

APPLICATION FOR MEMBERSHIP

The undersigned applies for membership and pledges that, if approved, I/we will be governed by its bylaws as now adopted or as they may be hereafter amended and all the rules in conformity therewith which do not conflict with the laws of the United States or the states in which I/we do business. (Please print.)

COMPANY NAME			
STREET ADDRESS		MAILING ADDRESS (IF DIFFERENT)	
CITY/STATE/ZIP OR PROVINCE/COUNTRY/POSTAL CODE			
PHONE NUMBER	TOLL-FREE NUMBER	FAX NUMBER	TOLL-FREE FAX NUMBER
E-MAIL		WEB SITE	

Your company's key IAPD contact person (voting member for the company):

NAME	TITLE	E-MAIL
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Others to receive IAPD mailings:

NAME	TITLE	E-MAIL
NAME	TITLE	E-MAIL
NAME	TITLE	E-MAIL

Application authorized by:

NAME	TITLE	E-MAIL
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Please note how your company operates: Corporation Partnership Individual

Describe the territory and/or markets you serve:

When was your business organized?

What was your company's first year in the plastics industry?

Are you affiliated with or owned wholly or partially by another firm or firms? yes no

If yes, please list.

How many employees do you have (including officers)? Total: Plastics:

How many salespeople/sales representatives do you employ in plastics? Outside: Inside:

How many plastics locations/branches do you have, other than your corporate headquarters?

Please list any branch locations on a separate sheet, if applicable. Include: branch name, manager's name, address, city, state, ZIP or postal code, country, phone, fax, web site and e-mail.

What were your annual plastic sales to the plastics industry last year?

What other trade or business associations or organizations do you belong to?

Has a company representative attended the IAPD Annual Convention in the past three years? yes no

How did you hear about IAPD?

Why do you want to join?



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Fax: (913) 345-1006
E-mail: iapd@iapd.org
www.iapd.org

Please check one (see page two for specific membership qualifications):

- Distributor
- Processor
- Manufacturer/Supplier
- Resin Manufacturer/Distributor
- Manufacturers' Representative
- Associated Products & Services

Check ONE primary category:

- Sheet, Rod & Tube
- Pipe, Valves & Fittings
- Fabrication
- Retail
- Raw Materials
- Fabricating & Machining Equipment
- Sanding & Finishing Equipment
- PVF Tools & Equipment
- Welding Equipment
- Cutting Tools, Bits & Saw Blades
- Adhesives & Solvents
- Polishes & Cleaners
- Industry Consultant
- Internet Services
- Software Provider
- Trade Press
- Miscellaneous Products

Check all other secondary categories:

- Sheet, Rod & Tube
- Pipe, Valves & Fittings
- Fabrication
- Retail
- Raw Materials
- Fabricating & Machining Equipment
- Sanding & Finishing Equipment
- PVF Tools & Equipment
- Welding Equipment
- Cutting Tools, Bits & Saw Blades
- Adhesives & Solvents
- Polishes & Cleaners
- Industry Consultant
- Internet Services
- Software Provider
- Trade Press
- Miscellaneous Products

QUALIFICATIONS FOR MEMBERSHIP

Pursuant to IAPD Bylaws, Article IV – Membership

Sec. 1A. Distributor Membership. Any partnership, corporation, or a division, subsidiary or department of a company who is engaged in the stocking and wholesale distribution of plastics (e.g., sheet, rod, tube, film, resin, pipe, fittings and valves). Distributor members must subscribe to IAPD's Code of Ethics and meet all of the following eligibility requirements: (a) Derives at least 50 percent of the company's gross plastics sales from wholesale distribution or has at least \$5 million dollars in revenues from such sales; and (b) Holds at least \$100,000 in raw plastic material inventory at all times; and (c) Performs for three or more plastics manufacturers the normally accepted functions of warehousing, selling and invoicing plastics supplies and accessories to customers; and (d) Has been engaged in plastics distribution for one or more years; and (e) Provides three reference letters from manufacturers attesting to the commitment of the organization to the plastics distribution channel, qualification of IAPD membership and verification that the applicant warehouses, sells and invoices plastics supplies and accessories to customers for the manufacturer.

Sec. 1B. Processor Membership. Any partnership, corporation, or a division, subsidiary or department of a company who is engaged in downstream processing of plastic sheet, rod, tube, film, pipe, valves and fittings. Eligible processors include companies that bend, machine, weld or bond stock plastic; or are engaged in film conversion. Processors that would be eligible for membership are fabricators, machine shops and film converters. Processor members must subscribe to IAPD's Code of Ethics, and meet all of the following eligibility requirements: (a) Derives at least 25 percent of revenues from value-added services (excluding cutting), such as bending, gluing, welding, routing, assembly, forming, milling, turning, slitting, sheeting, laminating, etc. on plastics materials; and (b) Purchases at least 50 percent or \$1 million of its plastic materials through plastics distribution or plastics manufacturing; and (c) Has been engaged in plastics processing for one or more years; and (d) Provides three reference letters from plastics distributors, manufacturers or associated products and services companies attesting to the commitment of the organization to the plastics distribution channel, qualification of IAPD membership and verification that the applicant purchases plastic sheet, rod, tube, film or pipe, valves and fittings through plastics distributors or plastics manufacturers.

Sec. 1C. Manufacturer/Supplier Membership. Any partnership, corporation, or a division, subsidiary or department of a company who is engaged in the manufacture or supply of plastics (e.g., sheet, rod, tube, film or pipe, valves and fittings.) Manufacturer members must subscribe to the IAPD's Code of Ethics, and meet all of the following eligibility requirements: (a) Distributes products through three or more plastics distributors; and (b) Has been engaged in the business of plastics manufacturing or plastics redistribution for one or more years; and (c) Derives revenue from the extrusion, casting, etc. and sale of plastic sheet, rod, tube, film or pipe, valves and fittings products directly to plastics distributors or the redistribution of and sale of plastic sheet, rod, tube, film, resin, pipe, valves, or fittings products directly to plastics distributors; and (d) Derives at least 25 percent of revenues from sales through distribution or have total sales through distribution over \$10 million U.S. dollars; and (e) Provides three reference letters from plastics distributors attesting to the commitment of the organization to the plastics distribution channel, qualification for IAPD membership and verification that the applicant's product are purchased through distribution.

Sec. 1D. Resin Manufacturers and Distributors Membership. Any partnership, corporation, or a division, subsidiary or department of a company who is engaged in the manufacturing or distribution of plastics resins that are consumed by manufacturers of plastic sheet, rod, tube, film or pipe, valves and fittings. Resin manufacturer and distributor members must subscribe to the IAPD's Code of Ethics, and meet all of the following eligibility requirements: (a) Has been engaged in the business of plastics resins manufacturing or distribution for one or more years; and (b) Provides three reference letters from plastics manufacturers attesting to the commitment of the organization to the plastics distribution channel, qualification for IAPD membership and verification that the applicant is engaged in the manufacturing or distribution of plastic resins that are consumed by manufacturers of plastic sheet, rod, tube, film or pipe, valves and fittings.

Sec. 1E. Manufacturers' Representative Membership. Any individual, partnership or corporation, not owned or controlled either directly or indirectly by a manufacturer who is actively engaged as a manufacturers' representative in the sale of plastics (e.g., sheet, rod, tube, film, resin, pipe, valves and fittings). Manufacturers' representative members must subscribe to the IAPD's Code of Ethics, and meet all of the following eligibility requirements: (a) Has an active sales organization representing one or more manufacturer members of IAPD; and (b) Has been engaged in the business of manufacturers' representation for one or more years; and (c) Provides three reference letters from a minimum of one plastics manufacturer and two plastics distributors attesting to the commitment of the organization to the plastics distribution channel, qualification for IAPD membership and verification that the applicant has an active sales organization representing one or more manufacturers.

Sec. 2A. Associated Products and Services. Any individual, partnership, corporation, or a division, subsidiary or department of a company engaged in the manufacture or distribution of associated products, machinery and services (items used and useful in the manufacture, storage, processing or distribution of plastics or services used by or useful to companies that manufacture, store, process or distribute plastics); who sells such items to plastics distributors or manufacturers for their own use; who subscribes to the IAPD Code of Ethics; and whose business activity is not detrimental to the welfare and interests of the Association.

Exceptions to any of the foregoing requirements for any category of membership may be made by the Board of Directors upon its determination that the particular circumstances will not be to the detriment of the Association or the applicant.

ADDITIONAL INFORMATION AND REFERENCES

Please provide the following relevant to your category – your application cannot be processed without this additional information.

DISTRIBUTORS:

1. What percentage of your plastic sales does your company do in plastic wholesale distribution?

2. If the percentage is less than 50 percent, do you have at least \$5 million in such sales? yes no

3. What percentage of sales does your company do in value-added services on plastics materials?

4. Do you hold at least U.S. \$100,000 in raw (semi-finished) plastic material inventory at all times? yes no

5. Please provide a list of the major lines (types of materials and shapes) you carry.
6. Please submit two to three examples of your marketing materials.
7. Please provide three reference letters from manufacturers attesting to your company's commitment to the plastics distribution channel, qualification of IAPD membership and verification that your company warehouses, sells and invoices plastics supplies and accessories to customers for the manufacturer. The reference letters must be from manufacturers of products your company distributes and should state so in the body of the letter.

PROCESSORS:

1. What percentage of sales does your company do in wholesale distribution?

2. What percentage of sales does your company do in value-added services, excluding cutting?

3. Do you purchase at least U.S. \$1 million of plastics materials through plastics manufacturing or distribution? yes no

4. What percentage of your plastic materials are purchased from plastics distributors?

5. What percentage of your plastic materials are purchased from plastics manufacturers?

6. Please submit two to three examples of your marketing materials.
7. Please provide three reference letters from manufacturers or distributors attesting to your company's commitment to the plastics distribution channel, qualification of IAPD membership and verification that you purchase plastic sheet, rod, tube, film or pipe, valves and fittings through plastics distributors or plastics manufacturers.

MANUFACTURERS/SUPPLIERS:

1. What percentage of your revenue is from the distribution channel?

2. If less than 25 percent, is it more than U.S. \$10 million? yes no

3. List your major plastics product lines made and sold through IAPD member firms.
4. Please submit two to three examples of your marketing materials
5. Please provide three reference letters from plastics distributors attesting to your company's commitment to the plastics distribution channel, qualification for IAPD membership and verification that the applicant's product are purchased through distribution. The reference letters must be from distributors that distribute your company's products and should state so in the body of the letter.

RESIN MANUFACTURERS AND DISTRIBUTORS:

1. Please submit two to three examples of your marketing materials.
2. Please provide three reference letters from plastics manufacturers attesting to your company's commitment to the plastics distribution channel, qualification for IAPD membership and verification that you are engaged in the manufacturing or distribution of plastic resins that are consumed by manufacturers of plastic sheet, rod, tube, film or pipe, valves and fittings.

MANUFACTURERS' REPRESENTATIVES:

1. Do you represent at least one IAPD member manufacturer? yes no

2. List your major product lines represented by IAPD manufacturer members and sold through IAPD member firms.
3. List one or more IAPD manufacturer member(s) who can verify that you are regularly selling their product line. (Please include company, contact name, telephone and fax number.)
4. Please submit two to three examples of your marketing materials.
5. Please provide three reference letters from a minimum of one plastics manufacturer and two plastics distributors attesting your company's commitment to the plastics distribution channel, qualification for IAPD membership and verification that you have an active sales organization representing one or more manufacturers.

ASSOCIATED PRODUCTS & SERVICES:

1. Please describe your company and how it can serve IAPD members.

2. Please submit two to three examples of your marketing materials.

Please note: IAPD reserves the right to verify all provided information by interviewing an appropriate representative from the company and contacting references.

IAPD MEMBERSHIP FEES & DUES

AN INITIATION FEE (\$500 or 30 percent of your dues, whichever is greater) AND THE FIRST YEAR'S DUES MUST ACCOMPANY YOUR APPLICATION, BUT PLEASE NOTE THAT YOUR INITIATION FEE WILL BE APPLIED TOWARD ONE REGISTRATION FEE FOR THE NEXT IAPD ANNUAL CONVENTION. Payment must accompany the application form. In the event that you do not meet the eligibility requirements, a full refund will be given. The deposit of your payment in no way indicates that IAPD has accepted your application, nor does it bind IAPD to grant you membership. The membership approval process takes approximately three weeks. *Thank you for your patience.*

DISTRIBUTORS

Dues are based on your annual plastics sales.

Category I	\$0 to 1.9 million	\$648	Category VI	\$20 to 29.9 million	\$2,364	Initiation fee:	_____
Category II	\$2 to 4.9 million	\$771	Category VII	\$30 to 49.9 million	\$2,955	(Greater of \$500 or 30 percent of your dues)	_____
Category III	\$5 to 7.9 million	\$1,007	Category VIII	\$50 to 99.9 million	\$3,545	Dues fee:	_____
Category IV	\$8 to 9.9 million	\$1,301	Category IX	Over \$100 million	\$4,221	TOTAL ENCLOSED (U.S. funds):	_____
Category V	\$10 to 19.9 million	\$1,774					

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Category V	\$10 to 19.9 million	\$1,774					

MANUFACTURERS/SUPPLIERS

Dues are based on your annual plastics sales.

Category I	\$0 to 1.9 million	\$709	Category VI	\$20 to 29.9 million	\$2,662	Initiation fee:	_____
Category II	\$2 to 4.9 million	\$827	Category VII	\$30 to 49.9 million	\$3,545	(Greater of \$500 or 30 percent of your dues)	_____
Category III	\$5 to 7.9 million	\$1,064	Category VIII	\$50 to 99.9 million	\$4,434	Dues fee:	_____
Category IV	\$8 to 9.9 million	\$1,481	Category IX	Over \$100 million	\$5,909	TOTAL ENCLOSED (U.S. funds):	_____
Category V	\$10 to 19.9 million	\$2,071					

RESIN MANUFACTURERS AND DISTRIBUTORS

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Category V	\$10 to 19.9 million	\$2,071					

MANUFACTURERS' REPRESENTATIVES

All categories	\$709	Initiation fee:	\$500
		Dues fee:	\$709
		TOTAL ENCLOSED (U.S. funds):	\$1,209

ASSOCIATED PRODUCTS AND SERVICES

All categories	\$709	Initiation fee:	\$500
		Dues fee:	\$709
		TOTAL ENCLOSED (U.S. funds):	\$1,209

NOTE: Dues to IAPD are not deductible as a charitable donation, but may be deductible as an ordinary and necessary business expense. Membership dues stated in this application include a subscription to *The IAPD Magazine* (valued at \$90 per year).

We hereby certify that we have carefully read and considered the foregoing questions and that the answers have been carefully prepared by us and we believe them to be true and complete. We further understand that processing of this application will be delayed if the accuracy of our answers becomes an issue, and we agree that substantial errors in answers will be grounds for rejection of the application. I understand that IAPD reserves the right to verify all provided information by, including, but not limited to, interviewing an appropriate representative from the company and/or contacting references.

SIGNATURE _____

TITLE _____

DATE _____



iapd[®]
international association
of plastics distribution

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