



News Bulletin

May, 2008 Issue



National Federation of Retail Newsagents

NEW PRESIDENT JOHN PROMISES HELP FOR NEW MEMBERS



In his inaugural address to Scottish Conference, the new Scottish President, John Currie, highlighted the need to reach out a helping hand to new and potential members. His speech, which was warmly applauded, is reproduced in full below:

“Mr President, delegates, ladies & gentlemen, I would like to say what an honour and privilege it is to be elected to serve as Scottish President. It’s a hard act to follow Ron, who is a larger than life personality. Thank you Ron for your year as President, you made yourself available at anytime when the occasion arose.

Your quest last year was to put money in members’ tills. This year I would like to focus on trying to keep the money in the tills once it gets there. I told Margaret of my intentions and she kindly showed me some induction material for new members. We are retailers who are in business to make a profit - that’s fairly obvious, although we must be constantly reviewing and assessing our businesses to maximise our profit. Something Ron said struck a cord with me. While holding his local branch meeting in Greenock, he found that some of the younger new members were holding their hands out desperate for help on all trade problems. We experienced retailers must let them know we are there to help and anything we don’t know we will soon find out.

These days we are continually being bombarded by red tape, therefore, we have a huge raft of legal requirements to adhere to. With this in mind, in my year as Scottish President I would like to focus on new and potential members.

Now to all groups, nationalities and Rangers supporters:

- For God’s sake please check your Menzies Bill
- Premium price when you can – and you can
- Remember customers don’t come into your shop because you are the cheapest, it’s because you’re convenient and give good service.

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Although I don’t do HND myself, I have done so in the past. My advice to members is to charge for this valuable service. Could I suggest a base of 30p per day (yes even if it is the Sun). Third party inserts the publishers get paid, why shouldn’t we? You have the remedy in your hands.

Talking of The Sun and other tabloids, I would like to thank David Woodrow for keeping up the pressure regarding low cover prices – keep up the good work David.

We will always confront and try to persuade John Menzies with every issue and situation that crops up. At the end of last summer I

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was very pleased with the admission from Menzies that they had let their customers down with the level of service they were providing. I felt we shook off the toothless tiger image some may have had of us.

We screamed at local level and at national level. Colin with his "Menzies in Meltdown" quote was given headline treatment in the media. That certainly put the wind up a few kilts at John Menzies and the pressure saved us a lot of grief and money owed in outstanding credits. Colin we would like to thank you and your team for your efforts on that one.

I also intend to have closer contacts with our other trade partners, bearing in mind that with a lot of our members, news and magazines are not their main trade.

On another matter, it struck me it would be wonderful to have a discipline with our members to negotiate discounts and deals from the manufacturers, bearing in mind we have the largest trade membership in UK. I'm sure Yeoman House has thought about this and maybe it's just a dream but things can become reality when they start with a dream.

In my year as Vice President I was privileged to attend, along with all other Vice Presidents, a training seminar at Yeoman House in London. The experience, professionalism and commitment of our elected officers and staff was, to say the least, impressive.

So, we are all part of an organisation we can be very proud of. With all the backup and experience of the Federation, we are on a sound footing to improve and expand our businesses and thereby increase profitability. I intend to point our members in the right direction to achieve these goals. We have a very positive future as retailers so long as we keep our eye on the ball.

Once more conference, thank you for electing me. I will try not to make too many outrageous statements. But, you have elected me and you will now have to take your chances with me. Seriously, along with David as my Vice President, I will do my utmost to help our Scottish members to develop their businesses to their full potential.

A TRIBUTE TO TWO NFRN STALWARTS!!

The Scottish Executive Committee were saddened to lose two stalwarts of the Federation who, between them, have notched up decades of service to the NFRN and it's members.

Owen Bisset from Aberdeen Branch has been a member of the Aberdeen Committee for over 25 years and received the Roll of Honour for his service to the Federation in 2003 and has served on the Scottish Council since 1984 and the SEC between 2003 and 2008.

His dedication to our members is second to none and he and his wife have been active fund-raisers for the Presidents' charities by donating a cake for auction at Scottish Conference each year.

Owen will continue to serve on the Aberdeen Committee and was honoured to accept the National President's invitation to open Annual Conference 2008 in Torquay.

Angus Stewart from Fife Branch, a member since 1986, has served on the SEC on and off for several years and held the role of Scottish President in 1998.

Angus currently serves on the National Standing Orders Committee and hopes to be re-elected during Annual Conference 2008. He is passionate about preserving the future of the Federation and concentrates his efforts on ensuring members are well served by the NFRN.

He is a natural wordsmith and campaigner, being instrumental in putting together a submission on the proposed changes to legislation regarding the sale of tobacco products. Whilst he no longer serves on the SEC he will continue to be involved in the Legal and Parliamentary committee.

Owen and Angus along with the SEC extend a warm welcome to their successors, Sharon Douglas and Geoff Sampson, who will be worthy replacements bringing their views and experience to an already committed Executive Committee.

A PIECE OF CAKE!!!

THE FOLLOWING IS AN EXTRACT FROM AN ARTICLE FEATURED IN THE GREENOCK TELEGRAPH

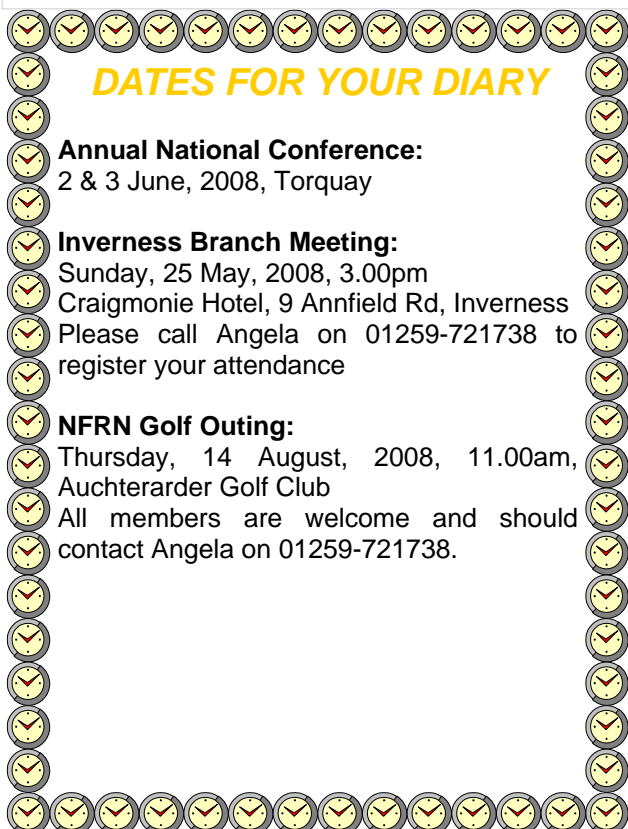
One of Inverclyde's favourite shopkeepers has completed a stint as a trade figurehead and declared it a piece of cake!! Ronald Ramsay, of Ramsay's Newsagents, in Brown Street, Port Glasgow, signed off in sweet style after a successful year as Scottish President of the National Federation of Retail Newsagents by donating a cake to his chosen local charity. Ronald nominated Ardgowan Hospice as his designated 'president's charity' during his spell in charge.



One of his federation colleagues baked a cake which was auctioned at a gala dinner in aid of the hospice, raising £100. Ronald said: "There is a chap belonging to the federation, Owen Bisset, who donates a cake for the president's charity every year and he did a wonderful one with the hospice building on it. We are giving it to the hospice and I'm sure they will make good use of it."

Ardgowan are set to benefit even more from Ronald's hectic year. In addition to the auction, a raffle was held to mark the end of Ronald's presidency, and he will be handing over a cheque to the hospice in the next few weeks. He said: "My dad passed away from cancer many years ago. I think the hospice is a great thing for us to have here. "We held a big Federation do at Airth Castle Hotel, which was co-sponsored by the Telegraph, and the raffle in aid of the hospice went very well."

Having handed the reins over to his successor, Ronald is now looking forward to a slightly quieter year. He said: "I had a very busy year as president, but it was really enjoyable. The federation represents 1,500 shops, so I've been meeting people and publishers all over the place. It was a great honour."



DATES FOR YOUR DIARY

Annual National Conference:

2 & 3 June, 2008, Torquay

Inverness Branch Meeting:

Sunday, 25 May, 2008, 3.00pm

Craigmonie Hotel, 9 Annfield Rd, Inverness

Please call Angela on 01259-721738 to register your attendance

NFRN Golf Outing:

Thursday, 14 August, 2008, 11.00am, Auchterarder Golf Club

All members are welcome and should contact Angela on 01259-721738.

CHILD RESISTANT LIGHTERS



Please keep in mind that as of 11 March this year, **all lighters** sold in wholesale and retail outlets must be child-resistant in order to meet new European Commission legislation.

The ban will also cover all novelty lighters being manufactured or imported, such as toys, animals and mobile phones. The measure has been introduced to prevent young children (under 51 months) from operating lighters. The new child-resistant lighters are clearly labelled and designed with a more complex ignition process to discourage use by minors.

Retailers purchasing lighters should ensure they carry the child-resistant logo and editorial and should expect to retain documentation to identify the parties who supply them with the lighters. This would allow Trading Standards to trace lighters back to the source if any problems are identified.

ALEX NEIL MSP SUPPORTS SMALL BUSINESSES

We were delighted to welcome Alex Neil MSP as the keynote speaker at this year's Scottish Conference. He gave a very informative presentation and showed great insight on the plight of independent retailers in Scotland.

He has been employed by multi-national companies in both Europe and the US, has run his own consultancy business here in Scotland and was involved in a Local Enterprise Trust—the purpose of which was to help people set up small to medium sized businesses. As a result he has an excellent understanding of the benefits to communities in having independent retailers and also the difficulties such retailers face.

We have included extracts from his presentation which, I am sure you will agree, confirms his understanding.

“Very often politicians at both local and national level don't realise the impact of their proposals on the business community and, equally important, on the customers of the business community. A good example of that is the way in which Capital Gains Tax has been handled in the last 12 months. It is not the way to make policy and, very much the consequences of what was proposed have not been properly thought through. The reality is that many small business people rely on money they are going to get when they are due to retire by selling their business. That very often is their entire pension fund and therefore to tax them by punitive means on a Capital Gains basis is entirely the wrong thing to do.

Similarly, when it comes to legislation in the Scottish Parliament, we have to think twice before proposing new legislation that can be damaging to business. Before you can distribute wealth, you have to first of all create it and it is the business community who create wealth in our Country.

While we do need large business, the money that goes into small business is spent in the rural community within, very often, the local community and certainly within Scotland. Therefore you get a bigger bonus the more successful small businesses are because the

profits aren't being sucked away to some tax haven, they are being spent in the local community where the small business is based.”



Business Rates Cut

“It is very much our view that we need to give tax breaks as well as to lighten the regulation burden and red tape in small business in Scotland. That is why there is to be a substantial reduction in business rates for every small business in Scotland.

Within two years, any business with a rateable value of £8,000 or less will not pay any rates at all after the second year. Those with a rateable value between £8,000 and £15,000 will effectively see a 50% reduction over the next two years. This will make an enormous difference to the margin of a small business, because very often I've seen a lot of small business people who, quite frankly, if you calculate the number of hours they work and the wages they get out of the business, are not even on the National Minimum Wage.

We are also looking at the possibility of allowing local authorities to reduce business rates even further. We will keep a lid on it so that rates cannot be increased. This would be a good proposition as when you reduce business taxation the revenue from taxation goes up as more businesses survive, more are more profitable, more prosper and more come into the area. We will be consulting on that idea in the next few months and hope the Federation will be supportive of the idea in principle.”

Proposed Legislation re Tobacco Products

“If you look at alcohol, only three percent of retailers from the research undertaken, sell alcohol to underage drinkers. Now some of you have concerns about the ID card and I will say a word or two about that. To the best of our knowledge, 97% of our retailers do not sell alcohol to people who are underage. The similar figure for tobacco is 14% which is obviously nearly five times the rate for alcohol sales. I think we have to qualify that by

saying, if 14% are selling it illegally, that means 86% are not selling it illegally and therefore is it right to make additional bureaucratic burdens on the 86% in order to catch and punish the 14%? I think the focus of any new rules has to be on catching the 14% rather than adding more burdens to the 86% who are abiding by the law.

At the moment in this particular proposal, Christine Graham has produced her Consultation Paper and obviously the Federation has put in evidence to that consultation. Once Christine Graham has finished her consultation on her proposal, she has to publish the results and then she has to draw up a Bill. The Bill and consultation results will then be sent to a committee of the Parliament for pre legislative scrutiny. Now in this case it will either be the Enterprise Committee or the Justice Committee. That Committee will then hold hearings taking oral evidence on the pros and cons of her Bill. So at that stage, I would say to you two things. First of all, re-submit written evidence on the basis of the draft Bill and secondly request to be heard at the Committee to give oral evidence."

Mr Neil went on to explain the process and how best the Federation can be involved to make sure their views are taken into consideration. The Legal & Parliamentary Committee have taken note of this procedure and will follow the necessary steps to ensure the voice of the NFRN is heard.

He also acknowledged the difficulties our members face with regard to ID. He said "it is very difficult these days to tell the age of youngsters. That is an example of one of the areas you have to get across to the Committee that is considering the Bill - the practical difficulties and also the question of people who are deliberately going in to buy cigarettes for youngsters in the knowledge that it is illegal. All of these are important issues for you to bring to the attention of the Committee."

Duty on Alcohol

"I think the Chancellor made a big mistake last week in imposing additional duty on whisky and other spirits. Imported wine is taxed a lot less than whisky and yet whisky employs

many thousands of people in Scotland and is, of course, our second biggest export trade.

I would like to see a fundamental review of how we tax alcohol and how it is priced. In particular, I think in terms of the pricing, the main problem we have is going in to supermarkets and being able to buy drinks with a heavy alcohol content for next to nothing. I think it's the Supermarkets, rather than independent retailers or the pub trade, that are the real problem here and encouraging youngsters on binge-drinking with the kind of offers they are making. We need to address that issue because the cost, in terms of crime, family break-down, damage to the youngsters health wise, as well as getting them a criminal record that's with them for the rest of their days, is now too great to bear and we all need to join together to get a sensible balance between ensuring that the 95% of the population, who don't have a problem with drink, don't suffer unduly from the 5% who do. But at the same time, we have to tackle the 5% who abuse alcohol and, particularly the young folk, who go on these binge-drinking sprees which I don't think any of us would want to see or encourage."

Retail Crime

"The final issue is retail crime, where, I think, we need to make more progress in terms of tackling the problem or ending the problem and I think taking the harder line with repeat offenders to make sure that they get the message that crime does not pay.

Too many of them are now taking the attitude that if they can't do the time, don't do the crime. Well my view is, make it so hard for them to do the time, they won't be inclined to do the crime. It is damaging to everybody to allow these people to get away it."

Cover Prices

David Woodrow made Mr Neil aware of the disparity in the cover price of some publications between Scotland and the rest of the UK. He asked if politicians could take this on board and investigate. Mr Neil is happy to explore the options available to us and Colin Finch suggested he write to News International asking for an explanation for the differential.

MOTIONS PASSED AT SCOTTISH CONFERENCE 2008

(a) From Paisley Branch to Scottish Conference:

That this Scottish Council of the NFRN lobby the Scottish Government to effect a change to the legislation regarding the purchase of tobacco making it an offence to procure tobacco products on behalf of underage persons.

Jim Maitland proposed this motion and is well aware that Westminster has already rejected what they are proposing. However, he thinks it is wrong that people buying cigarettes for underage persons cannot be prosecuted, however, if they bought alcohol they could be. He would like Scottish Council and the forthcoming Legal & Parliamentary Committee to lobby Scottish Parliament to achieve a suitable outcome and asked Council to support the motion.

The National President rose to support the motion. He advised that the biggest problem we have is that the Tobacco Alliance are an organisation sponsored by the tobacco companies who are the people promoting this change to actual legislation. Westminster are not interested in the producers of tobacco influencing legislation. Scottish members must influence parliament and urges we liaise with Parliament as members/retailers and lobby our MSP's to influence legislation. He feels it is integral to the future of the Federation.



(b) Motion from Scottish Council to National Council:

This National Council agrees that the NFRN should adopt and promote the Fair Trade Concept and include Fair Trade Products as business partners. Further, the NFRN should ensure that the Fair Trade principle is on their agenda for all dealings with National Publishers.

Des Donnelly asked for this to be accepted and that we would adopt fair trade products as preferred business partners. We have got to be seen to practice what we preach – we should give a good deal. Fair trade is noticeably becoming an important part of the marketing trade. For us not to do it we would be seen to be lagging behind. It was also agreed that we would ask for this in dealings with all publishers. As a fair trade retailer, David Woodrow seconded the motion.

A show of hands was taken and the motion carried.

(c) Motion to National Council from Scottish Council

In light of the polarisation of the Post Office network affecting many of our members, Scottish Council request the National Executive Committee to positively investigate the feasibility of closer links and ties with the National Federation of Sub Postmasters and the NFRN.

Joe Jannetta feels amalgamation is inevitable as both organisations are losing

members and advised the best person to contact.

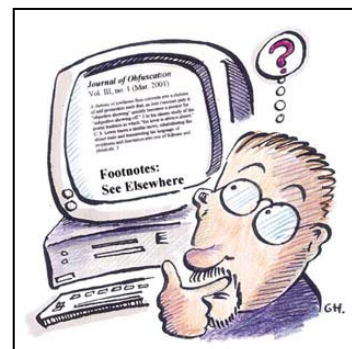
A show of hands was taken and the motion carried.

(c) Motion to Scottish Conference from Fife Branch

That this Conference instructs the Scottish Executive Committee to investigate ways in which the Scottish Voluntary Fund might support a campaign to increase the number of NFRN members in Scotland using internet technology for business purposes and to provide a report of its findings to the October 2008 meeting of the Scottish Council.

Angus Stewart advised that the purpose of this motion is to allow members to participate in current and future advances in internet technology. So few of our members have access and Fife feels there is enough money in the Fund to help our members. It was stressed they are only asking for an investigation.

A show of hands was taken and the motion carried.



SELF ASSESSMENT—CHANGES TO THE REGIME

From 6 April 2008, certain changes were applied to the self-assessment tax regime and a new, redesigned tax return is also being introduced. **This applies to the whole of the UK.**

Separate dates will apply to self-assessment tax returns for 2007/08 and subsequent tax years:

- You must file **paper** returns by 31 October - eg 31 October 2008 for tax year 2007/08. The same date applies if you want HM Revenue & Customs (HMRC) to calculate your tax liability for you.
- For returns filed **online**, 31 January will continue to apply – eg 31 January 2009 for tax year 2007/08. HMRC automatically calculates your tax liability when you file a return online.

Either way, you will have until 31 January following the end of the tax year in which to amend your self-assessment return.

If you file your returns before the relevant filing deadline, the enquiry window during which HMRC can enquire into income tax self-assessment returns - for 2007/08 and subsequent years - will be the anniversary of the actual date on which you filed with HMRC.

New thresholds for reduced reporting for self-employment income

The income limit to qualify for reduced reporting will increase from £15,000 to £30,000. If your annual turnover is less than £30,000, you:

- Will have the option of providing a less detailed breakdown of your profit or loss on your tax return - known as the three line account.
- May qualify to use the four-page short tax return. HMRC will automatically issue a short tax return if you do.
- You may also be able to use the new short self-employment pages in the main tax return if your annual turnover is below £64,000.

You can find more information on the HMRC website:

<http://www.hmrc.gov.uk/budget2007/carter.htm>

SCOTTISH EXECUTIVE COMMITTEE 2008-2009

President: John Currie, Falkirk
Vice President: David Forbes, Dundee
Immediate Past President: Ron Ramsay, Greenock

Executive Committee: Des Donnelly, Lanarkshire
Jim Maitland, Aberdeen
Bill Metcalfe, Edinburgh
Geoff Sampson, Fife
David Woodrow, Paisley
Sharon Douglas, Falkirk
Alex Mauchline, Falkirk
Abdul Qadar, Edinburgh
Ian Shaw, Glasgow

NATIONAL COUNCILLORS

Jim Maitland, Aberdeen
Abdul Qadar, Edinburgh
Ian Shaw, Glasgow
David Woodrow, Paisley

EMPLOYING MIGRANT WORKERS

If you currently employ staff from outside the UK or are planning to, you should make certain checks on their right to work here. On 29 February 2008, the Government introduced some changes to the law on preventing illegal working. As a UK employer you need to be aware of these changes to avoid liability to payment or a civil penalty and/or criminal conviction for employing an illegal worker. From this date anyone employing illegal migrant workers will be liable to a new civil penalty.



By checking specified documents from every prospective employee, you may establish a statutory excuse against payment of a civil penalty for employing someone not entitled to undertake the employment you have available. For employees with time-limited leave to be in the UK, you must carry out repeat checks at least once a year to retain the excuse.

To establish the excuse, you must take all reasonable steps to check the validity of documents belonging to employees and potential employees. For example, you must:

- verify that they are the rightful owner of the documents they present
- check the photograph and the date of birth against their appearance
- retain a copy or copies securely for a period of not less than two years after termination of the employment.

If the document is not a passport or other travel document, you must keep a copy of the entire document. If the document is a passport or other travel document, you must copy the front cover and any pages containing:

- the holder's personal details including nationality
- the holder's photograph
- the holder's signature
- the date of expiry
- a visa or entitlement to enter or remain in the UK and undertake the work in question

You may only keep an employee's original documents for the period necessary for you to comply with the law.

You will have the right within a certain period to object to a penalty to the Border and Immigration Agency or appeal to the courts.

Relevant External Link:

[Ensuring your workers are eligible to work in the UK](#) - by Business Link

£100 CASH BACK OFFER N&N SIMPLE FINANCIAL

Members signing up to the MoneyGram and Cheque Cashing service between 1 March 2008 and 31st May 2008 through N & N will be given £100 cash back on completion of their first 20 transactions (from either service).



Please call the NFRN Helpline on 0845-601-5818 for further details.

NFRN

National Federation of Retail Newsagents, Forrester Lodge, Inglewood, Alloa, FK10 2HU
8 Tel: 01259-721738 Fax: 01259-726969 Email: angela@nfrn-mail.org.uk

SONY SNAPLAB NEW PACKAGE

Please be advised that from 1st March 2008, we have agreed with ZonePrint Solutions, a new and improved Sony Snaplab package for members. This is as follows:

- SnapLab - 2008 list price held at £1,264.87 – **2007 package price held**
- Bespoke Designer Stand – **New**
- Remote Payment System - **New**
- 2 X 6"X4" media pack (800 prints free) – **New (400 extra free prints)**
- Compact Flash – includes boarder features - **New**
- Revised POS - **New**
- Delivered & installed
- Prime Support X 1 year
- Bluetooth receiver (print mobile photos)
- Lease options also available from Sony Leasing

The new package represents both a refinement to the usability of the unit by members and their customers (in the stand and remote payment system) as well as generally an all round better value package.

FREE STAND

The new package includes a choice of two bespoke designer stands; the first is free standing and the second is a counter top 'swivelling' option. Both options make the siting of the Lab in-store far easier and greatly add to the ease of customer use.

REMOTE PAYMENT SYSTEM

Another addition to the package is a useful remote payment system used from the till to activate printing. The device also counts the quantity of prints your customer requires, eliminating the need for shop staff to leave the shop counter to count and authorise printing.

The additional features can be purchased separately by members who already have a Sony Snaplab. The cost of these is yet to be confirmed. Interested members should contact ZonePrint Solutions directly on: 01332 200 777.

SNIPPETS

Sun goes up in price.

While from a turnover point of view the increase in the price of the Sun in Scotland to 30p is welcome, the fact that we will not make any more profit must not be forgotten as the rate per copy stays at 6.9p. That is still 1.2p per copy less than Newsagents in England, Wales and, I think, Northern Ireland.

If you sell 83 copies a day that amounts to £1.00 per day or £260 per year. If you take the claimed circulation of 300,000 per day in Scotland, that amounts to £936,000 profit lost per annum to the Scottish retail trade compared to the rest of the country. By retaining the 5p increase the Sun stands to increase its profit by £5.4 million per annum while we see nothing.

The Star is no better, in fact, it could be seen as worse as it retains the differential on Saturdays as well.

We have to be grateful to the publishers of the Scotsman, Herald, Mail, P & J, Greenock Telegraph and, to a certain extent, The Record who have sustained their terms and, in some cases, give enhanced terms for promotional work. They, along with every other supplier to our shops have effectively underwritten the Retail trade through this sustained period of tabloid competition.

National Independents Week

Don't miss the opportunity to have in stock the items that The Record will have vouchers for on 30 May. If you know in advance what is being promoted (Birds Eye Fish Fingers, Branston Pickle, Buxton Water, Coors Light 6pk, Kit Kat Crunchy Peanut, Whiskas Pouches 12 pk, Real McCoys Crisps, Nescafe Gold Blend 100g, Galaxy Large Blocks, Pot Noodles and Ribena 500ml varieties), then it is worthwhile having a few in stock as you could potentially get a double sale from talking up the promotion, eg, a £2.00+ jar of coffee with a 35p Newspapers.

We often moan about not knowing about things like this, so we should support the Manufacturers, Wholesalers and the Publishers who have come together to help our sector of the trade.

TRAINING COURSES TO SUIT YOUR BUSINESS

We appreciate that you are all busy retailers, however, there comes a time when you need to update your skills or learn new ones to help your business run smoothly or more profitably. With that in mind, we have identified courses that are run by Business Gateway throughout Scotland. The venues and durations vary and all the courses are **free of charge**, so it might be worth your while considering which would suit you.

Detailed below are those available during June and July of this year and should you require any further information, please call Business Gateway on 0845-609-6611 or alternatively access their website which is www.bgateway.com where you will find a full list of seminars and workshops on offer.

Seminar/Workshop Title	Date & Venue
Advertising & Promotion	10 June—Glenrothes, 11 June—Dundee, 12 June—Livingston, 17 June—Dalkeith, 24 June—Aberdeen
An Introduction to VAT	2 June —Peterhead
Bookkeeping	24 June—Dumfries & Selkirk, 26 June—Kilmarnock
Cash Flow	17 June—Edinburgh, 26 June—Glasgow
Credit Control	2 June—Glasgow, 24 June—Edinburgh & Coatbridge, 30 June—Glasgow
Customer Care 1	3 June—Edinburgh, 5 June—Coatbridge, 10 June—Glasgow & Aberdeen, 26 June—Glenrothes & Livingston
Employing People	26 June—Coatbridge
Financial Records	7 June—Glasgow, 12 June—Aberdeen, 24 June—Perth
Funding the Business	17 June—Coatbridge, 19 June—Aberdeen
Get the Most out of your People	5 June—Glasgow
HMRC—Self Assessment for the Self Employed	13 June—Glenrothes,
HMRC—Introduction to VAT	5 June—Glasgow,
HMRC—Value Added Tax	27 June—Glenrothes
Introduction to Financial Record Keeping	17 June—Coatbridge
Introduction to Tax for New Businesses	26 June—Kilmarnock
Making Your Business More Profitable	3 June—Dalkeith, 4 June—Aberdeen, 23 June—Glasgow
Marketing Your Business	4 June—Glenrothes, 9 June—Glasgow, 12 June—Coatbridge, 17 June—Aberdeen
Mastering Selling Skills	10 June—Edinburgh, 17 June—Glenrothes, 19 June—Glasgow
Negotiating Skills	17 June—Perth, 24 June—Aberdeen, 26 June—Edinburgh
Promote Your Business	19 June—Coatbridge
Resource Planning & Management	2 June—Glasgow, Livingston & Edinburgh, 3 June—Perth, Irvine & Aberdeen, 4 June—Inverurie, 9 June—Dundee, 10 June—Selkirk, 11 June—Peterhead, 12 June—Grangemouth, Coatbridge & Kilmarnock, 17 June—Dumfries, & Glasgow, 18 June—Stirling & Ayr, 23 June—Glasgow & Edinburgh, 24 June—Dundee, 26 June—Perth, 20 June—Glasgow, 3 July—Kirkcaldy, 14 July—Dundee
Tax & VAT	19 June—Coatbridge
Thinking of Registering for VAT?	13 June—Stirling
Time Management	19 June—Edinburgh, 20 June—Glasgow
Understanding your Financial Statements	26 June—Coatbridge
VAT for New Businesses	18 June—Edinburgh

The Good, The Bad & The Ugly!



**The Good: Improved NFRN Commercial Offers.
Check with your RDM.**



**The Bad: Suggested plans to remove tobacco
products from display.
Write to your MD & MSP**



**The Ugly: Sunday Post 5p increase—too little and
what an ugly price.**

CERTIFICATE FOR SCOTTISH PERSONAL LICENCE HOLDERS

If you are currently a licence holder, you will be aware of the forthcoming changes in legislation. You will also have been receiving communications from us giving information about funding for the above course which will be a compulsory requirement for all licence holders.

If you don't have a licence but are thinking of selling alcohol from your shops, you will find the following information very useful and hopefully save you a great deal of money.

We have done some research and established that if you are earning less than £18,000 per annum, you can apply for an Independent Learning Account (ILA) and if you are successful, will only be required to contribute £10 towards the cost of the course. However, if you do not qualify and would like to participate, the course is available to NFRN members at a rate of £90 per person.

Courses are being provided by Reid Kerr College throughout Scotland over the next few months, therefore, should you require further information as to what the course entails, dates, and venues, please contact NFRN Connect on 0845-601-5818 or Claire Leitch at the NFRN Scottish Office on 01259-721738 and they will be happy to help.

Please note that we will be helping to promote the shorter course for sales persons later on in the year where staff, who are more likely to be earning less than £18,000 could access ILA accounts.

If you do participate in one of the courses, we'd love to have your feedback, so let us know how you get on!!!!

WANTED—NEWSAGENTS TO TAKE PART IN NATIONAL CUPPA DAY

NFRN members are being invited to take part in the first ever National Cuppa Day which forms part of this year's National Independents Week.

Tuesday, 3 June has been designated National Cuppa day when independent newsagents, convenience stores and rural shops will be encouraged to give customers a cup of tea and have a chat. The event is being sponsored by Tetley GB who will be offering participating retailers a free pack of 80 Tetley tea bags.



Now the organisers of National Independents Week are looking for retailers who would like to take part. If you are interested, please forward your details to Anne Bingham, NFRN Communications Manager at anne@nfrn.org.uk or call NFRN Connect on 0845-601-5818.

National Cuppa Day is designed to demonstrate the unique role that independent retailers play in the community.

CALLING ALL GOLFERS!! CALLING ALL GOLFERS!!!



If you enjoy a game of golf in beautiful surroundings and with good company, then the NFRN golf outing is the one for you. You don't require to be a great golfer just a keen participant. This year's event will take place at Auchterarder Golf Club on Thursday 14 August with the first tee-off time at 11.00am.

Traditionally this outing attracted a great deal of members with a few trade partners, giving you the opportunity to network, however, in more recent years, members have been outnumbered by the trade and we would like to redress the balance by having as many members there as possible.

The day begins with coffee and bacon rolls followed by a round of golf and rounded up with a meal at the 19th hole afterwards!! Those that do participate can testify that it is a great day out.

We have been extremely fortunate in past years to attract sponsorship for the event, and should this be the case again this year, will be available at no cost to you.

Places will be limited, so please register your interest as soon as possible by contacting either Dave Forbes on 07767-214520 or Angela Simpson at the Scottish Office on 01259-721738. Alternatively, you can complete the tear-off slip below and send it to:

Angela Simpson
National Federation of Retail Newsagents
Forrester Lodge
Inglewood
Alloa FK10 2HU

Please confirm your participation by Friday, 4 July 2008 at the latest if possible.

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NFRN GOLF COMPETITION—AUCHTERARDER GOLF CLUB Thursday, 14 August, 2008

Competitors Name:

Address:

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..... Post Code:

Tel No: Email:

Club: Handicap: