



BETTER BUSINESS PROGRAM

Monkey Business

Welcome to the second edition of CHH's Better Business Newsletter.

This newsletter is designed to provide you with useful tips to help you build your business and promote your products, including:

- tools to protect your valuable new idea/product
- changes to competition law
- a reminder of the launch of the Better Business program

Some things in life are free!

If you want to discuss a legal issue or even if you are unsure whether you have a legal issue, under the 10 Free Lawyers system it's as easy as picking up the phone or sending an email. 10 Free lets you have 10 minutes of free legal advice from one of CHH's legal advisers. If the matter will involve more than 10 minutes of the lawyer's time he/she will let you know and will discuss the options and estimate of costs before any costs are incurred. For a list of lawyers to contact in either New Zealand or Australia and for more information [CLICK HERE](#).



Get your nose in front!

Want to act smarter in business and be more informed than your competitors?

Have a look at the Better Business Program which is now live on the legal intranet. What is it? The Better Business Program is an interactive legal resource to help you recognise legal issues that affect your business. Subjects include competition, fair trading, privacy and ethics. Get a head start on your competitors. Take the opportunity to upskill: complete the BBP training and then test your knowledge by completing the Quiz – just [CLICK HERE](#).

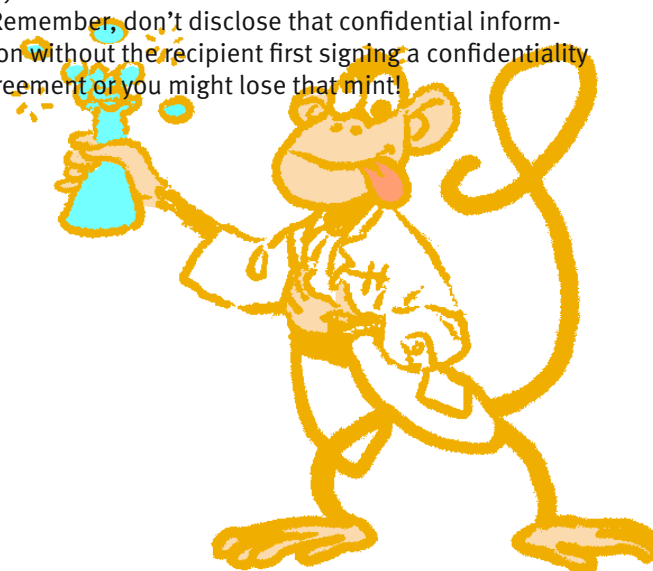
The Mad Scientist makes a mint!

Developing a new product/idea? Disclosing it to someone else? Before you disclose that new product or idea, *protect it!*

One of the cheapest, most effective methods of protecting your development is by using a confidentiality agreement. A confidentiality agreement means that the recipient of the information has contractual obligations not to disclose or profit from that information. It is quick and it is easy.

Where can I get one from? Confidentiality agreements can be obtained from the Legal intranet site – just [CLICK HERE](#) or contact a 10 Free Lawyer. In any event, you may want to get a 10 Free Lawyer to check it quickly for you.

Remember, don't disclose that confidential information without the recipient first signing a confidentiality agreement or you might lose that mint!





It's getting hot (or is that cold?) in the jungle!

A number of ice suppliers in the Southern Coastal areas of Queensland were fined for colluding and price fixing. From 1993 to 1996 they agreed: not to approach each other's existing customers; not to supply ice to new customers above an agreed schedule of prices; not to fill the ice cabinet free of charge when installing ice storage cabinets; and quote the agreed prices when quoting to renew contracts with existing customers.

Remember, if you are invited to work side by side with a competitor you could end up in hot water. Seek legal advice first!

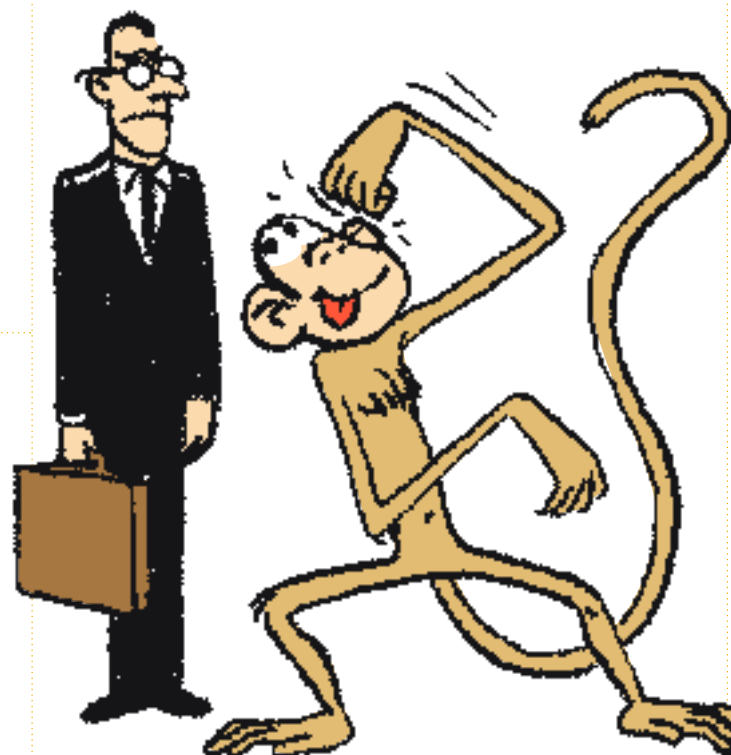
Ouch, that hurt!

— *changes in competition law*

Recent New Zealand changes regulating the misuse of a dominant position in a market now prohibit anyone from taking advantage of 'a substantial degree of market power'. The changes impose stiffer penalties on individuals and companies that take advantage of a substantial degree of market power for the purpose of restricting the entry of a person to the market, preventing or deterring a person from engaging in competitive conduct, or eliminating a person from any market. The new test is the same as the Australian provision and lowers the threshold for conduct caught by the Act. For more information about the application of competition law to your business refer to the Better Business Program, just [CLICK HERE](#).

'Knock, knock!' 'Who's there?'

What do you do when the media calls or a government official arrives on your site unannounced asking questions about the company or personnel? The answer is contained in the [QUICK THINK PROCEDURES](#) on the legal intranet. The Quick Think Procedures help you prepare for these situations by giving you steps to follow to protect both you and the company. Have a look so next time you get an unexpected 'knock, knock' at the door, you know what to do!



The early bird catches the worm

You still have time!

Your chance to win an inspirational book is extended to 31 July. Just answer the following question and email your answer to

CORPORATELEGAL@CHH.CO.NZ

Is this an example of resale price maintenance? "We will provide you with promotional allowances and discounts if you agree to an approved in-store display and don't advertise the price point at less than \$3.50."

Winners to be drawn on 31 July and notified by email.

For hints check out the

**BETTER BUSINESS
PROGRAM.**

