

IBPI

International Business Products, Inc.

Membership Application

7336 E. Deer Valley Rd., Suite 110

Scottsdale, AZ 85255

Phone: (480) 393-1694 ♦ Fax: (480) 393-1698

www.IBPI.net

(please complete all information)

Company Name: _____ Date: _____

Address: _____ City/State/Zip: _____

Phone: _____ Fax: _____ Owner E-mail: _____

Svc. Mgr. E-mail: _____

Purch. Mgr. E-mail: _____

Can we share e-mail address with IBPI vendors? Yes No

Proprietorship Partnership Individual Corporation Date Incorporated: _____
Federal ID #: _____ SS #: _____ State Incorporated: _____

Key Contacts: Business Principal Owner: _____
Sales Manager: _____ Service Manager: _____
Purchasing, Parts: _____ Supplies Manager: _____
Admin. Manager: _____ Company web site address: _____

No. of Employees: _____

No. of Years in Business: _____

No. of Techs: _____

Total Annual Sales Volume
(REQUIRED) _____

No. of Sales Personnel: _____

CURRENT PRODUCT LINES *(REQUIRED)*

ANNUAL PURCHASES

	EQUIPMENT	SUPPLIES	PARTS	TOTAL
Copiers/Digital Duplicators	\$ _____	\$ _____	\$ _____	\$ _____
	\$ _____	\$ _____	\$ _____	\$ _____
Fax/Laser Printers/Computers	\$ _____	\$ _____	\$ _____	\$ _____
Graphic Products	\$ _____	\$ _____	\$ _____	\$ _____

PRIMARY AREA OF SALES AND SERVICE RESPONSIBILITY (LIST BY STATE & COUNTY)

SECONDARY AREA OF SALES AND SERVICE (LIST BY STATE & COUNTY)

1. Has your company (or any of its officers, directors, owners, members, etc.) ever been a party to a civil lawsuit?
 No Yes

2. Do you belong to any other buying groups (in any industry)?
 No Yes (if YES, please provide name of group(s) _____)

Authorized Signature (Principal/Owner)

PLEASE DO NOT SEND CHECK AT THIS TIME

ONCE YOUR APPLICATION HAS BEEN APPROVED WE WILL INVOICE YOUR COMPANY FOR THE ONE-TIME \$1,500.00 (temporarily reduced to \$500) MEMBERSHIP FEE. (IBPI members pay no additional dues/fees)

Office Use Only:

Date Rec'd _____ Date Appr'd _____ Inv. #: _____ Amount Rec'd \$ _____
Check # _____ Date Check Rec'd _____
DB__ Act__ PR__ Web__ Em__ Ltr__ Ven__

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Frequently Asked Questions

How much does it cost to join IBPI? Are there additional dues or fees?

There are no annual dues or fees to belong to IBPI. Each new member is required to purchase one share of stock in IBPI, costing \$500. However, the new member receives a stock certificate, and can redeem it for its full value (\$500) should they ever sell their company, or decide (for whatever reason) to terminate their membership.

Will I be required to buy only from IBPI vendors, or to purchase specific amounts from the vendors?

No. IBPI members can buy from any vendor they choose. This is not a "must buy" program like other buying groups. Bear in mind, when a vendor signs an IBPI agreement, they agree to provide IBPI members with their best program/price in our industry! So, it only makes sense that our members find great value in the programs that we have thoroughly researched, and other members enjoy utilizing.

What if I am ready to join IBPI...what do I do?

Simply complete the 1-page membership application, and return the application to us. Upon approval of the application (usually within 2-3 business days), you will be invoiced for your \$500 stock certificate. You will receive the stock certificate when your payment is received by IBPI.

How do IBPI members purchase the products and services?

IBPI members can purchase products, supplies, and services from any (or all) of the IBPI Vendor programs that have been established for them. Each IBPI member would still work directly with the vendor to place their orders, and each vendor is still responsible for conducting presentations, product/service updates, etc.

Is IBPI a public company?

As a member-owned corporation, International Business Products Inc. is wholly owned by its independently operated dealers and conducts business similar to that of a cooperative. No shares of stock in the corporation are publicly traded. Rather, when dealers affiliate with IBPI, they purchase a share of company stock, which gives them voting rights in the corporation. This is their investment in the company.

How is IBPI different from a franchise?

Unlike a franchise, which has a certain amount of control over its members' participation in purchases, promotions, product offerings, policies and operating standards, IBPI members will always continue to own and operate their overall business processes for his or her establishment, and control their own business practices.

Where are IBPI members located?

There are currently over 395 IBPI member dealers located in the United States and Canada. Also, IBPI members come in all sizes and shapes. IBPI members are small urban stores, large rural dealerships and everything in between. Collectively, IBPI members represent over \$4.9 billion in annual sales of copiers, printers, MFP's, software and services, plus niche items and other products and services relevant to the needs of their customers.

Does IBPI have a Board of Directors?

Yes! IBPI's Board of Directors establish guidelines for the operation of IBPI. There are nine director positions. IBPI Board members are elected by their peers, and each Board member serves a 3-year term. IBPI Board members are responsible for representing the needs and concerns of all IBPI members, and play a decisive role in the approval process of all new members and new vendor programs. Board Members meet several times a year, usually once per quarter.

About IBPI

IBPI members are independently owned and operated local entrepreneurs, hard-working, passionate business owners.

IBPI was created by a small group of A.B. Dick dealers in 1987. This group of visionaries banded together to purchase products, save money, and buy at the lowest possible price. This enabled even the smallest dealers to compete effectively with larger dealers, franchise operations, as well as OEM-owned operations in their market.

Today, IBPI represents the largest buying group in the copier/print/IT marketplace—an entity that provides quality products and services, while demanding appropriate pricing and benefits from industry vendors.