

TRAINING FOR SUCCESS ESTABLISHES ENVIABLE TRACK RECORD



Training For Success (TFS) has established an enviable track record in providing significant ROI for leading retail clients. Primary solutions engage with reducing shrink from both external and internal threats. The former has seen the establishment of the industry leading Personal Safety programme that equips staff with the requisite skills to effectively thwart the risk of organised shoplifters and troublesome persistent offenders whilst the latter hazard, that of internal fraud and theft, is confronted with the renowned internal investigations course.

One leading UK retailer recently attributed a year on year saving of £2.2M in shrinkage reduction to the TFS management programme. Accredited by the Institute of Criminal Justice Studies at The University of Portsmouth the solutions offer a gateway to further undergraduate study.

However, meeting the needs of customer facing staff has been a persistent and thorny issue for many retailers since churn and periods of time away from the shop floor are key commercial drivers albeit collectively this group represent the most vulnerable side of any business. TFS has worked with the retail sector to provide a wholly flexible online solution that elegantly bridges this gap with a highly cost effective product.

The membership only portal for loss prevention professionals and heads of corporate security provides an intelligence led forum utilising material supplied by current informants. This group is managed in line with ACPO best practise and is fronted by ex-offenders in the form of short downloadable video clips covering a number of elements including, for example, credit card fraud, shoplifting scams and robbery. Credible presentations in short chunks, purposely modelled around the social networking genre, is coupled with clear examples of current and cyclical scams that can be actively used by staff to identify clear and safe deterrents.

The client is able to access all or selected resources that are updated on a monthly basis with entry level membership being a few hundred pounds to premium membership being less than the cost of a full-page magazine advert for a full year's membership. The video data is designed to be used either in isolation as a powerful briefing tool or can be equally embedded into existing client awareness programmes. The client is able to identify and distribute appropriate intelligence across the business which can be edited to reflect regional crime trends and target harden those members of the estate who would benefit most from the information.

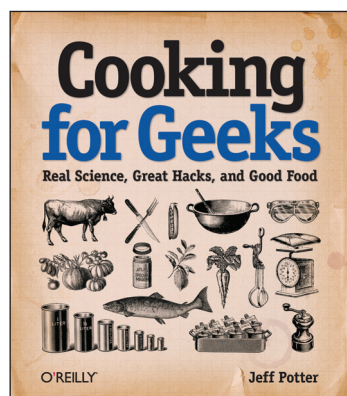
Training For Success
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COOKING FOR GEEKS: REAL SCIENCE, GREAT HACKS, AND GOOD FOOD - NEW FROM O'REILLY

Are you the innovative type, the cook who marches to a different drummer - used to expressing your creativity instead of just following recipes? Are you interested in the science behind what happens to food while it's cooking?

Then *Cooking for Geeks* (O'Reilly Media) is for you.

More than just a cookbook, *Cooking for Geeks* applies your curiosity to discovery, inspiration, and invention in the kitchen. Why is medium-rare steak so popular? Why do we bake some things at 350°F/175°C and others at 375°F/190°C? And how quickly does a pizza cook if we overcook an oven to 1,000°F/540°C? Author and cooking geek Jeff Potter (@cookingforgeeks) provides the answers and offers a unique take on recipes - from the sweet (a "mean" chocolate chip cookie) to the savory (duck confit sugo).



"Readers of *Cooking for Geeks* will be much more comfortable walking into the kitchen, picking up a frying pan, and trying something new after reading the book," says Potter, who has been cooking since he was a child growing up in California. "*Cooking for Geeks* shows you how to have fun in the kitchen by blending science with cooking and takes a playful, quirky approach to teaching you how to be a better cook."

This book will help you:

- Initialize your kitchen and calibrate your tools
 - Learn about the important reactions in cooking, such as protein denaturation, Maillard reactions, and caramelization, and how they impact the foods we cook
 - Play with your food using hydrocolloids and sous vide cooking
 - Gain firsthand insights from interviews with researchers, food scientists, knife experts, chefs, writers, and more, including author Harold McGee, TV personality Adam Savage, chemist Hervé This, and xkcd
- "There's really no book out there like *Cooking for Geeks* - it's science textbook meets cookbook, written to appeal to anyone who's curious about how the details work in the kitchen," says Potter. "And it's not just for technical geeks - anyone who wants to do more than just follow a recipe will enjoy the book."

HARTING SYSTEMS PRODUCES ITS 500,000TH VENDING MACHINE



Stefan Bruns (Managing Director), Bernd Knost (Production Process Manager) and Ingrid Strümpfer (Customer Center Manager) (f.l.r.) with their celebratory landmark vending machine.

The focus is now on customized housing technology.

HARTING Systems is now celebrating a landmark achievement - it has produced a remarkable half a million vending machines. This HARTING Technology Group company specializes in housing technology. Its success is highlighted by the production of its 500,000th vending machine. "As well as achieving the remarkable figure of 500,000 vending machines, we have been operating in this market segment for more than 50 years and innovative new developments will further consolidate our market position at home and abroad," as Stefan Bruns, Managing Director of HARTING Systems stated.

HARTING embarked on the production of vending machines in 1959. The company has since developed and produced more than 40 different models and types. Cigarette vending machines and vending machines for retail goods are sold worldwide and are adapted to meet country-specific requirements in terms of design, size, material and legal provisions. SEMTRON, the first outdoor vending machine, was produced in 1986. The company has ranked as market leader with its indoor vending machines, while the TOWERLINE series is particularly well known. The VARIOTEC, developed by HARTING Systems in 1997, is one of the most secure outdoor vending machines produced to

date. Thanks to a range of innovations, the company has expanded from cigarette vending machine to become a retail partner offering a wide range of vending system variants for high-value consumer goods. The focus here is on reduction of theft. The vending and security systems developed guarantee both retailers and end customers maximum benefits thanks to intuitive operation.

In 2002, the company moved into the newly constructed plant on the "Espelkamp Hafen" industrial park. The production site spreads out over an area of more than 17,000 m² and is equipped with advanced, leading edge production technology. HARTING Systems has constantly continued to differentiate its portfolio and today develops, plans and produces customized housing technology made from aluminum, steel and stainless steel for the wind power industry, among others. In addition, HARTING Systems carries out orders for various companies as a metal processing production plant covering stamping, laser processing, edging, bending, welding, surface treatment and assembly.

HARTING Systems GmbH & Co. KG exhibit their vending machines at the Euro Shop (26/2/2011-02/3/2011) in Düsseldorf in Hall 06 booth F57.

HARTING Systems
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www.harting-systems.com

NIVEA SPONSORS ITV1'S 'THIS MORNING'

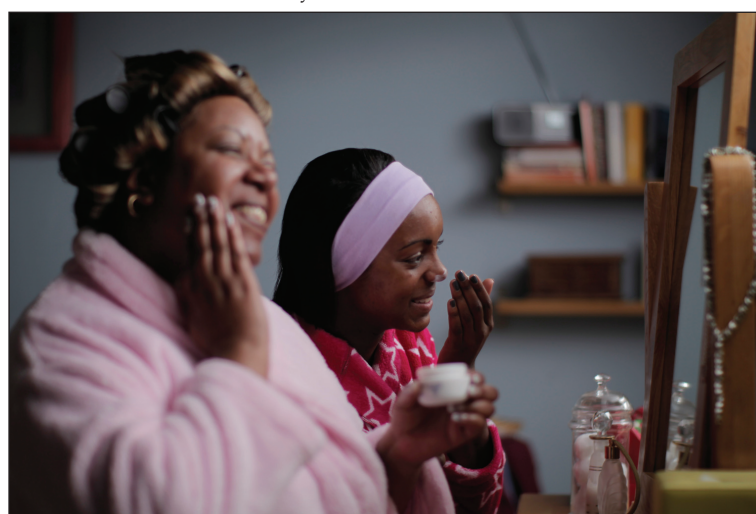
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They celebrate the unique role that NIVEA plays in British morning, helping you feel great about your skin, helping you get closer to the ones you love.

THIS MORNING is live each weekday at 10.30am - 12.30pm on ITV1. THIS MORNING: Saturday and

THIS MORNING: Sunday is on at 11.30am on ITV1. Visit the new website www.itv.com/thismorning for more information.

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NEWS IN BRIEF INDUSTRY NEWS

THIEVES STEAL £4.4 BILLION FROM UK RETAILERS IN 2010

Light-fingered thieves have stolen a massive £4.4 billion worth of goods from stores in high streets up and down the country this year, according to the Global Retail Theft Barometer 2010, published by leading security and merchandise visibility specialists, Checkpoint Systems. The annual study, conducted by the Centre for Retail Research for Checkpoint Systems, highlighted whilst theft has decreased by 5.8% in the UK since 2009, it is still considerably higher than the £3.7 billion lost in 2008, continuing the upward trend over the last five years.

PEEL PORTS AND AB WORLD FOODS STRIKE IMPORT DEAL

AB World Foods, one of the world's largest manufacturers and importers of ethnic foods and ingredients, has signed a deal which will see it use the Port of Liverpool as an import gateway into the UK. The company, based in Lancashire, has a portfolio of brands including Pataks, Blue Dragon and Tabasco.

PREPAY SOLUTIONS WINS IN 2010 PREPAID AWARDS

An innovative prepaid gift card has achieved industry recognition at the prestigious Prepaid Awards. The Vanilla MasterCard® Gift Card has been awarded the title of Best Prepaid Gift Programme. It was launched by PrePay Solutions, the UK's leading prepaid processing consultancy, in conjunction with InComm Europe.

M&S VOUCHERS HELP INCREASE RESIDENTIAL RECYCLING

Marks & Spencer has extended its partnership with RecycleBank, the rewards for recycling programme. M&S provides money off vouchers for RecycleBank members as part of Plan A, its eco and ethical programme which aims to make M&S the world's most sustainable major retailer by 2015. The vouchers have helped motivate residents in two boroughs to divert over 151 tonnes of material from landfill and increased household recycling by up to 60%.

EVENT LAUNCHED TO MEET NEEDS OF INDEPENDENT CRAFT BAKERS

A new event specifically designed to meet the unique business and retailing needs of independent craft bakers has been launched. Called The Bakery Show, it is being held at the NEC from 27 February to 1 March, 2011. Event director Daren Rose-Neale said: "We aim to attract a range of exhibitors who will be showcasing products and services including ingredients and pre-mixes, ovens and mixers, refrigeration equipment, packaging, EPOS and sundries all designed to enable bakers to add value to their products and run their shops more efficiently and profitably."

WALDECK APPOINTED FOR £210M OCADO DISTRIBUTION CENTRE

A firm of consulting engineers in Peterborough has been appointed by leading online grocer Ocado Group Plc to provide civil and structural engineering services for a new £210m DC in North Warwickshire. Waldeck, which also has offices in Hull, Sleaford, Lincoln, Nottingham and Northampton, is responsible for the structural design of the Customer Fulfilment Centre, Ocado's second, and the infrastructure on the 35-acre site.

SKYDIVE RAISES £5,000 FOR ACORNS CHARITY

Staff at Midlands-based Oakland International, have raised £5,000 after taking part in a sponsored skydive for local children's charity Acorns Children's Hospice. After their 'jump of a lifetime' the Oakland Team are delighted with their personal as well as sponsorship achievement. Speaking on behalf of the team, Keith Davies said: "We're all over the moon that we managed to jump out of the plane, and that with help from suppliers, staff customers, supporters we've raised £5,000."