

# RETAIL READY CHECKLIST

This checklist offers you a good starting point for checking whether you are ready to supply Booths. It is by no means exhaustive and only relates to the mainly technical aspects of what you need to do. Above all your product must be excellent quality and deliver something to customers that your competitors cannot.

Are you retail ready?	Yes / No
<b>Product and packaging</b>	
Ingredient analysis	
Nutritional information	
Shelf life testing	
Barcode (for more information see <a href="http://www.gs1uk.org/Pages/default.aspx">http://www.gs1uk.org/Pages/default.aspx</a> )	
Attractive packaging and labelling appropriate for a retail environment	
<b>Technical</b>	
HACCP systems in place	
Local Authority, Environmental Health inspection (Food Safety Act)	
Any other quality assurance (Salsa, BRC)	
<b>Production and distribution</b>	
Ability to scale your production to supply 28 stores	
Ability to deliver to the Booths central distribution centre, Preston	
Ability to deliver product on pallets	
<b>Ordering</b>	
Orders sent using EDI (electronic data exchange)	
<b>Sales</b>	
A cost price that will enable a realistic retail price	
Prepared to support the product with tastings	
Prepared to support the product with promotions	