

## **Staltari, Danielle**

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**From:** Staltari, Danielle  
**Sent:** Wednesday, 19 December 2007 3:34 PM  
**To:** 'mathew.webster@deacons.com.au'  
**Cc:** Palisi, Joanne; Randall, Kristy  
**Subject:** Exclusive Dealing Notification lodged by Jireh International - Request for further information [SEC=UNCLASSIFIED]

**Categories:** SEC=UNCLASSIFIED  
**ACCC Classification:** SEC=UNCLASSIFIED

Dear Mr Webster

I refer to the exclusive dealing notification lodged by Jireh International Pty Limited (Jireh) with the Australian Competition and Consumer Commission on 17 December 2007.

To assist the ACCC with its assessment of the notification I would be grateful if you could respond to the following questions:

1. Can franchisees sell other products in addition to the goods required to be obtained from the approved suppliers? What proportion of products generally acquired by franchisees are subject to the notified arrangements?
2. How were the approved suppliers selected? For example, were the suppliers selected through a tender process?
3. Are there processes in place to review the goods provided by the approved suppliers to ensure that the claimed public benefits continue to be met?
4. Does Jireh receive a rebate or fee from the approved suppliers? If yes, how much, and will franchisees be informed of the payment of this rebate? How will the rebate be used?
5. What are the administrative costs, if any, associated with the proposed arrangement?
6. Are existing franchisees aware of the notified conduct? What have been their responses, if any, to date?
7. For existing franchisees, how will the requirements be implemented and are there any transitional arrangements?
8. Why has Jireh decided to require franchisees to purchase particular goods from approved suppliers?

Should you have any questions please contact me on 02 6243 1362.

A copy of this email will be placed on the ACCC's public register.

Regards

Danielle

**Danielle Staltari**  
**Assistant Director**  
**ACCC**  
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