



EUROPE (EXCLUDING UK), MIDDLE EAST AND AFRICA MEMBERSHIP APPLICATION

Company Name _____

(The official representative, to whom all correspondence will be addressed, is required to be a General Manager or Officer of the firm and will be listed in the *ISSA Membership Directory*.)

Name of Official Representative _____ Title _____

Mailing Address _____

Postal Code _____ City _____ Country _____

Phone _____ URL/Web Address _____

Company e-mail* _____ Personal e-mail _____

Company fax* _____ Date company was established _____

*E-mail and fax will be used for *ISSA Membership Directory* purposes.

- I understand that by providing my fax number, e-mail addresses, and signature, I consent to receive all fax and e-mail communications sent by or on behalf of ISSA, the ISSA Foundation, and all ISSA partner affinity program providers.
- CODE OF ETHICS ACKNOWLEDGEMENT: The Applicant hereby certifies that it has reviewed ISSA's Code of Ethics and all applicable agreements online at www.issa.com/code and is in compliance therewith. The Applicant further agrees that it will remain in compliance as a condition for continued ISSA membership. All statements made by me and contained herein are true.

Signature Required _____ Date _____

Please describe your reasons for joining ISSA. _____

Please describe what you expect to receive as a result of your membership. _____

Please list key personnel:

CEO _____ E-mail _____

General Mgr. _____ E-mail _____

Sales Mgr. _____ E-mail _____

Marketing Mgr. _____ E-mail _____

Young Exec. _____ E-mail _____

Admin. Asst. _____ E-mail _____

Other _____ E-mail _____

Regulatory Mgr./Dir. _____ E-mail _____

Administrative Contact* _____ E-mail _____

*Person responsible for updating corporate profile changes

ISSA MEMBER PRODUCT/SERVICE CODES (Manufacturer/Associate/Publisher)

Please place a check mark (✓) next to the product or service (code) your company provides. Limit of 20 listings.

- | | | |
|--|--|---|
| <input type="checkbox"/> Abrasives | <input type="checkbox"/> Electric Motors | <input type="checkbox"/> Plastic Bags |
| <input type="checkbox"/> Absorbents - Oil, Grease & Water | <input type="checkbox"/> Electrical Testing Devices | <input type="checkbox"/> Plastic Containers |
| <input type="checkbox"/> Acoustical Cleaning Chemicals & Equipment | <input type="checkbox"/> Emergency Response/Regulatory Services | <input type="checkbox"/> Polishes - Furniture |
| <input type="checkbox"/> Adhesives | <input type="checkbox"/> Equipment Repair | <input type="checkbox"/> Polishes - Metal |
| <input type="checkbox"/> Aerosols | <input type="checkbox"/> Escalator Cleaning Machines | <input type="checkbox"/> Polishes - Plastic |
| <input type="checkbox"/> Air Filtration Equipment | <input type="checkbox"/> Feminine Care Products | <input type="checkbox"/> Poly Trash Can Liners |
| <input type="checkbox"/> Anti-Graffiti Systems | <input type="checkbox"/> Filters | <input type="checkbox"/> Pool & Spa Chemicals & Equipment |
| <input type="checkbox"/> Anti-Static Chemicals | <input type="checkbox"/> Financial Services | <input type="checkbox"/> Pre-Measured Chemicals |
| <input type="checkbox"/> Ash Trays | <input type="checkbox"/> Fire Extinguishers | <input type="checkbox"/> Pressure Washer Pumps |
| <input type="checkbox"/> Associations/Societies | <input type="checkbox"/> Fire Restoration Products | <input type="checkbox"/> Pressure Washing Chemicals |
| <input type="checkbox"/> Automatic Scrubbers | <input type="checkbox"/> Floor Finish Applicators | <input type="checkbox"/> Pressure Washing Equipment |
| <input type="checkbox"/> Automotive Cleaning Specialties | <input type="checkbox"/> Floor Finishes - Brand Name | <input type="checkbox"/> Promotional Products |
| <input type="checkbox"/> Baby Changing Stations | <input type="checkbox"/> Floor Finishes - Private Label | <input type="checkbox"/> Pumps & Dispensers |
| <input type="checkbox"/> Bacterial/Enzyme Products | <input type="checkbox"/> Floor Machine Brushes | <input type="checkbox"/> Purchasing & Marketing Services |
| <input type="checkbox"/> Bag-in-the-Box Packaging | <input type="checkbox"/> Floor Machine Motors | <input type="checkbox"/> Recycling Systems |
| <input type="checkbox"/> Bar Code/EDI Technology | <input type="checkbox"/> Floor Machines | <input type="checkbox"/> Repair Parts - Floor Equipment & Vacuum Cleaners |
| <input type="checkbox"/> Baseboard Cleaning Machines & Accessories | <input type="checkbox"/> Floor Pad Holders | <input type="checkbox"/> Restaurant Supplies |
| <input type="checkbox"/> Batteries & Chargers | <input type="checkbox"/> Floor Pads | <input type="checkbox"/> Restroom Cleaning Machines |
| <input type="checkbox"/> Bedding Supplies | <input type="checkbox"/> Floor Pads - Raw Material | <input type="checkbox"/> Restroom Equipment |
| <input type="checkbox"/> Bird & Animal Control Products | <input type="checkbox"/> Floor Sealers - Brand Name | <input type="checkbox"/> Robotic Cleaning Equipment |
| <input type="checkbox"/> Blowers | <input type="checkbox"/> Floor Sealers - Private Label | <input type="checkbox"/> Roof Maintenance Materials |
| <input type="checkbox"/> Brooms | <input type="checkbox"/> Food Processing Products | <input type="checkbox"/> Safety Apparel |
| <input type="checkbox"/> Brushes | <input type="checkbox"/> Food Service Disposable Tableware | <input type="checkbox"/> Safety Products, Equipment & Signs |
| <input type="checkbox"/> Buckets | <input type="checkbox"/> Food Service Equipment & Supplies | <input type="checkbox"/> Safety Treads |
| <input type="checkbox"/> Burnishing Equipment | <input type="checkbox"/> Fragrances | <input type="checkbox"/> Sales Incentives |
| <input type="checkbox"/> Buying Groups | <input type="checkbox"/> Gloves | <input type="checkbox"/> Sanitizers |
| <input type="checkbox"/> Candles | <input type="checkbox"/> Gum Remover | <input type="checkbox"/> Scouring Chemicals & Powders |
| <input type="checkbox"/> Carpet & Fabric Protective Finishes | <input type="checkbox"/> Hand Dryers | <input type="checkbox"/> Scouring Pads/Bars |
| <input type="checkbox"/> Carpet Cleaning Chemicals - Brand Name | <input type="checkbox"/> Hand Sanitizers | <input type="checkbox"/> Scrapers |
| <input type="checkbox"/> Carpet Cleaning Chemicals - Private Label | <input type="checkbox"/> Handles - Mop, Broom, Brush & Telescopic | <input type="checkbox"/> Shampoo Tanks |
| <input type="checkbox"/> Carpet Cleaning Wands & Accessories | <input type="checkbox"/> Hoses - All Types | <input type="checkbox"/> Smoking Urns |
| <input type="checkbox"/> Carpet Drying Equipment | <input type="checkbox"/> Human Resources | <input type="checkbox"/> Soaps |
| <input type="checkbox"/> Carpet Dyeing Systems | <input type="checkbox"/> Ice & Snow Removal Compounds | <input type="checkbox"/> Soffers |
| <input type="checkbox"/> Carpet Extractors | <input type="checkbox"/> Indoor Dust Control Equipment | <input type="checkbox"/> Sponges & Chamois |
| <input type="checkbox"/> Carpet Shampoo Machines & Accessories | <input type="checkbox"/> Insect & Rodent Control Chemicals & Devices | <input type="checkbox"/> Spray Tanks |
| <input type="checkbox"/> Carpet Spotting Kits | <input type="checkbox"/> Installation Services | <input type="checkbox"/> Sprayers & Foggers |
| <input type="checkbox"/> Carpet Sweepers - Electric | <input type="checkbox"/> Insurance Services | <input type="checkbox"/> Squeegees - Floor |
| <input type="checkbox"/> Carpet Sweepers - Hand | <input type="checkbox"/> Labeling | <input type="checkbox"/> Squeegees - Window |
| <input type="checkbox"/> Carts - Hospital, Janitorial & Maid | <input type="checkbox"/> Ladders | <input type="checkbox"/> Steam Cleaning Chemicals |
| <input type="checkbox"/> Carts - Trash | <input type="checkbox"/> Laundry Chemicals | <input type="checkbox"/> Steam Cleaning Equipment |
| <input type="checkbox"/> Catalog Publishers | <input type="checkbox"/> Laundry Equipment | <input type="checkbox"/> Stone Restoration Systems |
| <input type="checkbox"/> Chalkboard/Blackboard Cleaners | <input type="checkbox"/> Lawn & Turf Chemicals | <input type="checkbox"/> Stripping Machines - Pavement |
| <input type="checkbox"/> Chemical Dispensing Systems | <input type="checkbox"/> Lawn & Turf Equipment | <input type="checkbox"/> Surfactants |
| <input type="checkbox"/> Chemicals - Raw Material | <input type="checkbox"/> Leasing - Equipment | <input type="checkbox"/> Sweepers - Electric, Gasoline & Propane |
| <input type="checkbox"/> Cleaners - Chemical Free | <input type="checkbox"/> Light Bulbs | <input type="checkbox"/> Sweeping Compounds |
| <input type="checkbox"/> Cleaning Chemicals - Brand Name | <input type="checkbox"/> Liquid Filling Equipment | <input type="checkbox"/> Technology Services |
| <input type="checkbox"/> Cleaning Chemicals - Private Label | <input type="checkbox"/> Litter Vacuums | <input type="checkbox"/> Telecommunication Services |
| <input type="checkbox"/> Cleaning Services | <input type="checkbox"/> Lockers/Storage | <input type="checkbox"/> Toilet Seat Covers & Dispensers |
| <input type="checkbox"/> Cloths - Microfiber | <input type="checkbox"/> Lodging Amenities | <input type="checkbox"/> Toilet/Shower Compartments |
| <input type="checkbox"/> Cloths - Non Woven Disposables | <input type="checkbox"/> Lubricants & Oils | <input type="checkbox"/> Training Consultants, Materials & Programs |
| <input type="checkbox"/> Colorants & Dyes | <input type="checkbox"/> Magazine Publishers | <input type="checkbox"/> Uniforms/Apparel |
| <input type="checkbox"/> Computer Systems & Software | <input type="checkbox"/> Magnetic Attachment for Vacuums | <input type="checkbox"/> Upholstery Shampoo Machines & Accessories |
| <input type="checkbox"/> Concrete Floor Treatments | <input type="checkbox"/> Material Handling Equipment | <input type="checkbox"/> Vacuum Cleaner Attachments |
| <input type="checkbox"/> Consultants - Advertising | <input type="checkbox"/> Mats & Matting | <input type="checkbox"/> Vacuum Cleaner Motors |
| <input type="checkbox"/> Consultants - Financial | <input type="checkbox"/> Mats - Commode/Urinal | <input type="checkbox"/> Vacuum Cleaners |
| <input type="checkbox"/> Consultants - Marketing | <input type="checkbox"/> Microfiber Products | <input type="checkbox"/> Vacuum Tanks |
| <input type="checkbox"/> Contamination Control Products | <input type="checkbox"/> Mobile Cleaning Unit | <input type="checkbox"/> Venetian Blind Cleaning Equipment & Chemicals |
| <input type="checkbox"/> Degreasers | <input type="checkbox"/> Mop Treatment Chemicals | <input type="checkbox"/> Wall Washing Equipment |
| <input type="checkbox"/> Dehumidifying Equipment | <input type="checkbox"/> Mopping Equipment | <input type="checkbox"/> Warewashing Chemicals |
| <input type="checkbox"/> Deodorants | <input type="checkbox"/> Mops - Dust | <input type="checkbox"/> Warewashing Equipment |
| <input type="checkbox"/> Disinfectants/Sanitizers - Brand Name | <input type="checkbox"/> Mops - Wet | <input type="checkbox"/> Washroom Accessories |
| <input type="checkbox"/> Disinfectants/Sanitizers - Private Label | <input type="checkbox"/> Odor Control Chemicals | <input type="checkbox"/> Waste Receptacles |
| <input type="checkbox"/> Disinfectants/Sanitizers - Raw Material | <input type="checkbox"/> Odor Control Devices | <input type="checkbox"/> Water Brooms |
| <input type="checkbox"/> Dispensers - Paper Products/Soaps | <input type="checkbox"/> Packaging Equipment | <input type="checkbox"/> Water Treatment Chemicals & Devices |
| <input type="checkbox"/> Drain Opener Chemicals | <input type="checkbox"/> Packaging Supplies | <input type="checkbox"/> Window Cleaning Accessories |
| <input type="checkbox"/> Drain Opener Equipment | <input type="checkbox"/> Paint & Paint Products | <input type="checkbox"/> Wipes |
| <input type="checkbox"/> Drums | <input type="checkbox"/> Paper and/or Food Service Products | <input type="checkbox"/> Wood Treatment - Scratch Remover |
| <input type="checkbox"/> Dust Pans | <input type="checkbox"/> Paper Products - Office Supplies | <input type="checkbox"/> Wringers |
| <input type="checkbox"/> Dusters | <input type="checkbox"/> Paper Products - Towel & Tissue | |
| <input type="checkbox"/> Dusting Cloths | <input type="checkbox"/> Pavement Patching | |
| <input type="checkbox"/> Electric Cord Reels | <input type="checkbox"/> Personnel Services | |

MEMBERSHIP CLASSIFICATIONS (Check one only.)

Associate membership shall be open to firms that offer services to any class of members, as well as buying and/or selling groups or associations. It shall also be open to firms that sell products primarily for the manufacturing process. Please check the box that best describes your reason for joining ISSA:

- To provide services to some or all members
- To provide training or consulting services to association members
- Publisher of trade magazines or periodicals

Distributor membership shall be open to those firms that occupy a place of business, a principal purpose of which is the sale of cleaning and maintenance products to commercial, industrial, or institutional end users. The primary source of these products shall be the distributor's warehouse inventory, which in turn is derived from several manufacturers.

Manufacturer membership shall be open to those firms engaged in the manufacture of products for sale to members. This classification is also open to importers into North America from one or more international manufacturers for sale to members.

Wholesaler membership shall be open to those firms that occupy a place of business, a principal purpose of which is the sale of cleaning and maintenance products from several manufacturers to distributor members primarily from the firm's warehouse inventory. No sales shall be made to industrial/institutional end users.

Cleaning Services membership shall be open to those firms that occupy a place of business, a principal purpose of which is the sale of cleaning and maintenance products from several manufacturers to distributor members primarily from the firm's warehouse inventory. No sales shall be made to industrial/institutional end users.

International Branch membership is available to all member companies for facilities geographically separated from the official member location. The official location must be an ISSA member, and the names of both the branch and official member location must be the same. This membership carries all privileges and responsibilities of active membership except the right to vote or hold office.

COMPANY DESCRIPTION (Please provide the following information that may be used for the *ISSA Membership Directory*.)

Provide general company description; the description should not include specific manufacturer names for the product lines sold.

DISTRIBUTOR/WHOLESALER

Indicate which segment most closely describes your primary business: (Check one only.)

- Cleaning & hygiene supplies
- Food/food services
- Hardware
- Industrial supplies
- Paper
- Office supplies
- Medical supplies
- Safety equipment
- Other (Describe) _____

BRAND NAMES (MANUFACTURERS ONLY) Please include your company's brand names and a general description of the type of product for each brand name (5 words or less). If you have several to include you may attach a separate typewritten page.

Brand name _____ Description _____

Brand name _____ Description _____

Brand name _____ Description _____

Brand name _____ Description _____

BUSINESS REFERENCES (Two business references are required.)

Please use current member of ISSA in good standing. ISSA reserves the right to check all references, to consult with ISSA members, and/or to accept or deny membership based on the aforementioned. Furthermore, ISSA reserves the right to revoke membership at any time at the association's sole discretion. (Please include company name, address, phone, and contact person.)

1. _____
2. _____

MEMBERSHIP DUES RATE SCHEDULE (Check one only.)

<input type="checkbox"/> Manufacturer	US\$725/€525*	<input type="checkbox"/> Distributor	US\$500/€365*
<input type="checkbox"/> Associate Manufacturer	US\$675/€495*	<input type="checkbox"/> Wholesaler	US\$500/€365*
<input type="checkbox"/> Associate	US\$500/€365*	<input type="checkbox"/> International Branch	US\$300/€220*
<input type="checkbox"/> Cleaning Services	US\$500/€365*		

NOTE: *This amount includes a voluntary ISSA Foundation contribution of US\$65/€50 to sponsor educational scholarships. Deduct this amount if you do not wish to participate. You will receive a discount of US\$35/€25 if you make payment via direct debit.

PAYMENT OF DUES

A remittance of one (1) full year's dues is to accompany application. Dues are billed annually and are payable upon receipt. With the exception of branch memberships, affiliate mailings, and reinstated memberships, second year dues will be reduced pro rata so that initial dues payment will cover a full 12-month period. Upon application approval, dues are non-refundable.

Special Note: Internal Revenue codes require that a not-for-profit trade association notify members that contributions or gifts to ISSA are not tax deductible as charitable contributions. However, they may be tax deductible as ordinary and necessary business expenses. This statement does not apply regarding contributions to the ISSA Foundation.

NEW MEMBER DUES (See rate schedule.)**Form of Payment:**

Dues \$/€ _____ Cheque enclosed Credit card* Wire transfer

Total Amount \$/€ _____

*To use your credit card or bank account to pay your ISSA dues online with PayPal, please visit <http://europe.issa.com/pay>.

ABN AMRO Bank: 54.83.71.830 • IBAN: NL32 ABNA 0548371830 • BIC: ABNA NL 2A

FOR ISSA USE ONLY: PAID \$/€ _____ DATE _____ RVD _____ ACK _____



AUTOMATIC DEBIT AGREEMENT

Payment

I, _____ hereby grant authorisation for ISSA Europe to debit
Print name of trustee
the account of _____ for membership dues on an annual
Print company name
basis until further notice.

Bank account number: _____

IBAN #: _____ BIC #: _____

ISSA Europe will debit the annual membership fee on the 5th of December each year. A receipt for the charge will automatically be sent to you. Automatic debit can be revoked in writing if received no later than one month prior to the renewal date (5th of November) of the current year.

Please send a membership invoice to the above address. (You will receive a discount of US\$35/€25 if you make payment via direct debit.)

Trustee signature _____ Date _____

Mailing Address _____

Postal Code _____ City _____ Country _____

Please forward the application form to: europa@issa.com.