



COPPER & BRASS SERVICENTER ASSOCIATION

6734 W. 121st Street | Overland Park, KS 66209 USA | T: +913.396.0697 / F: +913.345.1006 | www.copper-brass.org

## 2017 - 2018 MEMBERSHIP APPLICATION

(September 1 - August 31)

### SERVICE CENTERS:

Annual Dues: Based on Sales Volume

#### THE APPLICANT REPRESENTS THAT IT:

- Is engaged in the distribution of copper and/or copper alloy mill products in the form received from the producers thereof or recut to length or size.
- Has been in business for a minimum of 3 years and has been distributing copper and/or copper alloy mill products for a minimum of 2 years.
- Has had for the last 2 years, and must continue to have an owned inventory of copper and/or copper alloy mill products in various sizes, shapes and alloys, and has a current inventory of copper and/or copper alloy mill products of at least 300,000 pounds. ("Inventory" as used herein does not include products or items being processed for producers or customers.)
- Has and must continue to have at least two suppliers of copper and/or copper alloy mill products.
- Has not been found guilty of violating anti-trust regulations by a court of law.

### MILLS:

Annual Dues: \$4,635

#### THE APPLICANT REPRESENTS THAT IT:

- Is a producer or fabricator of one or more of the following copper and/or copper alloy mill products: flat rolled products, rod, tube, bar, wire, extruded shapes.
- Markets and sells a portion of the copper and/or copper alloy mill products it produces or fabricates (exclusive or plumbing and refrigeration tube) to a minimum of five service centers.
- Total annual sales to service centers are at least 1 million pounds.
- Has been in the business of producing and fabricating copper and/or copper alloy mill products for a minimum of four years and has been selling such products through service centers for a minimum of two years.
- Has not been found guilty of violating anti-trust regulations by a court of law.

### PLATERS:

Annual Dues: \$4,289

#### THE APPLICANT REPRESENTS THAT IT:

- Is a plater of continuous flat-rolled or extruded copper and/or copper alloy strip, rod or wire products.
- Markets and sells a portion of the copper and/or copper alloy mill products it plates to a minimum of 5 service centers or brass mill companies as defined in the Association Bylaws.
- Has been in the business of plating copper and/or copper alloy alloys for a minimum of 4 years and has been selling such products through service centers and/or mills for a minimum of 2 years.
- At least 50 percent of its business is the plating of copper and/or copper alloys.
- Has not been found guilty of violating anti-trust regulations by a court of law.

## COMPANY INFORMATION

*The undersigned applies for membership and pledges that, if approved, I/we will be governed by its bylaws as now adopted or as they may be hereafter amended and all the rules in conformity therewith which do not conflict with the laws of the United States or the states in which I/we do business. (Please Print)*

COMPANY NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE/PROV \_\_\_\_\_ POSTAL CODE \_\_\_\_\_

COUNTRY \_\_\_\_\_

PHONE \_\_\_\_\_ TOLL-FREE \_\_\_\_\_ FAX \_\_\_\_\_

E-MAIL \_\_\_\_\_ WEB \_\_\_\_\_

**Key CBSA contact person (voting member for the company):**

NAME \_\_\_\_\_

TITLE \_\_\_\_\_

E-MAIL \_\_\_\_\_

**2nd Key CBSA contact person:**

NAME \_\_\_\_\_

TITLE \_\_\_\_\_

E-MAIL \_\_\_\_\_

### APPLICATIONS

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# SERVICENTER APPLICATION

Note: Sales and financial information will be treated in **strictest confidence**.

1. Please note how your company operates:  Corporation  Partnership  Individual
2. Territory and/or markets you serve: \_\_\_\_\_
3. The year your business was organized: \_\_\_\_\_
4. Total annual copper and/or copper alloy sales (in pounds) last year: \_\_\_\_\_
5. Number of employees (including officers): **Total:** \_\_\_\_\_ **Inside Sales:** \_\_\_\_\_ **Outside Sales:** \_\_\_\_\_
6. Are you affiliated with or owned wholly or partially by another firm or firms?  Yes  No  
If yes, by whom? \_\_\_\_\_
7. What year did the company begin distributing copper and/or copper mill products? \_\_\_\_\_
8. What percentage of your annual sales volume is from mill products distribution business (excluding rerolling and distribution of plumbing and refrigeration supplies)?  
\_\_\_\_\_
9. How many locations/branches do you have in addition to the corporate headquarters?  
(Note: Please list any branch locations on a separate page, if applicable. Include branch name, manager's name, address, city, state, postal code, country, phone, fax, website and email)  
\_\_\_\_\_
10. What is your average annual inventory (in pounds) of copper and/or copper alloy mill products for the past 2 calendar or fiscal years?  
**Year 1:** \_\_\_\_\_ **Year 2:** \_\_\_\_\_
11. The major copper and/or copper alloy products regularly stocked are:  
\_\_\_\_\_
12. Does your company have at least 2 suppliers of copper and/or copper alloy mill products?  Yes  No  
If yes, please list: \_\_\_\_\_
13. Does your company handle other types of metals?  Yes  No  
If yes, please list: \_\_\_\_\_
14. What percentage of your total activities are devoted to warehousing, selling, and distributing copper and copper alloy mill products?  
\_\_\_\_\_ %
15. What types of processing services do you provide? \_\_\_\_\_  
\_\_\_\_\_

What is your annual sales volume of copper and/or copper alloy products for the past fiscal year?

Annual Sales Volume	Annual Dues	Servicenter
<input type="checkbox"/> < 3 million	\$2,087	A
<input type="checkbox"/> \$3 million - \$10 million	\$2,898	B
<input type="checkbox"/> \$10 million - \$20 million	\$3,710	C
<input type="checkbox"/> \$20 million - \$30 million	\$4,174	D
<input type="checkbox"/> \$30 million - \$40 million	\$4,405	E
<input type="checkbox"/> \$40 million - \$50 million	\$4,870	F
<input type="checkbox"/> > 50 million	\$6,607	G

16. What other trade or business associations do you belong to? \_\_\_\_\_

17. Has a company representative attended the CBSA Annual Convention in the last 3 years?  Yes  No

18. Has a company representative served in a volunteer capacity in the last 3 years?  Yes  No

19. How did you hear about CBSA? \_\_\_\_\_

20. Why do you think it is beneficial for your company to be a CBSA member? \_\_\_\_\_

21. Please provide 2 reference letters from brass mills attesting to your company's commitment to the distribution of copper and/or copper alloy products, qualification of CBSA membership and verification that your company warehouses, process and sells copper and/or copper alloy products for the mill. The reference letters must be from mills of products your company distributes and should state so in the body of the letter.

22. Please submit at least 2 examples of your marketing materials.

We hereby certify that we have carefully read and considered the foregoing questions and that the answers have been carefully prepared by us and we believe them to be true and complete. We further understand that processing of this application will be delayed if the accuracy of our answers becomes an issue, and we agree that substantial errors in the answers will be grounds for rejection of the application. I understand that CBSA reserves the right to verify all provided information by, including, but not limited to, interviewing an appropriate representative from the company and/or contacting reference.

\_\_\_\_\_  
**Contact Name - Print**                      **Contact Signature**                      **Date**

..... **FOR CBSA USE ONLY** .....

Approved by the Board of Directors:

**Date:** \_\_\_\_\_ **Signed:** \_\_\_\_\_  
**Executive Director**

# MILLS APPLICATION

Note: Sales and financial information will be treated in strictest confidence.

1. Please note how your company operates:       Corporation       Partnership       Individual
2. Territory and/or markets you serve: \_\_\_\_\_
3. The year your business was organized: \_\_\_\_\_
4. Total annual copper and/or copper alloy sales (in pounds) last year: \_\_\_\_\_
5. Number of employees (including officers):      **Total:** \_\_\_\_\_      **Inside Sales:** \_\_\_\_\_      **Outside Sales:** \_\_\_\_\_
6. Are you affiliated with or owned wholly or partially by another firm or firms?       Yes       No  
If yes, by whom? \_\_\_\_\_
7. What other trade or business associations do you belong to? \_\_\_\_\_
8. Has a company representative attended the CBSA Annual Convention in the past 3 years? \_\_\_\_\_
9. Has a company representative served in a volunteer capacity in the last 3 years? \_\_\_\_\_
10. How did you hear about CBSA? \_\_\_\_\_
11. Why do you think it is beneficial for your company to be a CBSA member? \_\_\_\_\_
12. How long has your company been producing or fabricating copper and/or alloy mill products? \_\_\_\_\_
13. How long has your company been selling such products through service centers? \_\_\_\_\_
14. Please provide a list of the major copper and/or copper alloy products regularly produced or fabricated and the sales of these products during the last calendar or fiscal year:  
\_\_\_\_\_
15. What were your total sales of copper and/or copper alloy mill products during the last calendar or fiscal year?  
\_\_\_\_\_
16. What were total sales in pounds of copper and/or copper alloy mill products (excluding plumbing and refrigeration tube, castings, and forgings) through distributors or service centers during the last calendar or fiscal year?  
\_\_\_\_\_

17. List at least 5 service centers that regularly stock your copper and/or copper alloy mill products (excluding plumbing and refrigeration tube):

a \_\_\_\_\_ b \_\_\_\_\_  
c \_\_\_\_\_ d \_\_\_\_\_  
e \_\_\_\_\_ f \_\_\_\_\_

18. Please provide 2 reference letters from copper and brass service centers attesting to your company's commitment to the distribution of copper and/or copper alloy products through service centers, qualification for CBSA membership and verification that your company's products are purchased through service centers. The reference letters must be from service centers that distribute your company's products and should state so in the body of the letter.

19. Please submit at least 2 examples of your marketing materials.

20. We hereby certify that we have carefully read and considered the foregoing questions and that the answers have been carefully prepared by us and we believe them to be true and complete. We further understand that processing of this application will be delayed if the accuracy of our answers becomes an issue, and we agree that substantial errors in the answers will be grounds for rejection of the application. I understand that CBSA reserves the right to verify all provided information by, including, but not limited to, interviewing an appropriate representative from the company and/or contacting reference.

**MILLS:**

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- Has been in the business of producing and fabricating copper and/or copper alloy mill products for a minimum of four years and has been selling such products through service centers for a minimum of two years.
- Has not been found guilty of violating anti-trust regulations by a court of law.

\_\_\_\_\_  
**Contact Name - Print**

\_\_\_\_\_  
**Contact Signature**

\_\_\_\_\_  
**Date**

..... **FOR CBSA USE ONLY** .....

*Approved by the Board of Directors:*

**Date:** \_\_\_\_\_ **Signed:** \_\_\_\_\_  
**Executive Director**

# PLATERS APPLICATION

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1. Please note how your company operates:  **Corporation**       **Partnership**       **Individual**
2. Territory and/or markets you serve: \_\_\_\_\_
3. The year your business was organized: \_\_\_\_\_
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5. Number of employees (including officers):      **Total:** \_\_\_\_\_      **Inside Sales:** \_\_\_\_\_      **Outside Sales:** \_\_\_\_\_
6. Are you affiliated with or owned wholly or partially by another firm or firms?       **Yes**       **No**  
If yes, by whom? \_\_\_\_\_
7. What other trade or business associations do you belong to? \_\_\_\_\_
8. Has a company representative attended the CBSA Annual Convention in the past 3 years? \_\_\_\_\_
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10. How did you hear about CBSA? \_\_\_\_\_
11. Why do you think it is beneficial for your company to be a CBSA member? \_\_\_\_\_
12. How long has your company been producing or fabricating copper and/or alloy mill products? \_\_\_\_\_
13. How long has your company been selling such products through service centers? \_\_\_\_\_
14. Please provide a list of the major copper and/or copper alloy products regularly produced or fabricated and the sales of these products during the last calendar or fiscal year:  
\_\_\_\_\_
15. What were your total sales of copper and/or copper alloy mill products during the last calendar or fiscal year?  
\_\_\_\_\_
16. What were total sales in pounds of copper and/or copper alloy mill products (excluding plumbing and refrigeration tube, castings, and  
\_\_\_\_\_

forgings) through distributors or service centers during the last calendar or fiscal year.  
17. List at least 5 principal service centers that regularly stock your copper and/or copper alloy mill products (excluding plumbing and refrigeration tube):

a \_\_\_\_\_ b \_\_\_\_\_  
c \_\_\_\_\_ d \_\_\_\_\_  
e \_\_\_\_\_ f \_\_\_\_\_

18. Please provide 2 reference letters from copper and brass service centers or mills attesting to your company's commitment to the distribution of copper and/or copper alloy products through service centers, qualification for CBSA membership and verification that your company's products are purchased through service centers or mills. The reference letters must be from companies that distribute your company's products and should state so in the body of the letter.

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**PLATERS:**

**Annual Dues: \$4,289**

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<b>Contact Name - Print</b>	<b>Contact Signature</b>	<b>Date</b>
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Approved by the Board of Directors:

**Date:** \_\_\_\_\_ **Signed:** \_\_\_\_\_  
**Executive Director**