

# 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  
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.

**Order Code**

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 watchwords 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** in what circumstance, **returns** who pays for **wastage**.

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

- ASDA**: Asda Stores Limited, a subsidiary of Wal-Mart Stores Inc.
- Co-operative**: Co-operative Group Limited.
- Marks & Spencer plc**: Marks & Spencer plc.
- Wm Morrison Supermarkets plc**: Wm Morrison Supermarkets plc.
- 2**: Sainsbury plc.
- Tesco plc**: Tesco plc.
- Waitrose**: Waitrose Limited, a subsidiary of John Lewis plc.
- Aldi Stores Limited**: Aldi Stores Limited.
- Richard Foods Limited**: Richard Foods Limited, a subsidiary of the Big Food Group.
- Lidl UK GmbH**: Lidl UK GmbH.

**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**

**GSCOP Playlist**  
on YouTube of 25 x 1 Minute Videos

**Know the GCA's latest guidance**

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

**Know the GCA's case studies**

**Buy the book**

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 learns and buyers must be trained in the findings from this investigation.

**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 best intentions 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 6**, ensures that your learners are still using their new skills 6 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

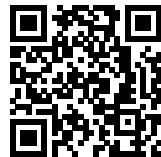
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Location

South East, Oxfordshire

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

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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