



FAIR TRADING COMMISSION

October 2015

FTC approves Petrojam's proposed rebate incentive scheme

The FTC reviewed a proposed loyalty rebate incentive scheme for sales of Petrojam's petroleum products. Petrojam proposed to offer price discounts or extended credit terms only to petroleum marketing companies which source all of their petroleum products requirements from Petrojam. The FTC's position was informed by extensive evidence in the literature which suggest that loyalty rebate schemes are unlikely to harm consumers or rival suppliers of refined petroleum products given the ease to which the larger PMCs are able to directly source and locally store petroleum products from the international markets.