

FLEXIBLE PACKAGING ASSOCIATION

MEMBERSHIP APPLICATION



Welcome and thank you for your application to participate in the Flexible Packaging Association. In order to receive all the benefits and services available to FPA members, be sure to complete all sections of this application. The information will be used to profile your company in FPA's *Membership Directory* and *Flexible Packaging Buyers Guide*. Information provided in questions 7 through 11 will be kept confidential.

Total Membership Dues: \$ _____
Please Send Application and Payment to:
Flexible Packaging Association
971 Corporate Blvd., Suite 403
Linthicum, Maryland 21090

1. Company Information:

Name: _____
Mailing address: _____

Phone: _____
Fax: _____
Email: _____
Website: _____

2. Membership Category:

(see page 4 for membership category information)

3. Logos for Membership Directory

Please e-mail your company's current logo to fpa@flexpack.org in a .tif, .eps or .jpg format.

4. Short Description of Company

(Please write this exactly as you would like it to appear in the Membership Directory. Please limit your text to 25 words or less.)

5. Official Representative to FPA

Name: _____
Title: _____
Phone: _____
Fax: _____
Email: _____
Address: (if different from Company Address)

6. Alternate Representative to FPA

Name: _____
Title: _____
Phone: _____
Fax: _____
Email: _____
Address: (if different from Company Address)

7. NAICS Codes (response is confidential)

(as reported to the U.S. Department of Commerce Census Bureau)

8. Total number of employees involved in flexible packaging (response is confidential)

9. Total sales in flexible packaging (response is confidential)

10. Federal ID Number (response is confidential)

11. Please calculate your companies dues based on flexible packaging sales and the information below. Your response is confidential.

Sales Volume x \$.00035 = \$ _____

(\$3,500 minimum & \$40,000 maximum dues)

I hereby certify that the membership dues information provided above is accurate and that the membership dues are based on total qualifying sales.

Signature: _____

Membership Dues

Membership dues are calculated on an annual basis and prorated for new members based on when they join. You may pay your dues annually, semiannually, or quarterly. **Converter and Associate members that pay their dues in full by January 15, 2010 are entitled to a 2% discount.** As an incentive, the Board of Directors has approved a dues program that would enable **first time converter members** to phase into the full dues over time. The first year dues would be one-third the normal dues rate, the second year dues would be two-thirds the normal dues rate. The third year of membership would be at full dues.

Your membership form must be received by February 15, 2010 in order for your company to be listed in the print version of the 2010 FPA Membership Directory and to attend the 2010 Annual Meeting.

FPA Dues Structure

Dues are based on flexible packaging sales.

- **For U.S. flexible packaging sales under \$10,000,000**, minimum annual dues are \$3,500.
- **For U.S. flexible packaging sales over \$10,000,000**, annual dues are \$0.35 per \$1,000 of annual sales (sales volume x \$.00035), with a maximum dues cap of \$40,000 for sales over \$114,000,000. (example: A company with annual sales of \$45,678,000 would multiply \$45,678,000 x \$.00035 and pay dues of \$15,987.30.)
- **International Converter** dues are \$3,500 for converter companies with no direct or indirect flexible packaging sales in the U.S.
- **Trade Press** dues are set at a flat rate of \$1,500 per year.

Members who acquire other members within the year will be responsible for the outstanding dues of both companies.

12. Method of Payment

1. Check enclosed made payable to Flexible Packaging Association.

2. Charge to: Visa MasterCard American Express

Card Number: _____ Expiration Date: _____

Card Member Name: _____

Date: _____

Billing Address: _____

For Visa and Mastercard charges only: We need the V Code. (This code is found on the back of the credit card after the account number). _____

Card holder signature: _____

3. I prefer to be invoiced at the beginning of each billing cycle:

Annually

Semi-annually

Quarterly

13. Key Contacts

- Please list the names of the following key contacts who may be interested in receiving information from the FPA programs listed below.*
- If their address or phone number is different from the companies, please provide that information as well. Please list any additional personnel you would like listed in the *Membership Directory*.

Achievement Awards

Name: _____

Title: _____

Phone _____

Fax: _____

Address: _____

Email: _____

FDA Task Group

Name: _____

Title: _____

Phone _____

Fax: _____

Address: _____

Email: _____

Membership Development

Name: _____

Title: _____

Phone _____

Fax: _____

Address: _____

Email: _____

Business & Economic Research

Name: _____

Title: _____

Phone _____

Fax: _____

Address: _____

Email: _____

Human Resources

Name: _____

Title: _____

Phone _____

Fax: _____

Address: _____

Email: _____

Regulatory & Government Relations

Name: _____

Title: _____

Phone _____

Fax: _____

Address: _____

Email: _____

Buyers Guide Contact

Name: _____

Title: _____

Phone _____

Fax: _____

Address: _____

Email: _____

Manufacturing & Technology

Name: _____

Title: _____

Phone _____

Fax: _____

Address: _____

Email: _____

Safety

Name: _____

Title: _____

Phone _____

Fax: _____

Address: _____

Email: _____

Climate Change Contact

Name: _____

Title: _____

Phone _____

Fax: _____

Address: _____

Email: _____

Marketing & Communications

Name: _____

Title: _____

Phone _____

Fax: _____

Address: _____

Email: _____

Sustainable Packaging

Name: _____

Title: _____

Phone _____

Fax: _____

Address: _____

Email: _____

***If you need additional space, please attach a separate sheet of paper.**

Signature: _____

14. Plant Locations

This information helps us track and work to influence legislation pertinent to your interests. Please be sure to include the street address and zip code for each listed address.

Street Address (No P.O. Boxes)	City	State	Zip Code	Phone
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

If you need additional space, please attach a separate sheet of paper.

15. Buyers Guide Information Request

The *Flexible Packaging Buyers Guide* includes all of our members’ capabilities. To ensure that the information about your company is correct in both the print and on-line version of the Buyers Guide, please return the *Flexible Packaging Buyers Guide Information Request* with your application.

MEMBERSHIP CATEGORIES

- **Converter** is any person, firm, corporation, or division thereof, engaged in the manufacture of converted forms of paper, film, foils or combinations thereof, for sale to the users or distributors of such materials for packaging purposes.
- **Associate** is any person, firm, corporation, or division thereof, engaged in the manufacture of materials, equipment, or supplies used in the manufacture of flexible packaging.
- **Converter/Associate** is any person, firm, corporation, or division thereof, that is eligible for both converter and associate categories.
- **International Converter** is a converter headquartered outside the U.S. with no direct or indirect flexible packaging sales in the U.S. All firms that have headquarters outside the U.S. but have direct or indirect sales of flexible packaging products or supplies within the U.S. must join as a converter, associate, or converter/associate member.
- **Trade Press** is any person, firm, corporation, or division thereof, engaged in the publication of recognized trade magazines related to the flexible packaging industry.

DEDUCTIBILITY OF DUES AND CONTRIBUTIONS

As part of the Omnibus Budget and Reconciliation Act of 1993, that part of your annual dues paid to FPA for lobbying by FPA staff will no longer be deductible for income tax purposes. Our calculations have led us to determine that five percent (5%) of the dues paid to FPA per calendar year will not be deductible. We hope this does not place an excessive burden on you and your company.

RESIGNATION: FPA BY-LAWS, ARTICLE IV – MEMBERSHIP, SECTION 4

A Member may resign effective at any time during the fiscal year provided that the Member shall have satisfied all financial obligations for payment of dues through the end of the current fiscal year and shall have submitted its intentions to so resign in writing, stating that payment of all financial obligations has been satisfied.

**FLEXIBLE PACKAGING BUYERS GUIDE
CONVERTER INFORMATION REQUEST**

FPA is expanding the print and on-line version of the *Flexible Packaging Buyers Guide* and we want to be sure to include all of your capabilities. Please provide the following information.

1. Indicate which of the following FINAL PACKAGING products are sold by your company: Check all that apply.

- Rollstock
- Bags
- Pouches
 - Lay Flat Pouches
 - Standup Pouches
 - Retort Pouches
- Shrink Sleeves
- Labels
- Lidding
- Seals
- Stretch Films
- Wrappers
- Other

2. END-USE MARKETS: Of the following end-use markets, indicate those your company currently participates in. Check all that apply.

2a. RETAIL PACKAGING: FOOD

Flexible packaging for food consumer goods sold through retail outlets (mass merchants, groceries, club stores, etc.)

- Baked Goods
- Baking Needs/Mixes
- Beverages
- Breakfast Products
- Coffee & Tea
- Condiments
- Confectionary
- Cookies/Crackers
- Deli/Bakery Supplies
- Dinner Prod/Mixes
- Frozen Novelties
- Frozen Pizza
- Frozen Other
- Misc. Dry Shelf
- Produce
- Refrigerated Dairy
- Refrigerated Meat
- Refrigerated Other
- Seafood
- Snacks

2b. RETAIL PACKAGING: NON-FOOD

Flexible packaging for non-food consumer goods sold through retail outlets (mass merchants, groceries, club stores, etc.)

- Appliances/Hardware
- Clothing/textiles
- Craft materials
- Electronics/Computer
- Floral/Plants
- Health & Beauty Aids
- Home Chemicals/Cleaners
- Lawn/Garden Supplies
- Paper Products
- Pet Food/Supplies
- Photography related
- Salt/Softener/Ice Melt
- Sporting Goods
- Tobacco
- Toys/Games

2c. INSTITUTIONAL: FOOD

Flexible packaging for goods sold to institutions, business to business, and government agencies (hospitals, schools, restaurants, military, etc.) includes food service.

- Baked Goods
- Baking Needs/Mixes
- Beverages
- Breakfast Products
- Coffee & Tea
- Condiments
- Confectionary
- Cookies/Crackers
- Deli/Bakery Supplies
- Dinner Prod/Mixes
- Food Wraps-QSR
- Frozen Novelties
- Frozen Pizza
- Frozen Other
- Misc. Dry Shelf
- Produce
- Refrigerated Dairy
- Refrigerated Meat
- Refrigerated Other
- Seafood
- Snacks

Company Name _____

2d. INSTITUTIONAL: NON-FOOD

Flexible packaging for goods sold to institutions, business to business, and government agencies (hospitals, schools, restaurants, military, etc.)

- Carry Out Bags
- Dessicants/O2 Scavengers
- Electronics/Computer
- Garment Bags
- Grocery/Merchandise/Bags
- Mailers/Wraps
- Other Business to Business
- Ream Wrap

2e. MEDICAL & PHARMACEUTICAL

Flexible packaging for medical, pharmaceutical, dental and veterinarian goods sold by both prescription and OTC (over the counter)

- Biologicals
- Dental Supplies
- Diagnostics
- Disposable Products
- Medical Devices
- Medical Supplies
- Pharmaceuticals
- Veterinarian Supplies

2f. INDUSTRIAL APPLICATIONS

Flexible materials used in the delivery of intermediary goods or used as components in the manufacture of finished products (roll wrap, interleaver, insulation facing, pressure sensitive tapes and sealants)

- Agricultural products
- Animal Feed/Care
- Automotive
- Building Products
- Cable Wrap
- Chemicals
- Construction Materials
- Corrosion Inhibitors
- Interleaving Sheets
- Lubrication Products
- Outdoor Equipment/Parts
- Stretch/Shrink Films

3. CONVERTING PROCESSES

Please check all the converting processes your company performs.

- Extrusion
- Laminating
- Printing
- Coating
- Bag/Pouch
- Stand up Pouches
- Retort Pouches
- Labels/Lidding/Seals
- Shrink Sleeves
- Stretch Films/Wrappers

4. MATERIALS

Please check the materials your company uses.

Resins:

- PE
- PP
- PS
- PVC
- Polyester

Paper:

- Glassine
- Wax paper
- Kraft paper

Film:

- PE
- PP
- OPP
- BOPP
- PS
- PVC
- Polyester
- Nylon
- Metallized film
- SIOx
- ALOX
- Coextruded barrier film

Aluminum foil:

Other:

- Inks
- Coatings
- Adhesives

5. PRINTING

Please indicate the printing processes you use.

- Gravure
- Offset
- Flexo
- Other
- Unprinted

6. VALUE ADDED SERVICE

Which of the following services do you offer?

- AIB Certification (American Institute of Bakers)
- Computer to Plate/Engraving
- Graphic Design
- Holographic Images
- ISO 9000 Series
- Microwavable
- Reclosable Features
- Research & Analytical
- Other

**FLEXIBLE PACKAGING BUYERS GUIDE
ASSOCIATE INFORMATION REQUEST**

FPA is expanding the print and on-line version of the *Flexible Packaging Buyers Guide* and we want to be sure to include all of your capabilities. Please provide the following information.

Please indicate which of the following you supply to the Flexible Packaging Industry.

1. MACHINERY

- Bag Machine – Paper
- Bag Machine – Plastic
- Coaters (In-Line)
- Coaters (Off-Line)
- Extruder
- Extrusion Pelletizing Systems
- Flexographic Press (CI)
- Flexographic Press (In-Line)
- Gravure Press
- Laminator
- Solventless (100% solids)
- Solvent Based
- UV
- EB
- Lithographic Press
- Pouch Machine
- Pouch Machine (Stand-up)
- Rewinder/Unwinding
- Slitters

2. RESINS

- Polyethylene
- HDPE
- LDPE
- LLD
- MDPE
- mLLDPE
- Plastomer
- CoPolymer (EVA)
- Acetate Coat Polymer/Ionomers
- Polypropylene
- Polystyrene
- Nylon
- EVOH
- Ext Resins (tie layers)
- Ionomer

3. SUBSTRATES

- Paper:**
- Bleached Kraft
 - Unbleached Kraft
 - Colored Kraft
 - Clay Coated

- Grease Resistant
- Release Treated
- Recycled Content
- Wax Paper
- Glassine

Film:

- Polyethylene
- HDPE
- LDPE
- LLDPE
- MDPE
- Metallocene
- CoPolymer (EVA)
- PE-Mono Layer
- PE-Multi Layer
- Polypropylene
- OPP
- BOPP
- Polystyrene
- Polyvinyl Chloride
- Polyester
- Nylon
- PVDC Coated
- Metallized film
- SIOx
- ALOX
- EVOH

Aluminum foil:

4. INKS

- Matched color inks
- 4 Color inks
- Metallic inks
- 6 & 7 Color inks
- Surface printing inks
- Lamination inks
- Water based inks
- Solvent based inks
- UV/EB coatings
- High Strength Inks
- Fade resistant

5. ADHESIVES

- Solvent Based
- Solventless (100% solids)
- Waterborne
- Radiation cure (UV/EB)
- Cold Seal

Company Name _____

6. COATINGS

- UV/EB coatings
- Barrier coatings
- High Gloss coatings
- Cold Seal Rel Lacquer
- Extrusion primer
- Other primers
- Heat Seal coatings
- Antifog coatings

7. EQUIPMENT AND OTHER SUPPLIES

- Anilox Rolls
- Pollution Control Equipment
- Printing Sleeves for Flexographic
- Test Equipment
- UV Curing Equipment
- Web Drying Systems
- Dispensing Devices/Systems
- Tapes for Platemounting
- Tubes and Cores
- Other (please specify)

Company Name: _____