



British Footwear Association Ltd

BFA NEWS FOR MEMBERS AND FRIENDS OF THE INDUSTRY

SEPTEMBER 2011

REPORT FROM RICHARD KOTTLER, CEO

Member feedback from the major international shows - MICAM, GDS, Magic – indicated a positive optimism in the face of the gathering world economic storm. Real orders were taken, good sales agents and distributors were found and companies responded well to the financial and other support from the BFA. Against this background, the BFA is launching a package of **NEW BENEFITS** to its members:

1. An updated, more responsive **WEBSITE** – this will be active by mid-October
2. A new long term **DISTRIBUTION AGREEMENT** with **DHL** (for International business) and **City Link** (for domestic freight). Great rates have been negotiated and we hope that new users of this scheme will join the 20+ companies already using it. Full details are being circulated this week
3. We have agreed terms with two new **BUSINESS PARTNERS** giving members access to proven ways they can save and make money. In both cases, pilot studies have taken place with member companies and we are pleased to announce our relationship with:
 - a. **CREDIT ASSIST**. The company provides instant financial and credit management reports for both UK and export business. It has a working knowledge of our industry and a high level of customer service – as well as highly competitive rates exclusive to BFA members.
 - b. **EXPENSE REDUCTION ANALYSTS (ERA)**. This is one of the biggest cost reduction experts in the UK and they have a fantastic track record in helping companies save money on all areas of supply purchases – from utilities to distribution to office overheads. They are methodical, professional and produce lasting benefits – again at specially reduced rates for BFA members

Companies will receive full details of these exciting new services over the coming weeks.

TECHNICAL TRAINING

Next year's Foundation Course in Footwear Technology Programme is being scheduled and will be circulated soon.

So lots going on and more to come!

richard.kottler@britfoot.com

Magic/Platform 13-15 February 2012

BFA will shortly be launching the new Autumn/Winter 12 edition of the above national US trade show and, as resources are limited, we invite any interested members to contact Nicholas Parry-Billings **latest October 11th** if they are interested in exhibiting at this increasingly important bi-annual event. nicholas@fitsuk.com

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The 2011 conference promises to be better than ever with a variety of professional speakers covering occupational health issues; permits to work; a REACH update and very special presentations on safe systems of work. As usual, this event will take place at SATRA's conference facilities in Kettering and *the delegate fee is at the 2009 rate of £30 per head – absolute value for money!* Details and entry forms will be sent to member companies shortly but, in the meantime, please feel free to contact elaine@britfoot.com for further information.

The Agency Workers Regulations come into force on 1 October 2011. For further information please contact elaine@britfoot.com

SATRA announces the PPE Innovation Awards which will form a major part of the Professional Clothing Awards 2012, organised by the Workwear & Corporate Clothing Show. The Awards are open to anyone involved in the design, development, production and/or bringing to market of workwear or PPE product/component or process in the protective clothing industry across all segments and sectors. This could include an individual inventor or entrepreneur, an SME or a large multi-national corporation. The Professional Clothing Awards also presents an opportunity for companies to raise their brand profiles by sponsoring the event. One of the main aims of the awards is to stimulate growth through technical innovation and achieving supply chain sustainability and there are sponsorship opportunities that the event organiser is offering. In the first instance email to ppeinnovation@satra.co.uk Details about relevant dates and locations for the awards, and access to the entry form and guidance notes, can be found at www.satra.co.uk/rewardinnovation

Fox Williams' Annual Fashion Law Seminar takes place on 12 October at Ten Dominion St., London EC2M 2EE. For further details please contact: bkirby@foxwilliams.com 0207 614 2667

Footwear Friends 2012 Calendar. Buy a copy (copies!) of this quirky dogs/shoes calendar and support our industry's own charity – only £3 each – why not have 10? For further information contact MSA (the Master Shoe Repairers Association) on **01400 281298** or info@msauk.biz

HSE e-Bulletin Service. The first ever HSE Footwear & Leather e-Bulletin has just been released. For further details of this service contact: hse@public.govdelivery.com or platens@hse.gsi.gov.uk