



# World Pet Association, Inc.

A California Non-Profit Corporation

## MEMBERSHIP APPLICATION

# MANUFACTURERS' REPRESENTATIVE

Application for membership in World Pet Association, Inc. (WPA) is hereby made as provided for in its By-laws.

The purposes for which this association is formed are voluntary and without monetary profit to the Association or to any member thereof:

- a To promote the growth and development of the pet and pet product market.
- b To promote and support the manufacturer to distributor to retailer to consumer relationship.
- c To support reasonable efforts of the pet industry to enhance the cause of responsible pet ownership by the general public and to promote responsible care, treatment and handling of companion animals in the pet industry.
- d To study and understand the emotional, psychological and companionate relationship inherent in pet ownership and to advance the benefits and advantages thereof.
- e To publish a news bulletin and educational material pertaining to the industry.
- f To provide publicity and public relations for the industry.
- g To organize and sponsor pet industry trade shows.
- h To establish such subsidiary or affiliate organizations in the furtherance of these purposes as may be legally undertaken by the association.
- i To develop and present educational programs.

WPA recognizes firms as eligible to hold a voting membership which meet the following qualifications:

An individual, a corporation, partnership, estate or trust which is engaged in one of the following businesses and every voting membership must, each year, designate its voting representative in writing:

1 **PRODUCT DISTRIBUTOR** A product distributor is a business engaged in the purchase of goods primarily from manufacturers (*as defined herein*) to be resold / delivered to retail outlets.

A product distributor maintains a warehouse facility independent of retail activity of sufficient size to service its customers, has a full-time office staff for customer service and provides a catalog / price list.

2 **MANUFACTURER** A manufacturer is a business that either manufactures, markets or imports pet products for distribution to the pet trade and has a manufacturing and / or warehousing facility.

3 **COMPANION ANIMAL DISTRIBUTOR**

A breeder/livestock distributor is a business which breeds, imports or otherwise acquires animals, including but not limited to dogs, cats, birds, small mammals, reptiles, fish and other companion animals for resale to the trade. Included also are live plants and live food for companion animals. This business must maintain a facility which is separate from any retail location and which does not sell at retail.

4 **MANUFACTURERS' REPRESENTATIVE**

An independent pet supply manufacturers' representative is a business which represents World Wide Pet Industry Association, Inc. manufacturer voting members and who is not engaged in the business of retailing pets or pet supplies. This business must maintain a facility which is separate from any retail location and which does not sell at retail.

5 **AFFILIATE MEMBER** An affiliate member is:

A purveyor of non-pet supplies or services, to the pet industry, which are not for sale, or a supplier of component parts to the pet industry or a purveyor of retail supplies and services to the industry which are not for resale to consumers or a person, business entity, organization or professional with involvement with pets, the pet industry, pet services, or the pet product market not otherwise listed in a category above and approved for voting membership by a vote of the Board of Directors.

6. **RETAIL MEMBERSHIP** A purveyor of livestock, pet supplies, or services for sale to the pet consumer, who maintains a store front or a commercial facility which is separate from a place of residence.

7. **E-COMMERCE MEMBERSHIP** A purveyor of pet supplies and/or services for sale to the pet industry consumer through direct response e-commerce.

8. **ASSOCIATE MEMBER:** A person, business entity, organization or professional involved with pets, the pet industry, pet services, or the pet product market not otherwise listed in a category above and approved for membership by a vote of the Board of Directors. An Associate Member shall not have a vote nor be eligible to hold a seat on the Board of Directors or an elected office of the Association.

When ownership in a member business changes, membership terminates. The new ownership shall apply for new membership.

The sum of \$375 in U.S. funds is tendered herewith in payment of dues for one calendar year starting January 1st.

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**Please answer every question and type or print clearly. Applications will not be considered if incomplete. Use your letterhead if necessary to supply all information.**

Firm Name: \_\_\_\_\_ Phone: ( ) \_\_\_\_\_

FAX: ( ) \_\_\_\_\_

Street Address: \_\_\_\_\_ Email: \_\_\_\_\_

Post Office Box: \_\_\_\_\_ Website: \_\_\_\_\_

City/State/Zip Code: \_\_\_\_\_

Designated Representative: \_\_\_\_\_

When did firm begin conducting business? (Month/Year) \_\_\_\_\_

When did firm begin conducting business in the pet industry? (Month/Year) \_\_\_\_\_

Applicant firm is a (check one):

Corporation. Incorporated in what state? \_\_\_\_\_ When (MM/DD/YY) \_\_\_\_\_

Partnership. Names of all partners: \_\_\_\_\_

Sole Proprietorship.

Other. Please describe: \_\_\_\_\_

Names of Officers

President: \_\_\_\_\_

Vice President: \_\_\_\_\_

Secretary: \_\_\_\_\_

Treasurer: \_\_\_\_\_

Has Applicant any ownership connection or other affiliation (*legal, business or familial*) with any other firm in the pet industry?

YES  NO. If yes, explain: \_\_\_\_\_

Is this other firm a member of WPA?  YES  NO.

Has Applicant ever been a member of WPA?  YES  NO.

Under same name? If so, when? \_\_\_\_\_

If so, state name and year(s): \_\_\_\_\_

Do you issue a catalog?  YES  NO. If yes, please attach a copy.

Does Applicant make retail sales?  YES  NO.

Check current industry memberships Applicant holds:

American Pet Products Ass'n. (APPA)

American Boarding Kennels Ass'n. (ABKA)

Pet Industry Distributors Ass'n. (PIDA)

Pet Industry Joint Advisory Council (PIJAC)

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1. Including yourself, how many sales people do you have calling on the trade? \_\_\_\_\_
2. What geographical area do you serve? \_\_\_\_\_
3. ON YOUR LETTERHEAD, please list the names and addresses of all firms represented and submit with this Application.
4. List three distributors with their addresses:
  - a \_\_\_\_\_
  - b \_\_\_\_\_
  - c \_\_\_\_\_

*We agree to abide by the By-laws of WPA and with all regularly adopted amendments thereto. We also agree to conscientiously conduct our personal relationship with the trade and in all matters pertaining to business in conformity with recognized standards of business practice. We declare all information contained in this Application and questionnaire to be true and accurate. Further, we understand that acceptance of this Application and membership in the Association is subject to approval of its Board of Directors and that we will be notified of the Board's action.*

*By Applicant's signature below, Applicant consents to the dissemination of all information contained in or attached to this Application to members of the Association's Board of Directors in order that the Application may be processed notwithstanding the fact that some members of the Board may be competitors of the Applicant and Applicant hereby releases the Association from any and all claims alleged to have occurred as a result of the release of information contained in this Application.*

*Permission is given to contact all references given in this Application.*

Signature of Applicant's Designated Representative: \_\_\_\_\_ Date of Application: \_\_\_\_\_

Method of Payment:  Check (Make payable to WWPIA)     MC / Visa     American Express  
Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_  
Signature: \_\_\_\_\_

Mail Application with all required attachments and payment of \$375 in U.S. funds to:

WPA  
135 West Lemon Avenue, Monrovia, CA 91016 USA  
Telephone: (626) 447-2222  
FAX: (626) 447-8350  
E-mail: info@wpamail.org    URL: www.worldpetassociation.org

For Office Use Only

Date application received: \_\_\_\_\_  All required materials & payment received \_\_\_\_\_  
Date application approved: \_\_\_\_\_



**MEMBER**