

# meet the buyer

Design Council, Covent Garden



## 20 short meetings in one day could revolutionise your supplier network

Shop and Display Equipment Association (**sdea**) will arrange a series of short meetings for you in a quick fire 'speed dating' format with over 20 of its selected retail display specialists. And at absolutely no cost to you. Member companies of the **sdea** supply display and shopfitting equipment, PoS, signage and visual merchandising.

Our six previous Meet the Buyer events have proved extremely popular with both buyers and suppliers:

**Mothercare's** Head of Construction and Procurement was delighted with the opportunity it presented him. "I was very impressed with 'Meet the Buyer' - I found it very beneficial, made many new contacts and met up with some old friends in the business. As a result I have two new suppliers quoting for equipment already."

**Boots'** Purchasing Manager agreed. He said, "I met 21 companies to understand what they had to offer and to match it to our display requirements. It was an efficient use of time, enabling me to assess quickly whether each company warranted a follow-up discussion at Boots. We are now starting to organise those follow-up meetings."

**Habitat** Head of Visual Retail commented that "The Meet the Buyer event was a great opportunity to meet various suppliers and focus on our business needs while keeping up to date with new products on the market. I receive many cold calls which invariably I do not have time to take and certainly can't meet with all the suppliers out there...it's a mine field! This event gives 'the buyer' the comfort of knowing they will not be faced with a hard sell, but a great insight into various resources and suppliers. A great event for any buyer!"

**Asda Retail Development's** Procurement Manager, said "It's the second year Asda have attended the Meet the Buyer event. We've found it a good chance to meet some new suppliers and also a great chance to network with other retailers".

If you are interested in taking part in this event, please complete the form below or contact Paula Morgan on 01883 348911. Remember, there is no charge, but potentially huge value.

I am interested in attending this event, please contact me:

name:
company:
telephone:
email:

Please fax to 01883 343435 or email to paula@sdea.co.uk

Previous Buyers include:

**Asda**  
Procurement Manager

**Boots**  
Purchasing Manager

**Carphone Warehouse**  
UK Projects Manager

**Debenhams**  
Fixture Specification Manager

**Dixons**  
Purchasing Manager

**FatFace**  
Visual Manager

**Habitat**  
Head of Visual Retail.  
Building & Project Manager

**John Lewis**  
Procurement Manager

**Marks & Spencer**  
Procurement Manager

**Mothercare**  
Procurement & Sourcing Manager

**Morrisons**  
Buying Manager

**New Look**  
Procurement Manager

Date:  
**Wednesday 18 January 2012**

Location:  
**Design Council, Covent Garden, London**

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