



# 2018 Europe & The Middle East 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, 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

- Supermarket/Mass Market Retailer (SUP)
- Wholesale Grocer (WHG)
- Convenience Store (CST)
- Foodservice Operator (FS)

Membership Dues

(See chart to the right)  
 (See chart to the right)  
 US \$1,010  
 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

- Promotional Board (PRO)
- Associations (ASN)
- Government (GOV)
- Educational Institution (EIN)

Membership Dues

US \$1,070  
 US \$1,070  
 US \$1,070  
 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 \_\_\_\_\_

**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 [ ] State [ ]
Zip+4/Postal Code [ ] Country [ ]
P.O. Box [ ]
City [ ] State [ ]
Zip+4/Postal Code [ ] Country [ ]
Telephone (Country Code/Area Code) [ ] Fax (Country Code/Area Code) [ ]
Mobile Phone (Country Code/Area Code) [ ]
Individual Email [ ]
Company Website [ ]

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

Address 1 [ ]
Address 2 [ ]
City [ ] State [ ]
Zip+4/Postal Code [ ] Country [ ]
Phone (Country Code/Area Code) [ ] Fax (Country Code/Area Code) [ ]

**COMMUNICATIONS**

PMA will use the details provided on this form to send you communications regarding your PMA membership.

As the primary member contact, I agree to receive communications from PMA and Center for Growing Talent which will include issue alerts, complimentary member-only products and services, annual membership renewal notifications (yearly dues invoice), and Fresh Picks monthly emails that cover the latest member value offerings.

[ ] Yes [ ] No

I would like to opt in to communications about opportunities to network and expand our member profile. Communications will include opportunities to attend, advertise, sponsor, and exhibit at networking and educational events.

[ ] Yes [ ] No

NOTE: Individuals within the company membership will be able to set their individual preferences in the Member Directory once their accounts have been set up.

**PAYMENT INFORMATION**

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

PMA Annual Membership Dues US \$ [ ]

PROMOTIONAL CODE
CODE: [ ]

- [ ] Check enclosed (U.S funds drawn on U.S. banks only.) Checks payable to PMA.
[ ] Wire Transfer
[ ] MasterCard [ ] VISA [ ] American Express

Account # [ ] Expiration Date [ ] / [ ]

Cardholder's Name (please print)

Cardholder's Employer Name (please print)

I authorize dues 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.