

Statutory Instrument No. 126 of 1974

CONTROL OF GOODS ACT, 1973
(23 of 1973)

**CONTROL OF GOODS (TRADING MARGINS) REGULATIONS,
1974**

(Published on the 7th October, 1974)

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SCHEDULE

IN EXERCISE of the powers conferred by section 3 of the Control of Goods Act, 1973, the Minister of Commerce and Industry hereby makes the following Regulations—

1. (1) These Regulations may be cited as the Control of Goods (Trading Margins) Regulations, 1974, and shall, subject to subregulation (2), come into operation on 1st November, 1974. Citation and commencement

(2) Regulation 10 shall come into operation on the date of publication of these Regulations.

2. In these Regulations, unless the context otherwise requires — Interpretation
“authorized officer” means an authorized officer appointed under the Control of Goods (Authorized Officers) Regulations, 1974, and includes the Price Controller and a Price Control Inspector;

“cost price” of any goods, in respect of a trader, means the price paid by him for those goods excluding any discounts allowable for prompt payment, bulk order or otherwise, and excluding insurance, freight and delivery charges;

“distributor” means a wholesaler who sells to wholesalers;

“manufacturer” means a person who manufactures, or by any process produces, an article from raw, unfinished or partly manufactured materials for sale to a distributor, wholesaler, retailer or direct to the public;

“mark-up”, in respect of any goods, means the difference between the actual price at which such goods are sold by a trader, exclusive of any insurance, freight or delivery costs, and the cost price to the trader of such goods plus any insurance, freight, delivery, processing or packaging costs calculated as a percentage of such cost price;

“Price Controller” means the person designated as such under regulation 3;

	<p>“Price Control Inspector” means a person designated as such under regulation 3;</p> <p>“price list” means a price list required to be delivered to the Price Controller under regulation 5;</p> <p>“retailer” means a person who holds or is required to hold a licence under the Trading Act, 1966, other than an agent, auctioneer, banker, driller, external representative, insurance agent, produce buyer or a wholesaler licence;</p> <p>“sale” includes offer for sale and invitation to treat;</p> <p>“sales agent” means a person who holds or is required to hold an agent licence or an external representative’s licence issued under the Trading Act, 1966;</p> <p>“trader” includes wholesaler, distributor, sales agent and retailer;</p> <p>“wholesaler” means a person who holds or is required to hold a wholesaler licence issued under the Trading Act, 1966.</p>
6 of 1966	
Appointment of Price Controller and Inspectors S.I. 66 of 1974	<p>3. (1) The Minister may, by notice published in the Gazette, designate a public officer to be Price Controller, and such other persons as he deems fit to be Price Control Inspectors.</p> <p>(2) The Price Controller and all Price Control Inspectors shall be deemed to be authorized officers for the purposes of the Control of Goods (Authorized Officers) Regulations, 1974.</p>
Application	<p>4. (1) Subject to the provisions of subregulation (2), these Regulations shall apply to the sale of all goods other than those in respect of which separate price restrictions have been imposed under the Act.</p> <p>(2) These Regulations shall not apply to the sale of any goods for delivery outside Botswana.</p>
Delivery of price lists	<p>5. (1) No manufacturer, distributor, sales agent or wholesaler shall sell any goods unless he has delivered to the Price Controller two copies of his price list in respect of those goods.</p> <p>(2) If the Price Controller is not satisfied with a price list he may do either or both of the following, namely —</p> <p>(a) call for such further information as he may think necessary;</p> <p>(b) declare that such goods shall not be sold in Botswana.</p> <p>(3) A price list shall include the following information —</p> <p>(a) the price actually paid or to be paid by him for such goods;</p> <p>(b) the cost of transport or delivery, if additional to the price paid;</p> <p>(c) any costs incurred in processing or packaging;</p> <p>(d) the price at which such goods are to be sold;</p> <p>(e) details of any discounts allowable to a purchaser whether for prompt payment, bulk orders or otherwise;</p> <p>(f) details of any transport or delivery charges if payable by a purchaser.</p> <p>(4) Any manufacturer, distributor, sales agent or wholesaler who —</p> <p>(a) gives any false information in a price list;</p> <p>(b) sells any goods at a price exceeding the sale price quoted in a price list; or</p>

(c) sells any goods without having first delivered a price list in respect of such goods to the Price Controller,
shall be guilty of an offence.

(5) The Minister may exempt any class of manufacturer, distributor, sales agent or wholesaler in respect of any specific goods or class of goods from the provisions of subregulation (1).

6. (1) No manufacturer, distributor, sales agent or wholesaler shall sell any goods unless at the time of sale he delivers to the purchaser, in the case of a credit-sale, an invoice, or, in the case of a cash-sale, a cash-sale slip which shall, in either case, include the following information —

Delivery of invoice or cash-sale slip by manufacturer, etc

- (a) a description of the goods sold;
- (b) the date of sale;
- (c) the name of the purchaser;
- (d) the unit-price of the goods sold;
- (e) the quantity of goods sold; and
- (f) the total price of the goods sold.

(2) A copy of every invoice or cash-sale slip issued under subregulation (1) shall be retained by the person issuing the same for two months from the date of issue and shall be kept available for inspection by an authorized officer.

(3) The original of every invoice or cash-sale slip issued under subregulation (1) shall be retained by the purchaser to whom it is issued for a period of two months from the date of issue and shall be kept available for inspection by an authorized officer.

(4) Any person who contravenes the provisions of this regulation shall be guilty of an offence.

7. (1) No retailer shall sell any goods unless, at the time of sale, if so requested by a purchaser, he delivers to the purchaser, in the case of a credit-sale, an invoice giving the following information, namely —

Delivery of invoice or cash-sale slip by retailer

- (a) the name of the purchaser;
- (b) a description of the goods sold;
- (c) the date of sale;
- (d) the unit-price of the goods sold;
- (e) the quantity of goods sold; and
- (f) the total price of the goods sold,

or, in the case of a cash-sale, a dated cash-sale slip:

Provided that, in the case of a cash-sale, no cash-sale slip need be issued in respect of goods sold with the unit-price thereof marked upon the goods themselves or upon any package in which the goods are wrapped or packed separate from other goods.

(2) A copy of every invoice or cash-sale slip issued under subregulation (1) shall be retained by the person issuing the same for a period of two months from the date of issue and shall be kept available for inspection by an authorized officer.

Goods
imported
for sale

(3) Any person who contravenes the provisions of this regulation shall be guilty of an offence.

8. (1) No retailer importing goods for sale shall sell any such goods unless he has delivered to the Price Controller a statement of the actual cost to him of such goods, setting out as separate items transport, insurance and other charges included in such cost.

(2) If the Price Controller is not satisfied with a statement delivered to him pursuant to subregulation (1) he may do either or both of the following, namely —

- (a) call for such further information as he may think necessary;
- (b) declare that such goods shall not be sold in Botswana.

(3) Any retailer who —

- (a) gives false information in a statement delivered pursuant to subregulation (1);
- (b) fails to give any information called for by the Price Controller under subregulation (2) (a);
- (c) sells any goods without having first delivered to the Price Controller the statement required under subregulation (1); or
- (d) sells goods in contravention of subregulation (2) (b),

shall be guilty of an offence.

Mark-ups

9. (1) No distributor, sales agent or wholesaler shall sell any goods specified in the first column of the Schedule with a mark-up greater than that respectively specified in relation thereto in the second column of the said Schedule.

(2) No retailer shall sell any goods specified in the first column of the Schedule with a mark-up greater than that respectively specified in relation thereto in the third column of the said Schedule.

(3) Where the Price Controller is satisfied that a manufacturer, distributor, sales agent, wholesaler or retailer has a common interest with another distributor, sales agent, wholesaler or retailer, he may, by notice served on the persons concerned, limit the total aggregate mark-up on goods passing between those persons.

(4) For the purposes of subregulation (3), a common interest shall be deemed to exist when —

- (a) a manufacturer, distributor, sales agent, wholesaler or retailer owns or controls in any distributor, sales agent, wholesaler or retailer 20% or more of any class of voting shares or other voting participation, either directly or indirectly, or such shares are held with power to vote, or has the power to elect a majority of directors in such other distributor, sales agent, wholesaler or retailer;
- (b) one person owns or controls in any manufacturer, distributor, sales agent, wholesaler or retailer 20% or more of any class of voting shares or other voting participation, either directly or indirectly, or holds such shares with power to vote, or has the power to elect a majority of directors, and he or a member of his immediate family owns or controls a similar holding or has similar power in or over any other manufacturer, distributor, sales agent, wholesaler or retailer.

(5) For the purposes of subregulation (4), immediate family includes parent, spouse, child, brother or sister.

(6) Any distributor, sales agent, wholesaler or retailer who sells any goods with a mark-up greater than that permitted by or under this regulation shall be guilty of an offence.

10. (1) No manufacturer, distributor, sales agent, wholesaler or retailer shall, between the date of publication of these Regulations and 1st November, 1974, sell any goods in his possession for the purposes of sale on such date of publication at a price greater than that at which goods of a similar nature or description were sold by him immediately before the said date of publication. Restriction on increase in prices

(2) Any person who contravenes the provisions of this regulation shall be guilty of an offence.

11. Any person dissatisfied with any declaration by the Price Controller under regulation 5 (2) or 8 (2) (b), or any notice served by the Price Controller under regulation 9 (3), may appeal to the Minister. Appeal to Minister

SCHEDULE

<i>Classification of Goods</i>	<i>Distributor Wholesaler Sales Agent</i>	<i>Retailer</i>
1. (a) Maize, wheat, rice, sorghum, uncooked and intended for human or animal consumption, whether whole or broken or in the form of meal or flour; tea in any form; candles; bottled gas; milk or milk powder (other than condensed or evaporated milk in tins); matches	10%	20%
(b) Agricultural implements and tools whether mechanically driven or not, other hand tools and power tools and appliances for industrial, agricultural or veterinary use; industrial fasteners of all kinds; wire of all kinds and for any purpose; chemicals and equipment and parts thereof for the treatment of water; building and construction materials of any kind and whether for domestic, industrial or other purposes	10%	20%
(c) Books of a kind used for teaching and instruction in schools and other institutions of learning and training; exercise books, pencils and pens of all kinds	10%	20%
2. (a) All foodstuffs and beverages (whether alcoholic or not) of whatever kind and whatever form and whether intended for human or animal consumption not otherwise mentioned	15%	25%

<i>Classification of Goods</i>	<i>Distributor Wholesaler Sales Agent</i>	<i>Retailer</i>
(b) Soaps, detergents, fertilizers, insecticides, vermicides, fungicides, disinfectants, medicines and remedies, other than those specified in paragraph 3 (b), and other goods and materials, in whatever form or however packed, for the maintenance or improvement of cleanliness, health, or sanitary conditions or for improvement or protection in agriculture or horticulture or for veterinary use	15%	25%
(c) Domestic fuels; materials, goods and accessories for domestic heating or lighting; ammunition, guns, other hunting or fishing requisites or parts or accessories thereof	15%	25%
(d) Clothing of any kind including footwear, underwear, outerwear, and having a unit value not exceeding R15; manufactures of textile materials for personal or domestic use; textile fabrics for clothing or furnishing; clothing accessories; cottons and knitting wools; and other items for the making or repair of clothing; bedding; bed linen	15%	25%
(e) Hardware of kinds not otherwise mentioned; and including household crockery and cutlery, kitchen utensils and implements; glasswares of all kinds	15%	25%
(f) Books and stationery including periodicals, and other items normally sold through stationery or bookshops and not otherwise mentioned	15%	25%
3. (a) Clothing of any kind having a unit value in excess of R15	20%	33½%
(b) Drugs and medicines obtainable only from a chemist registered in accordance with the Medical, Dental and Pharmacy Proclamation, and cosmetics, toiletries, and other products normally sold through chemists shops and not otherwise specifically mentioned	20%	33½%
(c) All goods not elsewhere mentioned	20%	33½%

MADE this 2nd day of October, 1974.

B.M. SETSHOGO,
*Acting Permanent Secretary,
Ministry of Commerce and Industry.*