



## European Plastics Distributors Association

Dear Industry Colleague,

We invite you to become a member of the European Plastics Distributors Association (EPDA). If you are looking to network with European and UK distributors and manufacturers, then EPDA is the correct forum for you. Attached are a list of benefits, EPDA's code of practice and our application form. For additional information, and to view a list of our members, please visit our web site at [www.epda.com](http://www.epda.com).

Membership in the EPDA is open to distributors and manufacturers of semi-finished plastics materials such as sheet, rod and tube or pipes, valves and fittings. Both distributors and manufacturers must have two current EPDA members to support their application, and manufacturers must be committed to distribution as their primary route to market.

The EPDA gives distributors and manufacturers the opportunity to meet collectively and individually for discussions to help develop the plastics distribution industry. Our annual conference gives members a great networking opportunity. The next EPDA meeting will be held in Istanbul, Turkey 15 to 18 May 2008. We hope that you will be able to join us there.

We are also affiliated with the International Association of Plastics Distributors (IAPD). EPDA members have access to the IAPD's very extensive list of educational products, services and full benefits of membership.

The EPDA membership fee is currently 1.200 Euro per company. This covers the cost of attendance for two representatives at the annual conference, secretarial services and administration, and membership in the IAPD.

We trust that your company will consider joining EPDA, and we look forward to receiving your completed application form. In the meantime, if you have any questions, please do not hesitate to contact me, or Sabine Reinhold at EPDA. It is a worthwhile investment.

Yours sincerely,

Bryan Heath  
EPDA President  
Robert Horne Sign & Display  
[bryan.heath@roberthorne.co.uk](mailto:bryan.heath@roberthorne.co.uk)  
+44 1604 673 939

**EPDA**

Beethovenstraße 12 ★ 63846 Laufach Germany  
Phone: +49 6093 9942852 ★ Fax: +49 6093 994077 ★ [epda@epda.com](mailto:epda@epda.com) ★ [www.epda.com](http://www.epda.com)





**European Plastics Distributors Association**

## Benefits of being an **EPDA MEMBER**

★ **Industry Information** — This is the only forum in Europe where distributors and manufacturers can gather to discuss current industry issues. Meeting together ensures a cross-fertilization of information which is essential to the growth of the industry.

It provides the opportunity for an exchange of information for local markets (figures, size of markets, etc.) and for access to countries we don't have information about, such as Eastern Europe.

The day-to-day contact with the major players in the industry provides EPDA members with access to the most up-to-date information. This detailed and thorough knowledge of materials and their applications is available to fellow members — whatever the activity.

★ **Business Networking** — It is an opportunity to meet the key personnel (owners, general managers, managing directors) of Europe's leading distributors and producers of semi-finished plastics, (sheet, rod, tube and pipe, valves and fittings) in one venue and in a social and friendly environment.

★ **Sources of Supply** — It affords distributors the opportunity to meet in person the heads of potential future suppliers. Likewise it is an opportunity for producers, suppliers, and/or manufacturers to meet potential customers. Your competitor today may become your supplier tomorrow.

★ **New Products and Applications** — The EPDA Annual Conference is an opportunity to share successes and to discuss mutual problems, developments and also to introduce new products and applications for plastics.

You can see presentations of new products in the market from suppliers of plastic products and other products addressed to our market. And, you can make visits to plants of other distributors and/or producers.

★ **Industry Barometers** — Receive up-to-date information about various product trends and company developments within the plastics industry. Compare and share information about various company procedures, trading practices and problem solving. Why “reinvent the wheel” when someone else may have already found a solution?

Network with other plastics distributors to share ideas on ways they manage their business. Or, talk about suppliers' performance, market position, and new products and applications. Read about these trends in our industry publications: *EPDA Update* and *The IAPD Magazine*.

★ **IAPD Affiliation** — Through a special affiliation with the International Association of Plastics Distributors (IAPD), EPDA members can reap the benefits of the services of an international trade association representing the plastics distribution industry across the globe. EPDA members have access to all IAPD events and educational materials (including the highly informative *Introduction to Plastics*) at member prices.

**EPDA**

Beethovenstraße 12 ★ 63846 Laufach Germany  
Phone: +49 6093 9942852 ★ Fax: +49 6093 994077 ★ [epda@epda.com](mailto:epda@epda.com) ★ [www.epda.com](http://www.epda.com)



**European Plastics Distributors Association**

# EPDA Membership Criteria **AND CODE OF PRACTICE**

## **MEMBERSHIP CRITERIA**

### **TO APPLY FOR MEMBERSHIP, A COMPANY MUST:**

- ★ Have satisfied the criteria for the appropriate membership category.
- ★ Have two EPDA/IAPD members as their sponsors. A manufacturer shall have two distributor members as their sponsors, and a distributor shall have two manufacturers.
- ★ Have been in business for a least two years.
- ★ Have accepted the EPDA Code of Practice.

### **IN ADDITION, MANUFACTURING COMPANIES APPLYING FOR MEMBERSHIP MUST:**

- ★ Submit a written distribution policy statement with their application.
- ★ Submit a written statement that a minimum of 51 percent of their sales go through distribution.

## **MEMBERSHIP CATEGORIES**

### **DISTRIBUTOR MEMBERSHIP:**

A company, which is primarily engaged in the stocking and wholesale distribution of finished and semi-finished plastic products, e.g., sheet, rod, tube, pipe, film, valves, etc. They must be domiciled in a European or Mediterranean country, have an annual turnover in plastic products of not less than 1.000.000 Euro, and whose plastics distribution business accounts for 25% or more of the company's gross sales.

### **MANUFACTURER MEMBERSHIP:**

A company, which is primarily engaged in the manufacturer of finished and semi-finished plastic products, e.g., sheet, rod, tube, pipe, film, valves, etc. They must be committed to the use of distributors for their products and have at least 51% of their gross plastics sales handled by distributors, and have a satisfactory distribution policy.

## **EPDA CODE OF PRACTICE**

### **AN EPDA MEMBER:**

- ★ Is focused on quality.
- ★ Is committed to staff training and development.
- ★ Is able to offer balanced advice on the use of plastics 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.

**EPDA**

Beethovenstraße 12 ★ 63846 Laufach Germany  
Phone: +49 6093 9942852 ★ Fax: +49 6093 994077 ★ epda@epda.com ★ www.epda.com



**European Plastics Distributors Association**

# Membership **APPLICATION**

Please type or print clearly. Return completed form to EPDA at (fax) +49 6093 994077 or (e-mail) epda@epda.com.

**ANNUAL SUBSCRIPTION FEE: 1,200 EURO PER COMPANY.**

This fee includes the attendance of two delegates at the EPDA annual conference.

Type of Company (*choose one*):       Distributor                       Manufacturer  
Primary Product Focus (*choose one*):       Sheet, Rod, Tube               Pipe, Valves, Fittings

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

Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_

Country \_\_\_\_\_ Postal Code \_\_\_\_\_

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

E-mail \_\_\_\_\_ Web Site \_\_\_\_\_

Name(s) and Title(s) of EPDA Representative(s) \_\_\_\_\_

Parent Company, if any \_\_\_\_\_

Other Companies in Group \_\_\_\_\_

Year Company Was Formed \_\_\_\_\_

Annual Turnover in Sheet/Rod/Tube/Film or Pipes/Valves/Fittings (*in Euro*) \_\_\_\_\_

I have read and accepted the EPDA code of practice.       Yes                       No

**DISTRIBUTORS, PLEASE COMPLETE THIS SECTION:**

Sponsors (*list two manufacturers; must be EPDA or IAPD members*) \_\_\_\_\_

**MANUFACTURERS, PLEASE COMPLETE THIS SECTION:**

Products Manufactured (*semi-finished materials*) \_\_\_\_\_

Own Sales Network       Yes                       No

Exclusive Distributors (*indicate countries*) \_\_\_\_\_

Sponsors (*list two distributors; must be EPDA or IAPD members*) \_\_\_\_\_

A minimum of 51 percent of our company sales go through distribution.       Yes                       No

Please attach a written distribution policy statement.

This form must be completed in full and signed in order to be considered for membership in EPDA.

**I HEREBY CERTIFY THAT THE INFORMATION ABOVE IS TRUE AND COMPLETE.**

Signature \_\_\_\_\_ Title \_\_\_\_\_ Date \_\_\_\_\_

**EPDA**

Beethovenstraße 12 ★ 63846 Laufach Germany  
Phone: +49 6093 9942852 ★ Fax: +49 6093 994077 ★ epda@epda.com ★ www.epda.com