

SPRAY POLYURETHANE FOAM ALLIANCE

3927 Old Lee Hwy #101B
Fairfax, VA 22030
Tel: 800.523.6154 Fax: 703.222.5816



SUPPLIER MEMBERSHIP APPLICATION

Your decision to become a member of the Spray Polyurethane Foam Alliance (SPFA) will solidify your position as a stakeholder in the SPF industry and its future. Your membership will become effective when your completed application and Confidential Sales Report are approved and fees are paid.

Please Print or Type.

COMPANY NAME: _____

ADDRESS: _____

CITY: _____ **STATE:** _____ **ZIP:** _____

PHONE: _____ **FAX:** _____

E-MAIL: _____ **WEBSITE:** _____

Membership in the SPFA is based on company rather than individual enrollments. Advantages and services extend to all company personnel. Each company is allowed one (1) vote. However, for purposes of voting and communication, two representatives are designated.

Voting Representative (Print Name) *Title / Email*

Alternate Voting Representative (Print Name) *Title / Email*

Voting Representative Signature *Date*

We recognize that the SPFA decision is a major commitment and therefore we wish to acknowledge the efforts of present members, our best sales personnel. Did a member of SPFA refer you? Yes No

Referred by: _____

ELIGIBILITY

According to SPFA Bylaws, "Any corporation, partnership and sole proprietorship shall be eligible for Company Membership in the Alliance provided it:

- Processes SPF or related materials for sales in the United States or for use as compounding components," OR "Manufacturers SPF materials, coverings or processing equipment for the SPF Industry of the United States".
 - In the case of international companies that manufacture and sell to the United States SPF market, the foreign parent company must be the official SPFA member and report all eligible United States sales for fees calculation purposes.
-

Please all of the following categories that apply to your operations:

- | | |
|--|---|
| <input type="checkbox"/> Chemical Supplier | <input type="checkbox"/> Coating Supplier |
| <input type="checkbox"/> Distributor | <input type="checkbox"/> Equipment Supplier |
| <input type="checkbox"/> Material Supplier | <input type="checkbox"/> Other _____ |

PARTICIPATION SCHEDULE

Participation by all members in the affairs of the SPFA is welcomed and encouraged; please take this opportunity to indicate the areas that you have a genuine interest in participating, to help grow the SPF industry.

- | | |
|--|--|
| <input type="checkbox"/> Building Envelope Committee | <input type="checkbox"/> Safety Committee |
| <input type="checkbox"/> Certification Committee | <input type="checkbox"/> SprayFoam Convention Planning Committee |
| <input type="checkbox"/> Marketing Committee | <input type="checkbox"/> Technical Oversight Committee |
| <input type="checkbox"/> Roofing Committee | |

CONFIDENTIAL SALES REPORT

To complete the processing of your membership application, the Fee Auditor, who will use its information as the basis for calculating and billing your fees, must verify this form. Each member company should use the following definitions to determine and report its gross total sales related to the Spray Polyurethane Foam (SPF) industry.

Fee Schedule

SPFA fees are based on your company's gross total "contracted" sales related to the spray, sealant, adhesive, pour and froth polyurethane foam and coverings industry. (If a foreign corporation owns your company, all the parent company's eligible sales in the U.S. are to be reported.)

Definitions and General Regulations for Reporting Gross Dollar Sales

- **Chemical Suppliers:** Total Gross Sales of Material Furnished to Compounders in the spray, sealant, adhesive, pour and froth polyurethane foam and coverings industry (OEM not included)
- **Distributors:** Total Gross Sales of Material Furnished to Compounders and Contractors in the spray, sealant, adhesive, pour and froth polyurethane foam and coverings industry (OEM not included)
- **Equipment:** Total Gross Sales of Equipment used ONLY in the spray, pour and froth polyurethane foam and coverings industry (OEM not included)
- **Material Suppliers:** Total Gross Sales of Material Furnished to Distributors AND Contractors in the spray, sealant, adhesive, pour and froth polyurethane foam and coverings industry (OEM not included)
 1. Freight costs should not be included.
 2. Companies that produce SPF products both for sale to customers and for transfer within the same corporate entity shall report both.
 3. Companies that are combinations of foam, coating, equipment and/or distributors should report the total gross sales of those combined businesses.
 4. Companies that are both contractors and suppliers shall report the total of both types of gross sales. Those that process their own materials shall report only gross sales of the processed materials.
 5. Non-SPF materials utilized as reinforcements and/or fillers are considered to be inherent components of the SPF products and their value shall be reflected in the gross sales reported.
 6. In the case of international companies that manufacture and sell to the U.S SPF market, the foreign parent must be the official SPFA member and report all U.S. gross sales for fees calculation purposes.

I understand that membership fees are based on a fair share of the annual budget for the designated membership category. Fees will be invoiced on a pro-rata basis. Membership becomes effective upon receipt of payment.

My company's total gross sales related to the spray, sealant, adhesive, pour and froth polyurethane foam and coverings industry were: \$ _____ for the previous calendar year. (OEM SALES NOT INCLUDED). I certify to the accuracy of this statement.

Name

Title / Email

Signature

Date

Mail application with payment or Email/Fax application with credit card information to:
SPFA Membership Center 800-523-6154 (P)
3927 Old Lee Hwy #101B 703-222-5816 (F)
Fairfax, VA 22030 info@sprayfoam.org

All applications are subject to final approval by SPFA.