

# DISTRIBUTOR APPLICATION FOR MEMBERSHIP



Industrial Supply Association

100 North 20<sup>th</sup> Street, Suite 400 • Philadelphia, PA 19103

Phone: (215) 320-3862 • Toll Free (866) 460-2360 Fax: (215) 963-9785 • Toll Free (867) 460-2365 info@isapartners.org

REFERRED BY: \_\_\_\_\_

Master Distributor - ISA defines Master Distributors as distributors who sell to other distributors.

**ALL ISA APPLICANTS AGREE TO BE BOUND BY THE ISA BYLAWS, WHICH MAY BE AMENDED FROM TIME TO TIME BY THE BOARD.**

## CONTACT INFORMATION:

Company Name \_\_\_\_\_ Division \_\_\_\_\_

Street Address \_\_\_\_\_

P.O. BOX (please list if applicable) \_\_\_\_\_ P.O. BOX ZIP \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ Zip \_\_\_\_\_ Country \_\_\_\_\_

Telephone Number \_\_\_\_\_ Fax Number \_\_\_\_\_

Website \_\_\_\_\_ Company Email Address \_\_\_\_\_

**OFFICIAL REPRESENTATIVE INFORMATION.** This person is usually an executive from your company who receives ALL correspondence pertaining to association activities and policy matters (Voting, Dues, Directory Update, Reports, Product Show information.) This person will be listed in the membership directory as the official representative from your company.

Official Representative Name \_\_\_\_\_ Title \_\_\_\_\_ Personal Email \_\_\_\_\_

Other members of your company who should receive ISA communications and appear in the Membership Directory. Please list in order.

Name \_\_\_\_\_ Title \_\_\_\_\_ Personal Email \_\_\_\_\_

Name \_\_\_\_\_ Title \_\_\_\_\_ Personal Email \_\_\_\_\_

Name \_\_\_\_\_ Title \_\_\_\_\_ Personal Email \_\_\_\_\_

## BRANCH INFORMATION

If you would like to include branches, please complete the following. Branches will receive mailings and appear in the Membership Directory. For additional branches or people please use additional sheet.

Branch Name \_\_\_\_\_

Street Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ Zip \_\_\_\_\_ Country \_\_\_\_\_

P.O. Box \_\_\_\_\_ P.O. Zip \_\_\_\_\_

Key Branch Contact \_\_\_\_\_ Title \_\_\_\_\_

Contact E-Mail \_\_\_\_\_ Telephone Number \_\_\_\_\_ Fax Number \_\_\_\_\_

## PAYMENT METHOD (Please choose one)

- VISA  MasterCard  
 American Express  Discover  Check (Payable to ISA)

Amount \_\_\_\_\_

Card Number \_\_\_\_\_

Exp. Date \_\_\_\_\_

Cardholder's Name (PLEASE PRINT) \_\_\_\_\_

Signature: \_\_\_\_\_

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## PRODUCT LINE LISTINGS - Maintenance, Repair, Operating, & Production Supplies

Check the category numbers that best represent the lines you carry (1.0, 2.0, etc.). If your company does not carry all the products in a category, check the sub-categories that apply (1.1, 2.2, etc.).

Use this form for all of our branches

### 1.0 ABRASIVES

- 1.1 Bonded
- 1.2 Coated
- 1.3 Abrasive Grain
- 1.4 Super Abrasive Products (Diamond & Cubic Boron Nitride)
- 1.5 Dressing & Truing Tools
- 1.6 Non-Woven Abrasives
- 1.7 Miscellaneous (N.E.C.)

### 2.0 BRUSHES

- 2.1 Maintenance
- 2.2 Production

### 3.0 CHEMICALS, CHEMICAL PRODUCTS & LUBRICANTS

- 3.1 Coolants, Metalworking Chemicals
- 3.2 Aerosols
- 3.3 Adhesives & Sealants
- 3.4 Lubrication Products
- 3.5 Specialty Fluids (Cutting, Rust Inhibitors, Solvents)
- 3.6 Miscellaneous

### 4.0 CONTRACTORS SUPPLIES

- 4.1 Shovels, Ladders, Etc.
- 4.2 Miscellaneous

### 5.0 CUTTING TOOLS

- 5.1 H.S.S. Drills & Reamers
- 5.2 H.S.S. Milling Cutters, End Mills, Hobs, & Broaches
- 5.3 H.S.S. Taps & Dies
- 5.4 Solid Carbide & Carbide Tipped – Drills, Reamers, & End Mills
- 5.5 Indexable Carbide Cutting Tools (including Inserts)
- 5.6 PCD & PCBN Inserts
- 5.7 Miscellaneous – Burs, Lathe Tools, Countersinks, Saws, Etc.

### 6.0 FASTENERS

### 7.0 FLUID POWER

- 7.1 Hydraulic Cylinders
- 7.2 Hydraulic Motors
- 7.3 Hydraulic Filters, Regulators, Valves, & Accessories
- 7.4 Pneumatic Cylinders
- 7.5 Pneumatic Filters, Regulators, Lubricators, Valves, & Accessories
- 7.6 Tubing & Fittings
- 7.7 Sealing Devices, Including Seals, Gaskets, & Packing
- 7.8 Hydraulic Pumps
- 7.9 Airs Operated Hydraulic Pumps
- 7.10 Pneumatic Filters, Regulators, Lubricators, Valves, & Accessories
- 7.11 Pressure Control Valves
- 7.12 Servo Valves

### 8.0 HAND TOOLS

- 8.1 Mechanics Hand Tools
- 8.2 Striking Tools
- 8.3 Files
- 8.4 Tool Boxes & Accessories
- 8.5 Electronic Hand Tools

### 9.0 INDUSTRIAL PIPE VALVES & FITTINGS

- 9.1 Valves
- 9.2 Pipe, Tubing, Fittings & Steam Traps

### 10.0 INDUSTRIAL RUBBER PRODUCTS

- 10.1 Hose, Clamps, & Couplings
- 10.2 Hose Assemblies
- 10.3 Sheet (Matted, Molded & Extruded)

### 11.0 MACHINE TOOLS & ACCESSORIES

- 11.1 Bench Tools (Vises, Grinders, Presses, Etc.)
- 11.2 Stationary Machine Tools (Drill Presses, Lathes, Saws, Etc.)
- 11.3 Industrial Counters & Controls
- 11.4 Power Work Holding Devices
- 11.5 Jig Bushings (Drill), Fixtures, Components, Etc.
- 11.6 Tool Holders (Collets, Chucks, Clamps, Etc.)
- 11.7 Miscellaneous

### 12.0 MAINTENANCE EQUIPMENT & SUPPLIES

- 12.1 Hydraulic Equipment & Jacks
- 12.2 Industrial Paper Products
- 12.3 Janitorial Supplies
- 12.4 Paint, Paint Supplies & Equipment
- 12.5 Lubrication Equipment

### 13.0 MATERIAL HANDLING EQUIPMENT

- 13.1 Hoists, Cranes, & Monorails
- 13.2 Conveyer Belts
- 13.3 Conveyers & Accessories
- 13.4 Shelving, Racks, & Shop Furniture
- 13.5 Hand Trucks, Casters, Wheelbarrows & Carts
- 13.6 Wire Rope, Slings, Chain, & Fittings
- 13.7 Cordage

### 14.0 METAL GOODS

- 14.1 Angle, Annealed Wire, Solder & Lead
- 14.2 Conduit

### 15.0 POWER TOOLS

- 15.1 Pneumatic
- 15.2 Electric
- 15.3 Air Compressors
- 15.4 Accessories

### 16.0 POWER TRANSMISSION EQUIPMENT

- 16.1 Belts
- 16.2 Belt Drives & Sheaves
- 16.3 Chain Drives, Sprockets & Roller Chain
- 16.4 Bearings – Plain & Roller-Element; Mounted Units
- 16.5 Drives – Adjustable, Fluid Power & Gear; Speed Reducers, Couplings, Clutches, Universal Joints, Gears, & Brakes
- 16.6 Motors – Electric & Air; Controls & Sensors
- 16.7 Accessories

### 17.0 PUMPS

- 17.1 Centrifugal
- 17.2 Reciprocating
- 17.3 Positive Displacement

### 18.0 QUALITY CONTROL PRODUCTS

- 18.1 Precision Measuring Tools – Hand
- 18.2 Precision Measuring Tools – Optical
- 18.3 Precision Measuring Tools – Electronic

### 19.0 SAFETY PRODUCTS

- 19.1 Personal Safety Equipment & Accessories
- 19.2 Industrial Gloves
- 19.3 Fire Protection Equipment & Supplies
- 19.4 Test & Monitoring Equipment
- 19.5 Railings – Fall Protection, Guard & Access
- 19.6 Miscellaneous – Signs, Lights, Warning Devices, Cabinets & Containers
- 19.7 Industrial electrical safety--- GFCI, Lockout /Tagout

### 20.0 SAW BLADES

- 20.1 Band Saws
- 20.2 Hack Saws
- 20.3 Hole Saws, Jig Saws, Reciprocating Saws
- 20.4 Circular Saws

### 21.0 TAPES

- 21.1 Electrical
- 21.2 Industrial
- 21.3 Packaging

### 22.0 TOOL & DIE SUPPLIES

- 22.1 Die Sets & Components (Pins, Bushings, & Springs)
- 22.2 Ground Flat Stock, Drill Rod, Tool Steel, & Shim Stock
- 22.3 Punches

### 23.0 WELDING EQUIPMENT & SUPPLIES

### 24.0 MISCELLANEOUS PRODUCTS (N.E.C.)

### 25.0 SCAFFOLDING/LADDERS

- 25.1 Scaffolding/work platforms
- 25.2 Aluminum scaffolds/platforms
- 25.3 Steel scaffolds/platforms
- 25.4 Ladders, wood
- 25.5 Ladders, metal
- 25.6 Ladders, fiberglass
- 25.7 Ladders, extension

### 26.0 MAGNETS AND MAGNETIC DEVICES (NEW)

- 26.1 Welding magnets
- 26.2 Magnetic Lifters
- 26.3 Magnetic Chucks
- 26.4 Magnetic Filtrations

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## PLEASE CHOOSE YOUR TOP 3 PRODUCT LINES.

- |   |   |
|---|---|
| <input type="checkbox"/> 1.0 ABRASIVES                                  | <input type="checkbox"/> 13.0 MATERIAL HANDLING EQUIPMENT     |
| <input type="checkbox"/> 2.0 BRUSHES                                    | <input type="checkbox"/> 14.0 METAL GOODS                     |
| <input type="checkbox"/> 3.0 CHEMICALS, CHEMICAL PRODUCTS, & LUBRICANTS | <input type="checkbox"/> 15.0 POWER TOOLS                     |
| <input type="checkbox"/> 4.0 CONTRACTORS SUPPLIES                       | <input type="checkbox"/> 16.0 POWER TRANSMISSION EQUIPMENT    |
| <input type="checkbox"/> 5.0 CUTTING TOOLS                              | <input type="checkbox"/> 17.0 PUMPS                           |
| <input type="checkbox"/> 6.0 FASTENERS                                  | <input type="checkbox"/> 18.0 QUALITY CONTROL PRODUCTS        |
| <input type="checkbox"/> 7.0 FLUID POWER                                | <input type="checkbox"/> 19.0 SAFETY PRODUCTS                 |
| <input type="checkbox"/> 8.0 HAND TOOLS                                 | <input type="checkbox"/> 20.0 SAW BLADES                      |
| <input type="checkbox"/> 9.0 INDUSTRIAL PIPE VALVES & FITTINGS          | <input type="checkbox"/> 21.0 TAPES                           |
| <input type="checkbox"/> 10.0 INDUSTRIAL RUBBER PRODUCTS                | <input type="checkbox"/> 22.0 TOOL & DIE SUPPLIES             |
| <input type="checkbox"/> 11.0 MACHINE TOOLS & ACCESSORIES               | <input type="checkbox"/> 23.0 WELDING EQUIPMENT & SUPPLIES    |
| <input type="checkbox"/> 12.0 MAINTENANCE EQUIPMENT & SUPPLIES          | <input type="checkbox"/> 24.0 MISCELLANEOUS PRODUCTS (N.E.C.) |
|   | <input type="checkbox"/> 25.0 SCAFFOLDING/LADDERS             |
|   | <input type="checkbox"/> 26.0 MAGNETS AND MAGNETIC DEVICES    |

### ANNUAL MEMBERSHIP INVESTMENT

JANUARY 1 – DECEMBER 31

PLEASE CIRCLE YOUR APPROPRIATE SALES VOLUME

ANNUAL SALES VOLUME OF INDUSTRIAL SUPPLIES	DUES AMOUNT	ANNUAL SALES VOLUME OF INDUSTRIAL SUPPLIES	DUES AMOUNT
Distributor < \$2 Million	\$349	Distributor \$150 Million <200 Million	\$3,099
Distributor \$2 Million < \$5 Million	\$399	Distributor \$200 Million <250 Million	\$3,299
Distributor \$5 Million < \$7.5 Million	\$549	Distributor \$250 Million <300 Million	\$3,499
Distributor \$7.5 Million - \$12.49 Million	\$999	Distributor \$300 Million <350 Million	\$3,699
Distributor \$12.5 Million < \$25 Million	\$1,499	Distributor \$350 Million <500 Million	\$3,899
Distributor \$25 Million < \$50 Million	\$2,249	Distributor \$500 Million <750 Million	\$4,099
Distributor \$50 Million <100 Million	\$2,699	Distributor > \$750 Million	\$4,499
Distributor \$100 Million <150 Million	\$2,899		

\* SALES VOLUME INCLUDES TOTAL COMPANY SALES INCLUSIVE OF ALL LOCATIONS.\*