



# 2019 U.S. & Canada 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 U.S. dollars; pricing valid January 1, 2019 through December 31, 2019.)

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
<input type="checkbox"/> US \$0-5 million	US \$1,535
<input type="checkbox"/> US \$5-10 million	US \$2,050
<input type="checkbox"/> US \$10-25 million	US \$2,725
<input type="checkbox"/> US \$25-50 million	US \$3,630
<input type="checkbox"/> US \$50-100 million	US \$4,815
<input type="checkbox"/> US \$100-200 million	US \$6,410
<input type="checkbox"/> US \$200-300 million	US \$8,520
<input type="checkbox"/> US \$300+ million	US \$11,340

### 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
<input type="checkbox"/> US \$0-5 million	US \$1,535
<input type="checkbox"/> US \$5-10 million	US \$2,075
<input type="checkbox"/> US \$10-50 million	US \$3,190
<input type="checkbox"/> US \$50+ million	US \$4,815

### CONSUMER FACING COMPANIES

Select one primary business segment

- |   |  |
|---|--|
| <input type="checkbox"/> Supermarket/Mass Market Retailer (SUP) | Membership Dues (See chart to the right) |
| <input type="checkbox"/> Wholesale Grocer (WHG)                 | Membership Dues (See chart to the right) |
| <input type="checkbox"/> Convenience Store (CST)                | Membership Dues (See chart to the right) |
| <input type="checkbox"/> Foodservice Operator (FS)              | Membership Dues US \$1,310               |

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

# of stores/units operated or served	Membership Dues
<input type="checkbox"/> 1-10 stores	US \$310
<input type="checkbox"/> 11-49	US \$1,270
<input type="checkbox"/> 50-199	US \$2,050
<input type="checkbox"/> 200-399	US \$2,265
<input type="checkbox"/> 400+	US \$2,820

### NOT-FOR-PROFIT AND EDUCATIONAL INSTITUTIONS

Tell us about your organization's business

- |  |                            |
|--|----------------------------|
| <input type="checkbox"/> Promotional Board (PRO)       | Membership Dues US \$1,455 |
| <input type="checkbox"/> Associations (ASN)            | Membership Dues US \$1,455 |
| <input type="checkbox"/> Government (GOV)              | Membership Dues US \$1,455 |
| <input type="checkbox"/> Educational Institution (EIN) | Membership Dues US \$1,455 |

#### E-COMMERCE RETAILER (VSUP)

Annual produce & floral purchases	Membership Dues
<input type="checkbox"/> <\$100 million	US \$1,270
<input type="checkbox"/> \$100-500 million	US \$2,265
<input type="checkbox"/> \$500+ million	US \$2,820

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 \_\_\_\_\_

