

Namnews GSCOP

A Commercial Treatment of the new Groceries Supply Code Of Practice (Grocery & Non-foods)

A 3.5 hour interactive workshop giving a hands-on commercial insight into what you need to do now about one of the most fundamental changes in UK supplier-retailer relationships. Together we shall explore the retail stance on key aspects of the Code, what they need to achieve, and how you can help...

Venue:

Copthorne Hotel, Slough

Dates:

~~Friday 26th February 2010~~ **SOLD OUT**

Friday 12th March 2010

09:00hrs to 13:00hrs

Fees:

£200 (+VAT) per delegate with 10% discount for current named Namnews subscribers

NB. Non-subscribers can subscribe to Namnews (£120 +VAT) in advance of the workshop and qualify for the 10% discount on the workshop fee.

FREE Daily Namnews

To tune you into the key trade issues and maximise output, you will receive daily trade updates via email, from the time of booking until the workshop!

EMR-NAMNEWS

Practical Training for Business Managers of Major Accounts

Namnews GSCOP Workshop (Grocery & Non-Foods)

Fast, fact-based, focused...
a 'how-to' treatment of potential trade opportunities available via the GSCOP!

Output:

- Latest insight on how UK retailers have been hit by the recession, and what they need for recovery
- A commercial perspective on the GSCOP and its potential impact on UK supplier-retailer relationships
- Personal and corporate action, short, medium and long-term

Workshop Content

The new GSCOP: a Commercial Approach

- **Financial Crisis Update:** Where the retailers are now, where they need to be, what they want from the GSCOP, how you can help?
- **GSCOP overview:** Key elements of the Code, practical application and implementation, why the GSCOP is a step-change...
- **Supply-Agreement:** a supplier-retailer contract, why it matters, what to do about it.
- **Banned Conditions:** what is now against the rules, cost implications and impact upon 'allowable conditions'.
- **Impact of GSCOP on retailer profitability:** How they will try to recover the costs and redress the balance.
- **Deductions:** How the GSCOP will impact the use of deductions, how to minimise the impact.
- **Implementing the 'complaints-procedure':** practical considerations and precautions
- **The Ombudsman:** and the need for a test-case.
- **Legal Help:** when and how to involve your company lawyers.
- **Implementation & Action:** pointers for implementing the GSCOP, optimising the opportunities, & ***what to do Short, Medium and Long-term.***
- *NB. All workshop insight and advice is given in good faith and within current UK legislation. No action should be taken without the approval of your corporate lawyers and the taking of normal commercial precautions.*

Key Questions Arising:

- Why is the GSCOP different to the previous Code of Practice?
- How do the new rules apply?
- How will it work in practice?
- What difference will the Ombudsman make?
- What if I get it wrong?
- What do I need to do now?

Opportunities Arising:

- How to optimise key opportunities arising from the GSCOP?

Delegate Profiles:

- All customer-facing personnel, food & non-food.
- All concerned with policy-making, trade strategy, and implementation.

Workshop Timings:

Registration 0830, starts at 09:00 and concludes 1300hrs with 15min break midway.

Workshop Leader:

Brian Moore, CEO of EMR-NAMNEWS, has over 30 years' marketing/sales consultancy and training experience in Supply and Retail sectors on four continents. This includes Trade Marketing, Finance, Marketing, Key Account Management, Category Management, Global Customer Planning and Management in the UK, Continental EU, C&E Europe, Middle East, India, Asia, Americas and Canada.

Brian also writes a leading-edge Blog at: www.kamcity.com/kamblog

About EMR-NAMNEWS:

For more than 30 years EMR-NAMNEWS has been providing high level Key Account Management training. Based in the UK, we conduct a wide range of public and in-house training assignments across an extensive international client base. The company also operates Kamcity.com and publishes Namnews, a global news service.

Namnews GSCOP Booking Form (Grocery & Non-Foods)

HOW TO BOOK

ONLINE: at www.kamcity.com/kamtraining/

FAX: completed form to: +44 (0)845 643 4491

POST: completed form & payment to:
EMR-NAMNEWS Ltd., Venture House,
2 Arlington Square, Downshire Way, Bracknell,
Berkshire, RG12 1WA, UK

Company Information

Company: _____

Address: _____

Booking Contact: _____

Job Title: _____

Tel.: _____

Email: _____

Delegate Information

A discount of 10% is available on bookings of 3 or more delegates from the same company.

Delegate 1: _____

Job Title: _____

Session Date: _____

Email: _____

Delegate 2: _____

Job Title: _____

Date: _____

Email: _____

Delegate 3: _____

Job Title: _____

Session Date: _____

Email: _____

Workshop Date

12th March 2010, 09:00hrs – 13:00hrs

Full details will be confirmed following your booking.

FEES

£200 (+VAT) per delegate with 10% discount for Namnews subscribers (please indicate subscriber number with delegate name).

Note: All fees *MUST* be paid in advance of the workshop.

CANCELLATIONS

We regret that we are unable to accept cancellations or postponements within 21 days prior to the workshop. For cancellations or postponements within 21 days, the full fee will be charged. However, a substitute delegate is always welcome.

METHODS OF PAYMENT

Please send an invoice

An invoice for payment will sent to the booking contact.

By Cheque

Please make cheques payable to 'EMR-NAMNEWS Ltd.' and send to the address above.

Credit Card

Please complete your Credit Card details and send to the address above or fax to: +44 (0)845 643 4491

Billing Information:

Cardholder's name:

Billing Address:

Postcode:

Tel:

Card Type: Visa | Mastercard | Amex

Card no:

Card Security Code:

Expiry Date:

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