

Salon Express Head Office

PO Box 272 Bayswater 6933 08 9473 1002 [www.salonexpress.com.au](http://www.salonexpress.com.au)

21 August 2014

Dr Richard Chadwick  
General Manager  
Adjudication Branch  
Australian Competition and Consumer Commission  
GPO Box 3131  
CANBERRA ACT 2601

By email to [adjudication@acc.gov.au](mailto:adjudication@acc.gov.au)

Dear Sir

**Form G – Notification of Exclusive Dealing**

Please find enclosed a notification (Form G) of potential third line forcing conduct relating to acquisition and installation of point of sale software by franchisees of Global Team WA Pty Ltd.

We have today paid the \$100 filing Fee by direct debit to:

Account Name: ACCC Administered receipts account  
Bank: Westpac Banking Corporation  
BSB: 032-730  
Account Number: 146550  
Payment narrative: Salon Express Form G 2

A copy of the payment receipt is attached.

If you have any questions in relation to this notification or require any further information please contact Dean Franks at our office on (08) 9473 1002.

Yours faithfully



Simon Di Lallo  
Chairman

## Form G

Commonwealth of Australia  
*Competition and Consumer Act 2010 — subsection 93 (1)*  
**NOTIFICATION OF EXCLUSIVE DEALING**

To the Australian Competition and Consumer Commission:

Notice is hereby given, in accordance with subsection 93 (1) of the *Competition and Consumer Act 2010*, of particulars of conduct or of proposed conduct of a kind referred to subsections 47 (2), (3), (4), (5), (6), (7), (8) or (9) of that Act in which the person giving notice engages or proposes to engage.

PLEASE FOLLOW DIRECTIONS ON BACK OF THIS FORM

### 1. Applicant

- (a) Name of person giving notice:  
*(Refer to direction 2)*

N97702

Global Team WA Pty Ltd (ACN 151 811 371) (**Salon Express**)

- (b) Short description of business carried on by that person:  
*(Refer to direction 3)*

Global Team WA Pty Ltd (**Salon Express**) owns and operates a franchise business that grants to third parties franchises known as “Salon Express” franchise businesses. A “Salon Express” franchise business supplies men’s, women’s and children’s hair cutting, colouring and styling services as well as associated retail products.

- (c) Address in Australia for service of documents on that person:

Office Address

Global Team WA Pty Ltd  
160 Whatley Crescent  
MAYLANDS WA 6051

Postal Address

PO Box 272  
Bayswater WA 6933

### 2. Notified arrangement

- (a) Description of the goods or services in relation to the supply or acquisition of which this notice relates:

The acquisition of computer software, hardware and related services constituting the Shortcuts Point of Sale (POS) system by Salon Express franchisees.

(b) Description of the conduct or proposed conduct:

The conduct involves the grant or conduct of a Salon Express franchise on condition that the franchisee acquire the POS system described in 2(a) above from Shortcuts Software Pty Ltd (trading as Shortcuts Software Australia) ACN 082 814 800 (**Shortcuts**) the supplier of the POS system.

*(Refer to direction 4)*

3. **Persons, or classes of persons, affected or likely to be affected by the notified conduct**

(a) Class or classes of persons to which the conduct relates:

*(Refer to direction 5)*

Current and future Salon Express franchisees.

(b) Number of those persons:

(i) At present time:

21 franchisees operating 29 franchise businesses

(ii) Estimated within the next year:

*(Refer to direction 6)*

Between 30 and 50

(c) Where number of persons stated in item 3 (b) (i) is less than 50, their names and addresses:

Yang & Han Pty Ltd	Salon Express Carousel - Shop 1105, Westfield Carousel Shopping Centre, 1382 Albany Highway, Cannington
Primpers Pty Ltd	Salon Express Fremantle - 128 High Street, Fremantle
	Salon Express Armadale – Shop T13 Armadale City Shopping Centre, Jull Street, Armadale
Vanessa Morgan	Salon Express Gosnells - Shop 54, Gosnells Railway Markets, Albany Hwy, Gosnells
Sarahs Styles Pty Ltd	Salon Express Kwinana – Shop 75, Kwinana Hub Shopping Centre, Corner of Gilmore Avenue and Chisham Avenue, Kwinana
Time Lord Pty Ltd	Salon Express Malaga – Shops 44, 45, 46, 47a, 47 and 59, Mardi Gras Market, Bonner Drive, Malaga

Third Wave (WA) Pty Ltd	Salon Express Kingsway - Shop 51, Kingsway City Shopping Centre, Wanneroo Road, Landsdale
Fanny Adams Pty Ltd	Salon Express Wanneroo Central - Shop 6, Wanneroo Central Shopping Centre, Wanneroo
Angels Watching Pty Ltd	Salon Express Rockingham - Shop 53, Rockingham City Shopping Centre, Council Avenue, Rockingham
	Colour Express Rockingham - Shop 194 Rockingham City Shopping Centre, Council Avenue, Rockingham
L & Y Classic Pty Ltd	Salon Express Mount Hawthorn - Shop 30, The Mezz Shopping Centre, Scarborough Beach Road Mt Hawthorn
L & Y Classic Pty Ltd atf the L & Y Classic Family Trust	Salon Express Mirrabooka – Shop 60 Mirrabooka Square Shopping Centre, Yirrgan Drive, Mirrabooka
Jarose Pty Ltd	Salon Express Midland – Shop 55 Midland Gate Shopping Centre, The Crescent, Midland
Lucelli Pty Ltd	Salon Express Subiaco – Subiaco Square, Subiaco
Western Salons Pty Ltd [Franchisor's Associate]	Salon Express Bunbury – Shop 27, Bunbury Forum, 63 Sandridge Road, Bunbury
	Salon Express Busselton – Shop 7, Woolworths Market Place, 167 Kent Street, Busselton
	Salon Express Bunbury (Centre Point) – Tenancy No 35, Bunbury Centre Point Shopping Centre, 60 Blair Street, Bunbury, Western Australia
	Salon Express Treendale – Shop T10, Woolworths Treendale Shopping Centre, 10 The Promenade, Treendale, Australind, Western Australia
	Salon Express Albany – 17/34-36 Albany Highway, Albany, Western Australia
Carmody Walsh Pty Ltd	Salon Express Belmont Forum- Shop 38, Belmont Forum Shopping Centre, Wright Street, Cloverdale
Eleven K Pty Ltd	Salon Express Innaloo – Shop 1099 Westfield Innaloo, Ellen Stirling Boulevard, Innaloo
	Salon Express Morley Galleria – Shop 1049, Centro

	Galleria Shopping Centre, 4 Collier Road, Morley
Second Wind Pty Ltd	Salon Express Whitfords – Shop 145, Whitford City, 470 Whitfords Avenue, Hillarys
Carmody Richardson Pty Ltd atf the Garden City Unit Trust	Salon Express Garden City – Shop 82 Garden City Shopping Centre, 125 Riseley Street, Booragoon
Secret World Pty Ltd	Salon Express Forrest Lakes/Thornlie – Shop 46, Forest Lakes Forum Shopping Centre, 109 Forest Lakes Drive, Thornlie
	Salon Express Waterford Plaza – Shop 39, Waterford Plaza Shopping Centre, Corner of Kent Street and Manning Road, Waterford
Salon Express Joondalup Pty Ltd	Salon Express Joondalup – Shop T 145/146, Lakeside Joondalup Shopping Centre, 420 Joondalup Drive, Joondalup
Salon Express Ocean Keys Pty Ltd	Salon Express Ocean Keys – Shop 170, Ocean Keys Shopping Centre, 30 Ocean Keys Boulevard, Clarkson

#### 4. Public benefit claims

- (a) Arguments in support of notification:  
(Refer to direction 7)

The proposed conduct will provide public benefits including the following:

##### Price consistency

The use by all Salon Express franchisees of a single POS system will allow the customers to enjoy consistent prices regardless of which location they visit. This is achieved by an identical operating expense borne by franchisees use of the system as opposed to varying expense levels incurred. Customers therefore are able to be offered equal prices regardless of the salon they visit.

##### Cost reductions and increased employment

The efficiencies derived from the consistent acquisition and utilisation of the POS system will reduce the operating costs of franchisees' businesses. These costs savings will enable salons to be more competitive on prices of services provided to customers. This in turn is likely to lead to increased customer demand thereby positively affecting the number of persons employed within the franchise system.

### Business improvement

Salon Express franchisees benefit from assistance from their franchisor in analysing the metrics of their business. A consistent POS system allows the franchisor to assist franchisees with business performance by providing feedback based on their performance versus key performance indicators derived from collective, group-wide data collected via POS-generated reports. This information allows franchisees to provide better services to customers and maintain competitive pricing due to controlling costs rather than increasing prices.

### IT Support

Unification of the POS system will allow Salon Express to provide appropriate support. This support would not be of the same quality if various POS systems were used as resources would need to be allocated to technical knowledge maintenance on various systems. This function may need to be outsourced thereby increasing operating costs for franchisees and decreasing price competitiveness.

### Training

New and existing franchisees are trained by the franchisor in business operations. Training franchisees in the use of the same POS system will streamline the training process due to the franchisor's intricate knowledge of the system and appropriate training procedures and materials. The cost saving of this efficiency can be passed on to consumers.

### Unified offering

Use of a consistent system will allow Salon Express to provide customers with products and services they are able to redeem at multiple sites. The system will for example allow the use of a customer loyalty program which will increase the customer's ability to achieve lower prices at multiple locations.

- (b) Facts and evidence relied upon in support of these claims:

A number of current Salon Express franchise owners have assessed the system in order to provide advice as to its suitability. Feedback has indicated that use of the system will create cost savings, efficiencies and increased support service levels than those currently offered by the supplier of the POS system. This is positive in the context of the system costs versus benefits derived. A franchisee committee has, based on the collective input of Salon Express franchisees, requested that the franchisor make the use of this system available to all franchisees.

**5. Market definition**

Provide a description of the market(s) in which the goods or services described at 2 (a) are supplied or acquired and other affected markets including: significant suppliers and acquirers; substitutes available for the relevant goods or services; any restriction on the supply or acquisition of the relevant goods or services (for example geographic or legal restrictions):  
*(Refer to direction 8)*

POS systems are generally generic products that have been integrated and customised for use by a franchise network. There are some point of sale systems on the market that have comparable, but not identical, features, some of which can be adapted and customised. Suppliers include Kitomba, HairWare, Varago, SimpleSalon & Salon Booker. Given the large market for retail point of sale systems and the related support services in Australia, and the small nature of the Salon Express franchise system, the proposed conduct is unlikely to have any significant effect in the relevant market.

**6. Public detriments**

- (a) Detriments to the public resulting or likely to result from the notification, in particular the likely effect of the notified conduct on the prices of the goods or services described at 2 (a) above and the prices of goods or services in other affected markets:  
*(Refer to direction 9)*

Salon Express submits that the notified conduct does not result in any public detriment. Franchisees will be made fully aware of the restrictions on purchasing alternative systems from other suppliers in the franchise disclosure statement as required by the *Franchising Code of Conduct*. Salon Express is confident that the selected POS system is of high quality and has been sourced at a competitive cost.

The conduct will take place in a highly competitive market for POS systems. The conduct is not likely to have any detrimental impact on competition in that market, and the benefits arising will allow Salon Express franchisees to compete more vigorously in the hairdressing services market.

- (b) Facts and evidence relevant to these detriments:

Please refer to 6(a) above

7. **Further information**

- (a) Name, postal address and contact telephone details of the person authorised to provide additional information in relation to this notification:


Simon Di Lallo  
Chairman  
Global Team WA Pty Ltd  
160 Whatley Crescent  
MAYLANDS WA 6051  
Telephone: (08) 9473 1002

Postal Address

PO Box 272  
Bayswater WA 6933

Dated.....21/8/14.....

Signed by/on behalf of the applicant

  
.....  
(Signature)

SIMON DOMINIC DE LALLO  
.....  
(Full Name)

SALON EXPRESS  
.....  
(Organisation)

CHAIRMAN  
.....  
(Position in Organisation)

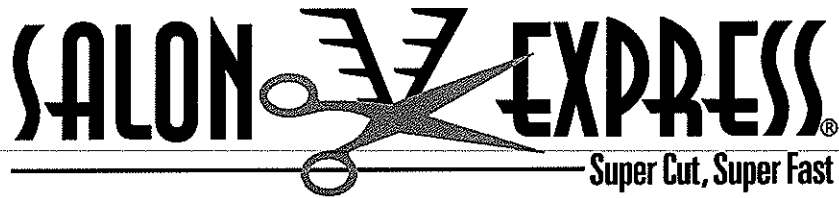


## DIRECTIONS

1. In lodging this form, applicants must include all information, including supporting evidence that they wish the Commission to take into account in assessing their notification.

Where there is insufficient space on this form to furnish the required information, the information is to be shown on separate sheets, numbered consecutively and signed by or on behalf of the applicant.

2. If the notice is given by or on behalf of a corporation, the name of the corporation is to be inserted in item 1 (a), not the name of the person signing the notice, and the notice is to be signed by a person authorised by the corporation to do so.
3. Describe that part of the business of the person giving the notice in the course of the which the conduct is engaged in.
4. If particulars of a condition or of a reason of the type referred to in section 47 of the *Competition and Consumer Act 2010* have been reduced in whole or in part to writing, a copy of the writing is to be provided with the notice.
5. Describe the business or consumers likely to be affected by the conduct.
6. State an estimate of the highest number of persons with whom the entity giving the notice is likely to deal in the course of engaging in the conduct at any time during the next year.
7. Provide details of those public benefits claimed to result or to be likely to result from the proposed conduct including quantification of those benefits where possible.
8. Provide details of the market(s) likely to be affected by the notified conduct, in particular having regard to goods or services that may be substitutes for the good or service that is the subject matter of the notification.
9. Provide details of the detriments to the public which may result from the proposed conduct including quantification of those detriments where possible.



Salon Express Head Office  
PO Box 272 Bayswater 6933 08 9473 1002 [www.salonexpress.com.au](http://www.salonexpress.com.au)

21 August 2014

Dr Richard Chadwick  
General Manager  
Adjudication Branch  
Australian Competition and Consumer Commission  
GPO Box 3131  
CANBERRA ACT 2601

By email to [adjudication@acc.gov.au](mailto:adjudication@acc.gov.au)

Dear Sir

**Form G – Notification of Excusive Dealing**

Please find enclosed a notification (Form G) of potential third line forcing conduct relating to acquisition of hair care products and services by franchisees of Global Team WA Pty Ltd.

We have today paid the \$100 filing Fee by direct debit to:

Account Name: ACCC Administered receipts account  
Bank: Westpac Banking Corporation  
BSB: 032-730  
Account Number: 146550  
Payment narrative: SE Form G 1

A copy of the payment receipt is attached.

If you have any questions in relation to this notification or require any further information please contact Dean Franks at our office on (08) 9473 1002.

Yours faithfully

Simon Di Lallo  
Chairman

Franchisor: Global Team (WA) Pty Ltd  
ABN: 52 151 811 371

## Form G

Commonwealth of Australia  
*Competition and Consumer Act 2010 — subsection 93 (1)*  
**NOTIFICATION OF EXCLUSIVE DEALING**

To the Australian Competition and Consumer Commission:

Notice is hereby given, in accordance with subsection 93 (1) of the *Competition and Consumer Act 2010*, of particulars of conduct or of proposed conduct of a kind referred to subsections 47 (2), (3), (4), (5), (6), (7), (8) or (9) of that Act in which the person giving notice engages or proposes to engage.

PLEASE FOLLOW DIRECTIONS ON BACK OF THIS FORM

### 1. Applicant

- (a) Name of person giving notice:  
*(Refer to direction 2)*

N97703

Global Team WA Pty Ltd (ACN 151 811 371) (**Salon Express**)

- (b) Short description of business carried on by that person:  
*(Refer to direction 3)*

Global Team WA Pty Ltd (**Salon Express**) owns and operates a franchise business that grants to third parties franchises known as “Salon Express” franchise businesses. A “Salon Express” franchise business supplies men’s, women’s and children’s hair cutting, colouring and styling services as well as associated retail products.

- (c) Address in Australia for service of documents on that person:

Office Address

Global Team WA Pty Ltd  
160 Whatley Crescent  
MAYLANDS WA 6051

Postal Address

PO Box 272  
Bayswater WA 6933

### 2. Notified arrangement

- (a) Description of the goods or services in relation to the supply or acquisition of which this notice relates:

Products and services used in the provision of hair cutting, colouring and styling services and the re-sale of professional hair care products and accessories.

- (b) Description of the conduct or proposed conduct:

The conduct involves the grant or conduct of a Salon Express franchise on condition that the franchisee acquire the specified products and services in 2(a) above from Henkel Australia Pty Ltd (trading as Schwarzkopf Professional) ACN 001 302 996 (**Henkel**) the supplier of the products and services.

*(Refer to direction 4)*

**3. Persons, or classes of persons, affected or likely to be affected by the notified conduct**

- (a) Class or classes of persons to which the conduct relates:  
*(Refer to direction 5)*

Current and future Salon Express franchisees.

- (b) Number of those persons:

- (i) At present time:

21 franchisees operating 29 franchise businesses

- (ii) Estimated within the next year:  
*(Refer to direction 6)*

Between 30 and 50

- (c) Where number of persons stated in item 3 (b) (i) is less than 50, their names and addresses:

Yang & Han Pty Ltd	Salon Express Carousel - Shop 1105, Westfield Carousel Shopping Centre, 1382 Albany Highway, Cannington
Primpers Pty Ltd	Salon Express Fremantle - 128 High Street, Fremantle
	Salon Express Armadale – Shop T13 Armadale City Shopping Centre, Jull Street, Armadale
Vanessa Morgan	Salon Express Gosnells - Shop 54, Gosnells Railway Markets, Albany Hwy, Gosnells
Sarahs Styles Pty Ltd	Salon Express Kwinana – Shop 75, Kwinana Hub Shopping Centre, Corner of Gilmore Avenue and Chisham Avenue, Kwinana
Time Lord Pty Ltd	Salon Express Malaga – Shops 44, 45, 46, 47a, 47 and

	59, Mardi Gras Market, Bonner Drive, Malaga
Third Wave (WA) Pty Ltd	Salon Express Kingsway - Shop 51, Kingsway City Shopping Centre, Wanneroo Road, Landsdale
Fanny Adams Pty Ltd	Salon Express Wanneroo Central - Shop 6, Wanneroo Central Shopping Centre, Wanneroo
Angels Watching Pty Ltd	Salon Express Rockingham - Shop 53, Rockingham City Shopping Centre, Council Avenue, Rockingham
	Colour Express Rockingham - Shop 194 Rockingham City Shopping Centre, Council Avenue, Rockingham
L & Y Classic Pty Ltd	Salon Express Mount Hawthorn - Shop 30, The Mezz Shopping Centre, Scarborough Beach Road Mt Hawthorn
L & Y Classic Pty Ltd atf the L & Y Classic Family Trust	Salon Express Mirrabooka – Shop 60 Mirrabooka Square Shopping Centre, Yirrgan Drive, Mirrabooka
Jarose Pty Ltd	Salon Express Midland – Shop 55 Midland Gate Shopping Centre, The Crescent, Midland
Lucelli Pty Ltd	Salon Express Subiaco – Subiaco Square, Subiaco
Western Salons Pty Ltd [Franchisor’s Associate]	Salon Express Bunbury – Shop 27, Bunbury Forum, 63 Sandridge Road, Bunbury
	Salon Express Busselton – Shop 7, Woolworths Market Place, 167 Kent Street, Busselton
	Salon Express Bunbury (Centre Point) – Tenancy No 35, Bunbury Centre Point Shopping Centre, 60 Blair Street, Bunbury, Western Australia
	Salon Express Treendale – Shop T10, Woolworths Treendale Shopping Centre, 10 The Promenade, Treendale, Australind, Western Australia
	Salon Express Albany – 17/34-36 Albany Highway, Albany, Western Australia
Carmody Walsh Pty Ltd	Salon Express Belmont Forum- Shop 38, Belmont Forum Shopping Centre, Wright Street, Cloverdale
Eleven K Pty Ltd	Salon Express Innaloo – Shop 1099 Westfield

	Innaloo, Ellen Stirling Boulevard, Innaloo
	Salon Express Morley Galleria – Shop 1049, Centro Galleria Shopping Centre, 4 Collier Road, Morley
Second Wind Pty Ltd	Salon Express Whitfords – Shop 145, Whitford City, 470 Whitfords Avenue, Hillarys
Carmody Richardson Pty Ltd atf the Garden City Unit Trust	Salon Express Garden City – Shop 82 Garden City Shopping Centre, 125 Riseley Street, Booragoon
Secret World Pty Ltd	Salon Express Forrest Lakes/Thornlie – Shop 46, Forest Lakes Forum Shopping Centre, 109 Forest Lakes Drive, Thornlie
	Salon Express Waterford Plaza – Shop 39, Waterford Plaza Shopping Centre, Corner of Kent Street and Manning Road, Waterford
Salon Express Joondalup Pty Ltd	Salon Express Joondalup – Shop T 145/146, Lakeside Joondalup Shopping Centre, 420 Joondalup Drive, Joondalup
Salon Express Ocean Keys Pty Ltd	Salon Express Ocean Keys – Shop 170, Ocean Keys Shopping Centre, 30 Ocean Keys Boulevard, Clarkson

#### 4. Public benefit claims

- (a) Arguments in support of notification:  
(Refer to direction 7)

The proposed conduct will provide public benefits including the following:

##### Quality of service

The use of consistent products within Salon Express hair salons ensures a consistent and more predictable customer experience. This is achieved through the ability of the franchisor to develop product-specific processes. Given the sophisticated nature of some services utilising the nominated products there is a high importance on product knowledge. Dedicating all franchisor labour resources to attaining knowledge on one product ensures the highest quality of service is consistently received by customers.

##### Price consistency

The use by all Salon Express franchisees of a single product supplier will allow the customers to enjoy consistent prices regardless of which location they visit. This is achieved by an identical operating expense borne by

franchisees due to the use of the products as opposed to varying expense levels incurred. Customers therefore are able to be offered equal prices regardless of the salon they visit.

Cost reductions and increased employment

The efficiencies derived from the consistent acquisition of the products will reduce the operating costs of franchisees' businesses. These costs savings will enable salons to be more competitive on prices of services provided to customers. This in turn is likely to lead to increased customer demand thereby positively affecting the number of persons employed within the franchise system.

Product Support

Unification of the product and services supply will allow Salon Express to provide appropriate support. This support would not be of the same quality if various suppliers were used as resources would need to be allocated to technical knowledge maintenance on various products. This function may otherwise need to be outsourced thereby increasing operating costs for franchisees and decreasing price competitiveness.

Training

New and existing franchisees are trained by the franchisor in business operations. Training franchisees in the use of the same products and processes will streamline the training process due to the franchisor's intricate knowledge of the products and appropriate training procedures and materials. The cost saving of this efficiency can be passed on to consumers.

(b) Facts and evidence relied upon in support of these claims:

All current Salon Express franchise owners have assessed, via prior and ongoing use, the products and services in order to provide advice as to their suitability. Feedback has indicated that use of the products and services will create cost savings, efficiencies and increased support service levels. A franchisee committee has, based on the collective input of Salon Express franchisees, requested that the franchisor nominate Henkel as the preferred supplier to the Salon Express franchise system and make the products and services available to all franchisees.

**5. Market definition**

Provide a description of the market(s) in which the goods or services described at 2 (a) are supplied or acquired and other affected markets including: significant suppliers and acquirers; substitutes available for the relevant goods or services; any restriction on the supply or acquisition of the relevant goods or services (for example geographic or legal restrictions):  
*(Refer to direction 8)*

There are numerous suppliers of hair salon hair care products and services within the market place. In addition to Henkel, significant suppliers in the market include: L'Oreal, Dateline, Goldwell, Matrix, De Lorenzo, Joico and HairCare Australia.

Given the large market for hair salon products and services in Australia, and the small nature of the Salon Express franchise system, the proposed conduct is unlikely to have any significant effect in the relevant market.

**6. Public detriments**

- (a) Detriments to the public resulting or likely to result from the notification, in particular the likely effect of the notified conduct on the prices of the goods or services described at 2 (a) above and the prices of goods or services in other affected markets:  
*(Refer to direction 9)*

Salon Express submits that the notified conduct does not result in any public detriment. Franchisees will be made fully aware of the restrictions on purchasing alternative systems from other suppliers in the franchise disclosure statement as required by the *Franchising Code of Conduct*. Salon Express is confident that the selected products and services are of high quality and will be sourced at a competitive costs.

The conduct will take place in a highly competitive market for hair salon products and services. The conduct is not likely to have any detrimental impact on competition in that market, and the benefits arising will allow Salon Express franchisees to compete more vigorously in the hairdressing services market.

- (b) Facts and evidence relevant to these detriments:

Please refer to 6(a) above



7. Further information

- (a) Name, postal address and contact telephone details of the person authorised to provide additional information in relation to this notification:

Simon Di Lallo  
Chairman  
Global Team WA Pty Ltd  
160 Whatley Crescent  
MAYLANDS WA 6051  
Telephone: (08) 9473 10025

Postal Address

PO Box 272  
Bayswater WA 6933

Dated..... 21/8/14 .....

Signed by/on behalf of the applicant

  
.....  
(Signature)

SIMON DOMINIC DI LALLO  
.....  
(Full Name)

SALON EXPRESS  
.....  
(Organisation)

CHAIRMAN  
.....  
(Position in Organisation)

## DIRECTIONS

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Where there is insufficient space on this form to furnish the required information, the information is to be shown on separate sheets, numbered consecutively and signed by or on behalf of the applicant.

2. If the notice is given by or on behalf of a corporation, the name of the corporation is to be inserted in item 1 (a), not the name of the person signing the notice, and the notice is to be signed by a person authorised by the corporation to do so.
3. Describe that part of the business of the person giving the notice in the course of the which the conduct is engaged in.
4. If particulars of a condition or of a reason of the type referred to in section 47 of the *Competition and Consumer Act 2010* have been reduced in whole or in part to writing, a copy of the writing is to be provided with the notice.
5. Describe the business or consumers likely to be affected by the conduct.
6. State an estimate of the highest number of persons with whom the entity giving the notice is likely to deal in the course of engaging in the conduct at any time during the next year.
7. Provide details of those public benefits claimed to result or to be likely to result from the proposed conduct including quantification of those benefits where possible.
8. Provide details of the market(s) likely to be affected by the notified conduct, in particular having regard to goods or services that may be substitutes for the good or service that is the subject matter of the notification.
9. Provide details of the detriments to the public which may result from the proposed conduct including quantification of those detriments where possible.