



2018 Africa (excluding South Africa) Corporate Membership Application

If joining in South Africa, please complete the South Africa 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, 2018 through December 31, 2018.)

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)

- Broker (BR)
- Distributor to Retail Only (RTD)
- Distributor to Retail and Foodservice (OFD)
- Exporter (EXP)
- Foodservice Distributor (FSD)
- Grower/Shipper/Processor (GS)
- Importer (IMP)
- Repacker (REP)
- Produce Wholesaler (PWL)
- Service Wholesaler (SWL)

PRODUCE MARKETER

Gross Annual Produce/Floral Related Sales	Membership Dues
<input type="checkbox"/> US \$0-5 million	US \$1,125
<input type="checkbox"/> US \$5-10 million	US \$1,500
<input type="checkbox"/> US \$10-25 million	US \$1,995
<input type="checkbox"/> US \$25-50 million	US \$2,655
<input type="checkbox"/> US \$50-100 million	US \$3,535
<input type="checkbox"/> US \$100-200 million	US \$4,705
<input type="checkbox"/> US \$200-300 million	US \$6,255
<input type="checkbox"/> US \$300+ million	US \$8,320

BUSINESS SOLUTION PROVIDER

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

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

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

BUSINESS SOLUTION PROVIDER

Gross Annual Produce/Floral Related Sales	Membership Dues
<input type="checkbox"/> US \$0-5 million	US \$1,125
<input type="checkbox"/> US \$5-10 million	US \$1,485
<input type="checkbox"/> US \$10-50 million	US \$2,310
<input type="checkbox"/> US \$50+ million	US \$3,535

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) | US \$1,010 |
| <input type="checkbox"/> Foodservice Operator (FS) | US \$1,010 |

SUPERMARKET/MASS-MARKET/WHOLESALE GROCER

# of stores/units operated or served	Membership Dues
<input type="checkbox"/> 1-10	US \$310
<input type="checkbox"/> 11-49	US \$1,010
<input type="checkbox"/> 50-199	US \$2,050
<input type="checkbox"/> 200+	US \$2,110

NOT-FOR-PROFIT AND EDUCATIONAL INSTITUTIONS

Tell us about your organization's business

- | | |
|--|----------------------------|
| <input type="checkbox"/> Promotional Board (PRO) | Membership Dues US \$1,070 |
| <input type="checkbox"/> Associations (ASN) | US \$1,070 |
| <input type="checkbox"/> Government (GOV) | US \$1,070 |
| <input type="checkbox"/> Educational Institution (EIN) | US \$1,070 |

E-COMMERCE RETAILER (VSUP)

Annual produce & floral purchases	Membership Dues
<input type="checkbox"/> <\$100 million	US \$1,065
<input type="checkbox"/> \$100-500 million	US \$2,200
<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 _____

