



## KITCHEN CABINET MANUFACTURERS ASSOCIATION™

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

Company

Address

City

State

Zip Code

Telephone

Fax

Website

E-mail

Name Printed

Title

Signature

■ Is the company applying for membership owned by foreign investors, a foreign company, or a foreign government?

Yes      No      If yes, please explain \_\_\_\_\_

■ Are you primarily an ☐ integrated operation (producing over 50% of your components) or ☐ assembler operation?

■ What percentage of your components are imported? \_\_\_\_\_ domestic? \_\_\_\_\_

■ 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, Poplar, Walnut, High Pressure Decorative Laminate, Metal, Paper Overlays, Vinyl

■ Build options: European Frameless, Full Inset, Full Overlay, Metal, Ready-to-Assemble, Traditional Face

■ Annual sales (this information is for KCMA internal purposes only): \_\_\_\_\_

Please complete the information on the back ➤

**Distribution Channels (check all that apply):**

- |   |  |
|---|--|
| <input type="checkbox"/> Builders               | <input type="checkbox"/> Home Centers          |
| <input type="checkbox"/> Remodelers             | <input type="checkbox"/> Direct to Consumers   |
| <input type="checkbox"/> Retail Showrooms       | <input type="checkbox"/> Lumber Yards          |
| <input type="checkbox"/> Architects/Designers   | <input type="checkbox"/> Multi-family Projects |
| <input type="checkbox"/> Wholesale Distributors |  |

**Area of Distribution:** \_\_\_\_\_**How did you learn about KCMA?**

- ☐ Referred by KCMA Member – If so, who \_\_\_\_\_
- ☐ Previously a KCMA Member
- ☐ Trade show \_\_\_\_\_
- ☐ Ad in trade press
- ☐ Web 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/Seminar/Plant Tours
- ☐ Marketing/Financial Services
- ☐ To Obtain Membership Directory
- ☐ Certification Program and Cabinet Testing
- ☐ Environmental Stewardship Program
- ☐ Other \_\_\_\_\_

**Calculate Your Membership Dues****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)

The following example calculates the dues for a company with annual sales of \$8.3 million:  
 $\$8.3 \times \$125 \text{ per million} = \$1,037.50 \text{ dues owed}$

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\_\_\_\_\_ State\_\_\_\_\_ Zip\_\_\_\_\_  
Email\_\_\_\_\_ Phone\_\_\_\_\_

**Purchasing:**

Name\_\_\_\_\_ Title\_\_\_\_\_  
Address\_\_\_\_\_  
City\_\_\_\_\_ State\_\_\_\_\_ Zip\_\_\_\_\_  
Email\_\_\_\_\_ Phone\_\_\_\_\_

**Product Management:**

Name\_\_\_\_\_ Title\_\_\_\_\_  
Address\_\_\_\_\_  
City\_\_\_\_\_ State\_\_\_\_\_ Zip\_\_\_\_\_  
Email\_\_\_\_\_ Phone\_\_\_\_\_

**Marketing:**

Name\_\_\_\_\_ Title\_\_\_\_\_  
Address\_\_\_\_\_  
City\_\_\_\_\_ State\_\_\_\_\_ Zip\_\_\_\_\_  
Email\_\_\_\_\_ Phone\_\_\_\_\_



KITCHEN CABINET  
MANUFACTURERS ASSOCIATION

January 2017

## 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	Canada	Mexico	Other	TOTAL
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

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

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					

**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