

# GSCOP Training

Executive Summary for Decision Makers

★ Listed on the GOV.UK directory of approved GSCOP trainers



GSCOP (Groceries Supply Code of Practice) is mandatory UK legislation governing how the UK's 14 designated grocery retailers treat their direct suppliers. Every retailer's buying team is trained on this Code annually. **Most suppliers receive no training at all.** This session changes that.

## What is GSCOP?

The Groceries Supply Code of Practice is legally binding UK legislation regulating how designated large retailers (grocery turnover exceeding £1 billion) must treat their direct suppliers. It covers deductions, contract changes, delisting procedures, promotional demands and payment terms.

## Who does it cover?

Every supplier trading directly with a UK designated retailer — regardless of where that supplier is based. UK, European, Asian or international businesses are equally protected across all 14 designated retailers, including Tesco, Sainsbury's, Asda, Morrisons, Aldi, Lidl, Waitrose, M&S; Food, Co-op, Ocado, Iceland, B&M, Amazon and TJ Morris.

## Why does your team need training?

Retailer buying teams are required to be trained on GSCOP every 12 months. They know exactly what the rules permit and how far they can push. Without equivalent knowledge, suppliers routinely accept deductions and demands they have every legal right to challenge.

## What does the session cover?

Background and purpose of GSCOP; the role of the GCA; the rules in plain language; how to identify when a breach has occurred; how and when to raise a concern; and how to use GSCOP knowledge confidently in negotiations. Real-life examples and live Q&A; throughout.

## What is the format?

Live session — online or in-person — 3.5 to 4 hours. Interactive throughout. Best for groups under 10. Delivered personally by Stuart Sadler every time. Post-session slides and follow-up support included at no extra cost.

## What about pricing?

Pricing is discussed directly — bespoke per session, no published price list. Get in touch via [gscoptraining.com](https://gscoptraining.com) and Stuart will respond personally with a tailored proposal.

**400+**

Companies trained

since 2014

**12+**

Years GSCOP specialist

**30**

Years at Tesco

senior commercial & ops

**Stuart Sadler** spent 30 years in senior commercial and operational roles at Tesco. He knows exactly how retailers train their buyers — because he was inside that system. Since 2014 he has trained over 400 companies on GSCOP. Listed on the **GOV.UK** directory of approved **GSCOP** trainers.

## Ready to book a session?

Get in touch to discuss a session tailored to your business. Stuart responds personally to every enquiry.

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