

POWDER COATING INSTITUTE

Membership Brochure

THE POWDER COATING RESOURCE



Powder
Coating
Institute



MEMBERSHIP BENEFITS AT A GLANCE

Materials & Publications - PCI members enjoy a complimentary subscription to Powder Coated Tough and the Powder Coating Finisher's Handbook, as well as sufficient discounts to Technical Briefs, Recommended Procedures, Smoothness Panels, Textured Panels, Troubleshooting Guides, Guidelines to Powder Coating Various Substrates, and more.

Exposure on PCI's Website - As a PCI member, you will receive a listing and link to your company's website on www.powdercoating.org. PCI's website receives thousands of visits each month giving members huge exposure and opportunities for generating leads. Also, as a Diamond member, you receive a special listing on PCI's home page with your company logo.

Technical & Laboratory Services - PCI goes the extra mile to provide technical services by industry experts, as well as laboratory services at a discount to members. Laboratory and testing services include Accelerated Weathering (QUV), Corrosion Testing (Salt Spray), Defect Analysis, Specific Gravity, Laser Particle Size Analysis, and Physical Performance Evaluations such as Impact, Cross Hatch, Pencil Hardness, Flexibility, Color, Gloss, Film Thickness.

Other technical services include Certification Programs, Technical Consulting, Field Support, Speaking Services, Market Research, Hands-On Workshops, and Extended Technical Products.

Training Services - PCI offers extensive training through its hands-on workshops, seminars, and webinars. Anywhere from introductory and advanced powder coating courses to customized field training, PCI has you covered. Can't travel? PCI is now coming to you. Throughout the year, PCI hosts introductory educational workshops in various cities around the U.S. Or, you could participate in our series of webinar courses.

Certification Programs - PCI's certification programs are to support the entire powder coating market place and improve the quality of powder coating finishes available. PCI has developed the **PCI 3000 Certification Program**, which is available to all custom coaters, while the **PCI 4000 Certification Program** has been designed and offered to all original equipment manufacturers (OEMs). Although these programs are not exclusive to PCI member companies, members do qualify for significant program discounts.

Statistical & Marketing Reports - PCI offers its members comprehensive quarterly industry sales statistics reports for Markets & Resins, as well as Powder Coating Application Equipment. These will help you better understand the market and current and future needs, which gives you the edge in planning the growth of your business.

Shows & Events - PCI members earn substantial discounts when exhibiting or attending PCI-sponsored trade shows, educational seminars and networking events. These include The North American Industrial Coating Show, PCI's Annual Meeting, Custom Coater Summit, as well as the Powder Coating Summit (new event to PCI, partnered with The Powder Coating Research Group).

Committee Participation - Help lead the way of the powder coating industry by participating in one of PCI's committees. These include Application & Recovery Equipment, Trade Show, Industry Communications, Raw Materials, Technical, Membership, and Custom Coater.

"Membership provides our company with the most effective mechanism available to take part in shaping the future of the powder coating industry."

*Chris Reding, Account Manager
DSM Powder Coating Resins*

"Many of our customers are members of The Powder Coating Institute, so it makes sense to support their efforts to expand the knowledge and use of powder coating technology. As one of the industry leaders in paint and powder inspection, we feel it is necessary to stay involved.

Membership keeps us connected."

*Dave Beamish, General Manager
DeFelsko*

"Two heads are better than one and PCI is the association where this has been proven time and time again. Sherwin-Williams is very selective on where we spend our marketing dollars and will only support organizations that really make a difference. PCI is an organization that has always provided a good value to us, and this value has been strongly enhanced over the last two years with the new direction and programs that have been instituted."

*Bob Cregg, Sr. Marketing Director
Sherwin-Williams*

MEMBERSHIP LEVELS



Diamond Member

- Complimentary Powder Coating Finisher's Handbook
- Discounts to exhibit or attend PCI's shows
- Access to PCI's Annual Meeting
- Discount to attend the Custom Coater Summit
- Industry statistics & marketing intelligence
- PCI Buyer's Guide
- Discount on laboratory services
- Discount to attend powder coating workshops and webinars
- Subscription to Powder Coated Tough
- Discount on ads in Powder Coated Tough
- Listing on PCI's website with link to your site
- Access to committee participation
- (2) Complimentary Annual Meeting registrations (\$1,300 value)**
- (2) Complimentary Hands-On Workshop registrations (\$1,000 value)**
- Half page, 4-color ad in Powder Coated Tough (\$4,500 value)**
- Special listing on PCI's website home page with your logo**
- Company listing at the top in Membership Directory**
- Up to 10 individual memberships**



Star Member

- Complimentary Powder Coating Finisher's Handbook
- Discounts to exhibit or attend PCI's shows
- Access to PCI's Annual Meeting
- Discount to attend the Custom Coater Summit
- Industry statistics & marketing intelligence
- PCI Buyer's Guide
- Discount on laboratory services
- Discount to attend powder coating workshops and webinars
- Subscription to Powder Coated Tough
- Discount on ads in Powder Coated Tough
- Listing on PCI's website with link to your site
- Access to committee participation
- (1) Complimentary Annual Meeting registration (\$650 value)**
- (1) Complimentary Hands-On Workshop registration (\$500 value)**
- One-fourth, b/w ad in Powder Coated Tough (\$1,320 value)**
- Company listing at the top in Membership Directory (behind Diamond)**
- Up to 5 individual memberships**

Gold Member

- Complimentary Powder Coating Finisher's Handbook
- Discounts to exhibit or attend PCI's shows
- Access to PCI's Annual Meeting
- Discount to attend the Custom Coater Summit
- Industry statistics & marketing intelligence
- PCI Buyer's Guide
- Discount on laboratory services
- Discount to attend powder coating workshops and webinars
- Subscription to Powder Coated Tough
- Discount on ads in Powder Coated Tough
- Listing on PCI's website with link to your site
- Access to committee participation



The Stamp Program

The Powder Coated Tough® Stamp Program identifies products that are powder coated and brands the companies using it as leaders in the industry. Once registered, you have access to the logo in various formats and will be recognized in PCI's Powder Coated Tough publication. Register to use the logo today at www.powdercoating.org.

Company Affiliate

- Complimentary Powder Coating Finisher's Handbook
- Affiliate member website listing
- 10% Discount on PCI products and materials
- Anyone in company can have access to affiliate member benefits

Individual Membership

- Complimentary Powder Coating Finisher's Handbook
- Affiliate member website listing
- 10% Discount on PCI products and materials



MEMBERSHIP CATEGORIES & DUES

Each member company determines its own dues by applying the following schedule to its previous calendar year sales of powder coating products or equipment manufactured in its plant, or manufactured elsewhere to its specifications. This applies to members engaged in the manufacture, sale and/or development of materials, equipment, processes or provision of services to the powder coating industry.

	DIAMOND	STAR	GOLD
CATEGORIES 1-3: POWDER PRODUCERS, POWDER APPLICATION EQUIPMENT, SYSTEMS HOUSE			
■ \$0-1.99 MM	\$4,700	\$2,900	\$2,000
■ \$2-4.99 MM	\$6,500	\$4,700	\$3,800
■ \$5-9.99 MM	\$7,700	\$5,900	\$5,000
■ \$10-14.99 MM	\$8,900	\$7,100	\$6,200
■ > \$15 MM	\$10,100	\$8,300	\$7,400
CATEGORY 4: RAW MATERIAL SUPPLIERS			
■ \$0-4.99 MM	\$5,300	\$3,500	\$2,600
■ \$5-9.99 MM	\$6,500	\$4,700	\$3,800
■ >\$10 MM	\$7,700	\$5,900	\$5,000
CATEGORY 5: CUSTOM COATERS			
■ \$0-1.99 MM	\$3,300	\$1,500	\$600
■ > \$2 MM	\$3,600	\$1,800	\$900
CATEGORY 6: AUXILIARY EQUIPMENT			
■ \$0-9.99 MM	\$3,900	\$2,100	\$1,200
■ > \$10 MM	\$4,200	\$2,400	\$1,500
CATEGORY 7: PRETREATMENT COMPANIES			
■ \$0-9.99 MM	\$4,200	\$2,400	\$1,500
■ > \$10 MM	\$4,700	\$2,900	\$2,000
CATEGORY 8: CONSULTANTS			
■ All	\$3,900	\$2,100	\$1,200
CATEGORY 9: OEM			
■ All			\$300
CATEGORY 10: TRADE PUBLICATIONS			
■ All			\$1,200
CATEGORY 11: DISTRIBUTORS			
■ All	\$3,900	\$2,100	\$1,200
CATEGORY 12: COMPANY AFFILIATE (dues for International Affiliates are \$295)			\$195
CATEGORY 13: INDIVIDUAL MEMBER (dues for International Individual Members are \$195))			\$95



THE POWDER COATING INSTITUTE

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Application for PCI Membership

Company Name _____

Contact Name & Title _____

Street Address _____

City, State, Zip _____

Country _____ Phone _____ Fax _____

E-mail _____

Website _____

Describe your powder coating products/equipment/services, etc. _____

Dues are based on membership category and the company's powder coating industry-related sales for the previous calendar year. Please check the appropriate box(es) and insert the correct dues amount in the space below.

- | | | |
|---|---|---|
| <input type="checkbox"/> Category 1: Powder Producers | <input type="checkbox"/> Category 5: Custom Coaters | <input type="checkbox"/> Category 9: OEM |
| <input type="checkbox"/> Category 2: Powder Application Equipment | <input type="checkbox"/> Category 6: Auxiliary Equipment | <input type="checkbox"/> Category 10: Trade Publications |
| <input type="checkbox"/> Category 3: Systems House | <input type="checkbox"/> Category 7: Pretreatment Companies | <input type="checkbox"/> Category 11: Distributor Type: _____ |
| <input type="checkbox"/> Category 4: Raw Material Suppliers | <input type="checkbox"/> Category 8: Consultants | <input type="checkbox"/> Category 12: Company Affiliate |
| | | <input type="checkbox"/> Category 13: Individual Member |

DIAMOND STAR GOLD

\$ _____ PCI's 2012 fiscal year is from January 1 to December 31, 2012. Dues may be paid in two equal payments, or in full. The first half or full payment is due January 1 or at time of registration. In order to maintain your membership, PCI must receive 50% payment no later than March 1. Any remaining balance is due by July 15. For any companies who join after July 15, payment will be due in full. Dues cannot be pro-rated.

Payment Method

- Full Partial
- Check (payable to PCI in US dollars) VISA MasterCard American Express

Card No. _____ Exp. Date _____

Name _____ Signature _____

PCI Policy requires all company members to participate, as a condition of membership, in the PCI statistical program, should they have a statistical category in which to report their company's sales figures.

Please complete and sign this form and return to PCI. Credit card payments may be faxed to 832-585-0220.

Signature _____ Date _____



The Powder Coating Institute
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