

FLEXIBLE PACKAGING ASSOCIATION

MEMBERSHIP APPLICATION



Welcome and thank you for your participation in the Flexible Packaging Association. In order to receive all the benefits and services available to FPA members, be sure this document is filled out completely. The information requested here forms the basis for our ongoing efforts to serve you, and 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 Payment: \$ _____

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. FPA Dues Structure

FPA Converter, Converter/Associate and Associate Dues

Sales in the U.S. of all flexible packaging including converted flexible packaging, plus all materials and equipment sold into the U.S. flexible market and/or industry should be calculated using the following formula:

- **All qualifying U.S. flexible packaging sales under \$10 million**, minimum annual dues are \$3,500.
- **All qualifying U.S. flexible packaging sales between \$10 million and \$114 million**, annual dues are \$0.35 per \$1,000 of annual sales (sales volume x \$.00035). Example: A company with annual sales of \$45,678,000 would multiply \$45,678,000 x \$.00035 and pay dues of \$15,987.30.
- **All qualifying U.S. flexible packaging sales over \$114 million**, maximum dues cap of \$40,000.

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

Other FPA Membership Category Dues:

- **International Converters** with no direct or indirect flexible packaging sales in the U.S., membership dues are \$3,500.
- **Trade Press** dues are set at a flat rate of \$1,500 per year.

FPA Dues Calculation

Please calculate your company’s dues based on qualifying sales as defined above. Your response is confidential.

Sales Volume x \$.00035 = \$ _____
(\$3,500 minimum & \$40,000 maximum dues)

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.

12. Method of Payment

- Check enclosed made payable to Flexible Packaging Association.
- Charge to: Visa MasterCard American Express
 Card Number: _____ Expiration Date: _____
 Card Member Name: _____ Security Code. _____
 Billing Address: _____
 Card holder signature: _____
- I prefer to be invoiced at the beginning of each billing cycle:
 Annually Semi-annually Quarterly

I hereby certify that the membership dues information provided is accurate and that the membership dues are based on total qualifying sales as defined on the previous page. Additionally, I hereby certify that my company will follow the Guidelines on Terms and Condition of FPA Membership in Attachment A.

Signature: _____

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 members’ 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. Currently, 100% of the dues paid to FPA per calendar year are tax deductible. FPA evaluates its activities at year end and if the deductibility changes, FPA will notify you in writing.

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)



Attachment A

Guideline on Terms and Conditions of Flexible Packaging Association Membership

Introduction

To ensure that Flexible Packaging Association members experience a positive membership environment, FPA provides the following *Guideline on Terms and Conditions of Membership*.

FPA Membership

The Flexible Packaging Association is committed to providing all FPA members with a positive and valuable membership experience that includes:

- Extraordinary networking opportunities among industry peers.
- Active promotion of the flexible packaging industry.
- Proactive interaction with government officials and other stakeholders.
- Industry specific educational programs.
- Credible industry and benchmarking information.

FPA members agree to ensure the integrity of these membership benefits by preserving the FPA culture and experience and by adhering to the following guidelines.

Process and Legal Requirements:

- FPA members agree to comply with U.S. Anti-Trust and other relevant laws and regulations at all times.
- Each FPA member company agrees to appoint an “Official Representative” and an “Alternate Representative” who will be the primary contact for FPA.
- FPA members agree to pay their annual dues within the membership year based on all of their annual U.S. sales of converted flexible packaging and materials and equipment.
- FPA members agree not to engage in any activity that brings harm to the flexible packaging industry, or FPA, or disrupts the FPA mission.

Networking and Marketing

FPA members are encouraged to support FPA networking events. To preserve the positive networking environment:

- FPA members agree to comply with U.S. Anti-Trust laws and regulations at all times.
- FPA members agree not to participate in non-member sponsored events which are scheduled at the same time and venue as FPA events. (Non-member events which conflict with FPA events



undermine the FPA community and take advantage of the members who support the FPA community).

- During an FPA event, members agree not to schedule private functions which would compete with FPA scheduled functions.

FPA Research, Reports and Logos

FPA research, reports, and data are a valuable benefit of FPA membership and are funded by FPA membership dues. FPA members are encouraged to participate in all surveys. Member participation ensures that the industry data is accurate and credible. Individual responses to FPA surveys are confidential and only aggregated data is reported. Therefore:

- FPA members agree not to disseminate FPA research, reports or other data beyond the FPA membership.
- FPA sustainability logos were developed to promote the sustainability of flexible packaging. These logos may be incorporated into members' education and marketing materials including websites and emails. Use of the logos requires agreeing to Terms and conditions of Use which can be found in the Member's Only Section of the FPA website.
- Flexpack.org *Members Only Section* is for the exclusive use of FPA members. FPA members agree not to provide non-members access to the *Members Only Section* of the FPA website.