



Professional Lighting and Sign Management  
Companies of America

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Dear PLASMA Member:

The Federal Trade Commission has conducted an investigation concerning provisions in PLASMA's Bylaws and Standard Operating Procedures that the Federal Trade Commission believes restrained its members from competing in the territory of another member, from engaging in price competition, and from soliciting another member's customers upon termination of membership in the association. The Federal Trade Commission alleges that certain provisions violate the Federal Trade Commission Act because they unreasonably deprive customers of the benefits of competition among licensed electricians.

To end the investigation expeditiously and to avoid disruption to its core functions, PLASMA voluntarily agreed, without admitting any violation of the law, to the entry of a Consent Agreement and a Decision and Order by the Federal Trade Commission. As a result, PLASMA will amend the above-referenced restrictions in its Bylaws and Standard Operating Procedures to assure that they do not unreasonably restrain competition. The current provisions are no longer effective.

In general, the Federal Trade Commission's Decision and Order prohibits PLASMA from restricting the service areas of a member; from restricting the pricing that any member can offer to a customer; or from restricting a member's ability to solicit or compete for the customers of other members, including upon termination of membership.

The Decision and Order also requires that PLASMA implement an antitrust compliance program.

A copy of the Decision and Order is enclosed. It is also available on the Federal Trade Commission website at [www.FTC.gov](http://www.FTC.gov), and through the PLASMA website.