



# COPRA

Cosmetic & Perfumery Retailers Association

## COPRA MEMBERSHIP

COPRA is the caring face  
of the beauty industry

# ABOUT

Founded in 1981, COPRA is a non-profit membership organisation set up to provide a focus for the cosmetics and perfume industry. Having fostered the Beauty Industry community during its transition from traditional bricks & mortar retail, towards a multi-channel, online and offline experience. We provide board members with regular opportunities to learn, connect, develop, and care for the UK's cosmetics and perfume industry.

We have implemented the following key goals to help the industry embrace and thrive through change:

- Foster relationships between the world's leading suppliers and retailers
- Recognize and reward outstanding products, businesses, and people.
- Champion togetherness, community, and generosity within the Cosmetic & Perfume Industry
- Support and dedicate our profits to the industry charity, 'Look Good Feel Better'.

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# COPRA CARES

COPRA is the caring face of Beauty

In a world of fluid living and remote working the importance of community is more prominent than ever.

COPRA was born over 40 years ago with values and togetherness at the heart of everything we do. As the Beauty Retail industry stands at the forefront of creating social change, community, and experience, we feel our role is more important and more exciting than ever.

COPRA is a place of togetherness. COPRA cares.

COPRA is dedicated to raising money for the industry cancer charity. 'Look Good Feel Better', the only international cancer support charity that helps boost the physical and emotional wellbeing of people undergoing cancer treatment.

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# GET INVOLVED

The essence of the Cosmetics and Perfume Industry is encapsulated into two industry-leading events, The COPRA Awards Lunch, and the COPRA Ball. Each event provides attendees with opportunities to connect, learn, have fun, and remind ourselves what an incredible industry we work in together.

But there is more to COPRA...

- Attend quarterly focused meetings
- Learn from key beauty influencers in the industry
- Attend meetings held at industry leaders HQ's
- Training courses lead by industry experts
- Stayed ahead & stay informed
- Vote for the 'Best in Beauty'
- COPRA Awards Lunch
- COPRA Ball

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# COPRA FULL MEMBERSHIP CRITERIA

- COPRA members should be an approved retailer\* in at least **one** of the following Product categories, Fine Fragrance, Premium Skincare and/or Cosmetics.
- COPRA members should advocate delivering a high level of service & expertise to enable a well-informed service & education to its customers.
- COPRA members are required to demonstrate a high level of operating service, in both customer service and after sales service.
- COPRA members must continue to be active, COPRA encourages its members to have a voice, if the designated representative is unable to attend, please ensure a replacement is in attendance.
- COPRA members must complete the required application form. As a non-profit organisation COPRA requires membership subscriptions to be paid in full annually and prior to membership activation. (this will be pro-rata depending when the membership commences)
- “\*An approved stockist is a stockist appointed under a selective distribution system by the manufacturer which meets the criteria for such systems in this sector, as indicated in decisions of the European Commission and court of First Instance of European Communities.”
- As part of your membership, all members receive a complimentary ticket to attend one of our events. (Please note only applicable if the event is taking place).

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# FULL MEMBERSHIP BENEFITS & COSTS

- Attend COPRA quarterly members meetings.
- COPRA Meeting with Guest Speakers via our affiliated brands.
- As part of your membership receive a Complimentary Event Ticket at either the COPRA Ball or COPRA Awards Lunch.
- As a member you can vote for the Nominees & Winners of the COPRA Awards.
- An opportunity to become a sponsor at the COPRA events. Members receive a 10% discount on our Diamond, Platinum, Gold & Silver Packages
- 'Priority Booking' for COPRA events.
- Members are invited to link their website and member details to our COPRA members' page and in COPRA event publications.
- COPRA Members are offered a unique opportunity to network across all industry disciplines.
- An opportunity to support our chosen charity Look Good Feel Better.

**Membership cost per annum:**

Full Membership £500 + VAT

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# COPRA ASSOCIATE NON-RETAIL MEMBERSHIP BENEFITS & COST

- New Associate Non-Retail Membership for Businesses associated with the Beauty Industry.
- Annual Networking Event. A ticketed event where all members can attend. Industry guest speakers, bringing together areas of the beauty industry, encouraging connection across all membership levels.
- Members have priority event bookings.
- An opportunity to become a sponsor at the COPRA events.
- 'Priority Booking' for COPRA events.
- As an Associate Member of COPRA, you will be listed on our website and in COPRA event publications.
- COPRA Members are offered a unique opportunity to network across all industry disciplines.
- The opportunity to support our chosen charity 'Look Good Feel Better'.

## **Membership cost per annum:**

Associate Non-Retail Membership  
£500 + VAT

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# COPRA MEMBERSHIP SELECTION PROCESS

- A prospective member can apply to COPRA directly or can be proposed by an existing member of COPRA.
- Application forms will be sent to prospective member for completion, along with a copy of the COPRA bylaws.
- All applications are presented to the COPRA team and reviewed for membership.
- If there is a favourable response to your application, a vote will take place. If successful you will be required to pay in advance for your membership (as set out in our criteria) you will also be invited to attend the next COPRA meeting as a new member.
- Membership commences once the membership fee is received.

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# SPONSORSHIP & SUPPORT

We are delighted to provide direct connections to key industry professionals, regular networking opportunities and bespoke packages to suit your requirements. COPRA is the caring face of the Beauty Industry. COPRA nurtures the industry through our annual Awards Lunch, The COPRA Ball and through our online channels. We are very Proud to support 'Look Good Feel Better'.

- We create long-lasting relationships that provide tangible benefits for all our sponsors.
- Visibility & reach across the beauty industry. Retail, wholesale, logistics, manufacturing, press & media.
- Cosmetic, beauty and perfumery industry are committed to supporting COPRA.
- Our events attract an audience of over 1200 industry experts.
- Get in the Mag! All sponsors are featured in the event brochure.
- Showcase your brand.

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# OUR COPRA ANNUAL AWARDS

We are proud of our COPRA Awards Heritage; all finalists are chosen by our retail members and reflect sales performance and achievements within the beauty and fragrance retail industry.

## **CRITERIA:**

The COPRA Awards is an annual presentation within the premium beauty and fragrance industry where we recognise the best new products, outstanding business and an outstanding individual.

This reflects the products achievements in sales performance or deemed to be a product or brand that has fundamentally changed the beauty industry.

The product awards are based on launches from the previous year and as a membership we have agreed each specific award category, which reflects established sectors within the beauty industry.

## **VOTING:**

Our members submit their nominations for each award category. Members discuss each product or brand shortlisted and then vote for their overall award winner and highly commended

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# MEMBERS

COPRA Membership is made up of passionate retailers within the Beauty industry. COPRA is always seeking like minded retailers to join its association, further strengthening its standing within the industry.

- Boots
- Bradbeers
- de Gruchy
- Debenhams.com
- Escentual.com
- Fenwick
- Flannels
- Harrods
- Harvey Nichols
- House of Fraser Group
- Jarrold
- John Bell & Croyden
- Morley Stores
- Next Beauty
- Oldrids
- QVC
- Space NK
- Voisins

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# MEET THE TEAM

COPRA board is made up of the best in the business, the industries elite. The Board runs alongside our HQ team.

Our Board is always elected by our members and there are always great opportunities for all members to get involved at all levels.

- Director & Vice Chairman: Ruth Howlett, Beauty Buyer, Vosins
- Director & Vice Chairman: Samantha Nesbitt, Beauty Buyer, de Gruchy
- Vice Chairman: Katie Burley, Beauty Buyer, QVC
- Camilla Pascucci: Secretary
- Philip Steer: Treasurer
- Debbie Trumper: COPRA Consultant

"From raising awareness for Look Good Feel Better, creating networking opportunities and training initiatives, to the annual COPRA Awards, one of the key events in the beauty calendar, COPRA is both a dynamic and outstanding organisation that we are extremely proud to support."

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# GET IN TOUCH

## **CONTACT:**

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## **COPRA HQ:**

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