



North American Horticultural Supply Association
100 N. 20th Street, 4th Floor • Philadelphia, PA 19103
Phone: (215) 564-3484 • FAX: (215) 564-2175

DISTRIBUTOR MEMBERSHIP APPLICATION

Company _____

Address _____ City _____ State _____ Zip _____

Key Contact _____ Title _____ Email _____

Web Address _____ Phone _____ Fax _____

Referred by: _____

DISTRIBUTOR MEMBERSHIP

ANNUAL DUES: \$875.00

Distributor membership is open to any corporation, partnership, or proprietorship that is a wholesaler of hard goods who performs the principal functions of a distributor selling primarily to commercial greenhouses and nurseries. Upon meeting additional eligibility requirements established by the Board of Directors (see next page) and payment of dues, a company will be enrolled as a Distributor Member of the Association. Please answer the following questions to verify eligibility:

- 1. Please list the number of years you have been in the business of selling greenhouse and nursery hard good supplies preceding your application for membership:
2. Is your primary business to sell to companies other than principles in the corporation?
3. Did you sell more than \$1.5 million in greenhouse and nursery hard good supplies to commercial growers over the past 12 months?
4. Please list the number of full-time outside salesmen you employ that call on the commercial growers over the past 12 months?
5. Do you maintain an inventory level of at least \$200,000 of greenhouse and nursery hard good supplies in a warehouse?
6. Does your warehouse adhere to all State/Federal and/or provincial requirements?
7. Do you promote your products through a catalog? (If so, please submit your most recent catalog with your application)
8. Are deliveries made from your distribution center?

Yes No

9. Do you extend credit to regular customers?

Yes No

10. Did your assets exceed liabilities at the close of your most recent fiscal year?

Yes No

Please list your top ten vendor lines distributed to commercial growers:

| | |
|-------|-------|
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |

Form of Payment

Visa

MasterCard

AMEX

CC Number: _____ Exp Date: _____

The undersigned certifies that the company information supplied above is accurate. In addition, the applicant has also enclosed a copy of their most recent catalog (if applicable) along with their dues check so that this application may be processed.

Signature _____ Date _____



DISTRIBUTOR MEMBERSHIP ELIGIBILITY REQUIREMENTS

Distributor membership is open to any corporation, partnership, or proprietorship, whose primary business is to sell to companies other than principles in the corporation that meets all of the following requirements:

1. The firm or corporation is involved in warehousing distribution and selling products to the green industry horticulture business.
2. Employs at least 2 full-time salesmen calling on the commercial greenhouse or nursery market, and/or promotes their products through a catalog.
3. Maintains an inventory level of nursery and greenhouse hard goods of at least \$200,000 in a warehouse that is at least 5,000 square feet and adheres to all State/Federal and/or provincial requirements, and makes deliveries from their distribution center.
4. Extends credit to regular customers.
5. Every Distributor Member is expected to attend the Annual Meeting and participate at the committee level.

Any company meeting these requirements will be accepted as a Distributor Member upon payment of dues