

- (1) Any company which operates as an independent distributor of fluid power equipment;
- (2) Who trades as a recognised distributor for the products of one or more manufacturers of fluid power components and systems and represents these manufacturers in a specific territory or area of prime responsibility;
- (3) Ensures that fluid power sales form a major part of total turnover;
- (4) Maintains an inventory of fluid power products appropriate to the market;
- (5) Has trained personnel who are able to give technical support to the products and sales;
- (6) Signs, agrees with and conforms to the BFPDA Code of Conduct.

### **BFPDA ANNUAL TURNOVER AND MEMBERSHIP FEES**

Please indicate annual turnover in last financial year within the appropriate box.

<b>Turnover Range</b>	<b>Category</b>	<b>Annual Subscription 2017</b>
£0 - £500,000	A	£540
£500,000 - £1m	B	£690
£1m - £2m	C	£865
£2m - £5m	D	£1055
£5m - £10m	E	£1600
£10m - £15m	F	£1985
£15m - £20m	G	£2560
£20m - £30m	H	£3330
£30m - £40m	I	£3965
£40m - £50m	J	£4955
£50m - £60m	K	£6200
£60m - £70m	L	£7800

All subscription fees are subject to VAT at the prevailing rate at the time of invoice.

Membership of the British Fluid Power Distributors Association.

We confirm that we satisfy the eligibility requirements and agree to uphold the aims and objects of the Association and to abide by its Articles of Association.

**All information supplied by the applicant will be held in the strictest confidence and will be used solely to determine and analyse membership qualification and to analyse the membership structure.**

Name of Company: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_ Website: \_\_\_\_\_

Designated Company  
Representative: \_\_\_\_\_ Title: \_\_\_\_\_

Name of Director/Partner: \_\_\_\_\_

Name of Director/Partner: \_\_\_\_\_

Date Company formed: \_\_\_\_\_ Total No. of employees: \_\_\_\_\_

No. of years as a Fluid  
Power Distributor: \_\_\_\_\_ What, if any, QA  
Certification do you hold? \_\_\_\_\_

Names and addresses of branches, divisions or subsidiaries to be included (if different from above):  
List on separate sheet if necessary:

\_\_\_\_\_

\_\_\_\_\_

Name and location of parent company (if applicable):

\_\_\_\_\_

\_\_\_\_\_

Address of Registered Office: \_\_\_\_\_

Registration No: \_\_\_\_\_

Why are you considering membership of BFPDA?

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BFPDA was recommended to your company by:

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The following individuals of the BFPDA, and/or BFPA members are known to our company and would be willing to act as referees, if required. Any letter of recommendation will assist BFPDA in considering the application.

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Company Mission Statement:

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### SUPPLIERS OF FLUID POWER EQUIPMENT

Please list the names of all UK and overseas fluid power manufacturers or suppliers with whom formal fluid power distribution agreements have been made: (Note: This information may be subject to confirmation by BFPDA).

Full Company name and Contact Name	Telephone Number

As members of the BFPDA we recognise the need to promote high professional standards within our industry in dealing with our customers, suppliers and competitors. All members of the BFPDA sign the following undertaking as a guide to their conduct.

**We therefore undertake:**

**IN RELATION TO OUR CUSTOMERS AND USERS:**

To represent our products and services fairly and honestly, in advertising and promotional activity, so that no one may be deceived as to their nature, quality or fitness for purpose or confuse such products with the goods of another.

**Not** to make false representation or claim that our products or services have received a designated endorsement or approval or conforms to stated standards or specifications.

**Not** to publish or circulate any price list or sales terms which are not clear, correct and adequate or which might tend to confuse or deceive customers.

To educate the buyer of our products and to promote the use of fluid power products and systems without misrepresenting their advantages and disadvantages.

**IN RELATION TO OUR SUPPLIERS:**

To represent our suppliers faithfully and honestly and through fair dealings to promote our mutual business interests.

**IN RELATION TO COMPETITORS:**

To engage in proper and ethical standards when soliciting business without publishing false or disparaging statements concerning a competitor of his products.

To compete with fairness and honesty, seeking business on merit and service and to seek by open and intelligent co-operation with our competitors to lawfully increase our efficiency and service to our customers.

Continued/...

**WITHIN OUR COMPANY:**

To thoroughly understand the nature and scope of our operations, products and conditions within our industry so as to ensure permanence and continuity.

To conduct our affairs at all times in a manner that is compatible with the public interest and the principles of BFPDA and BFPA. Not to engage in any activities which could bring discredit to the BFPDA or the BFPA or the industry it represents.

To further the products and methods of fluid power techniques through continuing research, development and training.

To adhere to the Articles of BFPDA and to foster and promote the maintenance of fair competitive conditions within the fluid power industry.

To clearly specify which published technical and commercial standards are accepted by the company and to ensure adherence to those standards.

To ensure safe methods of working at the workplace and to promote and ensure safety in the application of fluid power in customers' applications.

To ensure that best possible environmental practices are introduced with consideration given to continuous improvement in managing environmental issues.

We accept that the BFPDA may carry out chargeable audit visits currently every 5 years.

Please note that the BFPDA Council retains the right to suspend or curtail membership.

Signature: \_\_\_\_\_ Title: \_\_\_\_\_

Name: \_\_\_\_\_ Date: \_\_\_\_\_

I certify that all information on this application is true and that our company satisfies all the requirements for membership.

We undertake to pay the membership fee upon receipt of a subscriptions invoice.