



National Association of Chemical Distributors

# DISTRIBUTOR 'CANDIDATE FOR MEMBERSHIP' APPLICATION

Please return all application materials to:

NATIONAL ASSOCIATION OF CHEMICAL DISTRIBUTORS  
1560 WILSON BOULEVARD, SUITE 1100, ARLINGTON, VA 22209  
TEL: (703) 527-NACD (6223) FAX: (703) 527-7747 EMAIL: JJENKINS@NACD.COM

Candidacy for Membership in the National Association of Chemical Distributors is open to distributors of chemicals that, as a significant part of their business, take title<sup>1</sup> to goods and resell said goods. Distributor applicants should share the functional interests of NACD members and must accept and comply with NACD's Responsible Distribution<sup>®</sup> program, its Guiding Principles, and its periodic requirements as a condition of continued membership in NACD. Please review Terms of Agreement on page 7.

**Failure to complete any portion of this application may delay processing.** Refer to Explanation of Application Sections and Definition of Terms on the last page when determining the appropriate answer(s) for your company.

## Applicant/Official Company Representative (Primary Contact)

*(Please Print or Type)*

Company Name

Name of Primary Company Representative

Title

Address

City

State

Zip

Telephone

Fax

800#

Cell

Website

Email

## Additional Contact (Secondary Contact)

*(Please Print or Type)*

Name

Title

Address

City

State

Zip

Telephone

Fax

Email

Cell

<sup>1</sup> A company that takes title (ownership) of products between the time they are purchased and the time they are delivered.

**Billing Contact (Accounts Payable)***(Please Print or Type)*

Name \_\_\_\_\_ Title \_\_\_\_\_

Address (City, State, Zip) \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_ Cell \_\_\_\_\_

**A.** Has your company, or any parent/predecessor company, previously held membership with NACD under its current name or any other names?

YES, our company previously held membership in NACD from \_\_\_\_\_ through \_\_\_\_\_

Company Name(s): \_\_\_\_\_

Previous candidate may only re-apply once. Refer to Page 8 of Bylaws.

NO, our company has never held membership in NACD.

**B. Dues** – Indicate previous year’s Annual Sales: \$ \_\_\_\_\_. Please refer to the following list of annual dues categories for NACD candidates. Check the annual sales figures appropriate to your firm’s total annual chemical distribution sales, all subsidiaries, and branches, including, but not limited to, warehouse, third party, consignment, or brokerage/agency sales and indicate the corresponding annual dues amount your firm should pay: \$\_\_\_\_\_ (Dues Year: July 1-June 30).

*Please note: Applications must be submitted to NACD with full membership dues payment.  
Application Submission Deadline [FY] Schedule: July 2021, October 2021, January 2022, and April 2022*

**Annual Sales (Previous Year) Annual Dues**

0.0 – 2.5 million-----	\$2,740	45.1 – 50.0 million-----	\$9,065
2.6 – 5.0 million-----	3,575	50.1 – 57.5 million-----	9,315
5.1 – 7.5 million-----	4,440	57.6 – 65.0 million-----	9,675
7.6 – 10.0 million-----	5,170	65.1 – 72.5 million-----	10,175
10.1 – 15.0 million-----	5,940	72.6 – 80.0 million-----	10,675
15.1 – 20.0 million-----	6,635	80.1 – 87.5 million-----	12,050
20.1 – 25.0 million-----	7,315	87.6 – 95.0 million-----	12,655
25.1 – 30.0 million-----	7,840	95.1 – 102.5 million-----	13,275
30.1 – 35.0 million-----	8,320	102.6 – 110.0 million-----	13,755
35.1 – 40.0 million-----	8,575	110.1 – 117.5 million-----	14,255
40.1 – 45.0 million-----	8,835	117.6 – 125.0 million-----	14,750

125.1 – 150.0 million-----	0.0126% x total sales
150.1 – 175.0 million-----	\$18,900 + 0.0126% x total sales over \$150,000
175.1 – 200.0 million-----	\$22,050 + 0.009% x total sales over \$175,000
200.1 – 225.0 million-----	\$24,150 + 0.009% x total sales over \$200,000
225.1 – 250.0 million-----	\$26,250 + 0.007% x total sales over \$225,000
250.1 – 275.0 million-----	\$27,825 + 0.007% x total sales over \$250,000
275.1 – 300.0 million-----	\$29,400 + 0.007% x total sales over \$275,000
300.1 – 325.0 million-----	\$30,975 + 0.007% x total sales over \$300,000
325.1 – 350.0 million-----	\$32,550 + 0.007% x total sales over \$325,000
350.1 – 425.0 million-----	\$34,125 + 0.0038% x total sales over \$350,000
425.1 – 500.0 million-----	\$36,750 + 0.003% x total sales over \$425,000
500.1 – 750.0 million-----	\$38,750 + 0.002% x total sales over \$500,000
750.1 – 999.9 million-----	\$42,500 + 0.0015 % x total sales over \$750,000
Over 1 billion -----	\$45,150 + 0.001 % x total sales over \$1B (up to \$60,000)

**C. Company Profile**

- 1. Does company take title<sup>2</sup> to goods?  No  Yes, what percent: \_\_\_\_\_ %
- 2. What percentage of the company's annual sales is attributed to distribution?  > 50%  < 50%
- 3. Total number of employees in company: \_\_\_\_\_
- 4. Total number of customers: \_\_\_\_\_
- 5. Primary NAICS Codes: \_\_\_\_\_ Secondary NAICS Codes: \_\_\_\_\_ DUNS Number: \_\_\_\_\_
- 6. Is your company certified: (check and submit most recent certification if applicable):  
 ISO 9001  ISO 14001  Responsible Care®  
 ChemStewards  Responsible Distribution Canada Other \_\_\_\_\_
- 7. Does your company blend?  No  Yes, number of locations: \_\_\_\_\_
- 8. Number of facilities: \_\_\_\_\_
- 9. Number of owned and operated warehouse locations: \_\_\_\_\_
- 10. Number of owned and operated terminal locations: \_\_\_\_\_
- 11. Number of leased warehouse locations: \_\_\_\_\_ 12. Number of leased terminal locations: \_\_\_\_\_
- 13. Please list the full address of facilities from questions 7-12. (Attach a separate sheet, if necessary)

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- 14. Is company family owned?  Yes  No
- 15. Does your company have a minority business certification? Yes \_\_\_ No \_\_\_ Type: \_\_\_\_\_
- 16. What percent does your company do of the following?  
\_\_\_\_\_ Full Line/Re-Packer \_\_\_\_\_ Factory Pack \_\_\_\_\_ Trader/Broker

17. Company Description — Please note: NACD reserves the right to edit your company description.  
Please provide a brief (50 words or less, use a separate sheet if necessary) company description:

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- 18. NACD will send you regular communications about programs and events. Please select areas of interest. Check all that apply.  
 Networking (Meetings/Events)  Education/Training (Executive Education, NACD U, Webinars)  
 Legislative & Regulatory News  Responsible Distribution  Join a Committee

**D. Product Information** (circle all that apply).

<u>Code</u>	<u>Product/Service</u>	<u>Code</u>	<u>Product/Service</u>
A	Acids and Alkalis	K	Naval Stores – Turpentine Resins and Pine Oil
B	Agricultural Chemicals	L	Oils – Vegetable and Animal
C	Bagging and Dry Bulk	M	Pigments, Dyestuffs, Fillers
D	Custom Blending and Packaging – Liquid	N	Plating Chemicals and Metals
E	Containers – Plastic, Metal, and Paper	O	Resins
F	Detergents, Surfactants, Emulsifiers, and Wetting Agents	P	Solvents – Organic and Related
G	Equipment – Mixing, Packaging, Machinery	R	Specialties and Industrial Miscellaneous
H	Food, Drug, and Cosmetic Chemicals	S	Water Treatment Chemicals
I	Compressed Gas Packaging	T	Other(s), please list:
J	Laboratory Reagents and Pine Chemicals		_____

### Market Codes

- \_\_\_ **A** Aerospace
- \_\_\_ **B** Appliances
- \_\_\_ **C** Automotive
- \_\_\_ **D** Bioremediation
- \_\_\_ **E** CASE / Adhesives & Sealants
- \_\_\_ **F** Construction
- \_\_\_ **G** Electronics
- \_\_\_ **H** Energy: Oil & Natural Gas
- \_\_\_ **I** General Manufacturing
- \_\_\_ **J** Glass & Refractory
- \_\_\_ **K** HI&I Cleaners & Compounding: Soaps  
Detergents
- \_\_\_ **L** Marine
- \_\_\_ **M** Metal Finishing
- \_\_\_ **N** Mining
- \_\_\_ **O** MRO
- \_\_\_ **P** Municipal
- \_\_\_ **Q** Nanotechnology
- \_\_\_ **R** Paints, Coatings, Ink & Graphic Arts
- \_\_\_ **S** Petroleum & Lubricants
- \_\_\_ **T** Plastics
- \_\_\_ **U** Primary Chemical Processing
- \_\_\_ **V** Printing & Packaging
- \_\_\_ **W** Pulp & Paper
- \_\_\_ **X** Power Generation
- \_\_\_ **Y** Textiles
- \_\_\_ **Z** Tires & Rubber
- \_\_\_ **Z1** Water Treatment

### Industries

#### Agricultural

- \_\_\_ **A1** Plant/Crop Nutrients (AG)
- \_\_\_ **A2** Pesticides (AG)
- \_\_\_ **A3** Herbicides (AG)
- \_\_\_ **A4** Adjuvants (AG)

#### Fine Ingredients

- \_\_\_ **F1** Food (FI)
- \_\_\_ **F2** Pharmaceuticals (FI)
- \_\_\_ **F3** Personal Care & Cosmetics (FI)
- \_\_\_ **F4** Nutraceuticals (FI)
- \_\_\_ **F5** High Purity Chemicals (FI)
- \_\_\_ **F9** Other

#### Services

- \_\_\_ **A** International Chemical Import/  
Export/Trading
- \_\_\_ **B** Chemical Warehousing - Third Party
- \_\_\_ **C** Chemical Logistics
- \_\_\_ **D** Custom Blending / Packaging-Liquid
- \_\_\_ **E** Bagging & Dry Bulk
- \_\_\_ **F** R&D / Laboratory services
- \_\_\_ **G** HazWaste Removal
- \_\_\_ **H** Solvent Reclamation
- \_\_\_ **I** Technical training
- \_\_\_ **O** Other

<sup>2</sup> A company that takes title (ownership) of products between the time they are purchased and the time they are delivered.  
Rev. 04/2021

## E. Sponsor Statement

The sponsor must be a Regular distributor member of NACD. For a listing of NACD Regular member in good standing, visit "Find a Responsible Distributor" at [www.nacd.com/about/find-a-responsible-distributor/](http://www.nacd.com/about/find-a-responsible-distributor/).

\_\_\_\_\_  
Applicant Company

The applicant meets the basic requirements for participating as an NACD Candidate based on information available to me.

\_\_\_\_\_  
Sponsor First & Last Name

\_\_\_\_\_  
Company

\_\_\_\_\_  
Address/Telephone

\_\_\_\_\_  
Remarks

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

Sponsors: Email this completed form to [jjenkins@nacd.com](mailto:jjenkins@nacd.com) - Attn: Membership Department

## F. NACD Responsible Distribution® - Commitment Statement

The company will comply with the National Association of Chemical Distributors' (NACD) *Code of Management Practice* within the dates specified in the Candidate status timetable. The following are steps involved in the process of implementing and working toward the objectives of Responsible Distribution:

- The Company designates a Responsible Distribution Company Code Coordinator (*next page*).
- The Company representatives attend a Responsible Distribution Workshop (two complimentary passes to use in the first two years per applicant company, one each for the Code Coordinator and a senior management representative).
- The Company management reviews the Responsible Distribution requirements with appropriate staff.
- The Company management conducts an initial assessment of its compliance with the Responsible Distribution program.
- The Company implements an action plan to implement the Responsible Distribution program to ensure successful verification.
- The Company is in compliance with the Responsible Distribution program (*See timeline below*).
- The Company continuously reviews the Responsible Distribution program for development, implementation, corrective action, and other enhancements along with Responsible Distribution internal audits conducted at least on an annual basis.

**Timeline:**  
**Candidacy Period to meet**  
**Responsible Distribution Membership Requirements**

Application Approved - 6 Months	
	Complete Self-Assessment Report (SAR)* or Gap Assessment Tool and review results.
	Receive invoice for Candidacy fee, \$1,495**
	Attend and pass NACD U Responsible Distribution's required courses: <ul style="list-style-type: none"> <li>• Senior Managers: Responsible Distribution 101 for Senior Managers"</li> <li>• Code Coordinator: "Responsible Distribution 101"</li> </ul>

	Complete Responsible Distribution Company Overview(s)
	Participate in or register for an NACD Responsible Distribution workshop and Candidacy Class training Session, ChemEdge, NACD U Responsible Distribution code course (s), and/or Responsible Distribution Webinar(s)
<b>7 – 12 Months</b>	
	Confirm Candidacy fee has been paid
	Review documentation (SAR, Overview, and additional company materials) support at least four codes with in the first six months.
	Schedule site verification and sign agreement with verifier confirming cost, date, and location
	Complete Responsible Distribution Site Profile for selected verification site
<b>13 – 18 Months</b>	
	Review documentation to support at least four additional codes
<b>19 Month</b>	
	Responsible Distribution progress review by NACD
<b>20 – 24 Months</b>	
	Review documentation to support the final remaining five codes
<b>25 – 28 Months</b>	
	Write all online specifications for Responsible Distribution program
	Review complete specifications prior to submitting to verifiers. NACD Responsible Distribution department can assist in the review.
<b>29 – 31 Months</b>	
	Conduct and complete scheduled*** site verification
	Pay NACD for site verification (if not already paid as part of the yearly membership dues)
<b>32 – 33 Months</b>	
	Issue verification report, if not done in earlier period (determined of either a pass, corrective actions required, re-verification required)
	Certification available for download (passed verifications only)
<b>34 – 36 Months</b>	
	<p>If applicable, complete corrective actions and submit to verifier</p> <ul style="list-style-type: none"> <li>• Verifier reviews, provided feedback and issues report (determination of either a pass or re-verification required)</li> <li>• Certificate available for download (pass verifications only)</li> <li>• Schedule re-verification (see below), if appropriate and within 6-12 months from originally scheduled verification date.</li> </ul>
<b>36+ Months (cannot exceed 48 months)</b>	
	<p>If re-verification is required:</p> <ul style="list-style-type: none"> <li>• Place into a “suspended” membership status with sole focus on Responsible Distribution-related activities</li> </ul>
	<p>Re-verification schedule***:</p> <ul style="list-style-type: none"> <li>• Code coordinator checks in with NACD Responsible Distribution department or Advisers</li> <li>• Company prepares specifications to meet re-verification requirements</li> <li>• Company submits new/reviewed online specifications to verifier</li> <li>• Company pays for re-verification</li> <li>• Complete scheduled re-verification</li> <li>• Issues re-verification report, if not in earlier period (determination of either pass, corrective actions required, or failed)</li> <li>• Certificate available for download (passed verifications only)</li> <li>• A failed re-verification will cause the company to be recommended to the board for Candidacy</li> </ul>

\_\_\_\_\_ termination \_\_\_\_\_

**Note: Need Responsible Distribution assistance?**

**Caroline (Kramer) Brooks, Senior Manager, Responsible Distribution at [cbrooks@nacd.com](mailto:cbrooks@nacd.com)**

*\*To better prepare new CHAs with the initial site verification, those companies should complete the Self-Assessment Report or Gap Assessment Tool.*

*\*\*\$1,495 Candidacy Fee includes one site visit by NACD representative as well as two free Responsible Distribution workshop registrations, one each for the code coordinator and a senior management representative, as well as seats at all the following programs specific to Candidates:*

- Candidate training sessions during Responsible Distribution Workshops, generally offered twice/year*
- Candidate conference calls, offered several times each year*
- Priority scheduling for consultation meetings during ChemEdge and Annual Meeting weeks.*

*\*\*\*Scheduling delays will need to be coordinated with NACD Staff to ensure the delays do not cause the candidate, member, or CHA company to miss required timeframe deadlines.*

**I have reviewed NACD’s documents for Responsible Distribution (<https://www.nacd.com/responsible-distribution/>). The signature below attests to corporate support for Responsible Distribution, the *Guiding Principles*, and the *Code of Management Practice*.**

Signed on behalf of:

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

\_\_\_\_\_  
Name Title (Must be President/CEO/C-Level Officer)

\_\_\_\_\_  
Signature Date

**NACD Responsible Distribution - *Designation of Company Code Coordinator***

\_\_\_\_\_ designates the individual(s) listed below as the Responsible Distribution Code  
Coordinator(s) for this company. We understand Responsible Distribution requires our company to designate a Primary  
Code Coordinator.

1. Primary Code Coordinator: \_\_\_\_\_  
 Name \_\_\_\_\_  
 Title \_\_\_\_\_  
 Address \_\_\_\_\_  
 Phone/Fax/Email \_\_\_\_\_

2. Secondary Code Coordinator: \_\_\_\_\_  
 Name \_\_\_\_\_  
 Title \_\_\_\_\_  
 Address \_\_\_\_\_

**G. Terms of Agreement**

I, \_\_\_\_\_, have read and understand the NACD Candidate for Membership qualifications and requirements outlined below\* in the Candidate for Membership Application and understand that \_\_\_\_\_, qualifies as an NACD “Candidate for Membership” (Bylaws – Article III, Section 8, page 8) until fully complying with Responsible Distribution as it exists on the date of acceptance.

\*Candidate Requirements: Please **initial** on each line to confirm you understand the agreement terms.

*If your company practices ACC’s Responsible Care Program or Responsible Distribution Canada’s program, requirement below is not applicable.*

- \_\_\_\_ Pay dues at time of application based on prior year’s sales and every July thereafter
- \_\_\_\_ Pay Candidacy Fee: \$1,495, one-time fee to be paid within six months of joining
- \_\_\_\_ Completing all NACD U Responsible Distribution courses in compliance with Membership requirements during the Candidacy period, approx. cost: \$800
- \_\_\_\_ Verification Costs: \$3,600 (single verifier) or \$5,600 (multiple verifiers) each cycle
- \_\_\_\_ Complete annual Membership and Safety Questionnaire
- \_\_\_\_ Adhere to Responsible Distribution verification cycle

\_\_\_\_\_  
Signature (Must be President, CEO, C-Level Officer)

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

**Bylaws – Article III, Section 8**

A Candidate for membership is a company not eligible for Regular Candidateship because it is not in full compliance with NACD Responsible Distribution® at the time the company’s application for candidateship is submitted.

A Candidate is not a member under Section 2. of this Article, but shall advance to Regular Membership status and must submit proof of third-party verification within three years following the date that the Candidate’s application for candidateship is approved by NACD’s Board of Directors. Failure to advance to Regular Membership, or to submit proof of third-party verification within the time required, shall result in automatic termination of Candidate status. Any company that withdrew or was terminated from Candidate status may reapply as a Candidate after a waiting period of one year. Companies may only re-apply one time, except in rare situations and at the discretion of the NACD Board

A Candidate shall pay such dues and fees as assessed; shall not have the right to vote; shall not use the Responsible Distribution logo; shall meet such other terms and conditions, including Responsible Distribution milestones, and other conditions of Candidate status as may be imposed by NACD from time to time.

A Candidate’s benefits shall include:

1. Attendance at all association functions of the membership.
2. Receipt of all NACD literature (except proprietary information).
3. A listing in the NACD Directory and website in the Candidate category.



\*\*\*\*\**FOR INTERNAL USE ONLY*\*\*\*\*\*

**H. MARC Approval**

Signature \_\_\_\_\_ Date \_\_\_\_\_

Name (printed) \_\_\_\_\_

**I. Regional Approval**

Signature \_\_\_\_\_ Date \_\_\_\_\_

Name (printed) \_\_\_\_\_



## Explanation of Application Sections and Definition of Terms

### Application/Official Company Representative (Primary Contact)

This information will be entered in the association's membership database. This individual will receive correspondence and emails from the association and is the individual contacted for association-related business. The primary contact is listed in the annual Membership Directory.

### B. Dues

Regular Member dues to the association are assessed on total company sales, including all subsidiaries and branches.

For dues purposes, all industrial chemical sales in the U.S., whether they are warehouse, third party, consignment or brokerage/agency, will be reported in total by an applicant company.

Warehouse & Terminal sales: commonly referred to as distribution sales. The NACD distributor ships product from owned warehouse or leased public warehouse or terminal directly to a customer/third-party. The customer/third party is billed by the distributor.

Third-party sales: the NACD distributor places the order with the supplier/manufacture, which then ships the product directly to the customer/third party. The NACD distributor bills its customer/third party for the order.

Consignment sales: same as warehouse/terminal sales, except that inventory is consigned to a consignee who pays the distributor after the product is sold.

Brokerage or Agency sales: an NACD distributor acts as a sales agent for a producer or another reseller and places the order with the supplier/manufacture, which then fills the order, delivers it, and bills the customer/third party. The distributor never takes title to the product and may or may not receive commission from this order from the supplier/manufacture. Dues schedule is based on total commission of the sale, if applicable.

### C. Company Profile

1. For NACD membership, a distributor\* must take title\*\*(ownership) to more than 50% of the products it sells.
  - \*A company that buys chemical products/product lines and resells them to customers. It may provide a range of services (such as product information, estimates, technical support, after-sales services, credit) to its customers.
  - \*A company that provides distribution capabilities, including warehousing (itself or third party), logistics, and transportation and may repackage, compound, or blend products. Conversely, the company may only be responsible for the purchase and sale of the product where the manufacturer ships direct to the customer to be eligible for this category.
  - \*Examples include companies that may call themselves:  
Factory Pack Distributor / Repackage or full line Distributor / Reseller/Marketer / Toll Blender/Toller / Trader/Broker / Agent
  - \*\*A company that takes title (ownership) of products between the time they are purchased and the time they are delivered.
2. For NACD membership, a distributor must attribute greater than 50% of its sales to the distribution of products.
5. NAICS Codes: North American Industry Classification System (NAICS) is the standard used by federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy and can be found at <http://www.census.gov/cgi-bin/sssd/naics/naicsrch>. Typically, NACD members use 424690.
8. A company may lease all its warehouse/or terminal facilities and distribute through these facilities; however, you must indicate at least one distribution facility, even if it is your company headquarters. This is needed for the Responsible Distribution verification process.
16. **Full Line/Re-packer** is defined as any company that purchases a product in bulk and repackages that product into other containers. **Factory Pack** is defined as any company that purchases a product in bulk, including tank cars, IBCs, drums, Super Sacks, and bags and does not repackage them for sale. **Trader / Broker** is defined as any company or individual who assists in arranging a transaction in a listed chemical by negotiating contracts, serving as an agent or intermediary, or fulfilling a formal obligation to complete the transaction by bringing together a buyer and seller, a buyer and transporter, or a seller and transporter, or by receiving any form of compensation for so doing but who may not warehouse those products.