



# GSCOP – Your Supply Agreement Checklist



## Required

Designated retailers are required to incorporate the following into your supply agreement:

- Provide the supplier with a copy of the written supply agreement.
- The supply agreement must incorporate the Code.
- Provide details of their delisting process.
- Provide details of their dispute and resolution process.
- Provide the name and contact details of:
  - Senior buyer
  - Code Compliance Officer
  - Adjudicator
- Provide details of the feedback process for suppliers.
- Take due care when ordering for promotions and not 'stockpile'.
- Compensate suppliers for forecasting errors if forecasts are not provided in good faith and with due care.

**Talk to us** – this checklist is not a definitive interpretation of all elements of the Code.

If you are unsure about any aspect of your rights under GSCOP please get in touch with one of our GSCOP experts – **we are here to help!**





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## Cannot Request or Require

Designated retailers cannot request, or require, you to do the following as part of your written supply agreement:

- Anything that would involve a retrospective variation of the supply agreement.
- Make significant changes to your supply chain procedures without reasonable notice or compensation.
- Vary agreed payment terms which must also be reasonable and adhered to.
- Make you make any payments towards shrinkage.

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## Can Require

Designated retailers can require you to do the following as part of your written supply agreement:

- Funding for promotions providing the supplier proportion is not the predominant element.
- Payment for promotional feature space.
- Payment for new line listings (but not ongoing listings).

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## Can Request

Designated retailers can request that the following are part of your supply agreement – it is up to you to say no:

- Payments towards marketing activity:
  - Buyer visits to new or prospective supplier premises.
  - Artwork or packaging design.
  - Consumer or market research.
  - The opening or refurbishment of a store.
  - Hospitality for the retailers' staff.
- Payments for wastage.
- Tying of 3<sup>rd</sup> party goods and services e.g. artwork origination, instore sampling agencies.
- Payment for better positioning of product.
- Payment towards the cost of handling customer complaints.

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## To Book GSCOP Training with an Expert, Contact Us Now.

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