



INTERNATIONAL SLEEP PRODUCTS ASSOCIATION SUPPLIER MEMBERSHIP APPLICATION

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"/> Components (all types) | <input type="checkbox"/> Software/computer services |
| <input type="checkbox"/> Consulting/Other Services | <input type="checkbox"/> Textiles |
| <input type="checkbox"/> Foam | <input type="checkbox"/> Thread |
| <input type="checkbox"/> Hard Goods (i.e., frame and lumber) | <input type="checkbox"/> Soft Goods (i.e., binding tape, handles, labels, etc.) |
| <input type="checkbox"/> Innersprings | <input type="checkbox"/> Top of Bed Products: pillows, toppers, pads, protectors, etc. |
| <input type="checkbox"/> Machinery | <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 new member, you receive a one year complimentary subscription to *BedTimes* magazine (12 x issues per year).

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

Return of Application

Please scan to 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

- Check enclosed—please mail check to above address and scan the application to joseph@sleepproducts.org
- Paying by credit card—you will receive an email with a copy of your invoice and a link to make electronic payment

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 generat-

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:

Check here if you are a newly established company and have no previous sales.

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

◆ Please note that if you do not check the above box and do not provide sales volume we will enter the minimum of \$1,000,000

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 (above).

AVERAGE ANNUAL U.S. BEDDING SALES ANNUAL DUES—base on number of months left in join year

Up to \$1,000,000	\$1000 Minimum Dues
Over \$1,000,000	\$1000 plus \$32 per \$100,000 of sales volume over \$1,000,000

Additional Subscriptions: If you wish free additional subscriptions to *BedTimes* for other employee(s) please enclose a separate sheet with employees name and contact information.

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.

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 the result below. For payment, follow the directions under Return Application on page 1.

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.