



Kindly complete and return to:
 Western Suppliers Association
 3423 Investment Blvd., #204
 Hayward, CA 94545
 Phone: 800/752-8833
 FAX: 510/670-9081

Date _____

APPLICATION FOR WHOLESALER-DISTRIBUTOR MEMBERSHIP

The undersigned hereby applies for a nontransferable membership in Western Suppliers Association (WSA).

STATEMENT OF MEMBERSHIP ELIGIBILITY

Any wholesaler of plumbing, heating, cooling and/or related products and any distributor of pipe, valves and fittings, doing business and carrying an adequate stock for resale and for not less than one (1) year under substantially the same ownership within Western Suppliers Association Region.

COMPANY NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE NUMBER _____ FAX NUMBER _____

PRINT NAME _____ E-MAIL _____

SIGNATURE _____

MEMBER REFERRAL (if any) _____

Is your Business a _____ Corporation _____ Partnership _____ Proprietorship

List Owners, partners, corporate officers with titles:

NAME _____ TITLE _____

NAME _____ TITLE _____

NAME _____ TITLE _____

Date Business Started _____ How long under current ownership? _____

TERMS AND CONDITIONS OF MEMBERSHIP

1. All applications are referred to the WSA Board of Directors and are approved by no less than two-thirds affirmative vote.
2. Membership dues are based on the Company's gross annual business for the previous 12 months and calculated according to the dues schedule on the reverse side.
3. Applicant must be an owner, partner or officer of a business concern primarily doing business as a stocking wholesaler-distributor in plumbing, heating, air conditioning supplies, and/or pipe, valves and fittings for a period of not less than one year.
4. Applicant's primary source of supply must be from established manufacturers of plumbing, heating and air conditioning suppliers and/or pipes, valves and fittings.
5. Applicant shall not be considered a wholesaler, nor eligible for membership, if his primary distribution is to the general public which normally is serviced by retailers. Applicant's method of distribution must be to:
 - A. Licensed plumbing, heating, air conditioning, sprinkler or mechanical contractors.
 - B. Established retailers of plumbing, heating and air conditioning products and/or pipe, valves and fittings.
 - C. Industrial establishments, including manufacturing plants, hotels, public buildings, schools, school districts, colleges and universities, oil and gas entities, irrigation establishments, public utilities, and other recognized establishments employing maintenance personnel.
 - D. Government and/or public institutions.

Over

APPLICANT PLEASE ANSWER ALL QUESTIONS:

1. This firm did \$ _____ in gross business during the past twelve (12) months. (Include branch sales)
2. This firm has _____ full time employees, _____ outside sales persons calling on the trade.
3. This firm has _____ branches and/or twigs located in the following cities: _____

TYPES OF MATERIALS HANDLED AND PERCENTAGE OF VOLUME

- | | | |
|-----------------------------------|------------------------------|-----------------------------|
| _____ Plumbing ()% | _____ Heating ()% | _____ Air Conditioning ()% |
| _____ Pipe Valves & Fittings ()% | _____ Fire Sprinkler ()% | _____ Mining ()% |
| _____ Petroleum & Refinery ()% | _____ Turf & Irrigation ()% | _____ Electrical ()% |
| _____ Appliances ()% | _____ Hardware ()% | _____ Tools ()% |

What is your average dollar investment in inventory \$ _____

CLASSES OF CUSTOMERS SOLD

- | | | |
|---------------------------------|------------------------------------|-----------------------------|
| _____ Plumbing Contractors | _____ Mechanical Contractors | _____ General Contractors |
| _____ Sheet Metal Contractors | _____ Heating Contractors | _____ Air Cond. Contractors |
| _____ Refrigeration Contractors | _____ Irrigation Contractors | _____ Well Drillers |
| _____ Sprinkler Contractors | _____ Swimming Pool Contractors | _____ Sewer Contractors |
| _____ Municipal Waterworks | _____ Industrial Purchasing Agents | _____ Pipe Fabricators |
| _____ Institutional Maintenance | _____ Apartment Owners/Maintenance | _____ Kitchen Dealers |
| _____ Hardware Stores | _____ Building Material Dealers | _____ Home Centers |
| _____ Governmental Agencies | _____ Mining Contractors | _____ Others – Specify: |

- | | Yes | No |
|--|-------|-------|
| Do you have a showroom? | _____ | _____ |
| Do you use automatic data processing? | _____ | _____ |
| Do you use a computer service center? | _____ | _____ |
| Do you have an in-house computer? | _____ | _____ |
| Do you perform, directly or indirectly, the functions of a contractor? | _____ | _____ |
| Do you maintain a retail business? | _____ | _____ |
| If so, is it run separately? | _____ | _____ |
| What percentage are retail sales ()% | _____ | _____ |

We are doing business with the following manufacturers:

1. _____
2. _____
3. _____
4. _____

Is your company a division or subsidiary of a business connected with the building industry, engaged in the contracting business, or in another wholesale business of like material? If so, please list name of parent company. Yes _____ (Explain) No _____

Western Suppliers Association

Monthly Dues

Dues also include membership in the American Supply Association (ASA), the National plumbing, heating, cooling and piping distributor's organization

MEMBERSHIP DUES ARE \$175.00 PER MONTH

“Approved by the WSA Board of Directors”

Date _____