



**DECORATIVE HARDWOODS MEMBERSHIP APPLICATION (2018)**

**Applicant Information:**

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Company Address

\_\_\_\_\_  
Web Site

\_\_\_\_\_  
City, State and ZIP Code

\_\_\_\_\_  
Phone

\_\_\_\_\_  
Principal Contact

\_\_\_\_\_  
FAX

\_\_\_\_\_  
E-mail

**Did a member encourage you to join?**    *If yes:* Name \_\_\_\_\_ Company \_\_\_\_\_

**Membership Category (Mark all that are applicable):**

**Manufacturers:**

- Hardwood Plywood
- Veneer Rotary
- Veneer Spliced

- Engineered Flooring
- Veneer Sliced
- Veneer Distribution/Sales

**Other:**

- Supplier
- Sales Representative
- Professional Individual
- Distributor (Stocking)
- Associate (Fabricator)

**If others in your company would like to receive information from DHA, please fill below:**

**Name:**

**E-Mail Address:**

Technical \_\_\_\_\_

\_\_\_\_\_

Forestry \_\_\_\_\_

\_\_\_\_\_

Market and Product Promotion \_\_\_\_\_

\_\_\_\_\_

Public Policy Advocacy \_\_\_\_\_

\_\_\_\_\_

Economic and Statistics Reporting \_\_\_\_\_

\_\_\_\_\_

**Total Dues for 2018: \$** \_\_\_\_\_ *(Please complete the applicable calculation form on pages 2-3 to calculate dues rates. Please indicate external sales only, not internal transfers)*

**Check Payment Preference:**    Annual                      Semi-Annual                      Quarterly                      Monthly

**For our continuing members, we thank you for your support!**

**\*\*I declare that this report has been completed/examined by me and is, to the best of my knowledge and belief, true, correct and complete.**

\_\_\_\_\_  
**Signature**

\_\_\_\_\_  
**Title**

\_\_\_\_\_  
**Date**

# - CALCULATION FORM - HARDWOOD PLYWOOD & ENGINEERED WOOD FLOORING MANUFACTURERS

**Example:** For a \$75 million HWPW Manufacturer  
 The first \$50 x \$500 = \$25,000  
 The next \$25 x \$350 = \$ 8,750  
 Total = \$33,750

**Example:** For a \$15 million EWF Manufacturer  
 \$15 x \$250 = \$3,750

**Example:** For a \$15 million HWPW Manufacturer  
 \$15 x \$500 = \$7,500

## Hardwood Plywood Manufacturers

<u>Annual Sales (in millions of \$)</u>	<u>Dues Rate per million</u>	<u>Calculated Amount</u>
0 - \$50	x \$500/million	_____
\$51 – \$150	x\$350/million	+ _____
\$151 – \$250	x\$250/million	+ _____
\$251 & above (no cap)	x\$150/million	+ _____
	<b>Dues Amount:</b>	_____
	<b>Add division dues:</b>	+ _____
	<b>Total Dues Amount</b>	\$ _____

**HWPW Division Dues:**  
 Stock Panel – 8% of base dues  
 Made-to-Size – 11% of base due  
 Pre-Finished – 17% of base dues

## Engineered Wood Flooring Manufacturers

<u>Annual Sales (in millions of \$)</u>	<u>Dues Rate per million</u>	<u>Calculated Amount</u>
0 - \$50	x \$250/million	_____
\$51 - \$150	x \$175/million	+ _____
\$151 – \$250	x \$125/million	+ _____
\$251 & above (no cap)	x\$75/million	+ _____
	<b>TOTAL Dues Amount:</b>	_____

## - CALCULATION FORM - SUPPLIERS, DISTRIBUTORS/SALES REPS & ASSOC

### Suppliers

(Include only sales to North American HWPW, EWF and Veneer manufacturers)

<u>Annual Sales (in millions of \$)</u>	<u>Annual Dues Rate</u>	<u>Calculated Amount</u>
0 - \$2	\$500.00	<u>\$500.00</u>
\$2 - \$12	x\$250/million	_____
\$13 & above	\$3,000	<u>\$3,000 max</u>

### Other:

#### Building Material Distributors

Annual fee of **\$1,000.00**

#### Sales Representative (Hardwood

*Plywood/Veneer Sales Agent*)

Annual fee of **\$1,000.00**

#### Associates/Fabricators

Annual fee of **\$500.00**

#### Flooring Distributors

Annual fee of **\$500.00**

#### Professional Individual

Annual fee of **\$50.00**

## - CALCULATION FORM - VENEER MANUFACTURERS

**Example:** For a \$100 million Veneer Manufacturer

The first \$25 x \$250 = \$6,250

The next \$50 x \$200 = \$10,000

The next \$25 x \$150 = \$3,750

Total = \$20,000

**Example:** For a \$15 million Veneer Manufacturer

\$15 x \$250 = \$3,750

### Veneer Manufacturers, Distributors & Sales

<u>Annual Sales (in millions of \$)</u>	<u>Dues Rate per million (additive)</u>	<u>Calculated Amount</u>
0 - \$25	x \$250/million	_____
\$26 - \$50	x\$200/million	+ _____
\$51 - \$150	x\$150/million	+ _____
\$151 - \$250	x\$100/million	+ _____
\$251 & above (no cap)	x\$50/million	+ _____

**Veneer Division Dues:  
\$180.00 annual dues**

Dues Amount: \_\_\_\_\_

Veneer Division Dues: + 180.00

TOTAL Dues Amount: \$ \_\_\_\_\_