

NATIONAL ASSOCIATION OF INDEPENDENT LIGHTING DISTRIBUTORS, INC.



~ Distributor Membership Application ~

First Name _____ Middle Initial _____ Last Name _____

Title _____ Company Name _____

Company Address _____

City _____ State/Province _____ Zip/Postal Code _____ Country _____

Phone # _____ Fax # _____ E-Mail _____

Web Page Address _____

Home Address _____

City _____ State/Province _____ Zip/Postal Code _____ Country _____

Phone # _____ Spouse Name _____ Send Mail to: Home Company

Is the business: Sole Ownership Partnership Corporation Separate Lighting Division

Name(s) of Sole Owner, Partners, or if a Corporation, principal officers and directors. Please list position(s) or title(s). (To be listed in directory).

How long have you been in business? _____ Number of employees _____ Number of locations/branches _____

Name of sponsoring NAILD member: _____

How did you hear about NAILD? _____

Regular Distributor Membership Category

An applicant, to qualify as a Distributor or Affiliate member in the Association, must:

1. Have a separate professional staff solely dedicated to the selling, stocking & distribution of lighting products; and
2. Maintain in the United States of America or the Dominion of Canada, a warehouse or similar facility in a physical location, zoned for commercial or industrial purposes by the municipality wherein such facility is located; and ship 50% or more of its inventory from stock; and
3. Have been an existing business entity for at least the two (2) full calendar years immediately prior to the date of application; and
4. Not be owned by a division of or financially related to any lighting manufacturer; and
5. Have annual purchases of lighting products from manufacturers, of at least \$250,000.
6. Have paid the required initiation fees and annual dues, as set forth herein, and
7. Be recommended by the Executive Committee.

Membership in the Association is not transferable.

Annual Dues \$250 initiation fee required with completed application

Annual Lighting Purchases:

- ___ Up to \$500,000
- ___ \$500,000 - \$1,500,000
- ___ \$1,500,000 - \$5,000,000
- ___ Over \$5,000,000

Dues are payable on a calendar year and will be pro-rated quarterly for new members.

Annual Investment:

\$850

___ # of Branches Add'l branch - \$85.00

(over)

Membership Application Information Form

The following information is submitted to the NAILD Board of Directors in connection with the application for membership. The information provided by the applicant remains strictly confidential. **In the event the application is not approved, the \$250 initiation fee will be promptly refunded.**

1. List personnel from branch locations to receive NAILD literature and inclusion in NAILD Membership Directory. Provide name, title, appropriate address, phone and fax numbers:

Name _____	_____
Title _____	_____
Company _____	_____
Address _____	_____
City/State/Zip _____	_____
Phone _____	_____
Fax _____	_____
E-Mail _____	_____

2. Do you maintain, stock & ship inventory from your own warehouse? Yes No
3. Warehouse location: Same as office Same as office but unattached* Different location*
- *Please indicate Street Address, City, State _____
4. Square footage of warehouse _____ Square footage of office space _____
5. Percentage of inventory shipped from warehouse stock _____ Percentage of merchandise drop shipped _____
6. Number of: Employees _____ Sales Reps _____ Contract Reps _____ Inside Reps _____
7. Do you market on-line? Yes No Accept Internet Orders? Yes No Credit Card Secured? Yes No
8. Product percentage breakdown and major manufacturer of that product:

	\$ Volume	% of Total Business
a. Large Lamp	_____	_____
b. Audio/Visual	_____	_____
c. Stage/Studio	_____	_____
d. Miniature	_____	_____
e. Ballasts	_____	_____
f. Fixtures	_____	_____
g. Other Speciality Products	_____	_____
		100%

Lamp Suppliers (List all sources)	
_____	Account # _____
_____	Account # _____
_____	Account # _____
Ballast Suppliers (List all sources)	
_____	Account # _____
_____	Account # _____
_____	Account # _____
Other	Account # _____
<i>Please include attachment of additional sources if needed.</i>	

I declare that I have read and meet the criteria for membership in the National Association of Independent Lighting Distributors, Inc. I hereby apply, have enclosed a check for \$250.00 initiation fee, and understand that I will be billed for dues upon acceptance by the Board of Directors.

Signature of Applicant _____ Date _____

ALL FEES MUST BE PAID WITHIN 30 DAYS OF ACCEPTANCE/INVOICE OR PRIOR TO THE ANNUAL CONVENTION, WHICHEVER COMES FIRST.

THIS COMPLETED APPLICATION MUST BE SUBMITTED ALONG WITH \$250 INITIATION FEE TO:

NAILD, Inc. • 2207 Elmwood Avenue • Buffalo, New York 14216-1009 • (716) 875-3670 v • (716) 875-0734 f