

We are applying for Active Membership in the Kitchen Cabinet Manufacturers Association. If accepted, we agree to conform to the Bylaws of the Association as they are now or as they may be amended; support the purposes of the Association; and pay dues established by the Association's Board of Directors. Any person, firm or corporation engaged in the industry who manufactures cabinets or decorative laminate products in the United States, Canada and other countries approved by the Board of Directors is eligible to become an Active Member.

Contributions to KCMA are not deductible as charitable contributions, but dues payments may be deductible as a business expense.

Complete this form and mail it with your membership dues payment

to: KCMA, 1768 Business Center Dr., Suite 390, Reston, VA 20190

Со	Company	
Ad	Address	
Cit	City State Zip Code	
Tel	Telephone Fax	
We	Website E-mail	
Na	Name Printed	
Tit	Title Signature	
•	Yes No If yes, please explain	
	Are you a 🗅 stock, 🗅 semi-custom or 🗅 custom manufacturer?	
	■ Do you build a totally enclosed cabinet, including backs? Yes □ No	
	Basic materials used: Alder, Ash, Birch, Cherry, Exotic Wood, Hickory, Maple, Oak, Pine, High Pressure Decorative Laminate, Metal, Paper Overlays, Vinyl	Poplar, Walnut,
	Build options: European Frameless, Full Inset, Full Overlay, Metal, Ready-to-Assemble, Traditiona	l Face
	Annual sales (this information is for KCMA internal purposes only):	

APPLICATION – ACTIVE MEMBER (continued)

Distribution Channels (check all that apply):					
Builders	Home Centers				
Remodelers	Direct to Consumers				
Retail Showrooms	Lumber Yards				
Architects/Designers	Multi-family Projects				
Wholesale Distributors					
Area of Distribution:					
How did you learn about KCMA	٩?				
□ Referred by KCMA Member	- If so, who				
Previously a KCMA Member					
□ Trade show					
Ad in trade press					
Uveb Site					
Other					
Email Campaign					
What are the main reasons you are joining KCMA? (check all that apply)					
Networking Opportunities	To stay abreast of industry news				
Government Representation					
Management Conferences/Se	minar/Plant Tours				
□ Marketing/Financial Services					
To Obtain Membership Direct	ctory				
Certification Program and Ca	ibinet Testing				

- □ Environmental Stewardship Program
- Other

Sales Volume in Millions	Dues Rate
\$ 0 to \$ 5	\$535 (minimum dues)
\$ 5 to \$ 10	\$125 per \$ million in sales
\$ 10 to \$ 15	\$100 per \$ million in sales
\$ 15 to \$ 20	\$ 85 per \$ million in sales
\$ 20 to \$ 30	\$ 75 per \$ million in sales
\$ 30 to \$ 50	\$ 65 per \$ million in sales
\$ 50 to \$100	\$ 57 per \$ million in sales
\$100 to \$180	\$ 52 per \$ million in sales
\$180 to \$290	\$ 48 per \$ million in sales
\$290 to \$430	\$ 40 per \$ million in sales
\$430 to \$600	\$ 32 per \$ million in sales
\$600 to \$800	\$ 25 per \$ million in sales
\$800 and up	\$20,000 (plus \$10 per \$ million in sales over \$800 million)

PLEASE CHECK TO BE SURE THE INFORMATION PROVIDED IN THE CODE IS CURRENT AND CORRECT.

- (A) Number of Manufacturing Plants
- (B) Basic Materials Used: High Pressure Decorative Laminate Paper Overlays Vinyl Wood Type of wood_____ Other_____
- (C) Number of Production Employees (as of 6/1/18)
- (D) Present area of distribution:

Other plant locations (NOT WAREHOUSES)

(1)	Address		
	City	State	Zip
	Plant Manager		-
	Telephone ()	Fax ()	
(2)	Address		
	City	State	Zip
	Plant Manager		
	Telephone ()	Fax ()	
(3)	Address		
. ,	City	State	Zip
	Plant Manager		-
	Telephone ()	Fax_()	

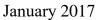
If you need additional space for other plant locations, please use the back of this sheet.

Should anyone else in your company be receiving communication from KCMA besides the official KCMA representative?

Name	Title		
Address			_
City	State	Zip	
E-Mail			

Please provide contact information for the following personnel at your company:

Accounts Payable:			
Name	Title_		
Address			
City			
Email		_	
Purchasing:			
Name	Title_		
Address			
City			
Email		_	
Product Management:			
Name	Title		
Address			
City	State	_Zip	
Email			
Marketing:			
Name	Title_		
Address			
City	State	Zip	
Email		Phone	





DIRECT COST DECLARATION

In accordance with the KCMA By-laws amendments approved April 2010 to Article V-Sections 1 and 6, all KCMA members are required to provide the country of origin for their Direct Costs to demonstrate that 51% of the value added processes occur in the U.S. or Canada:

The following illustrates how the criteria will be determined and applied:

	Costs (\$K) per Country of Origin				
	United States	<u>Canada</u>	<u>Mexico</u>	<u>Other</u>	<u>TOTAL</u>
Direct Material	\$200	\$100	\$0	\$200	\$500
Direct Labor	\$100	\$40	\$0	\$0	\$140
Direct Overhead	\$50	\$25	\$0	\$0	\$75
Total	\$350	\$165	\$0	\$200	\$715

North American Value Add = $\frac{$350+$165}{$715}$ x 100%=72%

Direct Costs are those expenses that can be tied directly to the cost of creating a cabinet or decorative accessory. Mfg's purchase price is used in the calculation, no matter if it comes from a distributor or purchased directly. Country of origin determines if the material is domestic or foreign. Imports from overseas purchased from a domestic distributor are still foreign sourced materials.

Direct Overhead would include such items as production line supervisors, utilities related to manufacturing and assembling, and sundry materials such as sandpaper.

Please provide amounts of your Direct Costs for your last fiscal year in chart below:

Costs (\$K) per Country of Origin					
	US	Canada	Mexico	Other	Total
Direct Material					
Direct Labor					
Direct Overhead					
Total					

Costs (\$K) per Country of Origin

North America Value Add= _____

(Total amounts of direct costs occurring in North America divided by total Direct Costs)

I hereby certify that over 51% of my value added processes in the production of cabinets occur in North America:

Signed_____Title_____

Company

Return to KCMA by fax (703) 620-6530 or mail to 1899 Preston White Dr., Reston, VA 20191