

BECOME A MEMBER OF THE PCA

Pine Chemicals Association is a global resource to the industry and works in many ways to help and add value to your business.

The PCA is furthering its efforts to better serve the Pine Chemicals industry by becoming a more agile and responsive organization. We are providing our members with the vital information, resources, and networking essential to your success by:

- Offering expanded opportunities to train and develop the staff who are vital to your business and provide more resources essential to their work.
- Organizing opportunities to engage with the PCA to shape the environment for the pine chemicals industry and to network with your colleagues.
- Providing the latest regulatory and legislative updates and relevant industry information.
- Providing a user-friendly website that provides a forum for sharing technology, relevant documents and best practices, general market history and global industry updates so you and your staff can find the resources you need.
- Maintaining and Updating ASTM and ISO testing standards vital for your company and the global industry.

All of these activities help the businesses who participate in the pine chemicals industry. We need your support to keep these vital activities current and active, and hopefully you will consider these critical values offered by the PCA as you evaluate membership with PCA.

You will get value from membership directly, as well as through supporting the programs that help the health of the overall pine chemicals industry. All of us together have made a difference in maintaining the success of the pine chemicals commercial business and we need your support to continue these and future programs.

If you would like to become a member of the Pine Chemicals Association International, register online at www.pinechemicals.org.

| <u>Member Category</u> | <u>Includes (dues)</u> |
|--|---|
| Forestry Products/ Processing | Oleoresin producers ; Producers of Gum Rosin, Gum Turpentine, CST, CTO (\$3,000); Forest owners (\$500) |
| Processors (Fractionators) | Small (\$10,000); Mid-sized (\$17,000); Large (\$20,000) |
| End Users (Purchasers of Pine Chemicals) | Adhesives, rubber, ink, paper, pharmaceuticals, food/nutritionals, flavors & fragrance (\$5,000) |
| Service/Product Providers (non-voting member) | Equipment, Packaging, Distributors, Transportation, Brokers/Agents (\$3,000) |
| Associated Members (non-voting member) | Engineering firms, Think Tanks, Consulting firms, Venture Capital firms (\$1,500); Single person consultancy, Academic/Research organizations (\$1,000); |

BENEFITS OF MEMBERSHIP

The **Pine Chemicals Association International (PCA)** is the only international association dedicated exclusively to the global pine chemicals industry since its founding in 1947. The overall purpose is to promote the general development and improvement of member companies by fostering greater understanding and knowledge of the pine chemicals industry, as well as, representing the industry as a whole on an international basis.

Pine Chemicals are environmentally friendly products that use natural, renewable products as primary raw materials originating from sustainable forestry sources. The chemicals produced by this industry are used in consumer products such as flavors and fragrances, vitamin intermediates, disinfectants, inks, adhesives, paints, papermaking, synthetic rubber production, soaps and mining chemicals.

The association exists to serve its membership, which is accomplished by being both proactive and reactive on key issues affecting the pine chemicals industry, hosting seminars and conferences, and providing publications, bulletins and consultation services to its member companies on an ongoing basis. PCA members include forest owners, rosin and terpene producers and consumers of crude gum tapped from pine trees, and producers, consumers and users of papermaking co-products, including tall oil rosin, tall oil fatty acids and terpene chemicals, as well as, academic and research organizations, engineering firms and equipment, packaging and transportation distributors and suppliers within the industry.

The Pine Chemicals Industry is facing many **changes and challenges**. These include:

- **Supply Side Changes**
 - China evolving from a global exporter to a net importer of gum rosin
 - New global gum rosin producers emerging
 - Consolidations and new owners in the tall oil and terpene industry
- **Competition in markets and raw materials**
 - CTO incentivized for use in biofuels
 - Lower cost hydrocarbon resins, displacing pine chemical products
- **Technology**
 - New innovations in forestry management: improving oleoresin production and yields and lowering cost
 - Innovations in tapping techniques
- **Regulatory and Legislative Challenges**
 - Proposed regulations to define biologic products that could have huge negative impact on the pine chemicals industry
 - Regulations improperly defining certain pine chemicals as toxic
 - China "Central Inspection Teams" closing factories

The good news is that our products are renewable and based on sustainable forestry.

If ever there was a time our industry needed a consolidated effort to improve productivity, lower costs and collectively push back against unnecessary regulations and poorly conceived legislation, now is the time.

BENEFITS OF MEMBERSHIP **continued**

The Pine Chemical Association International (PCA) is the only international group focused entirely on **supporting the Pine Chemicals Industry**. Our actions support your company and the industry, both directly and indirectly. This support includes:

- **Communication and Education**
 - Conferences that provide exceptional presentations and networking opportunities
 - A growing library of “best practices” and “lessons learned” from safety incidents from our member companies
 - Industry statistics on production, imports and exports
- **Maintaining and updating Standards**
 - Updating and modifying ASTM and ISO test standards that allow global commerce
- **Regulatory and Legislative Actions**
 - Monitoring regulations and legislation globally and responding with accurate data and reports to assure informed decisions are made by these groups
- **Sponsoring studies and projects**
 - CTO carbon footprint compared to biofuel use
 - Proposed new study on carbon footprint of gum rosin
 - Social and economic advantages of chemical use of CTO vs biofuel use
 - Analysis on total size of pine chemical industry
 - Toxicity analysis for all pine chemical products
- **Education**
 - Interactive courses on CTO and CST recovery and black liquor soap acidulation
 - Symposiums on oleoresin production and processing to communicate best practices and explore new innovations.
- **Business Resources**
 - Coming Soon!- an online Buyer’s guide and updated Website
 - Technical Publications

Our PCA committees, composed of member company employees, are the backbone of our association and they continue to be quite active and productive providing guidance and knowledge sharing that benefits both your company and the overall industry.

Members are the lifeblood of the PCA. Your involvement, contributions and support as a member of the PCA are vital for us to be successful advocates for the global pine chemicals industry, particularly given the current economic, legislative, and regulatory climate.

It is crucial for the PCA to have full industry support and hope that you will consider becoming a member of the PCA. We look forward to your attendance at our future conferences and welcoming you as a member of the Pine Chemicals Association International. Please contact us with any questions you have about the value the PCA brings to your specific business needs.

APPLICATION FOR MEMBERSHIP



P.O. Box 17136, Fernandina Beach, FL 32035-3136

Please complete the following application and mail to above address, fax to 1-404-994-6267 or email to: amanda.young@pinechemicals.org

Items marked with an (*) will be made available to members in the PCA Membership Directory. All other information will be kept confidential.

***Company Name:** _____

Mailing Address: _____

Address continued: _____

City, State/Province, Country:: _____

Postal Code: _____

Company Phone Number: _____

Company Website: _____

Official Representative Contact: _____

Job Title: _____

Phone Number: _____

Mobile Number: _____

Email: _____

Alternate Representative Name: _____

Job Title: _____

Phone Number: _____

Mobile Number: _____

Email: _____

What would you like to gain from your membership?

MEMBERSHIP TYPE

Type of Company - Industry Sector

We are currently developing an industry guide for everyone in the pine chemicals industry. Please help us to promote your company by providing us with your contact information, products and services you currently provide to the industry, as well as, your sector within the industry.

Pine Chemical business activities will be used in determining dues schedule. Mark "x" next to all that apply to your organization. Single highest dues level will apply. Dues are in \$ USD.

FORESTRY PRODUCTS/PROCESSING (Includes Voting Rights)

- | | | |
|---------------------------------------|---|------------------------------------|
| <input type="checkbox"/> CST | <input type="checkbox"/> Gum Rosin | <input type="checkbox"/> Processor |
| <input type="checkbox"/> CTO | <input type="checkbox"/> Gum Turpentine | <input type="checkbox"/> Producer |
| <input type="checkbox"/> Forest Owner | <input type="checkbox"/> Oleoresin | |

PROCESSORS (FRACTIONATORS) (Includes Voting Rights)

- | | |
|------------------------------------|------------------------------|
| <input type="checkbox"/> Small | <input type="checkbox"/> CST |
| <input type="checkbox"/> Mid-Sized | <input type="checkbox"/> CTO |
| <input type="checkbox"/> Large | |

END USERS (PURCHASERS OF PINE CHEMICALS) (Includes Voting Rights)

- | | | |
|------------------------------------|---------------------------------------|--|
| <input type="checkbox"/> Adhesives | <input type="checkbox"/> Fragrances | <input type="checkbox"/> Paper |
| <input type="checkbox"/> Flavors | <input type="checkbox"/> Ink | <input type="checkbox"/> Pharmaceuticals |
| <input type="checkbox"/> Food | <input type="checkbox"/> Nutritionals | <input type="checkbox"/> Rubber |

SERVICE/PRODUCT PROVIDERS (No Voting Rights)

- | | |
|--------------------------------------|---|
| <input type="checkbox"/> Agent | <input type="checkbox"/> Equipment |
| <input type="checkbox"/> Broker | <input type="checkbox"/> Packaging |
| <input type="checkbox"/> Distributor | <input type="checkbox"/> Transportation |

ASSOCIATED MEMBERS (No Voting Rights)

- | | |
|--|---|
| <input type="checkbox"/> Academic/Research Org | <input type="checkbox"/> Single Person Consultant |
| <input type="checkbox"/> Consulting Firm | <input type="checkbox"/> Think Tank |
| <input type="checkbox"/> Engineering Firm | <input type="checkbox"/> Venture Capital Firm |

INDUSTRY GUIDE LISTING INFORMATION

COMPANY SOCIAL MEDIA LINKS

FaceBook _____

Twitter _____

LinkedIn _____

COMPANY DESCRIPTION

PRODUCTS AND SERVICES OFFERED

ADDITIONAL FACILITY LOCATIONS

Facility Name: _____

Address: _____

City, State, Country,
Postal Code _____

Facility Name: _____

Address: _____

City, State, Country,
Postal Code _____

APPLICATION FOR MEMBERSHIP

List employees who you wish to have an account created for and any committees that they may benefit from being involved with:

Employee Name: _____

Job Title: _____

Phone Number: _____

Email: _____

Committee (EHS, PRS, Testing, Advocacy, Gum Rosin, Recovery) : _____

Employee Name: _____

Job Title: _____

Phone Number: _____

Email: _____

Committee (EHS, PRS, Testing, Advocacy, Gum Rosin, Recovery) : _____

Employee Name: _____

Job Title: _____

Phone Number: _____

Email: _____

Committee (EHS, PRS, Testing, Advocacy, Gum Rosin, Recovery) : _____

Employee Name: _____

Job Title: _____

Phone Number: _____

Email: _____

Committee (EHS, PRS, Testing, Advocacy, Gum Rosin, Recovery) : _____

If elected to membership, we agree to abide by the By-Laws of the Association

Submitted by: _____

Title and Date: _____