

Membership Application

Date _____

Company and Contact Information

Company Name		Number of Locations	
Primary Contact		Title	
Address			
City	State/Province	Zip/Postal Code	Country
Phone		Fax	
E-mail		Website	
Chapter Preference, if any			

Additional Contacts

Contact's Name	Title	Number of Locations
Contact's E-mail		
Contact's Name	Title	
Contact's E-mail		

Please use a separate sheet for any additional persons.

Specify Your Organization Type and Determine Your Dues

- Category I – Business to Business Firms**
- Distributor (Domestic & International) = see table on reverse**
Firms whose major (70%) business is the wholesaling of goods manufactured by others. No single customer shall constitute 50% or more of the firm's sales.
 - Distributor New Business (1st time) (Domestic & International) = \$500**
Firms in business less than two years. Distributor dues table applies after year one.
 - Manufacturer (Domestic & International) = see table on reverse**
Firms manufacturing or fabricating products or components, including complete swimming pool units, spas, and hot tub units.
 - Manufacturer New Business (1st time) (Domestic & International) = \$800**
Firms in business less than two years. Manufacturer dues table applies after year one.
 - Manufacturers Agents (Domestic & International) = \$600**
A firm or individual representing a variety of manufacturers (any size firm).

Category II – Business to Consumer Firms
If your business main office is located in CT, NJ, eastern NY, or eastern PA, please contact the Northeast Spa & Pool Association (NESPA), 732.972.9111, info@nespapool.org, or www.nespapool.org.

If your business main office is located in FL, please contact the Florida Swimming Pool Association (FSPA), 941.952.9293, membership@floridapoolpro.com, or www.floridapoolpro.com.

(NESPA and FSPA are regional affiliates of APSP. Members of NESPA and FSPA are automatically members of the international APSP and are entitled to all member benefits.)

- Builder/Installer = see table on reverse**
Firms that build, install, and renovate swimming pools, spas, hot tubs, and water features.
- Retail Store = see table on reverse**
Firms that operate a retail store open to the public offering a variety of industry products, spanning more than one manufacturers' brand(s).
- Service Company = see table on reverse**
Firms that service and maintain swimming pools, spas, hot tubs, water features.
- International Builder/Installer, Retail, or Service = \$500**
Firms dealing directly with consumers, that build, install, retail, or service swimming pools, spas, hot tubs, or water features, outside of the US.
- Professional Pool Management = see table on reverse**
Firm or individual providing professional management services for public and semi-public swimming pools, spas, hot tubs, and water features.

- Category III – Others**
- Professional Affiliate = \$500**
Firms or individuals that provide professional services. Includes consultants in designing, building, and operation, architects, landscapers, finance and lending firms, bookstores, advertising, PR, and insurance agencies/agents.
 - Associate = \$100**
Not-for-profit individuals and organizations, government entities, trade or professional associations, research or academic institutions.
 - Retiree = \$50**
Member not generating any income from the industry. Former dues-paying member.
 - Commercial Facility = \$200**
An entity operating a single commercial or semi-public swimming pool, spa, or hot tub facility. (A company servicing more than one installation, or providing professional consultation services to one or more installations, qualifies as a Category II APSP member.)
- * APSP dues are not tax deductible as charitable contributions for Federal income tax purposes. APSP dues may be tax deductible as ordinary or necessary business expense, subject to restrictions on lobbying expenses contained in the Omnibus Budget Reconciliation Act of 1993. APSP estimates that the non-deductible portion of your dues allocated to lobbying expense is 4%.

Additional Locations

Membership is in the name of the company (business or organization) at the address shown under Company and Contact Information. The Primary Contact receives the annual dues invoice, member benefits, and all communications from the Association. Persons at other company locations may also receive members' benefits and communications from the Association at no additional fee or dues. On a separate sheet, please provide the full contact information—person's name, title, e-mail address, mailing address, phone number and fax number—for additional persons at other company locations who are entitled to receive member benefits and communications from the Association.

APSP Member Code of Ethics (see reverse, and sign below)

By my signature, I agree to abide by the Code of Ethics of APSP, and the Bylaws of APSP and give permission to receive fax, e-mail, postal and phone communications from APSP. I understand that the APSP logo and name may be used only by members of APSP. I certify that all the information I have provided is true. Providing false information and/or any violation of the APSP Code of Ethics are grounds for my membership to be denied or revoked.

Signature (required) _____
Name _____ Date _____

Payment

Check enclosed (payable to APSP in U.S. Dollars)\$ _____

Charge \$ _____ to my: MasterCard Visa AmEx Discover

Card Number _____ Expiration Date _____
Cardholder's Name _____ Signature _____

Send your application and payment to:
APSP, 2111 Eisenhower Avenue, Alexandria VA 22314-4695
Credit card applications can be faxed to: 703.549.0493

Additional information and dues tables on reverse ➡

FOR APSP OFFICE USE ONLY

MIP Code _____

APSP Member Code of Ethics (read below, and sign on front)

All members of The Association of Pool & Spa Professionals agree to observe and be dedicated to the following principles and policies:

- To promote the concepts of free enterprise and service to the public and the industry.
- To strive continually to gain respect for the industry, both in the local community and on the regional and national levels.
- To contribute to the health, safety and welfare of the public in the installation, maintenance and operation of swimming pools, spas, and hot tubs, and to comply with applicable laws, ordinances and regulations.
- To support efforts to improve swimming pool, spa and hot tub products and services, and to encourage research and development of new materials, techniques and methods.
- To avoid statements that will mislead customers in advertising and other efforts to sell products.

MANUFACTURER		
Annual Sales Revenue		
From	To	Dues
0	599,999	\$800
600,000	999,999	\$1,100
1,000,000	1,999,999	\$2,000
2,000,000	2,999,999	\$3,300
3,000,000	3,999,999	\$4,700
4,000,000	9,999,999	\$6,200
10,000,000	14,999,999	\$7,850
15,000,000	19,999,999	\$9,350
20,000,000	24,999,999	\$10,850
25,000,000	29,999,999	\$12,350
30,000,000	39,999,999	\$13,850
40,000,000	49,999,999	\$15,350
50,000,000	59,999,999	\$16,850
60,000,000	69,999,999	\$18,350
70,000,000	79,999,999	\$19,850
80,000,000	89,999,999	\$21,350
90,000,000	99,999,999	\$22,850
100,000,000	109,999,999	\$24,350
110,000,000	119,999,999	\$25,850
120,000,000	129,999,999	\$27,350
130,000,000	139,999,999	\$28,850
140,000,000	149,999,999	\$30,350
150,000,000	159,999,999	\$31,850
160,000,000	169,999,999	\$33,225
170,000,000	179,999,999	\$34,475
180,000,000	189,999,999	\$35,725
190,000,000	199,999,999	\$36,975
200,000,000	249,999,999	\$38,435
250,000,000	299,999,999	\$40,100
300,000,000	349,999,999	\$41,765
350,000,000	399,999,999	\$43,435
400,000,000	449,999,999	\$45,100
450,000,000	499,999,999	\$46,765
500,000,000	and over	\$47,600

DISTRIBUTOR		
Annual Sales Revenue		
From	To	Dues
0	999,999	\$1,300
1,000,000	2,999,999	\$1,600
3,000,000	4,999,999	\$2,100
5,000,000	9,999,999	\$2,875
10,000,000	14,999,999	\$3,625
15,000,000	19,999,999	\$4,375
20,000,000	29,999,999	\$5,375
30,000,000	39,999,999	\$6,625
40,000,000	49,999,999	\$7,875
50,000,000	99,999,999	\$9,335
100,000,000	149,999,999	\$11,000
150,000,000	199,999,999	\$12,665
200,000,000	249,999,999	\$14,335
250,000,000	299,999,999	\$16,000
300,000,000	349,999,999	\$17,665
350,000,000	399,999,999	\$19,335
400,000,000	449,999,999	\$21,000
450,000,000	499,999,999	\$22,665
500,000,000	and over	\$23,500

MANUFACTURER'S AGENTS
A firm or individual that represents a variety of manufacturers (any size firm). Dues \$600

Membership Information

Membership is in the name of the organization (business, company), not in the name of an individual.

Membership dues are based on the member's type of organization as shown in the dues schedule below.

Membership dues for manufacturers, distributors, builders/installers, retailers, service companies and professional pool management companies are based on the member company's total annual sales revenue for all locations and branches and for all sales related to the pool and spa industry.

Membership dues are billed annually for the fiscal year July 1 through June 30. New members that join during the fiscal year receive a prorated credit on their renewal dues invoice for the following year.

BUILDER/INSTALLER, RETAILER, SERVICE COMPANY, PROFESSIONAL POOL MANAGEMENT		
Annual Sales Revenue		
From	To	Dues
0	299,999	\$350
300,000	1,999,999	\$550
2,000,000	3,999,999	\$750
4,000,000	5,999,999	\$950
6,000,000	9,999,999	\$1,015
10,000,000	14,999,999	\$1,165
15,000,000	19,999,999	\$1,335
20,000,000	29,999,999	\$1,585
30,000,000	39,999,999	\$1,915
40,000,000	49,999,999	\$2,250
50,000,000	and over	\$2,500
Single-person Service Company Sales volume less than \$100,000 Dues \$200		
International Builder/Installer, Retailer, Service Company, Professional Pool Management Dues \$500		
COMMERCIAL FACILITY		
Entity operating a single commercial or semi-public pool/spa/hot tub facility. Dues \$200		
PROFESSIONAL AFFILIATE		
A firm that provides professional services (e.g., architects, finance, insurance, advertising). Dues \$500		
ASSOCIATE		
Not-for-profit organizations, government entities and departments thereof, educational institutions. Dues \$100		



2111 Eisenhower Avenue
Alexandria VA 22314-4695

703.838.0083
memberservices@APSP.org
APSP.org