



Decorative Hardwoods Association
42777 Trade West Drive, Sterling, VA 20166
703/435-2900; Fax: 703/435-2537; Web: www.decorativehardwoods.org

2022 DHA Membership Application

Applicant Information:

Company Name
Web Site
Phone
FAX

Company Address
City, State and ZIP Code
Principal Contact
E-mail

Membership Category (Mark all that are applicable):

- Manufacturers: Hardwood Plywood, Engineered Flooring, Veneer Rotary, Veneer Sliced, Veneer Spliced, Veneer Distribution/Sales

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

\* Please complete the applicable calculation form to calculate dues rates; please indicate external sales only, not internal transfers

Total Dues for 2022: \$

Please Check Payment Preference: Annual Semi-Annual Quarterly Monthly

Other Contact Information:

If others in your company would like to receive information from HPVA, please give us their name and e-mail.

Name E-Mail Address
Technical
Forestry
Market and Product Promotion
Public Policy Advocacy
Economic and Statistics Reporting

Member who encouraged you to join: Name Company

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 FOR HWPW AND EWF 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>	<b>\$ _____</b>

#### HWPW Division Dues:

Stock Panel – 8% of base dues

Made-to-Size – 11% of base dues

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 FOR 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>

### Building Material Distributors

Annual fee of \$1,000.00

### Flooring Distributors

Annual fee of \$500.00

### Sales Representative(Hardwood Plywood/Veneer Sales Agent) Members

Annual fee of \$1,000.00

### Associates/Fabricators

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:*

$\$15 \times \$250 = \underline{\$3,750}$

### 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	_____	Veneer Division Dues: <u>\$180.00 annual dues</u>
\$26 – \$50	x\$200/million	+ _____	
\$51 – \$150	x\$150/million	+ _____	
\$151 - \$250	x\$100/million	+ _____	
\$251 & above (no cap)	x\$50/million	+ _____	
	<b>Dues Amount:</b>	_____	
	<b>Veneer Division Dues:</b>	+ <b>180.00</b>	
	<b>TOTAL Dues Amount:</b>	\$ _____	

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