

# Book Our GSCOP Author Masterclass Today Making Business Matter

**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  
enforces the GSCOP Code by  
supermarkets and has the power to  
fine supermarkets up to 1% of their  
turnover.

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

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

**Key Principles of GSCOP Introduction**

- Provides supplier confidence, helping to understand profits 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 agreements.
- No delay in payments.
- No supplier to be the predominant funder of promotions.
- No kickbacks.
- No tying of goods or services.
- Written supply agreement including as a minimum: payment terms, delivery, advertising costs & what constitutes a reasonable time for payment.

**UK Supermarkets named in 'The Order'**

- Asda Stores Limited, a subsidiary of Wal-Mart Stores Inc; Co-operative Group Limited
- Marks & Spencer plc
- Waitrose & Partners plc
- Sainsbury plc
- Tesco plc
- Woolworths Limited, a subsidiary of John Lewis plc
- Asda Stores Limited
- Iceland Foods Limited, a subsidiary of The Big Food Group Ltd UK GmbH

**View the Yearly GCA results**  
or their annual survey of supplier thoughts on  
the GSCOP.

**Sign up to the newsletter**  
Get the latest news and updates from the GCA.

**GSCOP Report**  
on YouTube of 15 x 1 Minute Videos

**Buy the GCA's latest guidance**  
or GCA's case studies

**TOP 5**  
Tackling the Top 5 Issues:  
Do you know what they are?

**Buy the book**

**Sign up to the GCA's newsletter**

**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:** Money 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.

**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 motivates them.**

**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 of the training is theoretical and does not relate to the day to day 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 9 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](http://makingbusinessmatter.co.uk)

**MBM**

Location  
<https://www.freeadsz.co.uk/x-574403-z>

## South East, Oxfordshire

Fill yourself with confidence and get a detailed understanding of the Groceries Supply Code of Practice. The author himself is here for your help, Darren A. Smith. In this two hour GSCOP training, we welcome people of sales and marketing teams who work for the suppliers to the major UK Supermarket. They will be briefed and will be made more acclimatized to the subject. You can gain knowledge in an in depth way so that next time you know what you are dealing in. This will not only boost your confidence but will help you have a much clearer understanding of the GSCOP code. Visit the website for more information: <https://www.makingbusinessmatter.co>



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