

Glossary of Terms

ANA Code: Article Numbering Association. Linked to EAN barcode numbering

AP: Accounts Payable

AR: Accounts Receivable

Article: This is how we will refer to a product

ASN: Advanced Shipping Notification

CCO: Code Compliance Officer

CCW: Nisa Category Controller for Wholesale

Centralised Promotional Plan: A promotional plan that is agreed by the GCL Commercial Buying team that is activated across retail and wholesale customers.

Charges Matrix: List of charges a supplier could potentially be deducted for over the period of their relationship with the Coop.

Co-op Wholesale: Formerly known as Nisa Wholesale, the wholesale business that services the Nisa fascia stores as well as a wide variety of end-customers.

Commercial Terms: Commercial Terms' describes an agreement between Co-op and a supplier. Unlike a JBP, it is legally binding. This could include, but isn't limited to, cost price, income related to growth, product listing fees and penalty charges.

CPC: Cost Per Case

CRTG: Co-operative Retail Trading Group - the collective term for the independent societies, now known as FRTS.

DOD: Depth Of Distribution. The number of stores that a product is ranged in.

DOT: Director Of Trading (previously known as Head Of Commercial). The most senior member of the Buying team that all Category Trading Managers directly report into.

EAN: European Action Number. Set against a product to ensure details on requested purchase order are correct.

ECC: ERP Central Component (integrates data)

EDI: Electronic Data Interface

EDLP: Everyday Low Price. Products that aren't promoted but have a low retail price throughout the year.

EDN: Electronic Delivery Note. A record of the amount of goods actually received (which could be different to the amount on the purchase order).

EGRN: Electronic Goods Received Note

EPOS: Electronic Point of Sale

ERC: Emergency Range Change. Range changes that occur outside of a standard range event. These should only be done in an emergency when a supplier is no longer able to provide stock.

ERP: Enterprise Resource Planning System

Food Trading Performance: A newly formed team within TCG's retail business which is responsible for TCG's Food Performance (including the P&L).

Food Trading Performance - Category Assistant: Responsible for TCG's retail pricing, customer offer, P&L management.

Food Trading Performance - Category Manager: Responsible for TCG's retail pricing, customer offer, P&L management.

Food Trading Performance - Head of Commercial: Responsible for TCG's retail pricing, customer offer, P&L management.

Food Trading Performance - Senior Category Manager: Responsible for TCG's retail pricing, customer offer, P&L management.

Franchise: Co-op fascia stores that are owned by independent retailers through a franchise agreement.

FRTS: Federal and Retail Trading Services; this term is commonly used to as a collective noun to describe the independently owned Co-operative stores that belong to this group, which is around 1200 stores.

FSDU: Free Standing Display Unit. The cardboard shippers that are used to display stock.

FSSC: Financial Shared Services Centre. The Co-op Group's financial department.

FTP: Finance Transformation Programme

GCL: Group Commercial and Logistics - a division of the Co-operative Group that operates as an independent buying group and a service provider for logistics and GNFR.

GCL Commercial: The Commercial team (part of the GCL).

GCL Commercial - Commercial Assistant: Responsible for sourcing, supplier management, cost price, volume growth.

GCL Commercial - Commercial Buying Analyst: Responsible for sourcing, supplier management, cost price, volume growth.

GCL Commercial - Head of Commercial: Responsible for sourcing, supplier management, cost price, volume growth.

GCL Commercial - Senior Buying Manager: Responsible for sourcing, supplier management, cost price, volume growth.

ISM's: Independent Society Member; the independently owned Co-operative stores.

JBP: Joint Business Plan (also known as Shared Business Plan)

Joint Business Plan (JBP): A JBP is a plan, not a legally binding agreement. This could include, but isn't limited to, plans for promotions, media and activation, sustainability, inclusion and growth opportunities.

LIDIA: Logistics In Depot Improved Availability

LTA: Long Term Agreement. A commercial term agreement that is usually for a minimum 12-month period between the Buyer and the Supplier.

Master Assortment: Every product that is sold into any channel, the whole 'catalogue', owned by the GCL Commercial Buying Manager.

Micro Assortment: The assortment of products that customers of the retail business (i.e. FRTS & Franchise) choose to buy that differs from the Retail Assortment.

MOQ: Minimum Order Quantity

NAM: National Account Manager

NDC: National Distribution Centre

NPD: New Product Development

PAN: Product Action Notification

PO: Purchase Order

QAS: Quality Attribute Standard

RDC: Regional Distribution Centre

Retail Assortment: The assortment of products that the Retail Customers select (from the Master Assortment) to sell in the retail business.

Retail Customers: Currently TCT, FRTS and Franchise. The GCL services these customers through the TCG Food Performance team.

RTM: Route To Market

TCG: The Co-operative Group, which owns around 2600 stores.

Wholesale Assortment: The assortment of products that the Wholesale Customers select (from the Master Assortment) to sell in the retail business.

Wholesale Customers: Currently accessed via Co-op Wholesale. The GCL sells to Co-op Wholesale, who then sell on to Wholesale Customers such as Nisa fascia stores, holiday park shops, PFS stores and Costcutter.

Wholesale Proposition: A newly formed team within Co-op Wholesale which is responsible for creating the wholesale proposition for wholesale customers.

Wholesale Trading: A team that has recently grown significantly within Co-op Wholesale which is responsible for creating the wholesale trading performance.

Wholesale Trading - Category Assistant: Responsible for Wholesale selling price, wholesale offer, P&L management.

Wholesale Trading - Category Manager: Responsible for Wholesale selling price, wholesale offer, P&L management.

Wholesale Trading - Head of Trading: Responsible for Wholesale selling price, wholesale offer, P&L management.

Wholesale Trading - Senior Category Manager: Responsible for Wholesale selling price, wholesale offer, P&L management.