



the independent bulletin

Latest news from the Association of Cycle Traders
January 2009

New Cytech courses and prices



With effect from 1st January we are pleased to announce the launch of new modular Cytech courses and a simplified price structure, including discounts for ACT members.

Contact Cytech training providers

• **ATG Training**
– centres in Manchester and Aylesbury plus in-store training and assessment with Government funded options – 0161 2237 906

• **PJCS Training**
– centre in Milton Keynes – 07050 207369

| Cytech Accredited Course | Course Type and Duration | ATG Prices * ACT / Non-ACT | PJCS Prices * ACT / Non-ACT | ACT / ActSmart Prices ** Platinum / Gold / Silver / Bronze |
|------------------------------------|--------------------------|-------------------------------|--------------------------------|---|
| Technical One – Theory | Distance Learning | | | £44.99 / £64.99 / £89.99 / £99.99 |
| Technical One – Practical | Training – 2 days | £300 / £340 | £220 / £250 | |
| Technical One – Practical | Assessment – 1 day | £150 / £170 | £110 / £125 | |
| Technical One – Theory & Practical | Training – 3 days | | £330 / £375 | |
| Groupset Service & Repair | Training – 3 days | £450 / £510 | | |
| Groupset Service & Repair | Training – 5 days | | £550 / £625 | |
| Wheelbuilding | Training – 2 / 3 days | £300 / £340 | £330 / £375 | |
| Technical Two | Assessment – 1 day | £150 / £170 | £135 / £155 | |
| Technical Two | Training – 5 / 8 days | £750 / £850 | £880 / £1000 | |
| Technical One & Two | NVQ Training – 8 days | Govt. Funded | | |
| Technical One & Two | Training – 8 / 11 days | £1050 / £1190 | £1210 / £1375 | |
| Technical One & Two | Assessment – 1 day | £150 / £170 | £150 / £170 | |
| Disc Brakes Servicing | Training – 2 days | £300 / £340 | £220 / £250 | |
| Suspension Servicing | Training – 2 days | £300 / £340 | £220 / £250 | |
| Full Suspension | Training – 2 days | £300 / £340 | | |
| Advanced Wheelbuilding | Training – 2 days | £300 / £340 | | |
| Specialist Wheelbuilding | Training – 1 day | | £110 / £125 | |
| Specialist Bike Servicing | Training – 1 day | | £110 / £125 | |
| Technical Three | Training – 6 / 7 days | £900 / £1020 | £770 / £875 | |
| Technical Three | Adv. App'ship – 12 days | Govt. Funded | | |
| Technical Three | Assessment – 2 days | £300 / £340 | £300 / £340 | |
| Retail – Management | Training – 2 days | £300 / £340 | | |
| Retail – Health & Safety | Training – 4 days | £600 / £680 | | |

* Prices net of VAT ** Prices net of VAT and 5% settlement discount.

November sales a mixed bag for cycle shops

Our November turnover poll showed a wide variety of sales performance with 45% of cycle retailers reporting sales growth in November 08 vs. 07, compared to 58% in October. However results do show a worsening trend as more cycle retailers report declining sales.

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|-----------------------------|-------|
| • Turnover down 10% - 20% | = 22% |
| • Turnover down 1% - 10% | = 17% |
| • Turnover down 20% or more | = 17% |
| • Turnover up 1% - 10% | = 17% |
| • Turnover up 10% - 20% | = 12% |
| • Turnover up 20% or more | = 16% |

www.actsmart.biz/cycles features the most valuable sales performance data in the trade. December sales analysis will be available soon, check out how the sector fared this Xmas.

Make 2009 your Platinum year



Platinum membership is our premier subscription package for businesses who want to invest in their people and take advantage of additional cost saving benefits.

At the heart of Platinum membership is "Retail Detail", an innovative online learning and business support system for retailers. As a Platinum member you get an annual subscription to Retail Detail with access for up to ten staff absolutely free. Retail Detail usually costs over £145.

In addition when you join or upgrade to Platinum membership you receive a complimentary Cytech Technical One distance learning course worth £99.99

Platinum members can also take advantage of additional cost savings, including lower prices on our range of professional workshop stationery and on further purchases of the Cytech Technical One distance learning course

Join or upgrade now and get Platinum membership at a special introductory price starting from £285. For further details call 08704 288 404.

Free in store retail skills development



Retail Detail is an online learning and business support tool for retailers, developed to enable business owners and employees to learn more about retailing.

Furthermore the accreditation for developing your retail skills will form part of the forthcoming Cytech awards scheme, improving the overall rating and promotion of your business.

Retail Detail includes seven modules covering core retail disciplines to assist in the development and motivation of your staff, without them having to leave the shop.

The learning content represents 70% of the City & Guilds 'Certificate in Retail Principles' and candidates have the opportunity to move on to take the full qualification and an NVQ in Retail Skills.

ACT / ActSmart Platinum members get a free subscription to Retail Detail for up to ten staff worth over £145. If you are currently a Gold ACT Member there isn't a better time to upgrade to Platinum.

Your voice in Government



The whole banking issue rages on and although the banks are culpable constant cries from Government for the banks to reduce interest rates whilst demanding significant returns on the funds they invested yet again brings into question their commercial appreciation.

As business owners we recognise that the banking infrastructure to make investments in small business was abandoned years ago, so on what basis did Government invest money and what is the motivation and realistic timescale to develop a sustainable small business support system?

This is the critical time of year when banks withdraw financial support and may also be increasing fees in an effort to cover loss of earnings. In order that we can address this problem fully we need detail not sound bites, so please let us know of your recent experiences, good and bad so that we might help influence banking support for specialist retailers. There will never be a better opportunity.

Get in touch: ACT / ActSmart
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