



H&BA

The Health & Beauty Association

Sales & Marketing Service Providers

Founded in 1969, the H&BA is a 'not for profit' trade association for senior sales and marketing executives of health and beauty brand suppliers in the UK.

By understanding our members' key challenges, the H&BA brings insights and thought leadership to support sales, marketing and shopper marketing effectiveness

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Registered in England No: 2280580

Registered Office: Health & Beauty Association,
58 Guildford Street, Mill House, Chertsey, KT16 9BE



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H&BA Member companies who provide sales services to proprietary branded health and beauty manufacturers include:





BRAND MANAGEMENT

From start-ups to large multi nationals, we work with brand owners across the health and personal care industry on all aspects of brand management.



SALES SOLUTIONS

Sales solutions: We drive and develop brands wherever health and personal care brands are sold, in the major multiples, pharmacy, convenience and in the growing online market. We adopt a true omnichannel approach to our brands.



BUSINESS SUPPORT

As the leading outsourcing business in the industry, we have dedicated resources supporting our sales functions in driving clients' growth Strategies and maximising productivity.

Ceuta group is made up of 12 specialist companies that support every aspect of brand growth, offering a full support service solution for brands to achieve tangible, fast and effective results.

FOR A COMPLETE OVERVIEW OF CEUTA GROUP, VISIT [HTTPS://WWW.CEUTAGROUP.COM](https://www.ceutagroup.com)

COLLIDSCOPE PRODUCTIVE COMMUNICATIONS PART OF CEUTA GROUP	DATA-DRIVEN MARKETING EFFECTIVENESS CONSULTANCY, IDENTIFYING AND OPTIMISING ACTIVITIES WHICH ARE MOST PRODUCTIVE IN GENERATING SALES & ROI	IMPACT MARKETING COMMUNICATIONS	MASTER & ADAPTIVE ART WORKING, GLOBAL DESIGN, PRINT & PRODUCTION MANAGEMENT
1HQ MARKETING COMMUNICATIONS	A GLOBAL BRANDING BUSINESS, POSITIONING, INNOVATION, DESIGN & COMMUNICATIONS	BRAND SHAPERS MARKETING COMMUNICATIONS	IRELAND OMNI-CHANNEL SALES & MARKETING OUTSOURCING - CONSUMER BRANDS
CEUTA MARKETING COMMUNICATIONS	FULL SERVICE SEARCH & DIGITAL MARKETING AGENCY, DESIGNING STRATEGIES TO MAXIMISE VISIBILITY FOR BRANDS & SMEs	GO2 GROCERY MARKETING COMMUNICATIONS	INTERNATIONAL OMNI-CHANNEL SALES & MARKETING OUTSOURCING - FOOD & DRINK
BRIDGETHORNE MARKETING COMMUNICATIONS	RETAIL SPECIALISTS WORKING WITH RETAILERS AND SUPPLIERS TO HELP THEM FULFIL MORE OF WHAT THEIR CUSTOMERS WANT TO BUY, DRIVEN BY INSIGHT, INTERIOR AND ONLINE	CEUTA HEALTHCARE	UK OMNI-CHANNEL SALES, MARKETING AND LOGISTICS OUTSOURCING - CONSUMER HEALTHCARE, PERSONAL CARE AND BEAUTY
GO2 GROCERY MARKETING COMMUNICATIONS	UK OMNI-CHANNEL SALES & MARKETING OUTSOURCING FOOD & DRINK	1HQ CREATIVELEAP MARKETING COMMUNICATIONS	GLOBAL BRANDING & DESIGN AGENCY - CONSUMER HEALTH & WELLNESS
Orchid Field Marketing	FIELD & EXPERIENTIAL MARKETING IN THE UK	CEUTA HEALTHCARE	INTERNATIONAL OUTSOURCED SALES & MARKETING CONSULTANCY WE CAN LAUNCH, DEVELOP OR GROW YOUR BRAND SUCCESSFULLY IN ANY REGION OR COUNTRY. OUR NETWORK OF TRUSTED DISTRIBUTION PARTNERS WORKS JOINTLY WITH US TO DELIVER OUTSTANDING RESULTS FOR THE BRANDS WE REPRESENT



**OTC MARKETING AWARDS WINNERS
BEST OTC PHARMACY SALES FORCE**

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[WWW.CEUTAHEALTHCARE.COM/CONTACT-US](https://www.ceutahealthcare.com/contact-us)

About the Group

- Privately owned entrepreneurial company
- 26 years of successive growth
- Agile and flexible business model



DCS Sales & Distribution

- Managing Global FMCG brands in complex specialist routes to market
- Delivering growth across convenience, wholesale, pharmacy, discount, high-street, online, food service, office supplies and janitorial
- Growing core categories and unlocking whitespace opportunities
- Data led category expert approach

DCS Manufacturing

- 13 years experience manufacturing Health & Beauty products
- Full service 3rd party manufacturing (3PM) and private label offerings
- £8.5m investment into a new 92,000 sq. ft. state of the art facility in the UK
- 200m annual unit capacity
- Build for growth of UK manufacturing from onshoring

DCS Third Party Logistics (3PL)

- 26 years experience in FMCG Warehousing and Logistics
- Comprehensive, optimised UK distribution network
- WMS Live order tracking and stock management
- Integrating with e-commerce platforms
- Quality systems accredited to BRC & ISO & MHRA accredited
- M40 J11 – centrally located for national distribution

DCS Co-Pack

- Specialising in channel specific fit for purpose packing to help brand growth in any channel
- Lightweight and versatile packing solutions
- Design support to create innovative gifting
- Custom retail display design & innovation

DCS Export

- International brand partnerships
- Residual and clearance support



We would love to work with you. Contact us:

@ www.dcsgroup.com

01789 208 000

info@dcsgroup.com



"We believe that our customers deserve more than just a great service. That is why when you choose to partner with Pharmed you get so much more."

- Declan Devine, CEO

From start-ups to established brands, we work alongside manufacturers and brand owners as a trusted partner, adopting your brand as our own, offering best-in-class commercial solutions we pride ourselves upon delivering a comprehensive, holistic service.

We partner with clients on a long-term basis, drawing from our expertise we can offer strategies to develop brands to meet your broader goals.

Additionally, many of our clients seek our support in relation to specific aspects of their overall strategy, in addition to offering full brand management, we draw on our expertise to deliver specific, targeted campaigns and strategies that support the blueprint for your brand.

KEY SERVICES

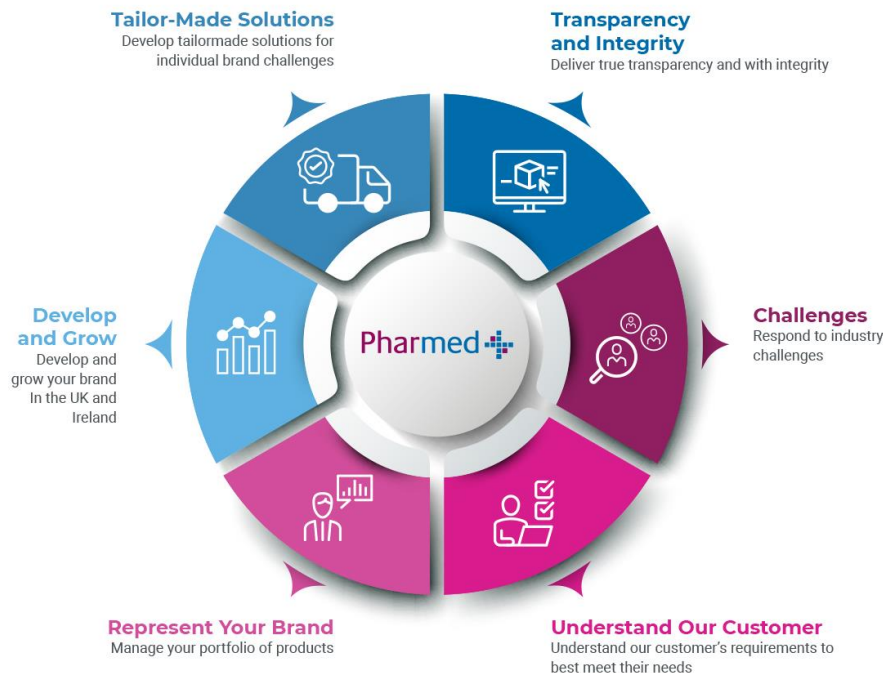
Account Management
Strategic Brand Management
E-Commerce Solutions
Storage & Distribution

SUPPLEMENTARY SERVICES

Merchandising Material
Digital Marketing
Event Management
Graphic Design
Social Media Management
Leafleting & Sampling Campaigns

Our Promise

First and foremost, we challenge ourselves to grow your brand and business, but just as importantly, we strive to make sure our partnership is successful. That is why we work harder to provide you with the very best solutions to sales, marketing, distribution and contract outsourcing.



It is the aim of Pharmed UK to offer our customers the very best products and the highest possible levels of service, support and after sales care possible.

Established in 1990 (and now part of the Pharmed Group), Pharmed UK (formerly Neurotechnics) providing innovative, high-quality surgical solutions, patient monitoring equipment, over the counter (OTC), health and beauty pharmacy products throughout the UK and Europe.



Hannah Armand

Head of Client Engagement

Powermed

Passionate about everything Health, Beauty & Personal Care

Powermed UK is a leading contract healthcare services provider incorporating sales, marketing, distribution and support services into the Pharmacy, Health Food and Grocery sectors within the UK. Powermed UK have been established for over 12 years and have a highly experienced management and sales team.

Industry Knowledge

An expert team with established relationships in key wholesalers, regional and national accounts

Sales Solution

Taking brands into Pharmacy, Health Food and Specialist Channels

Client & Trade Marketing

Offering 360° support

Warehousing & Logistics

Collaborating with established partners

Supporting you with launching, nourishing, selling and distributing your products within the UK.

We work closely with our clients on developing brand strategies for each of our trade channels, building distribution, instore display, while offering training and education.

Offering a 360° solution for your business we pride ourselves on providing a professional, engaging service within the categories we specialise.

With a wealth of experience, an eclectic mix of backgrounds and thirst to succeed we will assist you to sell your product within the pharmacy and health food sectors.

Our business streams work in perfect collaboration with you, your company, and your team.

Why not contact us to discuss your business needs?

**Powermed UK,
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ROBINSON YOUNG

WORKING FOR YOU



Your Brand. Everywhere it needs to be.

STRATEGIC SALES | MARKETING | DISTRIBUTION

At Robinson Young, we don't just
move products - we grow brands.

For over 50 years we have delivered
full service sales, marketing and
logistics support to Health, Beauty
and Household brands across all
retail and ecommerce channels.



Sales Development

Experienced sales team serving
Supplier to ALL major UK customers



Warehousing & Logistics

Full capabilities with 98.5% + OTIF
MHRA registered



Brand Management

Collaborative approach
Category insight
Consumer, social and digital media

Looking for a growth partner?



PERNATON®

Let's talk... growmybrand@ry.tm | www.robinsonyoung.co.uk

SERVING MAJOR MULTIPLES, DISCOUNTERS, PHARMACIES, CONVENIENCE AND ONLINE - INCLUDING AMAZON

GROWING HEALTH AND BEAUTY SALES FOR

44 YEARS

The Miles Group at a Glance

-  Highly driven sales personnel
-  Central UK, Yorkshire HO location
-  ISO 9000 accredited
-  Investor in People since 2002
-  MHRA registered
-  Pharmacy Coverage
-  Volume Coverage
-  Sophisticated IT and reporting

44 Years of Excellence

Founded in 1977, The Miles Group is the longest established syndicated sales resource of its kind. By constantly evolving, embracing changing technologies and adapting to the dynamics of the UK retail sector, we continue to offer manufacturers and their brands a cost-effective and consistently proven outsourced sales solution.

Start growing your sales now - contact us today on:



01484 536344



www.milesgroup.co.uk



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