



# INTERNATIONAL SLEEP PRODUCTS ASSOCIATION SUPPLIER 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 \_\_\_\_\_

## Product Classification

My company manufactures/supplies the following to the bedding industry  and/or home textile industry

- |  |  |
|--|--|
| <input type="checkbox"/> Consulting/Services                 | <input type="checkbox"/> Machinery   |
| <input type="checkbox"/> Fibers                              | <input type="checkbox"/> Textiles  |
| <input type="checkbox"/> Flotation components                | <input type="checkbox"/> Thread  |
| <input type="checkbox"/> Foam                                | <input type="checkbox"/> Soft Goods (i.e., binding tape, handles, labels)              |
| <input type="checkbox"/> Hard Goods (i.e., frame and lumber) | <input type="checkbox"/> Top of Bed Products: pillows, toppers, pads, protectors, etc. |
| <input type="checkbox"/> Innersprings                        | <input type="checkbox"/> Other _____   |

## 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.

\_\_\_\_\_  
Signature of a 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 [joseth@sleepproducts.org](mailto:joseth@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 [joseth@sleepproducts.org](mailto:joseth@sleepproducts.org) for wire info.

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 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 generated.

### 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.

List the wholesale value of your U.S. sales volume to the bedding industry for the three most recent full years and indicate the annual average below:

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

Please identify branches, subsidiaries, divisions, wholly owned operations, or joint ventures (you are paying U.S. sales volume for); that should receive ISPA services by listing below (please attach a separate sheet if you run out of room):

### Dues Schedule

Your sales volume to the bedding industry is defined as the wholesale value of all bedding industry products, equipment and services supplied by your firm to U.S. bedding manufacturers, jobbers and distributors, retailers (including retail and mail order chains), federal and state governments, industries for the blind and contract sales (institutional and other). DO NOT INCLUDE sales volume to furniture manufacturers, or to manufacturers or distributors in any area other than bedding and dual-purpose sleep equipment.

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

AVERAGE ANNUAL U.S. BEDDING SALES	ANNUAL DUES—base on number of months left in join year
Up to \$5,500,000 .....	\$4000 Minimum Dues
Over \$5,500,000 .....	\$4000 plus \$32 per \$100,000 of sales volume over \$5,500,000

**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 [joseh@sleepproducts.org](mailto:joseh@sleepproducts.org) with questions.

### Dues Calculation

SPA 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 the result below. Enclose this application with payment and mail to ISPA (see front).

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

**Note:** This payment may be deductible by ISPA members incorporated in the U.S. as an ordinary and necessary business expense; however, contributions or gifts to ISPA are not deductible as charitable contributions for federal income tax purposes.

**Privacy Notice:** ISPA may list member company names on the ISPA website and may include a member's company name, address, the names of company personnel and other identifying information in lists that may be leased from ISPA for promotional purposes on a one-time basis through bonded mailing house services.