



Executive Summary



What is GSCOP?: The Groceries Supply Code of Practice is legislation regulating the relationship between supermarkets and their suppliers in the United Kingdom. The legally binding code is imposed on all supermarkets with a UK grocery turnover of more than £1 billion. The legislation protects all suppliers, no matter where they are based in the World.

Who needs to know about it?: All staff in an executive role dealing with the retailer on a day to day basis needs to be trained – Account Managers, Logistics Managers, Finance Managers. In addition, any staff who are responsible for negotiations with the retailer.

Why do they need to know?: The legislation is there to regulate the behaviour of the retailer's staff. They know exactly what the regulations are, and how far they can push the boundaries. One of the requirements is that they are re-trained every 12 months. There's no requirement in the regulations for the supplier to be trained, however, without training, how do you know that the retailer's staff are not breaking the spirit of the requirements, or breaking the legislation itself?

Knowing the legislation means you can use that knowledge to your advantage; you can confidently negotiate with a buyer, knowing what the limits are to their requests and requirements. You can be confident that you know exactly what they know. Plus, you can be confident that they don't know you know it!

Remember, the regulations don't just cover day to day behaviour, but also the way in which the supermarket delists one of your products – or all of your products! You must know your rights in these situations, in order to protect your business.

What is the course like?: Delivered wholly online (or face to face when Covid restrictions allow) the course takes generally around 3½ hours. There is a natural point in the middle where the content changes, which lends well to the two halves being either side of a lunch break. There is lots of opportunity to jump in and ask questions, describe scenarios you need help with, ask for advice – interaction is actively encouraged! This allows it to move from a instructional session to one where each attendee has the opportunity to maximise the benefit of the session to them. You can have complete confidence that nothing you say goes beyond the session; we give you complete confidentiality so you can speak freely.

The session works best with groups under 10 – experience shows us that in larger groups the attendees get far less out of it because they don't interact as much, don't ask so many questions, or answer us so readily when we ask things to check their understanding.

What does it cover?: The session starts with some scene setting, giving you the background to why the regulations were needed. You'll look at how the regulations are policed, who is responsible for policing them, plus what to do when things go wrong – how to make a complaint or raise a dispute. You're then led through all of the regulations, which are related directly to the areas where your business interacts with the retailer. After the break, you'll look at some examples of where the regulations have been used in the past and look at the future development opportunities.

After the session, we're available to work through any specific problems you have with you, or to recap any of the session, at no extra cost. You will receive a copy of the presentation slides to keep as a reference in future.

Who delivers it?: Stuart Sadler, who spent nearly 30 years in Tesco, latterly in significant roles in the commercial, systems, supply chain, ops dev and international business. Since 2014, he has been training suppliers on GSCOP and has risen to the top of the industry as a GSCOP expert and spokesman.

Do you offer any additional sessions or help?: There is a session on Competition Law – which covers what people often refer to as 'bribery and corruption', which is available for a small additional charge. This is around 90 minutes long and contains full details about Competition Law and very detailed descriptions of what you must have in place to protect your business.

If you need any future help or advise on GSCOP, we have a range of things available to you; from a 15 minute 'meet over coffee' – for just the price of a couple of coffees! – to being available at very reasonable day rates to spend longer on working the problem with you. If you want us on your team, we have a membership package available, which allows you to keep up to date and have priority availability for working on your issues.

What is the cost of the GSCOP training? What about Competition Law?: Please get in touch with us to discuss – every business that comes to us has different needs, we don't have a one size fits all price, it's tailored to your company, how many people you need. All sessions are written for the specific business, it's not a standard presentation. As such, we can write in the documentation anything you wish to cover specific to your needs.

How do I request a quote?: There's full contact details on our website, which you will find at www.gscoptesting.com