



North American Horticultural Supply Association
100 N. 20th Street, Suite 400 • Philadelphia, PA 19103
Phone: (215) 564-3484 • FAX: (215) 564-2175
Email: nahsa@fernley.org • Website: www.nahsa.org

DISTRIBUTOR MEMBERSHIP APPLICATION

Company _____

Address _____ City _____ State _____ Zip _____

Key Contact _____ Title _____ Email _____

Web Address _____ Phone _____ Fax _____

Referred by: _____

Additional Company Contacts

- Marketing Contact Name: _____ Email: _____
Sales Contact Name: _____ Email: _____
President/CEO Name: _____ Email: _____

ANNUAL DUES (please select a category)*:

- \$500,000 to \$2,000,000 in revenue = \$450 annual dues
\$2,000,001 to \$10,000,000 in revenue = \$875 annual dues
\$10,000,001+ in revenue = \$1,050 annual dues

*NAHSA will not disclose any distributor members' dues category. This information is kept confidential.

DISTRIBUTOR MEMBERSHIP

Distributor membership is open to any corporation, partnership, or proprietorship that sell horticultural hard goods and who performs the principal functions of a distributor selling primarily to 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 \$500,000 in greenhouse and nursery hard good supplies to commercial growers over the past 12 months?
4. Please list the number of full-time outside and inside salespeople you employ that call on the commercial growers over the past 12 months?

5. Do you maintain an inventory level of at least \$100,000 of greenhouse and nursery hard good supplies in a warehouse?

Yes No

Please list the size of your warehouse in square feet: _____

6. Does your warehouse adhere to all State/Federal and/or Provincial requirements?

Yes No

7. Do you promote your products through a catalog or website? (If so, please submit your most recent catalog or website URL with your application)

Yes No

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 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. Supplies horticultural supplies, greenhouses or equipment
2. Has a staff of outside or inside salespeople
3. Has a warehouse with inventory, or sells principally through a catalog or internet website
4. Has been in business a minimum of two years
5. Has annual sales of at least \$500,000
6. Is not a broker or represents other firms
7. Extends credit to regular customers
8. Expects to attend the Annual Meeting and participate at the committee level

All membership applications are approved by the NAHSA Board of Directors.

Any company meeting these requirements will be accepted as a Distributor Member upon payment of dues and approval by the NAHSA Board of Directors