

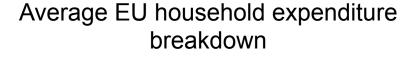
# UTPs in non-food supply chain

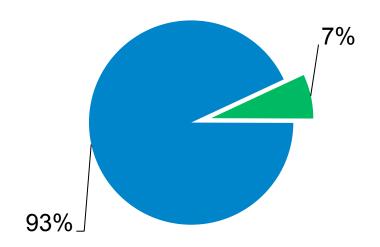
business perspective

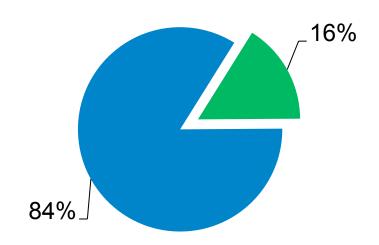


#### Food supply chain vs non-food supply businesses

EU employment breakdown



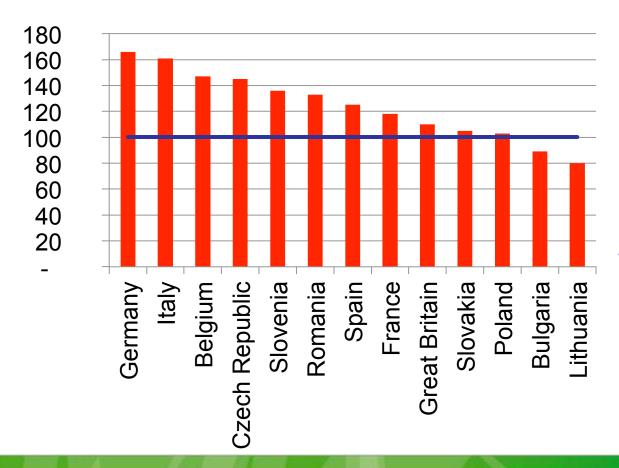




- Food supply chain
- Non-food supply chain businessess



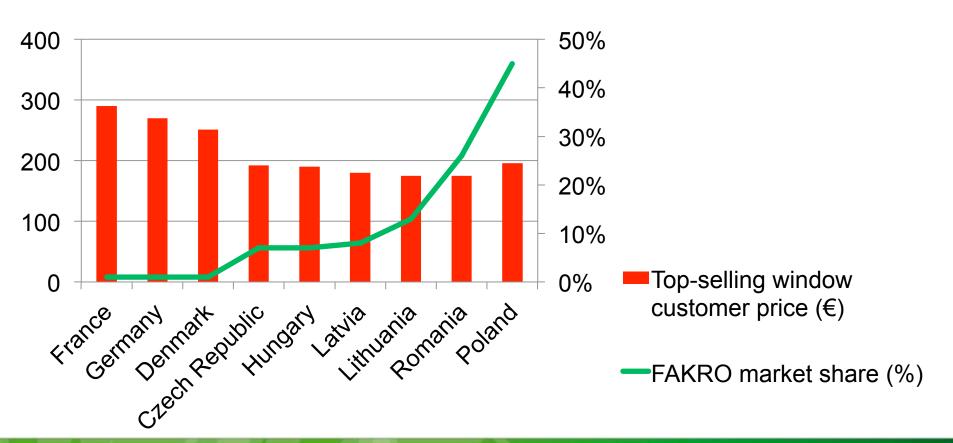
#### Artificial distortion of the EU single market



- Price at which a topselling window is sold by the mother company to the national distribution companies (€)
- Price at which the same window is purchased by the same mother company + 10% of the mother company's margin (€)

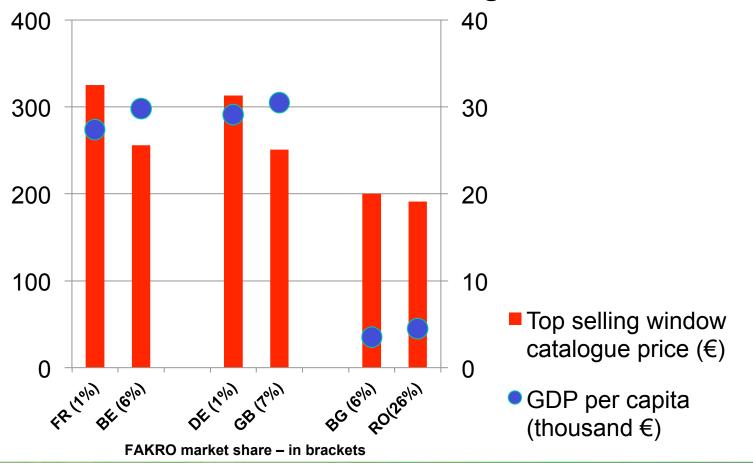


#### **Artificial distortion of the EU single market**





#### Artificial distortion of the EU single market





## A remedy to artificial distortion of the EU single market?

#### Parallel trade!





refusal to deliver goods to entrepreneurs active on the field of parallel trade



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- obstruction of delivery of goods to entrepeneurs active on the field of parallel trade



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- introduction of services working only if the product does not originate from parallel trade (i.e. only if the product is installed in the country in which it had been originally bought from the manufacturer):
  - warranted services;
  - additional promotions



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- lack of innovation
- lower quality of products and services
- narrow scope of products and sevices



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The stronger the position of the entrepreneur using UTPs, the bigger the harm!



# Thank you for your attention