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FTCNewsLine is an online quarterly newsletter of the **FAIR TRADING COMMISSION (FTC)** that contains information on competition matters dealt with by the Fair Trading Commission as well as other competition agencies from around the world. The aim is to provide readers with insights into some of the matters that are prosecuted in other jurisdictions and assist businesses and consumers in better identifying issues that may pose competition concerns.

Competition legislation is specific to each jurisdiction and activities prohibited in one jurisdiction are not necessarily prohibited in other jurisdictions. For information on the prohibitions under Jamaica's competition legislation, the **FAIR COMPETITION ACT (FCA)**, please visit our website at www.jftc.gov.jm.

In this Issue, we feature matters arising during the period January 1, 2026, to March 31, 2026.

New FTC Commissioners Appointed



The Ministry of Industry, Investment and Commerce appointed four Commissioners to serve a three-year term, which will conclude on November 30, 2028.

The newly appointed Commissioners are Dr. Nadeen Spence, who will serve as Chairwoman, along with Captain Roxene Nickle, Mr. Christopher Williamson, and Mrs. Janis Williams. Their appointments are expected to strengthen the Commission's oversight and policy direction as it continues to promote and safeguard competition in Jamaica's markets.

The FTC Staff welcomes the Commissioners and looks forward to their contributions in advancing its mandate. Further details on their professional backgrounds and experience are available on the FTC's website.

FTC Investigates Competition Issues in the Distribution of Petroleum Products

The Fair Trading Commission (FTC) has commenced an investigation into potential competition concerns in the distribution of petroleum products, following complaints received from the Jamaica Gasoline Retailers Association (JGRA).

The complaints raise concerns relating to alleged discriminatory conduct and abuse of dominance, which are examinable under the Fair Competition Act. The FTC is therefore assessing whether any conduct in the market may be restricting competition or unfairly disadvantaging certain market participants.



In addition to the matters raised by the JGRA, the FTC is examining several other issues that may be negatively impacting the commercial viability of petroleum marketing companies and gas stations, with a view to promoting fair competition and advocating for a more robust and effective regulatory framework for the sector.

In furtherance of its investigation and related competition advocacy efforts, the FTC has received information from the JGRA as well as the two largest petroleum marketing companies operating in Jamaica, which will help to inform its ongoing assessment.

FTC clears Acado Limited's Acquisition of Massy Distribution, After Agreeing on Protective Measures

The Fair Trading Commission (FTC) issued a Statement of Non-Objection in relation to the acquisition of Massy Distribution (Jamaica) Limited (MDJL) by Acado Limited, following a detailed competition assessment.

The transaction was assessed pursuant to section 17 of the Fair Competition Act (FCA), which prohibits agreements that have the purpose, effect, or likely effect of substantially lessening competition in a market. The FTC's findings are contained in its Staff Report dated February 12, 2026.



During its assessment, the FTC identified a number of competition concerns, particularly in relation to the distribution and sale of insulin products in Jamaica. To address these concerns and protect consumers, the FTC entered into a Consent Agreement with Acado Limited and its distributor, Aventa Jamaica Ltd.

Under the Consent Agreement, several measures have been imposed to preserve competition and ensure continued access to essential insulin products:

- Exit from Eli Lilly insulin distribution: Acado and Aventa will discontinue distribution of the Eli Lilly brand of insulin once a new, independent distributor commences operations. This transition is expected to occur by September 2026.
- Maintenance of business viability: Until the new distributor takes over, Acado and Aventa are required to maintain the full economic viability, marketability, and competitiveness of the Eli Lilly insulin business.
- Continuity of supply and service: Acado and Aventa must ensure a consistent supply of Eli Lilly insulin products, including maintaining sales and mark-up levels, quality standards, service levels, and customer support during the transition period.
- Independent monitoring: Acado is required to appoint an independent party to submit monthly Compliance Reports to the FTC on Aventa's sales and mark-up levels until the new distributor assumes responsibility.
- No affiliation with the new distributor: Acado and Aventa are prohibited from having any affiliation with the incoming distributor and may not exercise influence over its management, operations, or strategic direction, nor solicit its employees or customers.

The FTC considers these measures necessary to mitigate potential harm to competition and to safeguard Jamaican consumers' access to affordable and essential insulin products, while allowing the transaction to proceed.

FTC Issues Guidelines on Panel Management



In 2026, the FTC completed and published its report on panel management. The report assesses the practice whereby a business requires customers to use only pre-designated third-party providers of a complementary product as a condition for accessing its primary product. These designated providers form what is commonly referred to as a Panel, which is created and managed by the business.

Panels may be socially desirable to the extent that they promote economic efficiency in certain markets by reducing instances of market failures. However, they can also create impediments to entry. Panels are particularly prevalent in the financial sector among commercial banks, insurance companies, and mortgage institutions. For example, mortgage providers typically direct customers to their Panel of valuation surveyors when processing mortgage applications.

The assessment has benefited from extensive consultations with key stakeholders, resulting in the development of seven Guidelines to govern the establishment and maintenance of Panels, which are investigated under Section 17 of the Fair Competition Act. The core principle of these Guidelines is that where Panels are deemed necessary by businesses, they must be managed in a manner that imposes no more stringent restrictions on third parties than is required. This is consistent with Section 17(4) of the Fair Competition Act.

Businesses are encouraged to utilise these Guidelines to reduce their exposure to enforcement actions by the Fair Trading Commission.

The full report can be accessed from the FTC’s website or by using the following link:
<https://iftc.gov.jm/wp-content/uploads/2026/02/2026.01.27-FTC-Panel-Guidelines.-FINAL.pdf>

FTC Participates in National Training on Market Access



On January 26, 2026, Michelle Phillips, a FTC Legal Officer participated in the FTC at the National Training on Market Access. The event was coordinated by the Ministry of Agriculture, Fisheries and Mining, in collaboration with the Ministry of Foreign Affairs and Foreign Trade and the World Trade Organization (WTO).

The training forms a key outcome of Jamaica’s 6th Trade Policy Review (2024) and is the fourth instalment in a series of capacity-building initiatives. The programme enhances public sector expertise in market regulation, trade policy development, and export expansion. It also supports productivity growth and strengthens resilience to global trade shocks.

The FTC informs Jamaica’s trade policy by providing opinions on competition and consumer protection issues arising in trade matters.

FTC Supports Competition Law Development in Belize

From February 10–12, 2026, Mr. David Miller, Executive Director, participated in the CARICOM Competition Commission/Commonwealth Secretariat’s in-country sensitisation and training programme on competition law and policy for key stakeholder groups in Belize. He delivered presentations on “Competition Authorities and Sector Regulators” and “Establishing Effective Competition Authorities: Case Study of the Jamaica Fair Trading Commission.”



Thirty-five representatives from various Government Ministries and Agencies attended the programme, which aimed to support the establishment of a competition law framework in Belize and to provide participants with insights into the intersection of competition law and regulation.

Mr. Miller also appeared on a Belizean morning show alongside Mr. Berisford Codd to discuss the development of competition policy and the importance of fostering fair, efficient markets.

Drawing on Jamaica’s experience, Mr. Miller highlighted the transformative impact of increased competition in the telecommunications sector, where greater market rivalry resulted in improved service quality, broader offerings, and significantly lower prices. The discussion also addressed sectors characterised by natural monopolies, such as electricity and water, where strong regulatory oversight is essential to simulate competitive conditions.

Mr. Miller also noted that Belize is collaborating with the FTC, the CARICOM Competition Commission

(CCC), and the relevant Belizean Ministry to advance a comprehensive competition law framework.

FTC Celebrates World Consumer Rights Day



On Wednesday, March 11, 2026, the Fair Trading Commission joined the Consumer Affairs Commission in celebrating World Consumer Rights Day. The FTC team enjoyed a productive day engaging with students under the theme, “Safe Products, Confident Consumers.”

The event provided an opportunity to raise awareness among young consumers about their rights and the importance of product safety. The FTC reinforced its commitment to protecting consumers and ensuring that

businesses adhere to fair competition practices, particularly in markets affecting the health and safety of Jamaicans.



INTERNATIONAL COMPETITION NEWS

Italian Competition Authority Fines Italian Watch and Jewellery Giant €25.9 Million for Price Fixing and Online Sales Ban

The Italian Competition Authority (AGCM) has levied a €25,895,043 fine against Morellato S.p.A., one of Italy's leading manufacturers of mid-range watches and jewellery, following a seven-year investigation into anti-competitive practices.

The Authority found that the company, known for its affordable, non-luxury accessories, engaged in an illegal vertical agreement that restricted price competition and limited where distributors could sell their products. The infringement lasted over seven years, from July 20, 2018, to December 23, 2025.

According to investigators, Morellato did not simply suggest retail prices but actively imposed them. The company dictated the maximum discounts that distributors could offer on online sales channels, providing specific guidance on applicable discount percentages. This effectively stripped authorised sellers of their ability to set their own commercial policies.

The AGCM detailed a systematic enforcement campaign by Morellato, which included continuous monitoring of prices applied by distributors. Those who deviated from the company's instructions faced severe penalties, including repeated warnings, demands to remove discounts, the automatic blocking of orders and Amazon accounts, and even threats of contract termination.

Additionally, the AGCM found that Morellato's distribution agreements contained an express clause prohibiting distributors from selling on third-party online platforms such as Amazon and eBay. The company then monitored compliance with this ban, responding to breaches with threats and retaliatory measures.

The competition authority noted that Morellato itself continued to use those very same marketplaces to sell its own products, effectively eliminating competition from its distributors while retaining a direct sales channel for itself.

The AGCM concluded that Morellato's conduct constituted a breach of Article 101 of the Treaty on the Functioning of the European Union (TFEU), which prohibits anti-competitive agreements. By imposing resale prices and restricting online marketplace sales in a discriminatory and disproportionate manner, the company reduced competition between authorised distributors and limited consumer choice.

Morellato now has the option to appeal the fine before the Regional Administrative Court of Lazio.

Source: <https://en.agcm.it/en/media/press-releases/2026/3/l876> – March 31, 2026