

SPRAY POLYURETHANE FOAM ALLIANCE

4400 Fair Lakes Court
Suite 105
Fairfax, VA 22033
Tel: 800/523-6154 Fax: 703/222-5816



MEMBERSHIP APPLICATION

Your decision to become a member of the Spray Polyurethane Foam Alliance (SPFA) will bring your company into direct contact with the Spray Polyurethane Foam (SPF) industry and involvement in its future. Your membership will become effective when your completed application and Confidential Sales Report are approved and dues 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. Please name your Voting Representative and Alternate Voting Representative. Your Alternate should be an individual whom you want to be active in SPFA programs.

Voting Representative (Print Name) *Title*

Alternate Voting Representative (Print Name) *Title*

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 dues calculation purposes.

Please give a brief description of your operation:

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

- Chemical/Resin Supplier
 - Distributor
 - Foam/Sealant/Adhesive Supplier
 - Elastomeric Coating Supplier
 - Equipment Manufacturer
 - Other (i.e. Consultant, Inspector, Architect) _____
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Participation Schedule

As the Voting Representative, you will receive all information of general interest issued by the SPFA. Participation on Committees is encouraged for all SPFA members. Please be selective in indicating only those committees of genuine interest to you.

- No
- Please have the Committee Chairman contact me.
- Accreditation Committee
- Building Envelope Committee
- Industry Promotion Committee
- Membership Committee
- Technical Committee

Name/Address/Tel./Fax of Individual Participating on selected committees.

CONFIDENTIAL SALES REPORT

To complete the processing of your membership application, the Dues Auditor who will use its information as the basis for calculating and billing your dues 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.

Dues Schedule

SPFA dues 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.) Dues are pro-rated.

Definitions and General Regulations for Reporting Gross Dollar Sales

Chemical/Resin 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)

Foam and Coverings Compounders: 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)

Other: Consultant, Inspector, Architect, Professional - Minimum dues as determined by the Board of Directors.

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 dues calculation purposes.

<i>Name</i>	<i>Title</i>
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Company

Address

<i>City</i>	<i>State</i>	<i>Zip</i>
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<i>Telephone</i>	<i>Fax</i>
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<i>E-mail Address</i>	<i>Internet Address</i>
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I understand that membership dues are based on a fair share of the annual budget for the designated membership category. Dues will be invoiced on a pro-rata basis. Membership becomes effective upon receipt of dues 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.

<i>Name</i>	<i>Title</i>	<i>Date</i>
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Mail application with payment or Fax credit card information to:

SPFA Membership
4400 Fair Lakes Court
Suite 105
Fairfax, VA 22033
Tel: 800-523-6154
Fax: 703-222-5816

All applications are subject to final approval by SPFA.