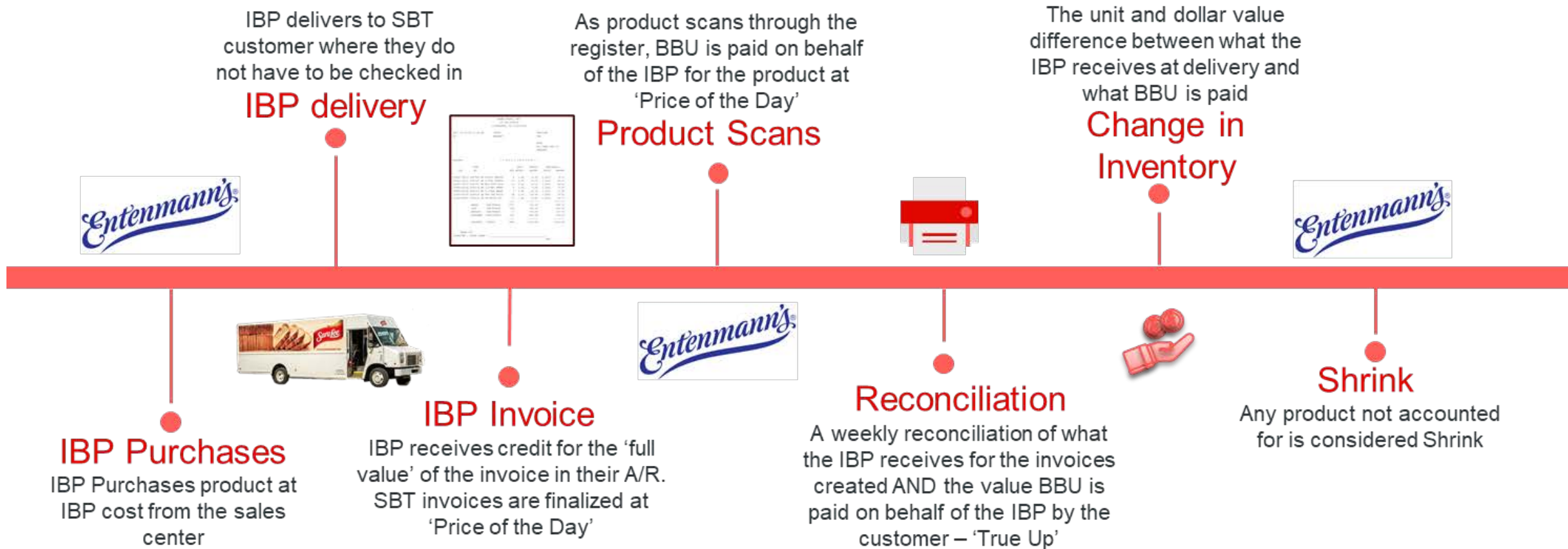


# **IBP SCAN BASED TRADING (SBT)**

## **Introduction**

# What is Scan Based Trading

**Scan-Based Trading (SBT)** - the process where IBP's (suppliers) maintain ownership of inventory within stores (retailers' warehouses) until items are scanned through the registers



# Independent Business Partner SBT Role

- Accurate invoices – deliveries and returns
- Accurate carryover counts (on hands) taken WEEKLY
- Review SBT reports
- Work with IBP Settlement for corrections
- Establish and maintain good relationships with the customers
- Ask for support from the Sales Team if needed

# Ways to Prevent SBT Issues

**Some best practices to prevent 'shrink' (unaccounted for product) issues include:**

- Checking the load properly in the morning
- Ensuring the physical delivery matches the delivery invoice
- Pulling returns before counting or taking on hands
- Counting inventory accurately (be sure to include end-caps, back-room stock, displays in other areas of store besides bread/cake aisles, etc.)
- Delivering only "authorized" product and all product is on the sales invoice
- Creating accurate invoices (no false tickets and/or 'flushing' of inventory)