

Build Better Business NFU Conference Centre

Stoneleigh 9th October 2013



Sponsored by **More People**
'horticulture's leading recruitment and training business'

- 9.00 Registration and Coffee
- 9.30 Introduction – Chairman for the Day Ian Riggs, BPOA
- 9.45 The Retailers View – Iain Wylie, Chief Executive, GCA
- 10.15 The Dutch Position – Gert van der Pligt, MD Pligt Professionals
- 10.45 Q & A, Chair Ian Riggs
- 11.00 Coffee
- 11.25 The Code of Practice, (COGTP) introduction.
Adam Quinney NFU Vice President
- 11.45 THE COGTP, Nina Winter, NFU Chief Legal Advisor
- 12.15 Q & A, Chair Hayley Campbell-Gibbons, NFU Chief Horticultural Advisor
- 12.30 Lunch
- Afternoon **NEGOTIATING TO SUCCEED**
- 13.30 introduction: Ian Merton, former Sainsbury's Buying Director
- 14.00 The Steps to Success
Delegates will split into three groups lead by Alan Bunting, Phillip Harlow & Steve Davies - (Speakers will move between the rooms.)
- 15.30 Afternoon Tea
- 16.00 Need More – Guy Moreton, Horticulture Training Company
- 16.15 Open discussion—Q & A
- 16.30 Close Ian Riggs Chairman BPOA



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A stellar cast of speakers is planned, representing all sectors of the supply chain including Iain Wylie, Chief Executive GCA, who will give the retailer's perspective. In addition, speakers will include, major retailers, garden centre chains, legal experts, NFU horticulture advisors, trade organisations, experienced negotiators and sector national leaders.

After lunch, this BPOA workshop will continue with 3 rotating sessions to give you ideas on how to get the outcome from negotiation that you want and are happy with. This is not a training day. It's an insight day, you will be enlightened and you will come away with "golden nuggets" of information that will enable you to ***Build Better Business***.

There is no charge for this BPOA event, refreshments and lunch will be provided.

Places are limited to 125; [please book your place/s with the BPOA office](#).

(In the first instance priority will be given to **grower** members of the BPOA)

If you thought the meeting last October was good, this is planned to be better!