

Competition Commission One-minute TV Episode - Subtitles

“Compete With Integrity”

Episode 9: Tying

- Super: Compete With Integrity
The following story is purely fictitious
- Voice-over: Our new contract negotiation with SFG is under way.
But they request for an additional clause on tying stipulating that if we want to buy the medical device that only SFG makes, we must buy other medical supplies from them as well.
- Voice-over: That will include medical masks, gloves, syringes etc.
But our current suppliers offer lower prices and better quality.
There’s no reason for us to switch to SFG.
- Voice-over: But if we do not agree, SFG will not sell us their medical device.
- Voice-over: No! The hospital can’t provide proper care without this device!
- Voice-over: That’s right.
- Voice-over: I know...
- Voice-over: Calm down. This tying clause might contravene the Competition Ordinance.
SFG cannot make such request.
- Voice-over: If so, are the packages offered by other suppliers illegal too?
- Voice-over: That is different.
Those ‘packages’ offer us more products and choices for lower prices.
But SFG is abusing their position as the exclusive supplier of the device, forcing us to order other products from them.
That leaves us no choice at all.
- Super: The Competition Ordinance prevents the abuse of substantial market power. A healthy market is a win-win for businesses and consumers.
- Competition Commission