



North American Horticultural Supply Association  
100 N. 20th Street, 4<sup>th</sup> 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: \$745.00**

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?  
  
 Yes  No
3. Did you sell more than \$1.5 million in greenhouse and nursery hard good supplies to commercial growers over the past 12 months?  
  
 Yes  No
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?  
  
 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? (If so, please submit your most recent catalog 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 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. Has been in the business of selling greenhouse and nursery hard good supplies for at least 2 full calendar years preceding application for membership.
2. Annual sales of greenhouse and nursery supplies to commercial growers exceed \$1.5 million.
3. Employs at least 2 full-time outside salesmen calling on the commercial greenhouse or nursery market, and/or promotes their products through a catalog (company must submit their most recent catalog with their application).
4. Maintains an inventory level of nursery and greenhouse hard goods of at least \$200,000 in a warehouse.
5. Maintains a warehouse that is at least 5,000 square feet that adheres to all State/Federal and/or provincial requirements.
6. Makes deliveries from their distribution center.
7. Extends credit to regular customers.
8. Assets exceed liabilities at the close of their most recent fiscal year.
9. Every Distributor Member is encouraged to participate in the annual Performance Analysis Report (PAR). The survey is distributed annually in January.

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