



# 2021 South Africa Corporate Membership Application

## COMPANY ANNUAL BUSINESS VOLUME (12 MONTHS)

**ALL COMPANIES:** Please indicate your company's annual **produce/floral business volume** including all subsidiaries, affiliates or divisions. (All figures shown in South African Rand; pricing valid 1 January 2021 to 31 December 2021.)

Please select your appropriate supply chain segment(s) and corresponding dues from one of the numbered sections below:

### PRODUCE MARKETER

Tell us about your company's business (select all that apply)

- |  |   |
|--|---|
| <input type="checkbox"/> Broker (BR)                   | <input type="checkbox"/> Importer (IMP)           |
| <input type="checkbox"/> Exporter (EXP)                | <input type="checkbox"/> Repacker (REP)           |
| <input type="checkbox"/> Foodservice Distributor (FSD) | <input type="checkbox"/> Produce Wholesaler (PWL) |
| <input type="checkbox"/> Grower/Shipper/Processor (GS) | <input type="checkbox"/> Service Wholesaler (SWL) |

#### PRODUCE MARKETER

Gross Annual Produce/ Floral Related Sales	Membership Dues (ZAR)
<input type="checkbox"/> R 0-65 million	R 14,530
<input type="checkbox"/> R 65-130 million	R 19,715
<input type="checkbox"/> R 130-326 million	R 26,240
<input type="checkbox"/> R 326-651 million	R 34,910
<input type="checkbox"/> R 651 million - 1.3billion	R 46,455
<input type="checkbox"/> R 1.3-2.6 billion	R 61,795
<input type="checkbox"/> R 2.6-3.94 billion	R 82,155
<input type="checkbox"/> R 3.9 billion +	R 109,250

### BUSINESS SOLUTION PROVIDER

(provides products or services to the fresh produce/floral industry)

Tell us about your company's business (select all that apply)

- |  |   |
|--|---|
| <input type="checkbox"/> Other Business Services (legal, executive search, research firms, etc.) (BUS)   | <input type="checkbox"/> Provider of Supplies Used in Agricultural Production and Distribution (bags, pallets, boxes, chemicals, seeds, breeders, etc.) (GSP) |
| <input type="checkbox"/> Consultant (CON)  | <input type="checkbox"/> Supplier of non-produce item sold in produce department (SPL)  |
| <input type="checkbox"/> Customs Broker (CBR)  | <input type="checkbox"/> Software provider (TECH_SOFT)  |
| <input type="checkbox"/> Data Management Providers (data science, sales, inventory services, etc.) (DAT) | <input type="checkbox"/> Technology provider (TECH)   |
| <input type="checkbox"/> Equipment/Machinery Provider (EQU)  | <input type="checkbox"/> Testing and Audit Services (TST)   |
| <input type="checkbox"/> Financial Services (FIN)  | <input type="checkbox"/> Transportation/Logistics Provider (TRANS)  |
| <input type="checkbox"/> Food Safety Detection (FDS)   | <input type="checkbox"/> Trade Media (MEDIA)  |
| <input type="checkbox"/> Packaging Materials Provider (PAC)  |   |
| <input type="checkbox"/> PR/Marketing/Ad Agency (AGY)  |   |

#### BUSINESS SOLUTION PROVIDER

Gross Annual Produce/ Floral Related Sales	Membership Dues (ZAR)
<input type="checkbox"/> R 0-65 million	R 14,530
<input type="checkbox"/> R 65-130 million	R 19,150
<input type="checkbox"/> R 130-651 million	R 29,735
<input type="checkbox"/> R 651 million+	R 46,455

### CONSUMER FACING COMPANIES

Select one primary business segment

- |   |   |
|---|---|
| <input type="checkbox"/> Supermarket/Mass Market Retailer (SUP) | Membership Dues<br>(See chart to the right) |
| <input type="checkbox"/> Wholesale Grocer (WHG)                 | (See chart to the right)                    |
| <input type="checkbox"/> Convenience Store (CST)                | (See chart to the right)                    |
| <input type="checkbox"/> Foodservice Operator (FS)              | R 9,910                                     |

#### SUPERMARKET/MASS-MARKET/WHOLESALE GROCER

# of stores/units operated or served	Membership Dues (ZAR)
<input type="checkbox"/> 1-10	R 3,710
<input type="checkbox"/> 11-49	R 12,605
<input type="checkbox"/> 50-199	R 25,585
<input type="checkbox"/> 200+	R 26,365

### NOT-FOR-PROFIT AND EDUCATIONAL INSTITUTIONS

Tell us about your organization's business

- |  |                             |
|--|-----------------------------|
| <input type="checkbox"/> Promotional Board (PRO)       | Membership Dues<br>R 14,055 |
| <input type="checkbox"/> Associations (ASN)            | R 14,055                    |
| <input type="checkbox"/> Government (GOV)              | R 14,055                    |
| <input type="checkbox"/> Educational Institution (EIN) | R 14,055                    |

#### VIRTUAL RETAILER (VSUP)

Gross Annual Produce/ Floral Purchases	Membership Dues (ZAR)
<input type="checkbox"/> <R 1.3 billion	R 13,310
<input type="checkbox"/> R 1.3-6.5 billion	R 27,455
<input type="checkbox"/> R 6.5 billion +	R 42,545

Does your company also buy or sell floral-related goods and services?  Yes  No

Please provide your services, products, and/or commodities: \_\_\_\_\_

Please share the reason you are joining PMA: \_\_\_\_\_

#### RECOMMENDED BY

Name \_\_\_\_\_ Company \_\_\_\_\_

**PRIMARY MEMBERSHIP CONTACT INFORMATION**

By providing contact information on this application, the Primary and Secondary Membership Contacts agree to receive member value communications as specified in the Member Contact Policy which can be found online at pma.com.

Name First [ ] Last [ ]
Job Title [ ]
Company Name [ ]
Street Address 1 [ ]
Street Address 2 [ ]
City [ ] Province [ ]
Postal Code [ ] Country [ ]
P.O. Box [ ]
City [ ] Province [ ]
Postal Code [ ] Country [ ]
Telephone ( [ ] ) [ ] Fax ( [ ] ) [ ]
Mobile Phone ( [ ] ) [ ]
Individual Email [ ]
Company Website [ ]
Company VAT # [ ]

**MEMBER COMPANY INFORMATION (IF DIFFERENT FROM ABOVE)**

Address 1 [ ]
Address 2 [ ]
City [ ] Province [ ]
Postal Code [ ] Country [ ]
Phone ( [ ] ) [ ] Fax ( [ ] ) [ ]

**PLEASE PROVIDE US WITH AN ADDITIONAL MEMBERSHIP CONTACT.**

Name First [ ] Last [ ]
Job Title [ ]
Company Name [ ]
Street Address 1 [ ]
Street Address 2 [ ]
City [ ] Province [ ]
Postal Code [ ] Country [ ]
P.O. Box [ ]
City [ ] Province [ ]
Postal Code [ ] Country [ ]
Telephone ( [ ] ) [ ] Fax ( [ ] ) [ ]
Mobile Phone ( [ ] ) [ ]
Individual Email [ ]

**PAYMENT INFORMATION**

Membership benefits will begin upon receipt of dues payment and be retroactive to the 1st of the month.

PMA Annual Membership Dues R \_\_\_\_\_

Electronic funds transfer (EFT) Once application form has been processed an invoice will be sent to primary membership contact

PROMOTIONAL CODE
CODE:

By checking this box, I indicate that I authorize this dues payment and understand this payment will make my company an active member of PMA for 12 months. I also understand that at the end of 12 months, my company will be invoiced for renewal.



Submit this form: by email to MembershipSA@pma.com
Questions: On paying membership dues: email at MembershipSA@pma.com
On membership benefits: contact Lindie Stroebel by email at lstroebel@pma.com or +27 79 497 1594