



FSANA.org
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MEMBERSHIP APPLICATION

The undersigned hereby applies for membership in the Food Shippers Association of North America, hereafter known as FSANA. By signing this application, the applicant agrees to comply with and be bound by the Bi-Laws and all amendments thereto. The applicant further agrees to work to achieve the goals of the FSANA organization as set forth by the Board of Directors.

The acceptance of this application shall constitute an agreement between FSANA and the undersigned as set forth below.

Name: _____

Title: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Office Phone: _____

Cell Phone: _____

E-Mail: _____

MEMBERSHIP AGREEMENT

This agreement is made on _____ day of _____, 20____ between the Food Shippers Association of North America (FSANA), a corporation organized and existing under the Laws of the State of Delaware with its principal office at 3377 Bethel Rd SE, Suite 107 Box 158, Port Orchard, WA 98366 herein referred to as Association and - _____ with its principal office at _____ herein referred to as Member.

RECITALS

- A. The Association is engaged in the business and activities of organizing its Members on a non-profit basis for the purpose of consolidating their freight for the purpose of securing volume rates or service contracts.
- B. The Member desires to contract with the Association for the transportation of its products. While this is not an exclusive arrangement, the Member agrees to work in good faith with the Association for the benefit of the membership as a whole. This shall include at least the following: combining all existing parallel contracts with Association contracts, passing on any offers from carriers to the Independent Administrators, and working with the Independent Administrators to ship as much cargo as possible under Association contracts. The member understands that Association rates are confidential and will not disclose them to others including non-members and representatives of steamship lines. Violation of these commitments can be considered grounds for removal from the Association.
- C. The Association is willing to secure volume rates or service contracts for the transportation of the Member's products, on behalf of the Member.
- D. The Association and its Independent Administrator will work within the transportation industry on any other tasks agreed to by the Board of Directors.

In consideration of the mutual promises set forth above, the Association and Member agree as follows:

I. Membership Fee

The member agrees to remit a joining fee of \$500 to the Association. The payment is due upon submission of the Member's application. The amount shall be refunded to the Member if the application is declined.

II. Transaction Charges

Each shipment shall be subject to a transaction fee of \$50.00 per 40' refrigerated container, \$35.00 per 45' & 40' dry container and 20' refrigerated container, and \$25.00 per 20' dry container to be paid by the Member for all shipments made under service contracts negotiated by the Independent Administrator on behalf of the FSANA and shipments using rates obtained through the Independent Administrator.

Monthly statements indicating bill of lading number and total number of containers shipped will be sent to each Member at the end of each month. Payment for said bill must be paid by the member and received by the Association by the 15th day of the following month. A 1.5% monthly interest will be added to all amounts unpaid by the next due date. The member must contact the association within 30 days if there are any discrepancies on a particular bill.

III. Compliance with Procedures

The Member agrees to comply with the following documentation procedures of the Association:

1. In order to apply service contract rates of the carrier, all Bills of Lading must include the Associations contract number or any other specified identification number for tracking purposes.

2. The Member, its designated representative, or its freight forwarder must provide the Association with copies of all Bills of Lading shipped under association contract. In lieu of a Bill of Lading, the member or its representative must supply the following information for each shipment:

- (1) Bill of Lading No.
- (2) Sail Date
- (3) Port of Loading
- (4) Port of Destination
- (5) Commodity

- (6) No. of containers with carton count for each
- (7) Booking number
- (8) Container No.

All such information provided to the Association by the member will be kept in the strictest confidence by the Association and its Independent Administrators and will not be disclosed to any third party including other members of the association without the express written consent of the member.

3. The member shall notify the Association of any difficulty, problem, or inability in obtaining booking space at a loading port so the Association can try to provide every possible assistance to solve this problem.

IV. Cancellation

This agreement shall remain in effect until canceled by the Association or the Member on thirty (30) days written notice by either party.

V. Amendment

The Association reserves the right to amend the terms of this agreement upon thirty (30) days written notice to the Membership.

In witness thereof, the parties have executed this Agreement on _____ day of _____ 20 _____.

Food Shippers Association of North America

Member: _____

Crystal Stevens
Its Independent Administrator
Date: _____

Print Name: _____
Title: _____
Date: _____

MEMBER PROFILE

CONFIDENTIAL

Company: _____

Primary Contact: _____ Title: _____

Phone: _____ Fax: _____

Email Address: _____ Home: _____

Second Contact: _____ Title: _____

Phone: _____ Home: _____

Email Address: _____

Traffic Contact: _____ Phone: _____

Email Address: _____

Freight Forwarder: _____ Contact: _____

Phone: _____ Fax: _____

Email Address: _____

Annual Reefer Export Volume: _____ (FEU's) Dry Export Volume: _____ (TEU's)

YOUR CURRENT SERVICE CONTRACTS

<u>Carrier</u>	<u>Commodity</u>	<u>POL/POD</u>	<u>Commodity</u>	<u>Rate</u>	<u>Min Vol Committ</u>	<u>Expiration Date</u>
_____	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____

OTHER SHIPMENTS/DESTINATIONS

<u>Commodity</u>	<u>Load Port</u>	<u>Discharge Port</u>	<u>Annual Volume</u>	<u>Preferred Carriers</u>	<u>Commitment Volume</u>
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____