



# INDUSTRY RISK - THE RAG TRADE INDUSTRY



## E-LEARNING

### COURSE DETAILS

#### DURATION

The course should take students approximately one hour to complete.

#### COST

**ABFA Members** - The cost is included in corporate membership of the ABFA, so there is no direct cost involved in students completing the course.

**ABFA Non-Members** - The cost of the course is £50 per person for non-members of the ABFA. Please note that VAT is payable on ABFA courses.

#### HOW TO BOOK

**Members** - Unlike other ABFA courses, because the cost of the course is included within your corporate membership, there is no need to book students onto the course. As long as the Training Manager within each Member company can give out the necessary corporate password for the course to students, anyone within that organisation can access the course.

**ABFA Non-Members** - To register for the E-Learning Course, Industry Risk - The Rag Trade, please contact the ABFA on 0208 334 9955.

#### WHO WOULD BENEFIT FROM THIS COURSE?

This e-learning course is suitable for any member of staff involved with clients in the Rag Trade, Clothing or Retail industry, in particular Credit Controllers, Account Managers, Risk Managers and Auditors.

#### WHAT WILL STUDENTS LEARN?

The Rag Trade industry was effectively the first industry to use invoice finance back in the early 1960's, and although the industry is not one of the largest industries using invoice finance, many companies are linked to or affected by this industry, either directly or indirectly. Turnover within the industry is predicted to be around £45 billion, the second largest retail sub sector behind food and drink, and is ever changing due to the influence of fashion.

The course is comprised of four modules, followed by a short multiple choice test.

- What factors affect the Rag Trade industry?
- How and where are clothes manufactured?
- What risks and challenges are facing the clothing industry?
- What risks may affect a financier when financing a business in this sector?

These are the sorts of areas that we will be looking at in this e-learning module, together with ways

for a financier to combat the risks associated with this type of debt.

#### COURSE CONTENT

The course is comprised of four modules, followed by a short multiple choice test.

**The sections cover the following areas:**

**Introduction to the Rag Trade Industry** - Explores the history of the industry, how big it is now and different areas of the 'Rag Trade'.

**Trends and Issues** - Examines the market sectors and how retailers operate, sources of supply to the retailer, and which areas of retail are growing or decreasing.

**Trading Risk** - Looks at the challenges the industry is facing in terms of pricing, supermarkets, consumer demands and fashion.

**Financing Risk** - Examines the specific risks an invoice financier is faced with when managing clients linked to the clothing industry, including scenarios and examples of how these risks can be managed.

**The Rag Trade Industry E-learning Test** - When the first four modules have been completed, the student will take a multiple choice e-learning test. Those students who achieve 50% or greater can print off an ABFA certificate of completion.

### ACCESSING THE RAG TRADE INDUSTRY E-LEARNING COURSE

(For the attention of all students)

1. Go to the ABFA website at [www.abfa.org.uk](http://www.abfa.org.uk)
2. Click on "Education" (at the top of the page)
3. Click on E-learning (on the left hand side of the page)
4. Click on "Organisation account"
5. Find your company/group name in the "Organisation" options
6. Type in the password you have been given by your Training Manager or Line Manager
7. Click on "Rag Trade Industry e-learning course"
8. Click on "Launch course"

If you have any questions regarding access to the course, please contact the ABFA for assistance.

\* If you are a Training Manager of an ABFA Member company and would like to be reminded of your corporate password at any time, please contact the ABFA.



The ABFA, 3rd Floor,  
20 Hill Rise, Richmond,  
Surrey TW10 6UA

Tel: 020 8332 9955  
Fax: 020 8332 2585  
[www.abfa.org.uk](http://www.abfa.org.uk)