

The GSCOP Infographic - Helping You to Understand GSCOP Quickly

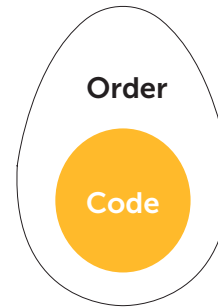
Previously **Supermarket Code of Practice**, GSCOP came into force in **2010**, with **Groceries Code Adjudicator** appointed in **2013**

GSCOP

- is UK Law
- Stands for 'Groceries Supply Code of Practice'
- has over 500 searches per month on google.co.uk

1%

Christine Tacon
Groceries Code Adjudicator
ensures adherence to the Code by supermarkets and has the power to fine supermarkets up to 1% of their sales.
For Tesco this could be over £500m.



7 page piece of law
part of **The Groceries Market Investigation Order** bill. The best way to understand this is **GSCOP** is the yolk and **The Order** is the white of the egg.



By law
the supermarket buyers have to be **trained in GSCOP** each and every year.



Each supermarket has to appoint, by law, a '**Code Compliance Officer**'. Someone that suppliers can speak to if they have a query/dispute.

Key Principles of GSCOP Introduction

- Provides **supplier confidence**, helping to understand profit made & to invest in the future. **Transparency, clarity and openness are the watch-words of GSCOP.**
- A **written supply agreement** is at the heart of GSCOP.
- No **retrospective** requests.
- No **delay** in payments.
- No supplier to be the **predominant funder** of promotions.
- No **listing fees**.
- No tying of **goods or services**.
- Written supply agreement including as a minimum; **payment terms**, who pays for **marketing costs** & what circumstance requires who pays for **wastage**.

UK Supermarkets named in the 'The Order'

ASDA

The co-operative
MARKS & SPENCER
LONDON

MORRISONS

Sainsbury's

TESCO

Waitrose

ALDI

Iceland

LIDL

Asda Stores Limited, a subsidiary of Wal-Mart Stores Inc

Co-operative Group Limited

Marks & Spencer plc

Wm Morrison Supermarkets plc

J Sainsbury plc

Tesco plc

Waitrose Limited, a subsidiary of John Lewis plc

Aldi Stores Limited

Iceland Foods Limited, a subsidiary of the Big Food Group

Lidl UK GmbH



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View the Yearly GCA results
of their annual survey of supplier thoughts on GSCOP
....You also can take part in the survey.



Sign-up to the GCA's newsletter



Know the GCA's latest guidance



GSCOP Playlist on Youtube of 15 x 1 Minute Videos



Know the GCA's case studies

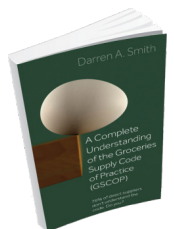
TOP 5

Tackling the Top 5 Issues.
Do you know what they are?

The **GCA** has conducted 1 investigation with **Tesco**.

The cost to **Tesco** was **£1.1m** and the **GCA's recommendations** were:

- Recommendation 1:** Money owed to suppliers for goods supplied must be paid in accordance with the terms for payment agreed between Tesco and the supplier.
- Recommendation 2:** Tesco must not make unilateral deductions.
- Recommendation 3:** Data input errors identified by suppliers must be resolved promptly.
- Recommendation 4:** Tesco must provide transparency and clarity in its dealings with suppliers.
- Recommendation 5:** Tesco teams and buyers must be trained in the findings from this investigation.



Buy the book

MBM

Our trainers have worked on both sides of the fence and know the challenges of working with the big four supermarkets, plus we also know how they think and what their hot buttons are.

The problem suppliers to the big 4 face is that they are investing money in training but are not seeing a measurable return on investment. This is because most training companies do not understand the mindset of buyers from the big 4 supermarkets and the skills being learnt are not getting put into practice.

Our unique training method, Sticky Learning®, ensures that your Learners are still using their new skills 5 months later, which enables us to guarantee a measurable return on your training investment.

Click on any section to find out more.

makingbusinessmatter.co.uk

