

# Distributor

## Application for Membership



401 N. Michigan Ave., Suite 2200  
 Chicago, IL 60611  
 800.355.NPTA (6782) • 312.321.4092  
 Fax: 312.673.6736 • www.goNPTA.com  
 E-mail: NPTA@goNPTA.com

NPTA defines a distributor as a firm that warehouses and distributes products in any of the categories of printing paper, packaging, foodservice, sanitary maintenance and other facility supplies.

COMPANY NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE/PROV: \_\_\_\_\_ ZIP/PC: \_\_\_\_\_

WEB ADDRESS: \_\_\_\_\_ P.O. BOX: \_\_\_\_\_ ZIP FOR P.O. BOX: \_\_\_\_\_

TOLL FREE PHONE: \_\_\_\_\_ PHONE: \_\_\_\_\_ FAX: \_\_\_\_\_

**Year Business Established:** \_\_\_\_\_ **Total Number of Employees:** \_\_\_\_\_

Your NPTA membership segment is determined by your company's overall product mix. Please indicate your percentage of annual sales (for most recent fiscal year) in the following categories:

- Printing Paper – Commercial printing grades** \_\_\_\_\_ %
- Printing Paper – Business papers** \_\_\_\_\_ %
- Packaging** \_\_\_\_\_ %
- Jan/San** \_\_\_\_\_ %
- Foodservice** \_\_\_\_\_ %
- Facility Supplies\*** \_\_\_\_\_ %

*\* Facility Supplies is considered any product other than paper, packaging, foodservice or jan/san.*

**Please List Your Top 10 Suppliers** (mills, converters, manufacturers, whose lines your company normally sells):

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

**Primary Contact:** \_\_\_\_\_ **Title:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **\*E-mail Address:** \_\_\_\_\_

*\* The NPTA Alliance does not sell its e-mail list. E-mail addresses are used to provide industry information to members electronically in a timely, cost-effective manner. This person will serve as the main point of contact for all NPTA communication, including membership renewal and monthly e-newsletter correspondence.*

Please list additional individuals in your company who you would like added to our mailing list below, or attach a separate sheet. (Every individual will receive a free subscription to *Paper & Packaging* magazine.) Periodically, NPTA will communicate information pertaining to programs and services geared for specific job roles within your company.

Secondary Contact: \_\_\_\_\_ Title: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

Financial (CFO) Contact: \_\_\_\_\_ Title: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

Human Resources Contact: \_\_\_\_\_ Title: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

**Additional Contacts:**

Person's Name: \_\_\_\_\_ Title: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

Person's Name: \_\_\_\_\_ Title: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

**Print Name & Title of Person Filing Application:** \_\_\_\_\_

**Signature of Person Filing Application:** \_\_\_\_\_ **Date:** \_\_\_\_\_

*You can add as many branch and/or division locations as you like. The charge is \$160 per year for each additional location. Please supply the full address, phone and fax numbers, contact person's name, job title and e-mail address. You can also add an unlimited number of people to each location. Individuals from branch locations will be included in general NPTA correspondence, listed in the NPTA online membership directory and receive a subscription to *Paper & Packaging* magazine.*

If you are paying by credit card, please include payment information below.

**Name on Card:** \_\_\_\_\_

**Credit Card Type:**     American Express     MasterCard     Visa

**Credit Card Number:** \_\_\_\_\_ **Exp. Date:** \_\_\_\_\_

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Amount Due:** \_\_\_\_\_

Please return completed application along with dues payment to NPTA Headquarters at NPTA@goNPTA.com or 312.673.6736 (fax).

# Distributor Headquarters Dues Assessment Schedule

For Calendar Year January 1, - December 31, 2011



401 N. Michigan Ave., Suite 2200  
Chicago, IL 60611 - 312.321.4092 or  
Toll Free: 800.355.NPTA (6782)  
Fax 312.673.6736 – Email:npta@gonpta.com

*Your Partner in Education and Leadership*

Your Annual Sales Volume of Paper, Packaging & Supplies Last Calendar Year			Dues Assessment US \$
Less than	to	\$3,000,000	\$420
3,000,000	to	3,999,999	585
4,000,000	to	4,999,999	785
5,000,000	to	5,999,999	935
6,000,000	to	6,999,999	1,105
7,000,000	to	7,999,999	1,265
8,000,000	to	8,999,999	1,435
9,000,000	to	9,999,999	1,655
10,000,000	to	10,999,999	1,820
11,000,000	to	11,999,999	2,040
12,000,000	to	12,999,999	2,150
13,000,000	to	13,999,999	2,260
14,000,000	to	14,999,999	2,430
15,000,000	to	15,999,999	2,590
16,000,000	to	16,999,999	2,700
17,000,000	to	17,999,999	2,870
18,000,000	to	18,999,999	2,980
19,000,000	to	19,999,999	3,090
20,000,000	to	20,999,999	3,200
21,000,000	to	21,999,999	3,310
22,000,000	to	22,999,999	3,470
23,000,000	to	23,999,999	3,580
24,000,000	to	24,999,999	3,750
25,000,000	to	27,499,999	4,025
27,500,000	to	29,999,999	4,300
30,000,000	to	32,499,999	4,630
32,500,000	to	34,999,999	4,905
35,000,000	to	37,499,999	5,235
37,500,000	to	39,999,999	5,515
40,000,000	to	42,499,999	5,785
42,500,000	to	44,999,999	6,065
45,000,000	to	47,499,999	6,395
47,500,000	to	49,999,999	6,780
50,000,000	to	54,999,999	7,110
55,000,000	to	59,999,999	7,390
60,000,000	to	64,999,999	\$7,660

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Your Annual Sales Volume of Paper, Packaging & Supplies Last Calendar Year			Dues Assessment US \$
65,000,000	to	69,999,999	\$7,990
70,000,000	to	74,999,999	8,325
75,000,000	to	79,999,999	8,655
80,000,000	to	84,999,999	8,985
85,000,000	to	89,999,999	9,535
90,000,000	to	94,999,999	10,035
95,000,000	to	99,999,999	10,475
100,000,000	to	149,999,999	11,135
150,000,000	to	199,999,999	11,690
200,000,000	to	249,999,999	12,350
250,000,000	to	299,999,999	13,615
300,000,000	to	399,999,999	14,830
400,000,000	to	499,999,999	16,100
500,000,000	to	599,999,999	17,310
600,000,000	to	699,999,999	18,025
700,000,000	to	799,999,999	18,750
800,000,000	to	899,999,999	19,850
900,000,000	to	999,999,999	20,950
1,000,000,000	to	1,099,999,999	22,050
1,100,000,000	to	1,199,999,999	23,150
1,200,000,000	to	1,299,999,999	24,250
1,300,000,000	to	1,399,999,999	25,350
1,400,000,000	to	1,499,999,999	26,500
1,500,000,000	to	1,599,999,999	27,600
1,600,000,000	to	1,699,999,999	28,700
1,700,000,000	to	1,799,999,999	29,800
1,800,000,000	to	1,899,999,999	30,900
1,900,000,000	to	1,999,999,999	32,000
2,000,000,000	to	2,499,999,999	38,000
2,500,000,000	to	2,999,999,999	42,000
3,000,000,000	to	3,499,999,999	46,000
3,500,000,000	to	3,999,999,999	51,000
4,000,000,000	to	4,499,999,999	54,000
4,500,000,000	to	4,999,999,999	59,000
5,000,000,000	to	5,499,999,999	64,000
5,500,000,000	to	5,999,999,999	69,000

Over \$6 Billion \$74,000

See other side for branch charges.

## Distributor Branch Dues Assessment Schedule

For Calendar Year January 1, - December 31, 2011

### Additional Location Charges

The dues schedule on the reverse side is for the “Headquarter Office” only. Additional locations are assessed at a charge of \$160 per location, which helps the NPTA Alliance (Association) cover the cost of servicing those locations.

### Definition of Dues Payable to the NPTA Alliance

**Dues Calculation:** Your Association collects dues based on your annual sales volume as reported by you. Use the Dues Schedule to look up your volume category. The dues amounts associated with that category is your Headquarters Office dues. To that, add the location charges for your locations at \$160 each.

**Sales Volume Calculation:** the Association uses Dun & Bradstreet information, when available, to present to members to aid in their dues calculation when discrepancies are found. Members are asked to sign their dues invoices to indicate that their dues calculation accurately reflects their sales volume. The Association reserves the right to discuss, in confidence, members’ sales volumes and dues calculations with them in order to determine proper dues assessment. The Association keeps sales volume and dues information strictly confidential.

### Exclusionary Sales Volume

The Association realizes that some of its members have sales activities that may not be in paper, packaging, or supplies products distribution. These sales volume dollars may be excluded when calculating Association dues.

### Changes in Member Status

From time to time, there is a change in a company’s member status: member companies are acquired, change ownership, join or leave marketing groups, etc. The NPTA Alliance Board of Directors, ever aware of industry dynamics, passed a resolution to help clarify how such changes impact the Association’s membership dues.

**1.** Association dues are calculated on an annual basis, in October of the current year, covering the following year (known as the “Association Year”: January 1 – December 31.) This self-assessment by member companies assumes that their company size, sales volume and number of locations will remain constant for the next Association Year. The NPTA Alliance Board knows that changes do take place but, for convenience of the members, the Association does not ask members to recalculate their dues during that 12-month period between dues invoices. [Dues payments are required within 90 days from the date of the dues mailing.]

**2.** If a member company is purchased by another member company at any time during the Association Year, the acquiring company is asked to continue paying the dues for the acquired company for the next Association Year. After that time, the acquired company becomes a part of the parent, and the parent pays the collected dues based on the aggregate sales volume and total number of locations for the combined entity.

**3.** When a freestanding Association member company joins a marketing group, buying group or other strategic alliance organization that holds membership in the NPTA Alliance, that company’s dues are to be paid by the company (in addition to the group’s dues) for the next Association Year. After that time, the company becomes part of the marketing group (from a dues point of view) and the group then pays dues based on its aggregate sales volume and total number of locations.

**Example:** A member company purchases another member company in June. Both companies have already paid their NPTA dues for the year and are members in good standing for that Association Year. For the following Association Year, both dues payments are requested. After that, the two companies may be combined into one dues entity. The same is true for a member company joining a marketing group, buying group or other strategic alliance organization that holds membership in the Association.