

Audit Your Supplier

One of the great aspects of having a primary supplier relationship with a contract is having the ability to audit that distributor periodically. This is where the **checks and balances** for the program come into play. Your contract will spell out the audit privileges that your business has with that distributor. It is typically for a specific number of items off of your invoices for a specific window of time, and the distributor will be required (by the terms of the agreement) to produce the manufacturer invoices and freight documents that lead up to the delivered pricing on those invoices.

By agreeing to utilize that distributor as your prime vendor for specific categories ... your restaurant controller, accountant or other key personnel is able to request that the distributor open their books to verify that they are in contractual compliance with the terms of your agreement.

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