



**European Plastics
Distributors Association**

Introduction to EPDA

European Plastics Distributors Association



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MISSION

Promote the business interests of Distributors and Manufacturers of Technical and Engineering Plastics products with the aim of increasing the overall market development and related supply chain.



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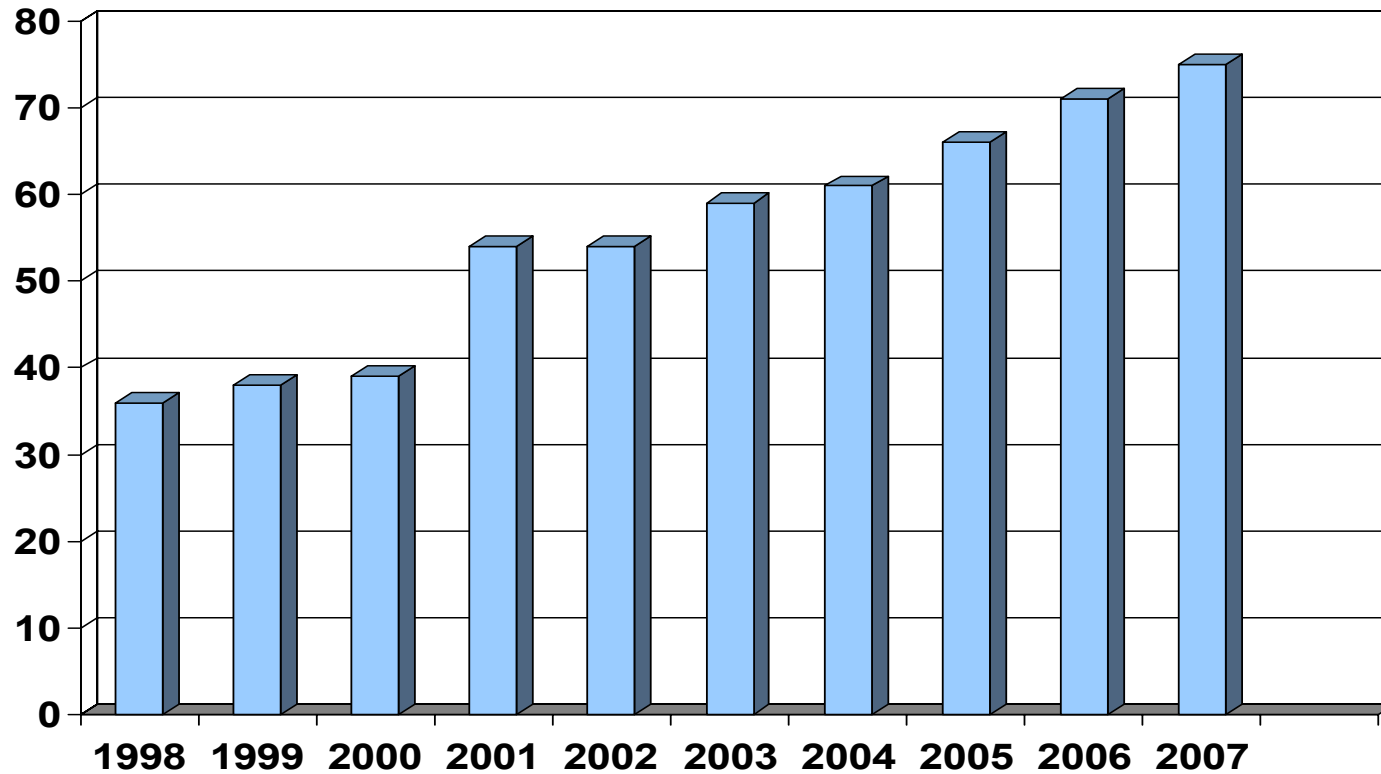
EPDA, what is it all about ?

- EPDA (European Plastics Distributors Association), established in 1975, is composed of companies engaged in the distribution, machining and manufacturing of technical and engineering plastics shapes (rods, plates, tubes, sheets, films, pipes, valves, fittings) and related derived products
- EPDA's aim is to grow the plastic distribution industry through appropriate education of the members as well as the greater plastics community on the benefits of plastic materials.
- EPDA is constantly monitoring, maintaining and improving the quality standards of raw materials and manufactured goods.
- EPDA promotes a quality distribution network by providing opportunities for members to update themselves on current academic knowledge and best practices.
- To date, 20 EU countries are represented.



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Membership evolution: uptrend since 2003!





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Objectives

- European and country panel for common knowledge and opinion sharing
- Constantly increasing the importance of the plastics distribution industry
- Promote members as superior sources within the distribution supply chain
- Assure communications network between distributor and manufacturer members.
- Establish “ad hoc” committees to address specific areas of interest for all members
- Promote the overall Technical and Engineering plastic “world” business in any industry



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Benefits

Industry Information

EPDA is a unique forum in Europe where distributors and manufacturers gather to discuss common issues, learn about industry trends and understand up-to-date dynamics within the plastic industries. Meeting together ensures a cross-fertilization of information which is important to the growth of the industry.

Business Opportunity

Meet key personnel of Europe's leading distributors and manufacturers of technical and engineering plastics in one venue. Network during the Annual General Meeting with other distributors/manufacturers and share opinions, ideas, markets, products and applications



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Benefits

Products, applications and business update

The EPDA Annual Conference offers a unique opportunity to gather information about the latest product developments and applications. International business speakers will update on current economical, environmental, technical and business trend supported by state-of-the-art communication tools.

EPDA E-Update

All members receive the monthly newsletter E-Update, featuring the latest industry news, products, membership, environmental, upcoming events. All members have the opportunity to submit information about their company or product applications to share with other colleagues in the industry.



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Benefits

Industry Barometers

Receive up-to-date information about product trends and company developments within the industry. Compare and share information about company procedures, trading practices and problem solving

IAPD (USA) Affiliation

Thanks to a special affiliation with the International Association of Plastics Distribution (IAPD is based in the USA) members can reap the benefits of the services of an international trade association.

All EPDA members have access to all IAPD events and educational materials, including a complimentary subscription of *The IAPD Magazine*.



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Benefits

Annual General Meeting Conference

The Annual General Meeting Conference is full of educational programs, networking opportunities and tabletop exhibits. In addition, there are many other and various meetings, which are always useful.

Every year the location changes, visiting many EU countries and meeting different cultures, to facilitate and attract membership interests

The most recent countries were Finland, Italy, Austria, UK, Germany and Turkey. Others to come will be France, the Czech Republic and more!

Experience and share with us the unique feeling of cultural differences!



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Eligibility

Distributors

Company primarily operating as wholesalers for distribution of finished or semi-finished plastic products/plastic goods. They must have an annual sales volume in distribution for plastic products/goods of more than 1 million Euro. Their sales volume in distribution of plastic products/goods must account for at least 25% of the total gross sales volume of the company.

Manufacturers

Company whose primary activities are the manufacture of finished and semi-finished plastic products. They have to make use of distributors for sale of their products, and sell at least 51% of their gross sales volume in plastic products through distributors



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Eligibility

Honorary and special members

The board of Directors may by anonymous decision grant a physical person Honorary or Special Membership, if such person has rendered outstanding services to EPDA or to the plastic processing and distributing industry. The Board of Directors shall determine the duration of such membership and, if applicable, shall determine the amount of the annual membership fee.



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Eligibility

Associations Members

An incorporated association to which a number of companies of the plastic processing or plastic distribution industry belong may be granted membership of the Association under the following conditions:

- Has been in existence for more than two years
- Members conduct their business in a manner which is in accordance with the practices of the EPDA
- Such association and its members comply with applicable law in their business operations, in particular with the applicable European and International rules of competitions
- Exception to the above requirements can be made for any membership category by the Board of Directors, provided that this involves no disadvantages for the EPDA



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Admission criteria

Code of Practice

To apply for membership, a company must:

- Have satisfied the criteria for the appropriate membership category
- Have two current EPDA members as sponsors
- Have been in business for at least two years
- Have accepted the EPDA Code of Practice
- In addition, manufacturing companies applying for membership must submit a distribution policy statement with their application, showing that 51% of sales go through distributors.
- Manufacturing companies applying for membership must bring after approval two distributors to EPDA within one year.



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Membership criteria

EPDA member...

- Is focused on quality
- Is committed to staff training and development
- Is able to offer balanced advice on the use of technical and engineering plastics materials without misrepresenting any advantages or disadvantages
- Is dedicated to customer satisfaction by developing excellence in the plastics industry
- Promotes and supports the distribution channel as a means of bringing products to market
- Supplies only products which meet appropriate international standards
- Maintains comprehensive stocks to satisfy customer needs
- Promotes good business practice, and has clear, published statements on terms of sales and product warranties

How to join

- 1) Download the application form at www.epda.com.
- 2) Contact our European Office by phone +49.6093.9942852 or fax +49.6093.994077 for more information.



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EPDA

***The unique European plastic forum for
Distributors and Manufactures!***