



Dear Industry Colleague,

Your business has been affected by disruptive events like the Internet, the rise of new global national players like China or India, and the financial crises. And the topics of sustainability and limitation of natural resources will continue to become more important on all of our agendas. These developments have had already or will have a major impact on your business and the plastics distribution supply chain.

We invite you to become a member of the European Plastics Distributors Association (EPDA). It will provide you the platform to promote and share your viewpoint and interests in the distribution supply chain, with the goal of growing the entire European market.

Membership in the EPDA is open to distributors and manufacturers of semi-finished plastics materials such as sheet, rod and tube or pipe, valves and fittings. Both distributors and manufacturers must have two current EPDA members support their application; 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 opportunity to share their view, build business contacts and learn about new trends.

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

The EPDA membership fee is currently 1.267 Euro per company. This covers the cost of administration and affiliation with the IAPD.

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 website at www.epda.com.

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. It is a worthwhile investment.

Yours sincerely,

Steffen Oellers
EPDA President
Klöckner Pentaplast
s.oellers@kpfilms.com
+41 79 3599241

David Ladyman
EPDA Vice President
Vink Holdings Ltd.
david.ladyman@amariplastics.com
+44 1932 83500

European Plastics Distributors Association

P.O. Box 6248

71 Main Street • Milton Keynes MK10 1XR

Phone: +44.1296.728.686 • Fax: +44.1296.728.202 • epda@epda.com • www.epda.com



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 Distribution (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.

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MEMBERSHIP CRITERIA & 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 recommending companies. A manufacturer shall have two distributor members as their recommending companies, 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.

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MEMBERSHIP APPLICATION

Please type or print clearly. Return completed form to EPDA at (fax) +1.913.345.1006 or (e-mail) epda@epda.com.

ANNUAL SUBSCRIPTION FEE: 1,267 EURO PER COMPANY.

Type of Company (choose one): Distributor Manufacturer
Primary Product Focus (choose one): Sheet, Rod, Tube Pipe, Valves, Fittings
Company Name: _____
Address: _____ City: _____ Postal Code: _____
State/Province: _____ Country: _____
Phone: _____ Fax: _____ E-mail: _____ Website: _____
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:

Recommending companies (list two manufacturers; must be EPDA or IAPD members):
1. _____ 2. _____
A minimum of 25 percent of our company's gross sales is in plastics distribution. Yes No

MANUFACTURERS, PLEASE COMPLETE THIS SECTION:

Products manufactured (semi-finished materials): _____
Own sales network: Yes No
Exclusive distributors (indicate countries): _____
Recommending Companies (list two distributors; must be EPDA or IAPD members):
1. _____ 2. _____
A minimum of 51% of our company sales go through distribution. Yes No
New EPDA manufacturers must bring two new distributors during the first 12 months of membership.
 I agree to recruit two new distributor members.
*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.

MEMBERSHIP FEE - €1.267

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

Signature _____ Title _____ Date _____

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