

# What do our Members say?

I have been dealing with UCB for nearly 9 years over which time they seem to excel every year.

Also having Caltex Stores over that time I remember telling the UCB team when I first started dealing with them the professionalism of the Promotions and the POS presentation the Caltex stores had. I have to admit that UCB have surpassed the Caltex Stores and two weeks ago I had senior managers from Caltex at my BP site taking photos of the POS and the Presentation of the promotion.

Recently I had the need to contact one of the UCB team for a problem I had with a supplier, this was relayed back to the supplier HQ by UCB staff in charge of the category and the problem rectified immediately.

The Promotions that the UCB staff have negotiated, and the POS design now and in the past have worked on my site very well. I would highly recommend UCB to anyone who wants to improve their business now and in the future.

Regards

Naren Patel

BP Centre West Pymble

*We have 4 stores in the UCB program and have been members for 8 years. The UCB program gives us access to discounted buying prices across all major categories, monthly promotions that increase our store sales, promotional material sent to us on time so that we can set up promotions on time, and experienced retail staff that are accessible and only too happy to help with whatever problems may arise.*

*Regards*

*Connie*

*BP Werribee*

# What do our Members say?

*We have been a member of UCB since June 2005.*

*The first thing that attracted us to the organization was the great promotional offers for brand leading names and point of sale material.*

*Since then every month we have always been able to take advantage of promotional activity and be able to investment buy on brand leading products.*

*On top of this through UCB we are able to get great prices all year round on many other products, and all this is done by the team of UCB and then passed onto the retailers.*

*The annual trade shows are great with some fantastic buying opportunities and great quest speakers.*

*The staff at UCB are all very approachable and over the years when we have had need to talk to them our issues have been dealt with in a timely and professional manner.*

*We would recommend to any one to join UCB and start getting the financial benefits straight away*

*Michael and Denise Geeves  
Caltex Perth Roadhouse  
Perth  
Tasmania*

# What do our Members say?

City and Regional Fuel have been a member of UCB (United Convenience Buyers) for at least 10 years, which is a testament in its own right. Reg, Darren and the crew have been like a family over the years helping us develop our stores. We run seven stores all with UCB. Their monthly Promotional Shop programme makes our life easy, giving our stores all they require to look professional and stay competitive. The UCB buying power saves us money, with their strength, and with not having to negotiate with suppliers. UCB's annual Road show Conference is second to none with a top Trade show incorporated. This is a great time to learn from your peers and pick up some great deals. City and Regional Fuels would not be where we are today without their help.

Greg Gibson  
Sales Manager  
City and Regional Fuels

# What do our Members say?

I am writing to thank you and your team for your continuing help with our flagship site at the Caltex Truckstop Port of Brisbane.

It has now been a year since we took full advantage of our membership with UCB and the results have been outstanding. In the past we had only utilised your promotions, but since actively seeking UCB's advice on store set up and product placement and the introduction of the fast & ezy brand, we have seen an amazing increase in shop sales. All of our regular customers loved the fresh look of the colour scheme and re-design of the shop which was all achieved with minimal costs.

The promo's are a hit with our customers as they always include marketing leading products and great POS material. It makes up selling easier for our staff when the deals are products customers want.

The yearly conference is great from an information and social perspective with its trade show, guest speakers and excellent entertainment, I like the regional meetings that you conduct throughout the year. This gives us a chance to network with like business operators, as well as get to ask questions of suppliers who aren't necessarily your sales reps. Often it is their bosses, so you get a different perspective than what you hear weekly from the reps.

Simon, once again thank you for your help and also that of Darren and Steve. As Hawkins Fuels continues to grow, I look forward to implementing Fast n Ezy and UCB to many more sites.

Regards

Craig Wells

General Manager

Hawkins Fuels

# What do our Members say?

*We have used UCB now for six years; having compared the terms available from "The Grocery Operators" It became evident pretty quickly that for us as Convenience store operators UCB was the Way to Go.*

*The Promotional program is very good and allows for some great investment buying of key lines. We never pay full price for Coke, Mount Franklin, Powerade or most of the Energy drinks to mention a few items*

*The other great advantage of using UCB is that if one of our suppliers is not doing the right thing by us we simply ring our UCB category manager to fix the problem.*

*In six years I have only had to do this a few times since all suppliers want to do the right thing by UCB members.*

*The other major reason I use UCB is that In most instances I can get the preferred terms Through the suppliers I want to deal with direct. Meaning I can deal direct with Coke, My local confectionary supplier, Smiths to mention a few . This gives me the flexibility so that I can run our business efficiently.*

*Try getting an extra order or top delivery if you're stuck with buying out of a grocery group warehouse.*

*Being associated with UCB*

*Most Importantly of all UCB understands Convenience*

*Michael Tuxworth*

*The Mooloolaba grocer*