



# INTERNATIONAL SLEEP PRODUCTS ASSOCIATION MANUFACTURER MEMBERSHIP APPLICATION

NON  
U.S.

## Company Identification

PLEASE PRINT OR TYPE

Authorized Official/Primary Contact \_\_\_\_\_

Title \_\_\_\_\_ Email \_\_\_\_\_

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

Mailing Address \_\_\_\_\_

City, State & Zip \_\_\_\_\_ Country \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Web site \_\_\_\_\_

☐ My company manufactures and sells direct to the public. Please indicate the \_\_\_\_\_ % of your manufactured goods (by units) sold at retail.

## Product Classification

My company manufactures all products checked below. Eligibility for manufacturer membership must be verifiable by website or catalogue.

☐ Air Mattresses

☐ Boxspring & other foundations

☐ Crib mattresses

☐ Flotation mattresses

☐ Futons

Innerspring

☐ Institutional mattresses

☐ Latex foam core mattresses

☐ Mattresses for electric adjustable beds

☐ Polyurethane foam core mattresses

☐ Sleeper Sofa Mattresses

☐ Other \_\_\_\_\_

TOP-OF-BED:

☐ Pillows

☐ Mattress Pads

☐ Mattress Protectors

☐ Mattress Toppers

## Signature and Date

We hereby apply for membership in the International Sleep Products Association, and certify that the information provided in this Application is correct. We agree to pay dues as established by the ISPA Board of Trustees in accordance with the bylaws of the Association.

\_\_\_\_\_  
Company Official

\_\_\_\_\_  
(Date)

As a new member, you will receive a **one year** complimentary subscription to *BedTimes* magazine (12 issues). Additional copies and renewal subscriptions will be at the current subscription rate.

Check here ☐ if you do not wish to receive *BedTimes* magazine

## Return of Application and Payment

Please scan to [joseph@sleepproducts.org](mailto:joseph@sleepproducts.org) or fax to 703/683-4503 or mail this Application with Dues payment in an envelope marked "CONFIDENTIAL" to:

Treasurer, International Sleep Products Association, 501 Wythe Street, Alexandria, VA 22314

☐ Paying by credit card—you will receive an email with a copy of your invoice and a link to make electronic payment

☐ Check here for a Wire Transfer and email [joseph@sleepproducts.org](mailto:joseph@sleepproducts.org) for wire information

To keep you informed about member issues such as industry updates, ISPA events, and/or other products and services, from time to time ISPA will communicate with you via email and /or fax.

ISPA membership dues are reevaluated yearly. ISPA memberships expire on December 31st and dues are calculated on a calendar year basis. **First year dues are pro-rated starting with the month joined**, second year dues are a full 12 months. Annual dues are based upon a running three-year average of your annual sales volume, expressed in wholesale dollars, in order to minimize fluctuating payment levels. Each year you will be asked for your most recent year's sales volume so a dues invoice can be

### Confidential Volume Statement

The sales volume provided here will be held in strict confidence. It will be shared with no one other than ISPA's Treasurer, or as required by law. This information must be provided in order to process your application and will be used to calculate your dues invoice at renewal.

The volume statement is the total **wholesale value** of all finished sleep products **manufactured for sale into the U.S.** by your firm and its branches, subsidiaries and licensee plants for sales to retailers, institutions and consumers. **Convert any sales direct to the public** (i.e., factory-direct business) **to your wholesale equivalent and include it in the total.** Your sales volume covers mattresses (including those listed on front), foundations of all types and all other products for primary use as sleeping systems. **DO NOT INCLUDE** sales of any finished products purchased from other manufacturers and distributed by your company or sales of finished dual purpose sleep furniture.

List the wholesale value of any **sales made into the U.S. bedding industry (ONLY)** for the three most recent full years and indicate the annual average below:

Year \_\_\_\_\_ \$ \_\_\_\_\_  
 \_\_\_\_\_ \$ \_\_\_\_\_  
 \_\_\_\_\_ \$ \_\_\_\_\_ Three-year average sales volume = \$ \_\_\_\_\_

### Dues Schedule

This dues schedule is applied to the most current three-year average sales volume (see above).

<b>AVERAGE ANNUAL U.S. BEDDING SALES</b>	<b>ANNUAL DUES-base on number of months left in join year</b>
Up to \$1,500,000 .....	\$1500 Minimum Dues
Over \$1,500,000 .....	\$1500 plus \$43 per \$100,000 of sales volume over \$1,500,000

**NOTE:** Any member who wishes to exhibit at our ISPA EXPO - components, machinery or services for use in the design, manufacture, distribution, transport, marketing, selling or recycling of finished sleep products - at the member discounted rate, must be a supplier member in good standing (that is, membership dues are fully paid) at the time an exhibit contract is submitted to ISPA as well as at the time of the EXPO. **This means that a manufacturer member with ISPA must become a supplier member in order to exhibit under these circumstances.** Please email [jsoeth@sleepproducts.org](mailto:jsoeth@sleepproducts.org) with questions.

### Dues Calculation

ISPA memberships expire on December 31st and dues are calculated on a calendar year basis. **First year dues are pro-rated starting with the month joined**, second year dues are a full 12 months. Apply the above dues schedule to your three-year average sales volume (above), and enter below.

Annual ISPA Dues based upon three-year average and number of months left in join year \$ \_\_\_\_\_

**Note:** Dues payments to ISPA by members incorporated in the U.S. are not deductible as charitable contributions for federal income tax purposes. However, dues payments may be deductible as ordinary and necessary business expense, subject to exclusion for lobbying activity. Because a portion of your dues is used for lobbying by ISPA, 15% of the total dues, is not deductible for income tax purposes.

**Privacy & Communication Consent:** By checking this box, I consent to receive ISPA member communications, including industry news, updates, and marketing materials. ISPA may list my company name on its website and may include my company name, address, and personnel contact information in member or event lists shared one time through bonded mailing house services. I understand I can withdraw my consent at any time by following unsubscribe instructions or contacting ISPA directly. (Required for compliance in EU, UK, and Canada. Leave unchecked if you only wish to receive essential membership communications.)