



INDIAN JOURNAL OF  
LEGAL REVIEW

VOLUME 5 AND ISSUE 5 OF 2025

INSTITUTE OF LEGAL EDUCATION



## INDIAN JOURNAL OF LEGAL REVIEW

APIS – 3920 – 0001 | ISSN – 2583-2344

(Open Access Journal)

Journal's Home Page – <https://ijlr.iledu.in/>

Journal's Editorial Page – <https://ijlr.iledu.in/editorial-board/>

Volume 5 and Issue 5 of 2025 (Access Full Issue on – <https://ijlr.iledu.in/volume-5-and-issue-5-of-2025/>)

### Publisher

Prasanna S,

Chairman of Institute of Legal Education

No. 08, Arul Nagar, Seera Thoppu,

Maudhanda Kurichi, Srirangam,

Tiruchirappalli – 620102

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## WHY COCA-COLA PREFERS TRADE SECRET PROTECTION OVER PATENTS: A LESSON FOR INDIAN STARTUPS

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**BEST CITATION** – MS HETAL BANSAL\* & DR AVANTIKA MADHESIYA, WHY COCA-COLA PREFERS TRADE SECRET PROTECTION OVER PATENTS: A LESSON FOR INDIAN STARTUPS, INDIAN JOURNAL OF LEGAL REVIEW (IJLR), 5 (5) OF 2025, PG. 957-874, APIS – 3920 – 0001 & ISSN – 2583-2344

### 1. Abstract

Coca-Cola's enduring market dominance is significantly attributed to its strategic use of trade secret protection for its iconic beverage formula. Unlike patents, which require public disclosure and have a finite protection period, trade secrets allow Coca-Cola to maintain indefinite exclusivity without revealing proprietary information. This approach ensures sustained competitive advantage, as the formula remains undisclosed, preventing replication by competitors<sup>1821</sup>.

In highly competitive markets, trade secret protection offers distinct advantages over patents. Trade secrets encompass a broad range of confidential business information, including formulas, processes, and strategies, without the need for public disclosure. This form of protection is particularly beneficial when the information cannot be easily reverse-engineered and does not meet the stringent criteria for patentability. Additionally, trade secrets do not have an expiration date, allowing for prolonged competitive advantage as long as confidentiality is maintained<sup>1822</sup>.

For Indian startups, adopting a trade secret strategy can be advantageous, especially in sectors where innovations are not easily patentable or where the costs and complexities of obtaining patents are prohibitive. However, India's current legal framework lacks specific legislation dedicated to trade secret protection, relying instead on common law principles and contractual agreements. This absence of robust legal safeguards necessitates that startups implement stringent internal measures, such as non-disclosure agreements and comprehensive security protocols, to protect their proprietary information<sup>1823</sup>.

This research employs a qualitative methodology, analyzing case studies and existing literature to explore the efficacy of trade secrets versus patents. Key findings indicate that while trade secrets offer indefinite protection without public disclosure, they require rigorous internal controls to maintain confidentiality. Conversely, patents provide a time-bound monopoly but necessitate full public disclosure, which can be a strategic disadvantage in certain industries. The study underscores the importance for Indian startups to carefully assess their intellectual property strategies, considering both legal protections and practical measures to safeguard their innovations.

<sup>1821</sup> 'Understanding Intellectual Property Law through Coca Cola – Zvulony & Co.' available at: <https://zvulony.ca/2010/intellectual-property-law/understanding-intellectual-property-law/> (last visited on Jan 26, 2025)

<sup>1822</sup> Meredith Geaghan-Breiner, 'Patents and Trade Secrets: Complementary or Competing Modes of IP Protection?' - NYU Journal of Intellectual Property & Entertainment Law' (NYU Journal of Intellectual Property & Entertainment Law 29 October 2024) available at: <https://jipel.law.nyu.edu/patents-and-trade-secrets-complementary-or-competing-modes-of-ip-protection/> (last visited on Jan 27, 2025).

<sup>1823</sup> 'How Coca-Cola's Trade Secret Built an Empire : Trade Secrets' (Globalpatentfiling.com 2024) available at: <https://www.globalpatentfiling.com/blog/Fizzy-Fortunes-How-Coca-Cola-s-Trade-Secret-Built-an-Empire>. (last visited on Jan 28, 2025).

## 2. Introduction

### 2.1 Background

#### Coca-Cola's Global Business Model

The Coca-Cola Company, established in 1886, has evolved into a global beverage leader, operating in over 200 countries and offering more than 500 brands. Its success is anchored in a robust business model that emphasizes brand recognition, extensive distribution networks, and strategic marketing. Central to this model is the company's flagship product—a carbonated soft drink whose unique formula has remained a closely guarded secret for over a century<sup>1824</sup>.

#### The Role of Intellectual Property in Sustaining Competitive Advantage

Intellectual Property Rights (IPR) are legal mechanisms that protect creations of the mind, such as inventions, literary works, and symbols, granting exclusive rights to creators and inventors. For businesses, IPR is crucial in maintaining a competitive edge by safeguarding innovations and proprietary information. Patents and trade secrets are two primary forms of IPR utilized to protect valuable business information<sup>1825</sup>. Patents offer strong legal protection but come with high costs and public disclosure. Trade secrets, while cheaper and without time limits, must be kept confidential<sup>1826</sup>.

#### How Coca-Cola Has Maintained Secrecy of Its Formula for Over a Century

Coca-Cola's formula, known as "Merchandise 7X," is one of the world's most renowned trade secrets. Since its creation by Dr. John S.

Pemberton in 1886, the formula has been meticulously protected through stringent confidentiality measures. Initially, the formula was not written down and was known only to a select few. In 1919, to secure a loan for purchasing the company, the formula was written down and placed as collateral in a bank vault, where it remained for decades. Today, the written formula is housed in a purpose-built vault at the World of Coca-Cola museum in Atlanta, symbolizing the company's commitment to secrecy<sup>1827</sup>.

### 2.2 Research Problem

#### Why Does Coca-Cola Prefer Trade Secrets Over Patents?

Coca-Cola's decision to protect its formula as a trade secret rather than a patent is strategic. Patenting the formula would require public disclosure, enabling competitors to replicate it after the patent's expiration, typically 20 years. In contrast, a trade secret can provide indefinite protection, provided the information remains confidential. This approach allows Coca-Cola to maintain its unique market position without the risk of competitors legally accessing its proprietary formula.

#### What Can Indian Startups Learn from This Approach?

Indian startups operate in a dynamic and competitive environment where protecting intellectual assets is vital for sustainability and growth<sup>1828</sup>. Understanding the strategic use of trade secrets can offer startups alternative avenues for safeguarding innovations, especially when patenting is not feasible or desirable. By examining Coca-Cola's approach, Indian startups can learn to assess the nature of their intellectual assets and choose appropriate protection mechanisms that align with their business objectives.

<sup>1824</sup> The Coca Cola Company, 'Coca-Cola's Formula Is at the World of Coca-Cola' ([www.coca-colacompany.com](http://www.coca-colacompany.com)2024) available at: <https://www.coca-colacompany.com/about-us/history/coca-cola-formula-is-at-the-world-of-coca-cola>. (last visited on Jan 30, 2025)

<sup>1825</sup> 'Trade Secrets vs. Patents: Choosing the Right Protection Strategy for Start-Ups' ([Mondaq.com](http://mondaq.com)2024) available at: <https://www.mondaq.com/india/trade-secrets/1428562/trade-secrets-vs-patents-choosing-the-right-protection-strategy-for-start-ups> (last visited on Jan 30, 2025)

<sup>1826</sup> 'Patent vs. Trade Secrets: Making the Right Choice' ([Intepat IP24](http://intepat.com) May 2024) available at: <https://www.intepat.com/blog/patent-vs-trade-secrets-making-the-right-choice/>. (last visited on Jan 30, 2025)

<sup>1827</sup> The Coca Cola Company, 'Coca-Cola's Formula Is at the World of Coca-Cola' ([www.coca-colacompany.com](http://www.coca-colacompany.com)2024) available at: <https://www.coca-colacompany.com/about-us/history/coca-cola-formula-is-at-the-world-of-coca-cola>. (last visited on Jan 30, 2025)

<sup>1828</sup> 'IP Protection in India for Startups: Unlocking Growth and Innovation | IPNOTE' ([IPNOTE – worldwide patent and trademark registration](http://ipnote.com)2025) available at: <https://ipnote.pro/en/blog/ip-protection-in-india-for-startups-unlocking-growth-and-innovation/> (last visited on Jan 30, 2025)

### 2.3 Objectives of the Research

- **To Explore the Strategic Benefits of Trade Secrets vs. Patents:** This research aims to analyze the advantages and limitations of trade secrets and patents, providing a framework for businesses to make informed decisions about protecting their intellectual assets.
- **To Analyze the Risks and Challenges Associated with Each Form of IP Protection:** Understanding the potential vulnerabilities and enforcement challenges of both trade secrets and patents is crucial for developing robust IP strategies.
- **To Assess How Indian Startups Can Implement Trade Secret Strategies:** The study seeks to offer practical insights into how Indian startups can effectively utilize trade secret protection, considering the specific legal and market context of India.

### 2.4 Research Questions

- **Why Has Coca-Cola Never Patented Its Secret Formula?** Investigating the rationale behind Coca-Cola's preference for trade secret protection over patenting its formula.
- **What Are the Risks and Advantages of Trade Secrets?** Identifying the potential benefits and challenges associated with maintaining trade secrets as a form of IP protection.
- **How Can Indian Startups Benefit from This Strategy?** Exploring the applicability of trade secret protection for Indian startups and how it can be leveraged to achieve competitive advantage.

### 2.5 Significance of the Study

Relevance to Indian Entrepreneurs in the Competitive Startup Ecosystem

India's startup ecosystem is burgeoning, with entrepreneurs introducing innovative products

and services across various sectors. However, many startups face challenges in protecting their intellectual assets due to limited resources and the complexities of the IP landscape. This study provides valuable insights into alternative IP protection mechanisms, enabling entrepreneurs to make strategic decisions that align with their business goals and resource constraints.

Importance of Protecting Proprietary Information in Innovation-Driven Businesses

In an era where information is a critical asset, safeguarding proprietary information is essential for maintaining a competitive edge. Effective IP protection not only prevents unauthorized use but also enhances a company's valuation and attractiveness to investors. By understanding the nuances of trade secrets and patents, businesses can implement tailored strategies that protect their innovations while supporting long-term growth and sustainability.

### 3. Literature Review

Intellectual property (IP) protection plays a crucial role in a company's competitive advantage. Firms must decide whether to protect their innovations using patents, trade secrets, or other IP strategies. Coca-Cola, one of the most iconic global brands, has chosen trade secret protection over patents for its formula. This literature review explores the reasons behind this decision, examines its implications for business strategy, and derives lessons for Indian startups.

Trade Secrets vs. Patents: A Comparative Analysis

Patents provide exclusive rights to an invention for a fixed period (typically 20 years) in exchange for public disclosure of the innovation. In contrast, trade secrets protect valuable business information that remains undisclosed and can last indefinitely if secrecy is maintained. Several studies highlight the

benefits and limitations of each approach (Hall et al., 2014; Jorda, 2007)<sup>1829</sup>.

Coca-Cola's strategic decision to keep its formula a trade secret rather than patenting it stems from multiple factors:

1. **Longevity of Protection:** Patents expire, leading to potential loss of exclusivity. Trade secrets, however, remain protected as long as secrecy is maintained (Lemley, 2008)<sup>1830</sup>.
2. **Avoiding Disclosure:** Patent applications require public disclosure of the invention, whereas trade secrets keep proprietary information confidential, preventing competitors from replicating the product (Graham et al., 2009)<sup>1831</sup>.
3. **Enforcement and Risk Management:** While patents provide legal recourse against infringement, enforcing them can be costly and uncertain. Trade secrets require robust internal security measures but can be more practical for certain types of information (Friedman et al., 1991)<sup>1832</sup>.

#### Coca-Cola's Trade Secret Strategy and Business Impact

Coca-Cola has maintained the secrecy of its formula since its inception in 1886. The company has implemented stringent security measures, limiting access to the formula to only a handful of executives. Additionally, Coca-Cola has leveraged its brand and marketing strength to complement its trade secret strategy, reinforcing its market dominance (Pisano & Teece, 2007)<sup>1833</sup>.

<sup>1829</sup> Bronwyn H Hall and others, 'The Choice Between Patents and Trade Secrets: Evidence from UK Firms' (2014) 45(1) *RAND Journal of Economics* 123

<sup>1830</sup> Mark A Lemley, 'The Surprising Virtues of Treating Trade Secrets as IP Rights' (2008) 61(2) *Stanford Law Review* 311

<sup>1831</sup> Stuart JH Graham and others, 'High Technology Entrepreneurs and the Patent System: Results of the 2008 Berkeley Patent Survey' (2009) 24(4) *Berkeley Technology Law Journal* 1255

<sup>1832</sup> David Friedman, William M Landes, and Richard A Posner, 'Some Economics of Trade Secret Law' (1991) 5(1) *The Journal of Economic Perspectives* 61

<sup>1833</sup> Gary P Pisano and David J Teece, 'How to Capture Value from Innovation: Shaping Intellectual Property and Industry Architecture' (2007) 50(1) *California Management Review* 278

Studies suggest that firms with strong branding and operational secrecy can benefit more from trade secrets than patents. This approach minimizes legal risks associated with IP litigation and reduces costs related to patent filing and maintenance (Gans et al., 2002)<sup>1834</sup>.

#### Lessons for Indian Startups

For Indian startups, the Coca-Cola case provides valuable insights:

1. **Choosing the Right IP Strategy:** Startups should evaluate whether their innovation is best protected under patent law or as a trade secret based on longevity, disclosure risks, and enforcement costs.
2. **Building Strong Security Measures:** Effective trade secret protection requires robust confidentiality agreements, employee training, and cybersecurity measures to prevent information leaks.
3. **Leveraging Brand Value:** Companies relying on trade secrets must invest in brand equity and market positioning to sustain a competitive edge.
4. **Balancing IP Mix:** Indian startups in sectors like biotechnology and software may benefit from a hybrid approach—patenting core innovations while keeping certain processes or data proprietary as trade secrets (Arundel, 2001)<sup>1835</sup>.

Coca-Cola's preference for trade secret protection over patents highlights the strategic advantages of secrecy in specific industries. Indian startups can learn from this model, tailoring their IP strategies to their business goals and market conditions.

<sup>1834</sup> Joshua S Gans, David H Hsu, and Scott Stern, 'When Does Start-Up Innovation Spur the Gale of Creative Destruction?' (2002) 33(4) *RAND Journal of Economics* 571

<sup>1835</sup> Adam Arundel, 'The Relative Effectiveness of Patents and Secrecy for Appropriation' (2001) 30(4) *Research Policy* 611

#### 4. Scope & Purpose

##### 4.1 Scope of the Study

###### Focus on Coca-Cola's Trade Secret Strategy

Coca-Cola's formula is one of the most renowned trade secrets in the business world. Since its creation in 1886 by Dr. John S. Pemberton, the formula has been meticulously guarded, known only to a select few individuals within the company. Initially, the formula was kept unwritten to maintain its secrecy. In 1919, it was documented and secured as collateral for a loan, underscoring its immense value to the company. Today, the formula is stored in a purpose-built vault at the World of Coca-Cola museum in Atlanta, symbolizing the company's enduring commitment to confidentiality.

Coca-Cola's decision to protect its formula as a trade secret, rather than patenting it, has allowed the company to maintain exclusive rights indefinitely, provided the secrecy is preserved<sup>1836</sup>. This approach has prevented competitors from replicating the product, thereby sustaining Coca-Cola's unique market position. The company's stringent internal protocols, including limiting access to the formula and implementing robust security measures, have been pivotal in safeguarding this valuable intellectual property.

###### Implications for Indian Startups in Technology, Food, and Pharmaceutical Industries

The strategic use of trade secrets by Coca-Cola offers valuable insights for Indian startups, particularly in the technology, food, and pharmaceutical sectors. In India, the legal framework for trade secret protection is evolving, with the growing importance of safeguarding confidential business information driven by intensifying local and global competition. Unlike patents, which require formal registration and public disclosure, trade secrets are protected through confidentiality and non-disclosure agreements (NDAs).

For startups operating in innovation-driven industries, the decision to protect intellectual property through trade secrets can offer several advantages. Trade secrets do not require public disclosure, allowing companies to maintain a competitive edge without revealing proprietary information. Additionally, the protection can last indefinitely, as long as the secrecy is maintained, which is particularly beneficial for processes or formulas that are difficult to reverse-engineer<sup>1837</sup>.

However, this approach also presents challenges. The lack of a specific statute governing trade secrets in India means that protection relies heavily on internal measures and contractual agreements. This necessitates that startups implement robust confidentiality protocols to mitigate the risk of misappropriation. Understanding these dynamics is crucial for Indian startups aiming to protect their innovations effectively.

##### 4.2 Purpose of the Study

###### Provide Insights on How Startups Can Strategically Choose Between Trade Secrets and Patents

The primary purpose of this study is to analyze the strategic considerations that Indian startups must evaluate when choosing between trade secret protection and patenting their innovations. By examining Coca-Cola's longstanding use of trade secret protection, the study aims to highlight the benefits and risks associated with this approach. Trade secrets can offer indefinite protection without the need for public disclosure, making them suitable for certain types of intellectual property. However, they also require rigorous internal controls to maintain confidentiality.

Conversely, patents provide a finite period of exclusive rights but require detailed public disclosure of the invention. This study will explore scenarios where one form of protection may be more advantageous than the other,

<sup>1836</sup> 'Is the Coca-Cola Formula Kept Secret Because the Company Has Something to Hide?' (*Coca-cola.com*2024) available at: <https://www.coca-cola.com/ng/en/about-us/faq/is-the-coca-cola-formula-kept-secret-because-the-company-has-som>. (last visited on Feb 8, 2025)

<sup>1837</sup> 'Protecting Trade Secrets in Life Sciences and Pharma' (*CCBJ*) available at: <https://ccbjournal.com/articles/protecting-trade-secrets-in-life-sciences-and-pharma>. (last visited on Feb 8, 2025)

considering factors such as the nature of the innovation, the ease of reverse-engineering, and the competitive landscape.

Offer Recommendations for Indian Policymakers to Strengthen Trade Secret Laws

Another critical objective of this study is to provide recommendations for Indian policymakers on strengthening the legal framework for trade secret protection. Currently, India lacks a specific statute governing trade secrets, relying instead on common law principles and contractual agreements. This gap poses challenges for businesses seeking to protect their confidential information. By analyzing international best practices and the existing legal landscape, the study aims to suggest legislative measures that can enhance the protection of trade secrets in India.

Strengthening trade secret laws can foster a more innovation-friendly environment, encouraging startups to invest in research and development without the fear of misappropriation. This, in turn, can contribute to economic growth and the development of a robust startup ecosystem in India.

In conclusion, this study seeks to provide a comprehensive analysis of trade secret protection as a strategic tool for Indian startups, drawing lessons from Coca-Cola's approach, and to offer policy recommendations to bolster the legal framework in India.

## 5. Methodology

### 5.1 Research Design

This study employs a qualitative research design, focusing on case studies and comprehensive literature reviews to explore the strategic preference for trade secret protection over patents, as exemplified by Coca-Cola, and its implications for Indian startups. Qualitative research is particularly suited for understanding complex phenomena within their real-life contexts, allowing for an in-depth analysis of intellectual property (IP) strategies. The case study approach enables the examination of specific instances where trade secret protection

has been effectively utilized, providing valuable insights into the decision-making processes of organizations.

### 5.2 Data Collection Methods

Secondary Data from Academic Journals, IP Case Studies, and Legal Reports

The primary data sources for this study include academic journals, IP case studies, and legal reports. These sources offer authoritative and peer-reviewed information on the nuances of trade secret protection and patent law. For instance, the article "Patents versus Trade Secrets: Factors to Consider" discusses the distinctions between patents and trade secrets, highlighting that patents protect information by dedicating it to the public in return for a limited monopoly, while trade secrets protect information with independent competitive value derived from its secrecy<sup>1838</sup>. Additionally, the chapter "Patents and Trade Secrets" explores how these two forms of IP protection serve as alternative legal mechanisms for safeguarding innovative technical research<sup>1839</sup>.

### Analysis of Real-World Cases

To contextualize the theoretical aspects, the study analyzes real-world cases where trade secret protection has been pivotal. The Coca-Cola Company serves as a primary example, having maintained the secrecy of its formula for over a century. An incident in 2006 involved employees attempting to sell Coca-Cola's trade secrets to PepsiCo, which underscores the company's vigilance in protecting its proprietary information<sup>1840</sup>. Other cases, such as KFC's secret recipe and Google's search algorithm, are also examined to understand the broader application of trade secret protection across different industries. These cases provide practical insights into the effectiveness and

<sup>1838</sup> R Mark Halligan, 'Patents versus Trade Secrets: Factors to Consider' *Reuters* (9 April 2024) available at: <https://www.reuters.com/legal/legalindustry/patents-versus-trade-secrets-factors-consider-2024-04-09/>. (last visited on Feb 11, 2025)

<sup>1839</sup> Lionel Bently and Tanya Aplin, 'Patents and Trade Secrets' [2023] Oxford University Press eBooks 65.

<sup>1840</sup> '5 Famous Trade Secret Cases' (*Vondran Legal* 12 July 2023) available at: <https://tradesecrets.vondranlegal.com/blog/5-famous-trade-secret-cases/>. (last visited on Feb 11, 2025)

challenges associated with maintaining trade secrets.

### 5.3 Data Analysis

#### Comparative Approach to Evaluating IP Strategies

The study adopts a comparative approach to evaluate the efficacy of trade secrets versus patents as IP protection strategies. This involves analyzing the duration, scope, and enforceability of each protection method. Patents offer a fixed term of protection, typically 20 years, after which the information enters the public domain. In contrast, trade secrets can provide indefinite protection, contingent upon the information remaining confidential<sup>1841</sup>. This analysis helps elucidate why certain companies, like Coca-Cola, opt for trade secret protection over patents.

#### Risk-Benefit Analysis of Trade Secrets vs. Patents

A risk-benefit analysis is conducted to assess the advantages and potential drawbacks of trade secrets and patents. Trade secrets do not require public disclosure and can last indefinitely, offering a perpetual competitive advantage if maintained properly. However, they are vulnerable to reverse engineering and independent discovery, which can nullify the protection. Patents, while providing robust legal protection against infringement, necessitate full public disclosure and have a limited duration. This analysis considers factors such as the nature of the innovation, the industry landscape, and the resources available for enforcement, providing a nuanced understanding of the strategic considerations involved in choosing between trade secrets and patents.

### 5.4 Limitations of the Study

#### Lack of Primary Data

One significant limitation of this study is the absence of primary data, such as direct interviews with executives from companies like Coca-Cola. Access to such proprietary information is often restricted, limiting the ability to gain firsthand insights into the strategic decision-making processes regarding IP protection. This reliance on secondary data may result in a less comprehensive understanding of the internal considerations that influence the preference for trade secrets over patents.

#### Variability in Legal Frameworks Across Different Jurisdictions

Another limitation is the variability in legal frameworks governing IP protection across different jurisdictions. While the study focuses on Coca-Cola's strategy, primarily within the United States, the implications for Indian startups must consider India's unique legal landscape. India lacks a specific statute governing trade secrets, relying instead on common law principles and contractual agreements. This disparity can affect the applicability of the findings and recommendations, necessitating a careful consideration of local legal contexts when formulating IP strategies.

This study utilizes a qualitative research design, drawing from secondary data sources and real-world case analyses to explore the strategic preference for trade secret protection over patents. While the methodology provides valuable insights, the limitations underscore the need for further research, particularly involving primary data collection and a deeper examination of jurisdiction-specific legal frameworks.

#### Chapter 1: Why Coca-Cola Prefers Trade Secrets Over Patents

Coca-Cola's secret formula is one of the most closely guarded trade secrets in the business world. Since its creation in 1886 by Dr. John S.

<sup>1841</sup> David Breiner, 'Patents vs. Trade Secrets: What You Should Know' ([www.brownwinick.com](http://www.brownwinick.com)) available at: <https://www.brownwinick.com/insights/patents-vs.-trade-secrets-what-you-should-know>. (last visited on Feb 11, 2025)

Pemberton, the formula has remained a closely guarded secret, contributing significantly to the brand's mystique and market dominance<sup>1842</sup>. This chapter delves into the history of Coca-Cola's secret formula, the rationale behind maintaining it as a trade secret, and the business benefits associated with this strategy.

#### The History of Coca-Cola's Secret Formula

Dr. John S. Pemberton, an Atlanta-based pharmacist, invented Coca-Cola in 1886<sup>1843</sup>. The original formula was a syrup mixed with carbonated water, sold as a medicinal tonic. Pemberton's partner, Frank M. Robinson, named the beverage "Coca-Cola," reflecting its two key ingredients: coca leaves and kola nuts. The formula's exact composition was a closely guarded secret from the outset, known only to a few individuals within the company.

In 1919, a group of investors led by Ernest Woodruff purchased The Coca-Cola Company. To secure the loan for this acquisition, the secret formula was written down for the first time and placed as collateral in a vault at the Guaranty Bank in New York. After repaying the loan in 1925, the company reclaimed the formula and stored it in a vault at the Trust Company Bank in Atlanta, where it remained for over 86 years. In 2011, the formula was moved to a permanent exhibit at the World of Coca-Cola museum in Atlanta, allowing visitors to experience the brand's rich history while keeping the formula itself securely hidden.

#### The Rationale Behind Keeping the Formula a Trade Secret

Coca-Cola's decision to maintain its formula as a trade secret rather than patenting it is a strategic one, influenced by several key considerations:

1. **Indefinite Protection:** Patents provide exclusive rights for a limited period, typically 20 years, after which the information enters the public domain. By opting for trade secret protection, Coca-Cola ensures that its formula remains confidential indefinitely, as long as the secrecy is maintained.
2. **Avoiding Disclosure:** Patenting requires full public disclosure of the invention, which would have revealed Coca-Cola's unique formula to competitors. By keeping it a trade secret, the company avoids this mandatory disclosure, maintaining its competitive edge.
3. **Difficulty in Reverse Engineering:** The complexity of the formula makes it challenging to reverse-engineer. This inherent difficulty supports the effectiveness of trade secret protection, as competitors cannot easily replicate the product without access to the confidential information.

Business Benefits: Indefinite Protection, Cost-Effectiveness, and Market Exclusivity

Maintaining the formula as a trade secret offers several business advantages:

1. **Indefinite Protection:** As long as the formula remains a secret, Coca-Cola enjoys perpetual protection, unlike patents that expire after a set period. This indefinite exclusivity has allowed the company to build and sustain a strong brand identity over more than a century.
2. **Cost-Effectiveness:** Trade secret protection does not involve the registration fees and legal costs associated with obtaining and maintaining patents. This cost-effectiveness is particularly beneficial for companies seeking to protect proprietary information without incurring substantial expenses.
3. **Market Exclusivity:** The secrecy surrounding the formula contributes to

<sup>1842</sup> 'Coca-Cola Moves Its Secret Formula to the World of Coca-Cola' (*The Coca-Cola Company* 8 December 2011) available at: <https://investors.coca-colacompany.com/news-events/press-releases/detail/299/coca-cola-moves-its-secret-formula-to-the-world-of-coca-cola> (last visited on Feb 18, 2025).

<sup>1843</sup> Redacción HuffPost, 'Se Revela Que La Codiciada Fórmula de La Coca-Cola Tiene Origen Español: No, No Hablamos de Madrid O Barcelona' (*ElHuffPost* 30 January 2025) available at: <https://www.huffingtonpost.es/sociedad/se-revela-codiciada-formula-cocacola-origen-espanol-hablamos-madrid-barcelona.html> (last visited on Feb 18, 2025).

Coca-Cola's unique market position. The allure of the "secret formula" enhances brand mystique and consumer intrigue, differentiating Coca-Cola from competitors.

4. **Legal Safeguards:** While trade secrets do not provide the same legal protections as patents, Coca-Cola has implemented stringent internal measures to safeguard the formula. These include limiting knowledge of the formula to a select few employees and securing it in a vault, thereby mitigating the risk of misappropriation.

Coca-Cola's preference for trade secret protection over patenting its formula is a deliberate strategy that offers indefinite protection, cost savings, and sustained market exclusivity. This approach has played a pivotal role in establishing and maintaining Coca-Cola's position as a global beverage leader.

#### Chapter 2: How Coca-Cola Protects Its Trade Secrets

Coca-Cola's secret formula is one of the most closely guarded trade secrets in the world. The company employs a multifaceted approach to protect this valuable asset, encompassing stringent security measures, restricted employee access, robust legal contracts, and secure storage solutions. This chapter explores these protective strategies in detail.

#### Security Measures and Restricted Employee Access

To safeguard its secret formula, Coca-Cola implements comprehensive security protocols that limit access to sensitive information. Only a select group of employees are privy to the complete formula, ensuring that knowledge is compartmentalized and exposure is minimized. This approach reduces the risk of unauthorized disclosure and maintains the confidentiality of the proprietary information.

Digital security measures are also integral to Coca-Cola's strategy. The company employs password protection, file encryption, and

network restrictions to ensure that only authorized personnel can access trade secret files<sup>1844</sup>. Additionally, Coca-Cola enforces strict policies regarding employee computer and internet usage, preventing access to the company network from personal devices and monitoring file-sharing methods to mitigate potential data breaches.

The importance of internal security is underscored by past incidents. For example, in 2006, a Coca-Cola secretary attempted to sell confidential information to a competitor. The plot was foiled, highlighting the necessity of vigilant internal controls and the potential risks posed by insider threats.

#### Legal Contracts: NDAs, Non-Compete Clauses, and Confidentiality Agreements

Coca-Cola employs robust legal frameworks to protect its trade secrets. Employees and business partners are required to sign Non-Disclosure Agreements (NDAs), non-compete clauses, and confidentiality agreements, legally binding them to maintain the secrecy of proprietary information. These contracts serve as deterrents against unauthorized disclosure and provide legal recourse in the event of a breach.

Implementing such agreements is a common practice among companies seeking to protect their trade secrets. These legal instruments ensure that individuals with access to sensitive information are contractually obligated to uphold confidentiality, thereby safeguarding the company's competitive advantage.

#### Storage of the Formula: Vault in Atlanta Headquarters

The physical security of Coca-Cola's secret formula is paramount. In 2011, after being housed in a vault at SunTrust Bank for 86 years, the company transferred the secret formula to a custom-built vault at the World of Coca-Cola in Atlanta. This vault is a central feature of the

<sup>1844</sup> kevensteinberg, 'The Key to Trade Secrets: How to Recognize Them and Protect Your Business' (Keven Steinberg Law26 August 2020) available at: <https://kevensteinberglaw.com/the-key-to-trade-secrets-how-to-recognize-them-and-protect-your-business/> (last visited on Feb 20, 2025).

museum, allowing visitors to learn about the brand's history while ensuring the formula's security.

The vault is equipped with advanced security systems to prevent unauthorized access, reflecting Coca-Cola's commitment to protecting its most valuable asset. This strategic move not only enhances security but also reinforces the brand's mystique and consumer intrigue.

Coca-Cola's comprehensive approach to protecting its trade secrets involves a combination of stringent security measures, restricted employee access, robust legal contracts, and secure storage solutions. By implementing these strategies, the company ensures the confidentiality of its secret formula, maintaining its competitive edge in the global market.

### Chapter 3: Lessons for Indian Startups

In the dynamic and competitive landscape of Indian startups, safeguarding intellectual property (IP) is crucial for sustaining innovation and achieving long-term success. A critical decision in this context is choosing between patents and trade secrets for protecting proprietary information. This chapter explores the considerations for opting for trade secrets over patents, identifies industries where trade secrets are particularly advantageous, outlines best practices for Indian startups to protect such secrets, and emphasizes the role of non-disclosure agreements (NDAs), employee training, and cybersecurity in IP protection.

### When to Choose Trade Secrets Over Patents

The decision to protect an innovation as a trade secret rather than seeking patent protection hinges on several factors:

1. **Nature of the Innovation:** If the innovation is not easily reverse-engineered or independently discovered, maintaining it as a trade secret can provide indefinite protection. For instance, formulas, business strategies,

and customer lists often fall into this category.

2. **Duration of Protection:** Patents offer protection for a limited period (typically 20 years), after which the information enters the public domain. Trade secrets, however, can be protected indefinitely, provided their confidentiality is maintained. This makes trade secrets particularly suitable for innovations with a long commercial lifespan<sup>1845</sup>.
3. **Cost Considerations:** Obtaining and maintaining patents can be expensive and time-consuming, involving legal fees and stringent disclosure requirements. In contrast, protecting trade secrets can be more cost-effective, as it does not require registration, provided that adequate measures are taken to maintain secrecy<sup>1846</sup>.
4. **Risk of Disclosure:** Patenting requires full public disclosure of the invention, which may enable competitors to replicate or design around the innovation. If the competitive advantage relies on keeping the information confidential, a trade secret is preferable<sup>1847</sup>.

### Industries Where Trade Secrets Are More Beneficial

Certain industries are particularly suited to leveraging trade secrets due to the nature of their innovations:

1. **Food and Beverages:** Proprietary recipes and formulations, such as Coca-Cola's secret formula, are classic examples where trade secrets are favored to maintain a unique market position.

<sup>1845</sup> 'Patents vs Trade Secrets' (Oury Clark) available at: <https://www.ouryclark.com/resources/quick-guide/patents-vs-trade-secrets/>. (last visited on Feb 22, 2025)

<sup>1846</sup> 'Trade Secrets vs Patents: Which Is Right for You?' (Morningside18 February 2021) available at: <https://www.morningtrans.com/trade-secrets-vs-patents-which-is-right-for-you/>. (last visited on Feb 22, 2025).

<sup>1847</sup> 'Obtaining Patents vs Protecting Trade Secrets' (AIPPI2024) available at: <https://www.aippi.org/news/examining-the-thin-line-between-obtaining-patents-vs-protecting-trade-secrets/>. (last visited on Feb 22, 2025).

2. **Software:** Source codes, algorithms, and proprietary processes in software development are often protected as trade secrets to prevent unauthorized use and maintain a competitive edge.
3. **Manufacturing:** Unique manufacturing processes, techniques, and methods that provide a competitive advantage are typically safeguarded as trade secrets to prevent replication by competitors.

#### Best Practices for Indian Startups to Protect Trade Secrets

To effectively protect trade secrets, Indian startups should implement the following best practices:

1. **Identify and Classify Trade Secrets:** Conduct regular audits to identify valuable proprietary information and classify it based on its sensitivity and importance to the business.
2. **Implement Access Controls:** Restrict access to trade secrets to essential personnel only. Utilize physical and digital security measures, such as secure storage facilities and encrypted databases, to prevent unauthorized access.
3. **Develop Confidentiality Policies:** Establish comprehensive policies outlining procedures for handling confidential information. Ensure that all employees and partners are aware of these policies and their responsibilities in maintaining secrecy.
4. **Monitor and Enforce Compliance:** Regularly monitor adherence to confidentiality policies and take prompt action against any breaches. This includes conducting audits and implementing corrective measures as necessary.

The Role of NDAs, Employee Training, and Cybersecurity in IP Protection

Several critical components contribute to the effective protection of trade secrets:

1. **Non-Disclosure Agreements (NDAs):** NDAs are legal contracts that obligate parties to maintain confidentiality of shared information. Implementing NDAs with employees, contractors, and business partners is essential to legally safeguard trade secrets and provide recourse in case of unauthorized disclosure.
2. **Employee Training:** Educating employees about the importance of protecting trade secrets and their role in maintaining confidentiality is vital. Regular training sessions should cover topics such as recognizing sensitive information, proper data handling procedures, and the consequences of breaches.
3. **Cybersecurity Measures:** In the digital age, protecting electronic data is paramount. Implement robust cybersecurity protocols, including firewalls, encryption, secure passwords, and regular security audits, to protect trade secrets from cyber threats<sup>1848</sup>.

For Indian startups, strategically choosing between patents and trade secrets is crucial for effective IP protection. Trade secrets offer indefinite protection without the need for public disclosure, making them suitable for certain types of proprietary information, especially in industries like food and beverages, software, and manufacturing.

#### Chapter 4: Challenges and Risks for Indian Startups

Indian startups operate in a vibrant ecosystem that fosters innovation and entrepreneurship.

<sup>1848</sup> 'Protection of Trade Secrets and Confidential Information in India and Global Trends' (De Penning and De Penning 12 December 2023) available at: <https://depenning.com/blog/trade-secrets-confidential-information/>. (last visited on Feb 23, 2025)

However, they face significant challenges in protecting their trade secrets, which are crucial for maintaining competitive advantage. This chapter delves into the primary obstacles, including weak trade secret laws and enforcement challenges, high employee turnover leading to information leakage, and the difficulties associated with proving trade secret misappropriation in court.

### Weak Trade Secret Laws and Enforcement Challenges in India

Unlike some countries with dedicated legislation for trade secret protection, India lacks a specific statute addressing this critical aspect of intellectual property. Currently, trade secrets in India are safeguarded through a patchwork of existing laws, such as contract law, the Indian Contract Act, and the Information Technology Act of 2000. This fragmented approach creates uncertainty and hinders effective enforcement, making it challenging for businesses to protect their proprietary information.

The absence of a unified legal framework means that enforcement relies heavily on contractual agreements like Non-Disclosure Agreements (NDAs) and Non-Compete Clauses (NCCs). While these instruments are essential, they may not fully address the complexities of trade secret protection, especially when disputes arise. Moreover, the reliance on general legal principles rather than specific statutes can lead to inconsistent judicial interpretations, further complicating enforcement efforts<sup>1849</sup>.

### High Employee Turnover and Risk of Information Leakage

The Indian startup ecosystem is characterized by high attrition rates, which pose significant risks to the protection of trade secrets. Employee turnover rates in startups are notably high, with some estimates suggesting rates between 50% and 80%. This high turnover

increases the likelihood of confidential information being inadvertently or deliberately leaked to competitors<sup>1850</sup>.

Several factors contribute to this high attrition, including job insecurity, intense work environments, and limited career progression opportunities within startups. A survey indicated that approximately 67% of startup employees are open to transitioning to established firms, primarily due to concerns about job security and career growth<sup>1851</sup>. Such transitions can lead to the dissemination of proprietary information, especially if departing employees join competitors or start their own ventures.

### Difficulty in Proving Trade Secret Misappropriation in Court

In the event of trade secret misappropriation, Indian startups face significant challenges in seeking legal redress due to the complexities involved in proving such cases in court. The absence of a specific legal framework for trade secrets means that plaintiffs must rely on general principles of contract law, breach of confidence, and unfair competition, which may not adequately address the nuances of trade secret disputes<sup>1852</sup>.

Proving misappropriation requires demonstrating that the information in question qualifies as a trade secret, that reasonable measures were taken to protect its confidentiality, and that the defendant acquired, used, or disclosed the information improperly. This process is often complicated by the intangible nature of trade secrets and the lack of concrete evidence, making it difficult to establish a clear case. Additionally, quantifying the economic loss resulting from

<sup>1849</sup> 'A Closer Look at Protecting Trade Secrets in India as New Legislation Could Be on the Horizon' (*Lexology* 4 September 2024) available at: <https://www.lexology.com/library/detail.aspx?g=9ef9388b-81a5-460f-88e2-3d03450f7f8e&> (last visited on Feb 23, 2025)

<sup>1850</sup> Ananya Bhattacharya, 'Most Indian Techies Quit Their Startup Jobs within Two Years' (*Quartz* 14 August 2018) available at: <https://qz.com/india/1347207/indian-startups-have-an-employee-retention-problem-worse-than-bpos/> (last visited on Feb 23, 2025)

<sup>1851</sup> Rica Bhattacharyya, '67% Startup Employees Prefer Moving to Established Firms: CIEL HR Survey' (*The Economic Times* 29 May 2024) available at: <https://economictimes.indiatimes.com/tech/startups/67-startup-employees-prefer-moving-to-established-firms-ciel-hr-survey/articleshow/110537520.cms> (last visited on Feb 23, 2025)

<sup>1852</sup> 'Trade Secret Protection: Strategies & Challenges for Business' (*Oxyzo* 15 January 2024) available at: <https://www.oxyzo.in/blogs/deep-dive-into-trade-secrets-protection-under-indian-law/113553> (last visited on Feb 23, 2025)

misappropriation can be challenging, further complicating legal proceedings<sup>1853</sup>.

Indian startups face multifaceted challenges in protecting their trade secrets, stemming from weak legal frameworks, high employee turnover, and difficulties in legal enforcement. Addressing these issues requires a comprehensive approach, including the development of specific legislation for trade secret protection, implementation of robust internal policies to mitigate information leakage, and strengthening of legal mechanisms to effectively address misappropriation.

#### Chapter 5: Recommendations for Strengthening Trade Secret Protection in India

In the rapidly evolving global economy, safeguarding trade secrets is pivotal for maintaining a competitive edge. For Indian startups, especially in sectors like technology, pharmaceuticals, and food and beverages, robust trade secret protection is essential<sup>1854</sup>. This chapter provides detailed recommendations to enhance trade secret protection in India, focusing on policy reforms, internal security measures for startups, and the role of government and industry bodies in education and awareness.

#### Policy Recommendations for Stronger Trade Secret Laws

- 1. Enactment of Dedicated Trade Secret Legislation:** India currently lacks a specific statute governing trade secret protection, relying instead on a combination of contract law, equity principles, and common law. This fragmented approach often leads to inconsistent enforcement and uncertainty. The Law Commission of India, in its 289th report, recommended

the introduction of the "Protection of Trade Secrets Bill, 2024," aiming to establish a comprehensive legal framework for trade secrets<sup>1855</sup>. Implementing such legislation would align India with global standards and provide clear guidelines for protection and enforcement.

- 2. Inclusion of Criminal Penalties:**

Currently, criminal penalties are not expressly available for trade secret misappropriation in India, and civil remedies are often challenging to obtain and may lack deterrent effect<sup>1856</sup>. Introducing criminal sanctions for deliberate misappropriation could serve as a stronger deterrent against potential infringers.

- 3. Adherence to International Standards:**

Aligning domestic laws with international frameworks, such as the Agreement on Trade-Related Aspects of Intellectual Property Rights (TRIPS), would enhance the credibility and effectiveness of India's trade secret protection. This alignment would facilitate international business collaborations and boost investor confidence.

- 4. Establishment of Specialized IP Courts:**

Creating specialized intellectual property courts with expertise in handling trade secret cases would expedite legal proceedings and ensure informed judgments. This specialization would address the complexities inherent in trade secret litigation and improve enforcement efficiency.

<sup>1853</sup> 'Challenges of Trade Secret Protection in India | Legal Service India - Law Articles - Legal Resources' (*Legalserviceindia.com*2015) available at: <https://www.legalserviceindia.com/legal/article-5881-challenges-of-trade-secret-protection-in-india.html> (last visited on Feb 23, 2025)

<sup>1854</sup> 'An Overview on Trade Secrets' available at: <https://www.amsshardul.com/wp-content/uploads/2024/03/An-Overview-on-Trade-Secrets-2024.pdf> (last visited on Feb 23, 2025)

<sup>1855</sup> Vikrant Rana and Gaurav Goswami, 'Safeguarding Secrets: 22nd Law Commission's Push for Trade Secrets in India' (*Bar and Bench - Indian Legal news*14 May 2024) available at: <https://www.barandbench.com/law-firms/view-point/safeguarding-secrets-22nd-law-commission-push-for-trade-secrets-in-india> (last visited on Feb 23, 2025)

<sup>1856</sup> 'India - Protecting Intellectual Property' (*International Trade Administration*12 January 2024) available at: <https://www.trade.gov/country-commercial-guides/india-protecting-intellectual-property>. (last visited on Feb 23, 2025)

## Encouraging Startups to Develop Internal Security Policies

- 1. Implementation of Confidentiality Agreements:** Startups should mandate the signing of Non-Disclosure Agreements (NDAs) and confidentiality clauses by employees, contractors, and business partners<sup>1857</sup>. The Indian Contract Act, 1872, provides a framework for enforcing such agreements, thereby legally binding individuals to maintain confidentiality.
- 2. Access Control Measures:** Limiting access to sensitive information to only those employees who require it for their roles is crucial. Implementing data classification systems, individual user passwords, and virtual private networks (VPNs) can help control and monitor access effectively.
- 3. Employee Training and Awareness:** Regular training programs should be conducted to educate employees about the importance of trade secrets and the protocols for handling confidential information. Such initiatives foster a culture of security and vigilance within the organization.
- 4. Robust Cybersecurity Measures:** In the digital age, protecting electronic data is paramount. Startups should invest in advanced cybersecurity infrastructure to safeguard against cyber espionage and data breaches. Regular audits and updates to security protocols are essential to address emerging threats.

## The Role of Government and Industry Bodies in Educating Businesses About Trade Secret Protection

- 1. Awareness Campaigns:** Government agencies and industry associations should launch awareness campaigns

highlighting the significance of trade secret protection. These campaigns can disseminate information through workshops, seminars, and online platforms, targeting startups and small businesses.

- 2. Development of Best Practice Guidelines:** Creating and distributing guidelines that outline best practices for safeguarding trade secrets can serve as a valuable resource for businesses. These guidelines should cover aspects such as legal agreements, internal policies, and technological safeguards.
- 3. Training Programs and Workshops:** Organizing training sessions and workshops can equip business owners and employees with practical knowledge on implementing effective trade secret protection strategies. Collaborations between government bodies, industry associations, and academic institutions can enhance the reach and impact of these programs.
- 4. Incentivizing Best Practices:** Offering incentives, such as tax benefits or recognition awards, to companies that demonstrate exemplary trade secret protection practices can motivate others to adopt similar measures. Such incentives promote a culture of proactive intellectual property management.

Strengthening trade secret protection in India necessitates a multifaceted approach involving legislative reforms, proactive measures by startups, and concerted efforts by government and industry bodies to educate and support businesses. Implementing dedicated legislation, encouraging robust internal security policies, and fostering a culture of awareness are critical steps toward safeguarding trade secrets.

## Conclusion

The protection of trade secrets is a critical aspect of intellectual property (IP)

<sup>1857</sup> Sharad Vadehra, Rachana Bishnoi and Shikha Mittal, 'Trade Secret Protection in India: A Comprehensive Overview' (*Lexology* 6 March 2025) available at: <https://www.lexology.com/library/detail.aspx?g=a45a349d-d6f5-4542-91e9-e32f345844ae&> (last visited on Feb 23, 2025)

management, offering businesses a strategic advantage by safeguarding proprietary information. This approach is exemplified by The Coca-Cola Company's decision to keep its formula confidential, thereby maintaining a unique market position. For Indian startups, understanding the nuances of trade secret protection is essential, especially in the absence of dedicated legislation.

Coca-Cola's choice to protect its formula as a trade secret, rather than through patenting, underscores the benefits of indefinite protection without public disclosure. Unlike patents, which require detailed public disclosure and have a finite lifespan, trade secrets can, in theory, offer perpetual protection as long as confidentiality is maintained. This strategy has allowed Coca-Cola to preserve its unique flavor profile and brand identity for over a century, demonstrating the potential longevity and effectiveness of trade secret protection<sup>1858</sup>.

For Indian startups, particularly in sectors like food and beverages, software development, and manufacturing, trade secrets can be a valuable form of IP protection. However, the Indian legal landscape presents challenges. The absence of a dedicated Trade Secrets Act means that protection relies on a patchwork of existing laws, such as contract law and principles of equity. This fragmented approach can lead to uncertainty and hinder effective enforcement, making it imperative for startups to adopt robust internal measures to safeguard their proprietary information.

Implementing comprehensive internal security policies is crucial for protecting trade secrets. Startups should enforce strict access controls, ensuring that only authorized personnel have access to sensitive information. Regular employee training programs can foster a culture of confidentiality and awareness about the importance of protecting proprietary information. Additionally, utilizing legal

instruments such as Non-Disclosure Agreements (NDAs) can provide a contractual basis for maintaining secrecy and offer legal recourse in cases of breach<sup>1859</sup>.

In conclusion, while trade secrets offer a viable path for protecting proprietary information, especially in the absence of formal legal frameworks, they require diligent internal practices and a proactive approach to risk management<sup>1860</sup>. Indian startups must navigate the complexities of the current legal environment by implementing robust internal controls and staying informed about best practices in trade secret protection. By doing so, they can safeguard their innovations, maintain competitiveness, and contribute to a dynamic and resilient economy.

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<sup>1858</sup> Jennifer, 'Trade Secret Protection in the United States' available at: <https://www.uspto.gov/sites/default/files/documents/OPIATradeSecret.pdf> (last visited on Feb 27, 2025)

<sup>1859</sup> 'Strategies for Protecting Your Business's Trade Secrets | ETB Law' (*Emerson Thomson Bennett - IP Law Firm*15 June 2023) available at: <https://www.etblaw.com/how-can-you-protect-your-business-trade-secrets/> (last visited on Feb 27, 2025)

<sup>1860</sup> Georgia Melia, 'IP Ingredients, Part 15: How and When to Use Trade Secrets to Protect Your Food or Drink Innovations - HGF?' (*HGF*11 June 2024) available at: <https://www.hgf.com/blogs/ip-ingredients-part-15-how-and-when-to-use-trade-secrets-to-protect-your-food-or-drink-innovations/> (last visited on Feb 27, 2025)

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