

Developing your Product or Service

This is a list of prohibited items

There are certain restrictions when choosing your product or service for example

- Alcohol
- Animals and Wildlife Products
- Any product which needs to be plugged into a mains electricity supply or any product that uses a USB charger
- Drugs and Drug paraphernalia
- Embargoed Items & Prohibited Countries
- Firearms and Ammunition
- Franking Machines
- Government IDs, Licences and Uniforms
- Lockpicking Devices
- Lottery Tickets
- Mailing Lists and Personal Information
- Offensive Material
- Satellite, Digital and Cable TV Decoders
- Shares and Securities
- Surveillance Equipment
- Tobacco and Tobacco Products
- Unlocking Software
- Used Cosmetics
- The repair and maintenance of mechanically propelled vehicles
- Goods for animal consumption
- Acids, gases including helium balloons, explosives, fireworks and chemicals, drugs and pharmaceutical products
- Foodstuffs including any unbranded products for consumption and products that need to be in the fridge or have special storage requirements. Any product with a sell by date under 3 months, or which would reach the sell by date by the time you sell it. Any edible plants
- Cosmetics or beauty preparations including Henna products, face paints and essential oils. You can re-sell branded products, including soap, perfumes and bath salts. These must remain in their original packaging, with the manufacturer's name, address and the list of ingredients
- Acting as travel agents, tour operators or taxi services
- Children's Toys

Not covered by JA insurance

- Operating within the USA or Canada, or any country under their jurisdiction.
- The sale of any product imported from China, or any product which cannot be traced back to the manufacturer
- Operating within any country which is financially sanctioned by the UK. The gov.uk website shares a full list of countries that you cannot operate in. Please check this list here before moving on <https://www.gov.uk/government/collections/financial-sanctions-regime-specific-consolidated-lists-and-releases>
- The cost or value of any product lost or damaged due to defects or any costs from repairing or replacing a product. Losses from damaged products designed by you / for you and sold to buyers
- The cost of any personal possessions lost or damaged
- Anything your company agrees to be liable (responsible) for through an agreement or contract outside of this operating framework

Imports

Not all foreign goods comply with UK regulations. If you plan to import goods directly from abroad it is important that you contact the Trading Standards Department to ask for advice before importing goods.

What is Copyright?

Copyright relates to the expression of an idea, not the idea itself. For example, anyone can write a story based on the idea of a boy-wizard, but they cannot copy text or illustrations from other books about the same subject. Copyright can protect a drawing from which you make an item and could protect the item itself, for example a sculpture, but will not protect the process by which you make it.

Copyright protects sound recordings, films, broadcasts and original artistic, musical, dramatic and literary works. This includes, for example, photographs, sculptures, websites, computer programmes, plays, books, videos, databases, maps and logos. But it does not protect the names, designs or functions of the items themselves.

If you want to use someone else's copyright material in your business, you must normally get permission either directly from the owner or from an organisation which represents groups of copyright owners.

Trade Marks, Designs and Patents all need to be registered with the UK Intellectual Property Office which can be a costly and time consuming process as research has to be undertaken to ensure the work is original. However you do not need to apply for Copyright as it is an automatic right. You should use the © symbol and your company name and the date. This may help if proving Copyright becomes an issue. As the owner of the Copyright you have the right to license it sell it or transfer it to someone else.

Intellectual Property

Intellectual property law stops anyone using the same brand name or one which can be seen as imitating that name. Companies can take legal action against anyone who uses their brand/name without their permission.

The name of your Student Company cannot include 'Ltd', 'Inc' or 'Company'. The full name of your JA Student Company is your chosen name, followed by the words, "A Branch of Junior Achievement"

<https://www.youtube.com/watch?v=de5R71fXq4Q>

Business Ethics

Business Ethics is a subject that covers and crosses all of the functions of a company's activity. It is both internal to how a company operates and treats its staff and also external in how it relates to other businesses, its customers and the wider community. As a Junior Achievement company, you have the opportunity to think about what business ethics are important to you as an organisation and include your ethical values in your decision-making process and in your Mission Statement.

Ethical values guide ideas of acceptable and desirable behaviour above and beyond compliance with laws and regulations. As a company you will be faced with many choices, some of the decisions you make will be based on business values such as efficiency or profitability, others will be about the ethical values you may aspire to, such as respect, honesty and responsibility.

Environmental Impact

We are all increasingly aware of the effect our activities have on the environment and are constantly seeking new ways in which to reduce this impact. The EU environment commission has four criteria for reducing environmental impact: minimum use of natural resources, reduced emission of harmful substances, long service life and optimised re-use and recycling. The Junior Achievement Company Programme gives you the opportunity to explore ideas of how to reduce your environmental impact both within the activity of the company and in its product or service.

Here are some questions to think about as you develop your company:

- Is there a way you can use recycled materials in your product?
- Are you able to source materials locally and reduce the environmental impact of your product?
- What are the natural resources used in the manufacturing process? How can you minimise their use?
- How much packaging does your product need? What is the most appropriate material?
- How can you minimise waste? Can the waste be re-cycled?
- Do your processes result in emissions of harmful substances? If so is there an alternative that is less harmful?
- How long lasting will your product be? Is there a way you can design for multiple uses?

Product Safety

You have a legal duty to trade safely and to make sure that no-one is harmed by the goods you supply or the services you perform. If someone is injured and you are to blame, you could find yourself being both prosecuted and sued.

This is probably the most important area covered so far. If you are in any doubt about your proposed scheme, please first check with the Trading Standards Department, so they can help you avoid any problems.

Mistakes here can be costly.

British Standards

It is essential that you try wherever possible to manufacture your goods to a British Standard. If you do, it can be held as a defense against a claim for compensation arising from someone being injured through using those goods.

To check whether or not a British Standard applies to your particular product, simply telephone the Trading Standards Office or the County Reference Library.