



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

## 2023 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  
 Veneer Rotary  
 Veneer Spliced  
 Engineered Flooring  
 Veneer Sliced  
 Veneer Distribution/Sales

Supplier

Distributor (Stocking)

Professional Individual

Sales Representative

Associate (Fabricator)

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

Total Dues for 2023: \$ \_\_\_\_\_

Please Check Payment Preference: Annual      Semi-Annual      Quarterly      Monthly

### Other Contact Information:

If others in your company would like to receive information from DHA, 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 \$275 = \$4,125

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\$275/million	_____
\$51 - \$150	x\$193/million	+ _____
\$151 – \$250	x\$138/million	+ _____
\$251 & above (no cap)	x\$83/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 \$275 = \$6,875  
 The next \$50 x \$220 = \$11,000  
 The next \$25 x \$165 = \$4,125  
 TOTAL = \$22,000

Example: For a \$15 million Veneer Manufacturer:

\$15 x \$275 = \$4,125

### 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\$275/million	_____	Veneer Division Dues: <u>\$180.00 annual dues</u>
\$26 – \$50	x\$220/million	+ _____	
\$51 – \$150	x\$165/million	+ _____	
\$151 - \$250	x\$110/million	+ _____	
\$251 & above (no cap)	x\$55/million	+ _____	
	Dues Amount:	_____	
	Veneer Division Dues:	+ <b>180.00</b>	
	TOTAL Dues Amount:	\$ _____	

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