniversary of Miller Plant Hire, Inverurie Locos' annual ball and the very successful Maggie's charity fundraiser which raised a staggering £120,000 on the night.

Our popular line-up of country music concerts continues to attract large crowds to Thainstone, and we are pleased to have increased our event offering this year. So far, we have held the Legends of America Country Tribute night, Lisa McHugh, Isla Grant, Robert Mizzell concerts and the two-day Thainstone Country Music Festival in June which saw 900 attendees enjoy the event.

Following a successful concert in March featuring country star Lisa McHugh, we

are delighted to welcome Lisa back to Thainstone for a two-day tour on Friday 15th and Saturday 16th March 2019. To avoid disappointment, purchase tickets early by calling 01467 623 760 or visiting our website www.thainstoneevents.co.uk. Tickets start from £24.50 for the concert and £40 for a two-course meal and show.

Taste of Grampian

In June, we hosted the 19th Taste of Grampian and welcomed thousands of visitors to Thainstone Centre for the popular one-day food and drink festival. We had a record-breaking 200 exhibitors showcasing the region's finest food and drink, extended hours into the evening and a fantastic line-up of entertainment to please the crowds.

This year, we improved connectivity to the centre with a park and ride service and had more parking attendants on the day, resulting in no queues and a far more enjoyable day for all.

The event, showcasing the best of the North East, was once again a success,

Upcoming Events...

BLAST FROM THE PAST CAR SHOW
Saturday 21st July

HOOLEY IN THE MART
Saturday 15th September

IRISH COUNTRY MUSIC NIGHT
Saturday 6th October

THAINSTONE CHRISTMAS FAYRE
Friday 2nd & Saturday 3rd November

CHRISTMAS PARTY NIGHTS
Saturday 1st, Saturday 3rd,
Friday 14th, Saturday 15th
& Friday 21st December



featuring live music, street performers, children's games, arts and crafts, drink tasting marquees, cookery competitions and demonstrations by celebrity chef James Martin, Scotland's first national chef Gary Maclean, and our very own Colin Slessor.

Marketing

Our marketing and public relations activities have been strong, with increased digital advertising and social media engagement on Google, Facebook, Instagram, Twitter and LinkedIn, along with regular group news, updates and articles appearing in local, regional and industry publications.

We are delighted to publish detailed quarterly market updates from our Marts and Estates divisions, which provide a comprehensive industry update covering market trends and average livestock and land prices achieved by our team of highly experienced industry experts.

Charity calendar

We are creating a calendar for 2019 with profits going to ANM's chosen charities, and invite you to participate in our Facebook competition by submitting your favourite agricultural-themed photos for a chance to feature in it.

The competition runs from now until 30th September, and on 1st October, our team of auctioneers will select 12 winners from the top 20 photos with the most likes,

comments and shares. Calendars will then be made available for sale in December.

Example photos



'Can I help you down there?' submitted by Kirsty Moore



'The girls' submitted by Zoey Rennie

To enter, send us your photo with a caption by messaging our ANM Group Facebook page or email marketing@anmgroup.co.uk. Good luck everyone.

GDPR

ANM has always taken the handling of personal data seriously. With the introduction of new data protection legislation now in place, we would like to reassure our members and customers that we are GDPR compliant. We have policies and procedures in place to ensure your data is used appropriately and stored safely. If you have any questions, please feel free to get in touch with us or contact Elspeth Spice, our Data Protection Officer on elspeth.spice@anmgroup.co.uk or 01467 623 781.

To receive a digital copy of your next members update, annual report and information regarding group activities, register online by visiting www.anmgroup.co.uk/marketing.cfm. You can also complete the enclosed form and return it to one of your local auctioneers or the reception desk at Thainstone Centre.

ANM Group

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www.anmgroup.co.uk

To find out more about group activities, or to access members benefits contact Alan Donald or Avril McLeod on 01467 623752