

Start enjoying the benefits of APSP membership today!

Join Now.



Company and Contact Information

Company Name _____

Address (Physical or shipping address only. Do not use P.O. Box) _____

City _____

State/Province _____ ZIP _____ Country _____

Primary Contact _____ Nickname _____

Title _____

E-mail _____

Phone _____ Fax _____

Website _____

Additional Employees and Locations

Additional employees may receive member benefits and communications at no additional fee or dues. Below, please provide full contact information for each employee you designate. Use a separate sheet, if needed.

Name _____ Title _____

Address (Physical or shipping address only. Do not use P.O. Box) _____

City _____

State/Province _____ ZIP _____ Country _____

E-mail _____

Phone _____ Fax _____

APSP Member Code of Ethics

See Code on reverse, and sign below:

I understand that APSP provides services to the entire pool, spa and hot tub industry and requires membership dues to operate effectively. I affirm that all information provided herein is true and complete and that the membership category selected accurately represents my business. I understand that APSP occasionally uses third-party information sources to verify dues information provided to the association. I have read the APSP Code of Ethics and agree to support the association's efforts to grow the industry. I have read and agree to these terms. By initialing this box, I am certifying that I am authorized to sign my organization up for membership in the Association of Pool & Spa Professionals (APSP). I affirm that my agreement here constitutes an electronic signature and that this signature meets any and all requirements for an original signature.

X _____
Signature (required)

Name _____ Date _____

Membership Information

**Membership is in the name of the company, except for retirees, which will be in the name of the individual. The primary contact receives the APSP annual dues invoice. The membership year runs for 12 consecutive months beginning the month the dues invoice is processed, after which time it shall automatically renew for additional 12 month periods unless either party elects to terminate this agreement by providing at least thirty (30) day's written notice.

Questions? Contact APSP Member Services at memberservices@APSP.org or call 703.838.0083, ext. 301.

Organization Type and Dues (definitions on reverse)

Check the appropriate box below.

Business-to-Business Firms

- Distributor** See table on reverse
 Manufacturer See table on reverse
 Manufacturers' Agent = \$585

Business-to-Consumer Firms

If your business main office is located in CT, NJ, eastern NY, or eastern PA, please join the Northeast Spa & Pool Association (NESPA) at info@nespapool.org, or 609.689.9111. NESPA is a regional affiliate of APSP. NESPA members are automatically APSP members and entitled to all member benefits.

- Builder/Installer** = \$599
 Retail Store = \$599
 Service Company = \$599
 Single-Person Service Company = \$230
 Professional Pool Management = \$599
 Commercial Facility = \$230

Other Members

- Allied Supplier** = \$599
 Professional Affiliate = \$599
 Associate = \$118
 Retiree = \$50

Additional Services and Contributions

APSP Hazmat Management and MSDS Hotline Service:

Accidents are going to happen. Don't let your employees handle chemicals without this service. Be OSHA-compliant. Includes chemical spill or exposure 24/7 emergency hotline, Material Safety Data Sheet information, and chemical disposal/clean-up guidance.

- Builders, Retailers, Service Companies: \$99/year
 Additional locations \$25/per location: QTY _____
 Manufacturers, Distributors, Manufacturers' Agents: \$399/year
 Additional locations \$49/per location: QTY _____

Help protect our industry!

APSP serves as your voice for legislative matters and advances and protects your right to do business. The need for APSP's advocacy continues to grow. Please contribute to **APSP's Government Relations/Advocacy efforts.**

- \$50 \$100 \$250 \$500 \$1000 Other _____

Payment

- Annual Payment** - payable by check or credit card
 (Will Receive an Invoice Once Per Year)

Dues: \$ _____

MSDS Hazmat Hotline Service*: \$ _____

Additional Locations*: \$ _____

Government Relations (GR) Contribution*: \$ _____

TOTAL: \$ _____

* MSDS Service and GR Contribution are included in your first payment—no installments.

- Check enclosed payable to APSP for the total amount.

Charge my: MasterCard Visa AmEx Discover as indicated above.

Card Number _____

Expiration Date _____ CVV # _____

Name on Card _____

X _____
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

APSP Member Code of Ethics and dues tables on reverse

MAP Code _____ Source Code _____

Dues Tables

MANUFACTURER

Annual Sales Revenue—Based on U.S. Industry Sales

Annual Sales U.S. Annual Dues Amount

Under \$1 Million	\$1,495
\$1M - \$2M	\$2,195
\$2M - \$3M	\$3,695
\$3M - \$5M	\$5,295
\$5M - \$10M	\$6,995
\$10M - \$20M	\$8,995
\$20M - \$50M	\$12,995
Over \$50 Million	\$20,000 + \$1,000 per each \$10M of Sales Revenue above \$50M Calculation: $\$20,000 + (\text{Sales} - \$50\text{M}) / \$10\text{M} * 1,000$

DISTRIBUTOR

Annual Sales Revenue—Based on U.S. Industry Sales

Annual Sales U.S. Annual Dues Amount

Under \$3 Million	\$1,695
\$3M - \$5M	\$2,195
\$5M - \$10M	\$2,995
\$10M - \$20M	\$3,995
Over \$20 Million	\$5,500 + \$1,000 per each \$10M of Sales Revenue above \$20M Calculation: $\$5,500 + (\text{Sales} - \$20\text{M}) / \$10\text{M} * 1,000$

Organization Type Definitions

Business-to-Business Firms (Domestic & International)

- **Distributor** 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.
*Distributors above 20 million use the following formula to calculate dues: Base dues of \$5,500 plus \$1,000 per 10 million in revenue above 20 million ($\$5,500 + (\text{U.S. Sales} - 20\text{M}) / 10\text{M} \times 1000$)
- **Manufacturer** Firms manufacturing or fabricating products or components, including complete swimming pool units, spas, and hot tub units.
*Manufacturers above 50 million use the following formula to calculate dues: Base dues of \$20,000 plus \$1,000 per 10 million in revenue above 50 million ($\$20,000 + (\text{U.S. Sales} - 50\text{M}) / 10\text{M} \times 1000$)
- **Manufacturers' Agent** A firm or individual representing two or more different manufacturers and brands (any size firm).

Business-to-Consumer Firms

- **Builder/Installer** Firms that build, install, and renovate swimming pools, spas, hot tubs, and water features.
- **Retail Store** 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** Firms that service and maintain swimming pools, spas, hot tubs, water features.
- **Single-Person Service Company** Person servicing and maintaining swimming pools, spas, hot tubs, water features.
- **Professional Pool Management** Firm or individual providing professional management services for public and semi-public swimming pools, spas, hot tubs, and water features.
- **Commercial Facility** An entity operating a single commercial or semi-public swimming pool, spa, or hot tub facility.

Other Members

- **Allied Supplier** Manufacturers and distributors not directly related to the manufacture or operation of pools, spas, or hot tubs, but more related to the backyard experience.
- **Professional Affiliate** 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** Not-for-profit individuals and organizations, government entities, trade or professional associations, research or academic institutions.
- **Retiree** Member not generating any income from the industry. Former dues-paying member.

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

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

- To contribute to the health, safety and welfare of the public in the design, manufacture, installation, maintenance and operation of swimming pools, spas and hot tubs by complying with all applicable laws, ordinances or regulations and refraining from engaging in fraudulent or deceptive acts or practices.
- To hold all necessary federal, state and local licenses, registrations and permits.
- To hold legally required liability insurance, workers' compensation insurance, and bonding.
- To respect and not infringe upon the intellectual property rights of others and to refrain from using the property of others without their prior, written consent.
- To advertise products, services and prices truthfully and consistently with all federal, state and local advertising practices requirements.
- To establish prices in a manner that does not involve collusion with a competitor and to clearly communicate such prices to potential customers or clients prior to providing such products or services.
- To provide written sales agreements when such are requested by customers or required by law.
- To comply with the terms of all agreements, oral or written, regarding the provision of products or services.
- To respond to any consumer complaints made to any governmental authority, Better Business Bureau or equivalent nongovernmental authority.
- To exclude from company ownership or senior management any person or entity who or which, within the past three (3) years, has been convicted of or pleaded no contest (or its equivalent) to any felony or other crime involving business or financial practices.
- To use the APSP name, logo and other intellectual property only when and as permitted by APSP, and to cease all such use upon suspension from or termination of membership in APSP.
- To file a complaint with APSP regarding a potential violation of this Code of Ethics only when in possession of credible evidence of such potential violation.
- To cooperate fully with any APSP investigation of a potential violation of this Code of Ethics.
- To encourage utilization of APSP educational offerings as a means of enhancing the professional skills and business integrity of APSP members and their employees.