



UNFAIR TRADING PRACTICES IN THE B2B FOOD SUPPLY CHAIN

EP workshop

24 March 2015

Key points

- **EuroCommerce and the commerce sector**
- **Defining the issue**
- **The Supply Chain Initiative**
- **Conclusion**

We represent

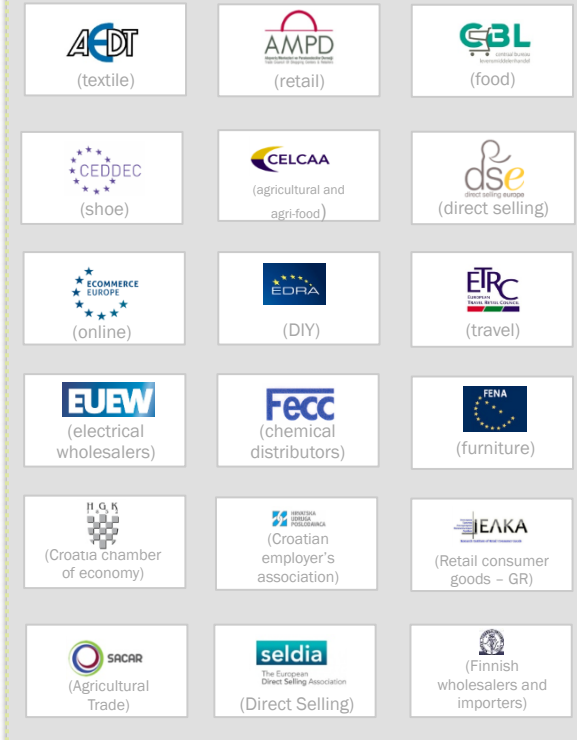
National Associations



Companies



Affiliated Federations



Retail & wholesale is...



5.4 MILLION
COMPANIES



1 OF EVERY 7 WORKERS
IN THE EU



10.6%
OF GDP



INNOVATION

- Processes
- Products
- Experiences



AND IT PROVIDES...



Choice



Clear Product
Information



Jobs



Convenience



Affordability



Tax Revenue

UTPs: defining the issue

- **A complex issue**
 - > Fair dealing and freedom of contract
 - > No one-size-fits all
 - > Subsidiarity
- **Focus on the food supply chain**
- **Support the Supply Chain Initiative**
 - > Commonly agreed good practice principles
 - > EU wide initiative supported by 8 EU level organisations

Common Principles of Good Practice

3 General Principles

1. Consumer Interests and sustainability
2. Freedom of Contract
3. Fair Dealing



7 Specific Principles

1. Written agreements
2. Predictability
3. Compliance with agreements
4. Information exchange
5. Confidentiality
6. Responsibility for risk
7. Justifiable request

Compliance with applicable laws including competition law

Agreed by: AIM, CEJA, CELCAA, CLITRAVI, COPA-COGECA, ERRT, EUROCOMMERCE, EURO COOP, FOODDRINKEUROPE, UEAPME, INDEPENDENT RETAIL EUROPE



THE SUPPLY CHAIN INITIATIVE

Together for good trading practices

- An EU level initiative supported by 8 EU level organisations to
 - > promote fair practice as a basis for commercial dealings
 - > ensure companies address disputes in a fair and transparent manner
- Voluntary registration on a web site with a set of commitments
- Alleged breaches of principles
 - > Individual dispute => sanctions and remedies depend on the applicable law
 - > Aggregated dispute => national or EU level dialogue platform issues guidance and interpretation



The SCI one year on



150

Participants:
Commission,
MEPs,
Stakeholders

Nearly
500

companies
surveyed

18,000
staff trained

74%
satisfied,
35%
highly
satisfied

National
platforms in
5
countries

50%
SME
participation
rate

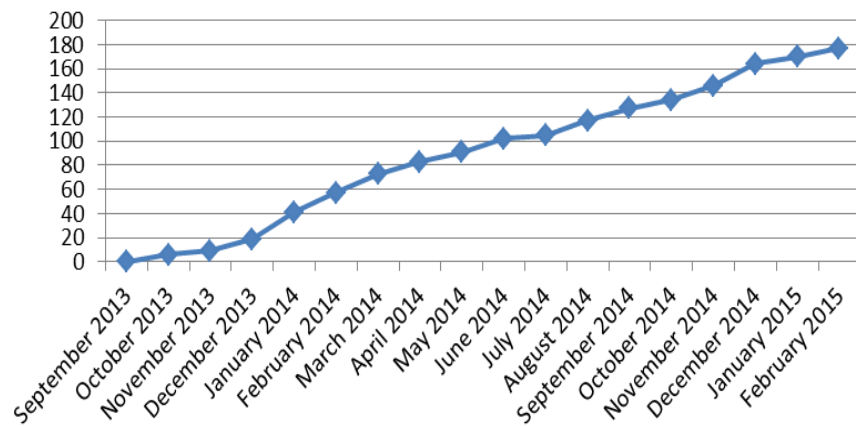
More info:

<http://www.supplychaininitiative.eu/>

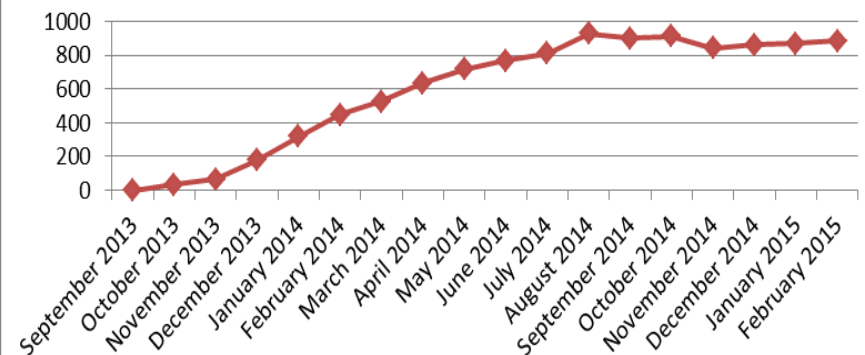
SCI: progress achieved

- Launch: September 2013 with 82 letters of intent
- To date: 180 groups/companies representing 894 national operating entities
- 52% are SMEs
- 51 letters of intent

Registered groups/companies



Registered national operating companies



Conclusion

- **The SCI has already achieved a lot; give it more time to show effectiveness:**
 - > Transparent, voluntary, tailored to business needs, supporting tools
 - > Complementary to national legislation
- **SMEs are key beneficiaries**
- **Review process**
 - > Objective evaluation
 - > Review progress in due time
- **Better regulation principles must apply!**