



# MEMBER BRIEF

## AFGC SUPPORTING MEMBERS WITH FOOD & GROCERY CODE OF CONDUCT TRAINING

In February 2015 Federal Cabinet considered and approved the Food and Grocery Industry Code of Conduct (the Code), an important step towards the Code being tabled in Parliament.

The Code has the potential to improve trading relationships between retailers and their suppliers, it introduces a new regime for fair dealing in the industry. [Click here](#) for further detail on the Code.

To support AFGC members understanding of not only the legal requirements of the Code but importantly how to get practical benefit from it, AFGC in conjunction with NextGen are offering a comprehensive training program and accreditation for members and grocery suppliers.

### THE PROGRAM

The program, delivered by NextGen, runs over a full day and will be offered in both 'open' and 'in-house' formats. It delivers a practical approach to all the Code elements and obligations, centered on real world case studies, and explores all major issues that occur in the supplier / retailer commercial relationship.

There are 5 critical sections to the training program:

1. The role of the new Grocery Supply Agreement (GSA)
2. Code obligations and their intent and application i.e. waste and shrinkage, deductions, promotions etc.
3. The impact on the trading relationship
4. Consideration on how to manage the code in your day to day engagement with customers
5. Delegate assessment

On completion of the program, delegates will complete an assessment. On successful completion, they will be awarded the AFGC Code of Conduct certificate. This accreditation is intended to compliment the typical trade practices training suppliers undertake.

### WHO SHOULD ATTEND?

Successfully integrating the Code across customer facing business functions will ensure its success within your business. In particular however, those from the following functions are likely to get the most from this workshop:

- Commercial and account teams
- Supply chain teams
- Marketing teams
- Category and insight teams
- Legal teams



## WHAT CAN I EXPECT?

The Code training is interactive and practical, providing detailed information on each of the Code obligations. This includes the intent, legal framework, overview and real world case studies set against practical insight. At the end of the day delegates should have a clear understanding of the Code and its obligations as well as an action plan to take back to the office.

## HOW WILL THE DAY RUN?

- Registration is open from 8:30am ready for a prompt 9am start and you will be on your way home by 5pm
- Unlimited tea, coffee and water will be available with breaks for morning tea, lunch and afternoon tea.
- The dress code is smart casual.
- A workbook and case studies will be provided to each delegate
- Please check the venue details when booking as we do deliver sessions at other venues from time to time

## HOW CAN I BOOK?

Code training program will be run throughout 2015 and details will be available on the AFGC website. Current registrations are being taken for:

Tuesday 17 March and 14 April 2015 in Sydney  
Thursday 19 March and 16 April 2015 in Melbourne

GARY DAWSON  
CHIEF EXECUTIVE OFFICER