

8 April 2024

To whom it may concern,

### **CMA open letter to Nail Technicians**

From media reports over the weekend, we understand that a campaign has been launched encouraging nail technicians to raise their prices today. In that context, we want to remind all businesses in this sector of their obligations to comply with competition law. In particular, we want to underline that businesses must set their prices independently and that competitors should not discuss or coordinate among themselves the timing or amount of any price increases (whether directly or through a trade body or other membership organisation). This ensures that customers get the benefit of competition and can shop around for a good deal, while fair dealing businesses benefit.

The CMA has published advice to businesses on how to stay on the right side of the law as part of our [cheating or competing campaign](#).

More detailed guidance is also available as part of our [online collection of competition law guidance](#).

It is important that all businesses, as well as their trade bodies and membership organisations, are aware of and comply with their obligations under competition law as breaches can attract substantial fines and directors of companies which are found to have broken competition law may face disqualification. Individuals who agree to fix prices may also be committing a criminal offence.

We have also been in contact with the organiser of the campaign to remind them of the need to comply with competition law.

For the avoidance of doubt, the CMA can only reach a concluded view as to whether or not the law has been broken after a formal investigation which it has not conducted in this instance.

Yours sincerely,

The Competition and Markets Authority