TRUCKING PROFITABILITY STRATEGIES CONFERENCE ANTITRUST GUIDELINES

TPS has garnered its esteemed reputation through candid and transparent discussions on topics pertinent to the trucking industry. The board is committed to fostering ongoing engagement and dialogue among moderators, panelists, and attendees, recognizing that this collaborative exchange is at the heart of the University of Georgia experience.
While open discussion is integral to our learning environment, it's crucial to be mindful of potential antitrust violations, including restraint of trade, supplier selection, and pricing concerns. Participants are strongly urged to exercise sound judgment, steering clear of infringements or violations of antitrust provisions.

TOPICS TO AVOID DURING DISCUSSIONS/PANELS

- To minimize the possibility of antitrust problems and ensure compliance, participants must not discuss the following topics:
- Current or future prices of competitors.
- Matters related to prices, such as discounts, credit terms, profit levels, or volume of production or service.
- Wage and salary rates, equipment prices, or other actual costs of individual companies, since these costs are an element of price.
- Dividing up, allocating, or rationalizing markets, bids, geographic areas, types of business, or customers among competitors.
- Refusals to deal with suppliers, customers, or other competitors (e.g., agreeing to boycott).
- Critiques of supplier products or customer practices that could raise the risk of being construed as an unlawful group boycott (these should be conducted only after consultation with counsel).

GUIDELINES FOR "BEST-PRACTICES" DISCUSSIONS

- When participating in best-practices discussions or panels, the following guidelines must be applied to maintain antitrust compliance:
- Discussions of industry practices should include efforts to improve efficiency, whether through cost reduction, streamlined people processes, or other operational improvements.
- Discussions should be limited to what is reasonably necessary to accomplish these legitimate goals.
- Price and other competitively sensitive terms of trade must not be discussed in the best-practices context.
- Specific present or future competitive plans, customer information, or companies' costs should not be discussed.
- No agreement should be reached to use a particular practice, to deal with suppliers or customers on particular terms, or to exclude a member or other competitor for using a different practice.

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