

ASA Western PA BPI Participation Agreement

The ASA of Western Pa maintains and each participant agrees to abide by the following policies regarding the Business Practices Interchange program:

1. Any information that is provided during the meeting shall be:

- ⌚ Pertinent to contracting, payment, credit and business practices of particular identified customers.
- ⌚ Factual and business-like.
- ⌚ Accurate.
- ⌚ Objective.
- ⌚ “Firsthand” (not “rumors” and “hearsay” information).
- ⌚ Responsive and pertinent to the request.
- ⌚ Current.

Conversely, participants shall refrain from observations that are:

- ⌚ Sarcastic.
- ⌚ Disparaging.
- ⌚ “Opinion” or “conjecture.”
- ⌚ Rumor or hearsay.
- ⌚ Stale or outdated.
- ⌚ Based upon subjective, personal feelings, impressions, animosities or other emotional reactions.
- ⌚ Directed to a planned or proposed future course of action.

2. It is understood that each participant shall be free to act or refuse to act on the basis of any information supplied during such information exchange and that any action taken on the basis of such information shall be in accordance with each participant’s own, independently-formed judgment after appropriate investigation and consideration.

BPI Participation Agreement

3. Participants shall avoid the approach of "we" should do this or that. No participant shall suggest any course of action to any other participant or any third party in reliance upon information that is provided and no participant shall participate in any agreement, understanding or suggestion that tends to promote uniform action among the membership with respect to dealing with, or refusing to deal with, any other person or firm, or the terms or conditions of any business agreement.

4. It is understood that in conducting this program, the ASA of Western PA is merely providing a forum for the exchange of information among members and invited guests. No exchange of such information or other business conducted in said meeting shall imply any recommendation on the part of ASA of Western PA that any future individual or collective action of any kind or nature should be taken or avoided.

5. No participant shall discuss or exchange information relating to his/her own current or future prices, bids, credit policies, contract terms and conditions, business practices, or other matters that may tend to suggest adoption of such policies by other participants, members or third parties.

6. A participant shall not seek to restrict or interfere with the exercise of free and independent judgment by other participants, members or third parties in the management of their respective businesses.

7. No participant or member shall request, discuss or exchange information relating to another member of ASA.

8. Each participant acknowledges and agrees that information acquired during the BPI is confidential and shall be used only within the participant's company in connection with its business decisions. No such information will be shared with non-members or non-participants.

9. The Chair or Chapter Attorney of the meeting is authorized to prevent any discussion of inappropriate topics from occurring or proceeding.

I (we) have read and agreed to abide by the above policy statement.

Company Name: _____

Telephone Number: _____

Authorized Representative(s): print _____

signature _____

print _____

signature _____

print _____

signature _____