

PPAI MEMBERSHIP APPLICATION

Every member in each membership category must have and actively maintain a UPIC ID and profile. If an applicant does not have an active UPIC ID upon applying for membership, one will be assigned when the membership is activated.

CATEGORY	DEFINITION	QUALIFICATIONS
SUPPLIER	Company that manufactures, converts, warehouses, or decorates promotional products for sale to promotional products distributors or to a firm maintaining a division or affiliate devoted to reselling promotional products.	<ol style="list-style-type: none"> 1. Physical presence of an applicant within the United States or its possessions, Canada or Mexico, which might include, but not be limited to: a warehouse or a sales, manufacturing, or distribution facility. 2. Promotional products annual sales volume of at least \$50,000. 3. 6 months business experience (personal experience in the promotional products industry is acceptable in lieu of 6 months business experience) 4. PLUS: <ul style="list-style-type: none"> • Supplier membership in a PPAI-recognized regional association*; or • 10 purchase orders from at least 5 different distributors dated within the last 12 months; or • Reference letters from at least 5 PPAI members.
SUPPLIER—PROVISIONAL	<i>Same as SUPPLIER but new to promotional products industry.</i>	<i>Applicant must meet qualifications 1, 2 and 3 PLUS submit 6 purchase orders from at least 4 different distributors. Provisional members must meet full requirements within one year for upgrade to full membership.</i>
INTERNATIONAL SUPPLIER	Same as SUPPLIER.	<ol style="list-style-type: none"> 1. Located outside the United States or its possessions. 2. Supplier membership in a PPAI-recognized international association representing the promotional products industry. Provide either: <ul style="list-style-type: none"> • A verification letter from the association or organization on its letterhead, or • A copy of your firm's listing in the organization's current directory. <p>OR 5 references from PPAI members or members of a PPAI-recognized international organization**</p> <p>Provide either:</p> <ul style="list-style-type: none"> • A purchase order from each of 5 distributor customers for products sold by your firm within the past year, or • A letter from each of the 5 references on their letterhead, verifying that your firm is in the promotional products industry.
SUPPLIER REPRESENTATIVE	Independent company contracted by one or more suppliers to market their products and services to distributors	<ol style="list-style-type: none"> 1. One year experience in promotional products industry (personal experience in the promotional products industry is acceptable in lieu of one year's business experience) or membership in a PPAI-recognized regional association* 2. Reference letters from 5 PPAI members.

* Please visit www.regionalassociation.com for a list of qualified regional associations.

** PPAC-Canada, Promota-United Kingdom, AMPPRO-Mexico, APPA-Australia, or PSI-Europe

Please see back for Distributor and Business Services categories.

CATEGORY	DEFINITION	QUALIFICATIONS
DISTRIBUTOR	Company whose primary business includes developing ideas for the use of promotional products, buying such products from suppliers and reselling them to end buyers.	<ol style="list-style-type: none"> 1. Physical presence within the United States or its possessions, Canada or Mexico. 2. Promotional products sales volume of at least \$15,000. 3. 3 months business experience (personal experience of an applicant in the promotional products industry is acceptable in lieu of 3 months business experience) 4. PLUS: <ul style="list-style-type: none"> • Distributor membership in a PPAI-recognized regional association*; or • 10 invoices, not for samples, from at least 5 different promotional products suppliers dated within the last 12 months, or • Reference letters from at least 5 PPAI members.
<i>DISTRIBUTOR—PROVISIONAL</i>	<i>Same as Distributor but new to promotional products industry.</i>	<i>Applicant must meet qualifications 1, 2 and 3 PLUS submit a total of 3 invoices from 3 different suppliers. Provisional members must meet full requirements within one year for upgrade to full membership.</i>
INTERNATIONAL DISTRIBUTOR	Same as Distributor.	<ol style="list-style-type: none"> 1. Located outside the United States, its possessions, Canada, or Mexico. 2. Distributor membership in a PPAI-recognized international association representing the promotional products industry.** Provide either: <ul style="list-style-type: none"> • A verification letter from the association or organization on its letterhead, or • A copy of your firm's listing in the organization's current directory. <p>OR 5 references from PPAI members or members of a PPAI-recognized international organization.** Provide either:</p> <ul style="list-style-type: none"> • An invoice from each of 5 supplier references for products purchased by your firm within the last year, or • A letter from each of the 5 references on their letterhead, verifying that your firm is in the promotional products industry.
BUSINESS SERVICES <i>NON-EXHIBITING</i>	Company that sells services, information, or products (other than promotional products) that support the normal conduct of business.	<ol style="list-style-type: none"> 1. One year experience in the promotional products industry 2. References from 10 PPAI members or members of a PPAI-recognized international association.** Provide either: <ul style="list-style-type: none"> • A purchase order from each of 10 references for products or services sold by your firm within the past year, or • Reference letters from each of the 10 companies on their letterhead, verifying that your firm provides products or services to companies in the promotional products industry.
BUSINESS SERVICES <i>EXHIBITING</i>	Same as BUSINESS SERVICES NON-EXHIBITING.	Same as above, PLUS <ul style="list-style-type: none"> • Not sell or lease machinery or equipment used in the manufacturing or decoration of promotional products.

* Please visit www.regionalassociation.com for a list of qualified regional associations.

** PPAC-Canada, Promota-United Kingdom, AMPPRO-Mexico, APPA-Australia, or PSI-Europe



NEW MEMBER INFORMATION

*REQUIRED INFORMATION

MEMBERSHIP APPLICATION

I AM APPLYING FOR MEMBERSHIP AS A:

- Distributor
- Supplier
- Business Services (exhibiting)
- Business Services (non-exhibiting)
- Supplier Representative
- International Distributor
- International Supplier

*Company Name:

UPIC (optional):

Subsidiary:

Parent Company:

*Mailing Address

*City, State, ZIP/Postal Code, Country:

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*Area Code/Telephone:

Area Code/Fax:

Web site/URL:

*Company E-mail:

*Primary Contact:

Title:

*Primary Contact E-mail (must be separate address than company E-mail):

I understand that by providing the fax number above, I am giving my company's consent to receive faxes sent by or on behalf of

PPAI. Initials: _____

MEMBERSHIP CATEGORY DEFINITIONS AND QUALIFYING MATERIALS

See other side of application for membership definitions and qualifications. Members of a recognized regional/international association automatically qualify for membership. Please list the name of your qualifying association:

PAYMENT INFORMATION

Membership dues are billed on an anniversary basis consisting of 12 months. Dues for Distributors, Suppliers and Business Services Exhibiting Members are based on your firm's promotional products sales volume. ***If applying for one of these categories, please declare your company's annual promotional products sales volume for the past 12 months:***

All other categories dues are based on flat fees. **Once dues are paid, they will not be refunded for any reason, including, but not limited to cessation of business or merger with/acquisition by another company.**

The \$60 application fee must be paid prior to the application being processed. This fee is not refundable, nor will it be applied toward membership dues. Membership dues will be charged to the credit card once the application has been approved. Please indicate your preferred method of payment:

- Check VISA MC AMEX

Credit Card Number: _____ Expiration Date: _____

Print Name on Card: _____ Signature: _____

Please select one of the following processing options:

- Regular** processing—your application will be processed within 3 weeks.
- RUSH** processing—your application will be processed within 5 business days. Please include **\$50 RUSH** fee (total application processing fee-**\$110**)

Dues payments are not deductible as charitable contributions for income tax purposes; however, they are deductible under other provisions of the U.S. Internal Revenue Code.

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APPLICANT CERTIFICATION

I certify that my company meets PPAI requirements of the membership type for which I am applying as outlined on this document. Our company agrees to abide by the Bylaws and *Policies & Procedures Manual* of PPAI. For the purpose of this application, the term "promotional products" includes ad specialties, premiums/incentives, awards/recognition, trophies and business gifts.

Signature

Title:

Date: