

Member Update – April 2019

Key Focus Period:

Spring Gardens
Easter Break

Promotional Titles:

Please display these titles prominently and place front of fixture.
Front of fixture facing has proven to show on average an increase of 6% in sales

Promotional Title 1	Promotional Title 2	Promotional Title 3
<p data-bbox="363 875 509 907">Disney Art</p> 	<p data-bbox="711 875 879 907">Disney Stars</p> 	<p data-bbox="1038 875 1273 907">Gardeners World</p> 
<p data-bbox="272 1335 600 1675">New acquisition to Frontline and as such as been rebranded and re launched. RSV is expected to be 23% higher with new content, new cover mount especially at Easter School Holidays</p> <p data-bbox="341 1720 531 1751">On sale NOW!</p>	<p data-bbox="635 1335 962 1675">New acquisition to Frontline and as such as been rebranded and re launched. RSV is expected to be 18% higher with new content. A Great opportunity for the Easter School Holidays</p> <p data-bbox="703 1720 893 1751">On sale NOW!</p>	<p data-bbox="991 1391 1326 1615">With the UK British Summertime official starting this weekend, Gardeners World focuses on summer trends and also includes FREE seeds.</p> <p data-bbox="1059 1664 1249 1695">On Sale NOW!</p>



Key Selling Titles:

Key Title 1	Key Title 2	Key Title 3	Key Title 4
<p>Angling Times</p>	<p>Crime Monthly</p>	<p>Heat & Closer Bumper Pack</p> <p>heat Closer</p>	<p>Steam Railway</p>
<p>On Sale 02/04/19</p> <p>Bumper issues looking forward at the summer for Fishing</p>	<p>On Sale 18/04/19</p> <p>2nd issue of hugely popular new launch</p>	<p>A great addition to any fixture! Bringing you the latest in celebrity gossip, news, trends and stories.</p>	<p>On Sale 26/04/2019.</p> <p>Bumper Issue</p>

Focus

BREXIT – IT JUST ROLLS ON!

Brexit is never far from the news and with the crunch vote coming up, more and more people will want to know what this all means for us as a country. Please ensure that papers and current affair titles are fully merchandised and any issues with deliveries or shortages are reported as soon as possible to wholesale.

Unhappy with your supplier's service ?

Service Issues	Please remember that help is never far away for NFRN Newspro members, via NFRN Connect.
Always here to help	The service is available 7 days a week, 364 days a year. They can be contacted free from a landline on 0800 1216376 or by email on Connect@nfrn.org.uk
Restitution	The Newspro can also facilitate wholesaler restitution claims that you may qualify for. Please don't hesitate to contact them to discuss further.



National Living /Minimum Wage Changes – News deliverers

IMPORTANT UPDATE

Minimum wage rates

The National Living Wage and minimum wage are both set to increase on 1st April 2019. Whatever your circumstances you must pay National Minimum Wage for all staff over 16yrs old and National Living Wage rates for those of 25 years or above. If you pay your staff by the number of copies they deliver you should ensure that they can be reasonably expected to earn the equivalent of the Government Minimum /Living wage rate.

- 13yrs-15yrs – No legal rate
- 16yrs-17yrs - £4.35/hr
- 18yrs – 20 yrs - £6.15/hr
- 21yrs-24yrs - £7.70/hr
- 25 yrs and over £8.21/hr

This means that if you pay your staff on a pence/copy delivered basis, they would need to earn the equivalent of 14.5p /copy if they were aged between 16 yrs and 17yrs, based on 30 papers/hr (£4.35/30=14.5p) but 27.5p/copy if they were over 25yrs old (£8.21/30 =27.36p). Clearly the copy rate would alter if they could comfortably deliver 50 papers /hr. In this instance the copy rate for a 16yr old would drop to 9p (£4.35/50=8.7p)

