



# 2018 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, 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 \$1,460
<input type="checkbox"/> US \$5-10 million	US \$1,950
<input type="checkbox"/> US \$10-25 million	US \$2,595
<input type="checkbox"/> US \$25-50 million	US \$3,455
<input type="checkbox"/> US \$50-100 million	US \$4,585
<input type="checkbox"/> US \$100-200 million	US \$6,105
<input type="checkbox"/> US \$200-300 million	US \$8,115
<input type="checkbox"/> US \$300+ million	US \$10,800

### 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 \$1,460
<input type="checkbox"/> US \$5-10 million	US \$1,975
<input type="checkbox"/> US \$10-50 million	US \$3,040
<input type="checkbox"/> US \$50+ million	US \$4,585

### 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 \$1,310  
 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

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

Membership Dues

US \$1,385  
 US \$1,385  
 US \$1,385  
 US \$1,385

#### 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 \_\_\_\_\_

