

MEMBERSHIP INFORMATION



SERVING THE INDUSTRY SINCE 1972
WWW.MULCHANDSOILCOUNCIL.ORG

Mission Statement: *The mission of the MSC is to define quality products and promote an open marketplace for producers of horticultural mulches, consumer soils and commercial growing media.*

A Brief History

The Mulch & Soil Council was Founded in 1972 as the National Bark Producers Association (NBPA) to focus industry efforts on promoting the interests of producers and marketers of horticultural mulch products. In 1987, the NBPA became the National Bark & Soil Producers Association (NBSPA), and in July of 2001, the Mulch & Soil Council (MSC). The MSC's name change grew from the development of a voluntary national product certification program in 1997 as part of its ongoing efforts to promote product quality.

Members of MSC have the advantage of being on top of industry issues and legislative information. Join MSC and take advantage of all the Council has to offer!

Product Standards

The MSC develops industry consensus on product guidelines and promotes these guidelines to retail buyers, specifiers, news media and consumers of mulch and soil products. Your membership guarantees you have a say in future standards and the direction of the industry.



Product Certification

To assist retailers, regulators and consumers in determining what products conform to industry guidelines, the MSC has created a voluntary product certification program. Products qualifying for certification must pass label review, laboratory testing and periodic field inspection before carrying the MSC certification mark on bags.



Regulatory Representation

MSC works to create or change laws in order to assure our industry's right to do business without unfair regulatory burden. MSC's history of effective industry representation has made it the leading advisor to federal and state governments on mulch and soil products.



Annual Meeting

The Council sponsors an annual meeting offering owners and key company managers education on important regulatory and business issues for the mulch and soil industry. Council meetings are also a forum for new business relationships that can lead to new business opportunities and better vendor relations. You will also meet every major equipment and product suppliers all in one place and at one time.



Plant Managers Training Courses

Periodically, the Council sponsors 1- and 2-day off-season training programs for plant managers. These programs focus on weights & measures issues, product labeling, QC methods, and best management practices for bagged and bulk mulch and soil production facilities. No other organization offers such detailed training opportunities designed specifically for mulch and soil producers.



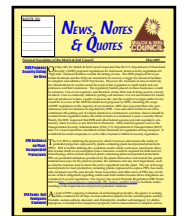
Industry Information

The business environment for the mulch and soil industry has changed dramatically in the last few years. Regulations on packaging, quality and labeling are being implemented on federal and state levels. The key to remaining ahead of the game is having access to information.



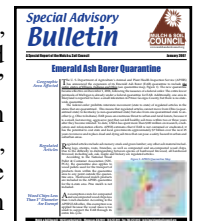
Council Newsletter

The quarterly Council Newsletter conveys information on statistical trends, weights & measures regulations, product standards and nomenclature, Council committee activities, safety information, and a variety of other topics.



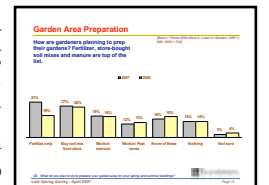
Special Reports

We can't control when emergencies happen, but we can react to situations that demand immediate attention. In cases where members' businesses may be affected by a state's decision on labeling requirements, a quarantine on products, or new or increased regulatory enforcement, the MSC issues special industry reports. Rather than taking days or weeks of your valuable time to sort through all the details, the Council will save you time and money by explaining what the key issues are, how the issues will affect your business and what you should do about it.



Access to Industry Research

New issues often require research data to protect the industry from misleading news stories and inappropriate regulatory action. Your membership gives your company access to and input on the latest research information. You will know the answers to difficult questions before the news media or government and that gives you the advantage in difficult times.



It's up to you!

The MSC truly is your resource for answers to problems facing today's mulch and soil industry. Give us a call or visit us online and learn more about how the Council can make a better future for your business.

MEMBERSHIP CATEGORIES AND ANNUAL DUES SCHEDULE

(All membership applications must be submitted for the highest category for which the company is qualified in accordance with the descriptions provided below.)

REGULAR MEMBER:

Qualification: Sole proprietorships, partnerships corporations or other entities actively engaged directly or indirectly in the processing of bark and/or soil products are eligible for voting membership. Included in such voting membership shall be all entities controlled, directly or indirectly, by the applicant; provided that sales volumes of such controlled entities are taken into account by the Board of Directors in the calculation of the membership dues of the voting member.

Dues: Regular Member dues shall be based on annual sales revenues for mulch and soil products as follows:

Category	Sales Range (in \$ Millions)	Dues
A	>5M	\$900
B	6M- 15M	\$1,800
C	16M- 25M	\$3,600
D	26M-50M	\$7,000
E	51M-150M	\$10,000
F	>151M	\$15,000

Benefits: Regular Members shall receive the following membership benefits:

- A. Voting rights for all matters requiring member approval and election of MSC directors.*
- B. The right to hold Board and committee seats.
- C. Receipt of one copy of all newsletters, publications and reports to the member company office and every production plant owned by the member company.
- D. Member rate discounts for all MSC sponsored meetings and training programs.
- E. Member discount for all product certification.
- F. Consultations and referrals from the Council office on regulatory, compliance and business matters.
- G. Free listing in the MSC membership directory and Product Referral Index.

AFFILIATE MEMBER:

Qualification: Sole proprietorships, partnerships, corporations or other entities actively engaged in supplying products to bark and/or soil producers are eligible for affiliate membership. Included in such Affiliate Membership shall be all entities controlled, directly or indirectly, by the applicant.

Dues: Affiliate Member dues shall be \$1,500 per year.

Benefits: Affiliate Members shall receive the following membership benefits:

- A. Voting rights for all matters requiring member approval and election of MSC directors.*
- B. The right to hold Board and committee seats.
- C. Receipt of one copy of all newsletters, publications and reports to the member company office and every production plant owned by the member company.
- D. Member rate discounts for all MSC sponsored meetings and training programs.
- E. Consultations and referrals from the Council office on regulatory, compliance and business matters.
- F. Free listing in the MSC membership directory.

ASSOCIATE MEMBER:

Qualification: Sole proprietorships, partnerships, corporations or other entities engaged in providing a service to bark and/or soil producers are eligible for Associate Membership. Included in such Associate Membership shall be all entities controlled, directly or indirectly by the applicant.

Dues: Associate Member dues shall be \$1,000 per year.

Benefits: Associate Members shall receive the following membership benefits:

- A. Voting rights for all matters requiring member approval and election of MSC directors.*
- B. The right to hold Board and committee seats.
- C. Receipt of one copy of all newsletters, publications and reports to the member company office and every additional office owned and operated by the member company.
- D. Member rate discounts for all MSC sponsored meetings and training programs.
- E. Member discount for all product certification, including private label products.
- F. Consultations and referrals from the Council office on regulatory, compliance and business matters.
- G. Free listing in the MSC membership directory.

FOREIGN MEMBER:

Qualification: Sole proprietorships, partnerships or corporations actively engaged directly or indirectly in the processing of bark and/or soil products but not selling in any U.S. markets are eligible for foreign membership.

Dues: Foreign Member dues shall be \$500 per year.

Benefits: Foreign Members shall receive the following membership benefits:

- A. Voting rights for all matters requiring member approval and election of MSC directors.*
- B. The right to hold Board and committee seats.
- C. Receipt of one copy of all newsletters, publications and reports to the member company office.
- D. Member rate discounts for all MSC sponsored meetings and training programs.
- E. Consultations and referrals from the Council office on regulatory, compliance and business matters.
- F. Free listing in the MSC membership directory.

NON-PROFIT MEMBER:

Qualification: Municipalities, State Agencies, Federal Agencies, Universities, and associations organized under Section 501(c) of the U.S. Code interested in information exchange with bark and/or soil producers are eligible for Non-profit/Institutional Membership.

Dues: Non-Profit Member dues shall be \$295 per year.

Benefits: Non-Profit Members shall receive the following membership benefits:

- A. Receipt of one copy of all newsletters, publications and reports to the member company office.
- B. Member rate discounts for all MSC sponsored meetings and training programs.
- C. Consultations and referrals from the Council office on regulatory, compliance and business matters.
- D. Free listing in the MSC membership directory.

* Controlled entities included in the voting membership of a controlling entity shall not be entitled to a separate representative or a separate vote.

MEMBERSHIP APPLICATION



Company: _____
 Representative: _____
 Title: _____
 Main Office Street Address: _____
 City: _____ State/Province: _____ Postal/Zipcode: _____
 Telephone: (_____) _____ Fax: (_____) _____
 E-mail: _____ Web Site: _____

*Please list location of additional plants in space provided below.

Membership Categories: All membership applications must be submitted for the highest category for which the company is qualified.

Regular Membership (Check Category Below)

Category	Sales Revenues (in \$ Millions)	Dues
<input type="checkbox"/> A.	< 5M	\$900
<input type="checkbox"/> B.	6M- 15M	\$1,800
<input type="checkbox"/> C.	16M- 25M	\$3,600
<input type="checkbox"/> D.	26+M-50M	\$7,000
<input type="checkbox"/> E.	51M- 150M	\$10,000
<input type="checkbox"/> F.	>151M	\$15,000

- Affiliate Membership** (\$1,500)
- Associate Membership** (\$1,000)
- Foreign Membership** (\$500)
- Non-Profit Membership** (\$295)

Regular Members: Please indicate the type of products your company produces.

	Bagged	Bulk	Palletized		Bagged	Bulk	Palletized	Bales
Pine Nuggets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Soil Conditioner	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Pine Mini-Nuggets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Top Soil	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Pine/Fir Mulch	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Potting Soil	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Hemlock	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Manure	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Hardwood Mulch	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Professional Mix	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Western Decorative	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Peat (Sphagnum)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cedar	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Peat Humus	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Cypress	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Pine Straw	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Color Enhanced Mulch	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>					
Other (Specify): _____								

Associates & Affiliates: Please describe your products or services as they apply to the mulch & soil industry:

LOCATION OF ADDITIONAL PLANTS BY CITY AND STATE

City/State

City/State

Payment: *Payment must accompany application. MSC will accept check or credit card payment (U.S. dollars only).*

Total Payment Enclosed: \$ _____

Payment Type:

- Check Enclosed: # _____
- Credit Card (*check one*):
 - Visa MC AmEx

Card # _____
 Name on Card _____ Exp Date _____
 Signature _____

If elected to membership, I will abide by the Bylaws of the MSC and support its purpose and objectives.

Signature _____ Date _____

Send application with payment to:

Mulch & Soil Council
10210 Leatherleaf Court
Manassas, VA 20111-4245
Tel: 703.257.0111 Fax: 703.257.0213
info@mulchandsoilcouncil.org
www.mulchandsoilcouncil.org