



**iapd**<sup>®</sup>

international association  
of plastics distribution



# All About the IAPD

Photo courtesy of Cast Nylons Ltd.

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# Purpose

The International Association of Plastics Distribution (IAPD), established in 1956, brings together manufacturers, distributors, manufacturers' representatives and service providers in an environment which encourages a free flow of ideas and information that help members build their businesses. Every program and service we provide is designed with the simple goal of helping our members increase profitability.

Membership in IAPD is an affordable business investment. IAPD provides training, connections with customers and suppliers and information about developments that impact the industry.

What makes IAPD unique is a commitment to educating customers and other key end-users about plastics. In other words, IAPD works with members to build the demand for plastics. Central to this effort is the reinforcement of the value of distribution.

## Mission Statement

Expand the market for distributed plastics through collaboration, education and a commitment to sustainability.

## Vision Statement

To be the foremost resource for information on the application and environmental durability of distributed plastics.

## Objectives

- An expanded marketplace for distributed plastics.
- A membership that is committed to IAPD and its vision, mission and values.
- An organization that anticipates the future and focuses on meeting the challenges it brings for the entire plastics distribution community.
- Increased interest in pursuing a career in plastics among younger professionals.
- Increased use of plastics to meet demand for environmentally sustainable solutions.



## Code of Ethics

Inasmuch as plastics distribution is a unique and special industry within the international plastics industry, and whereas the distributors, manufacturers and manufacturers' representatives of plastic materials are the liaison between the plastics distribution industry and industry and commerce in general, therefore, to foster mutual trust among ourselves, our industry and the general public, we are resolved to abide by the following code of ethics:

- We shall promote and support the distribution channel as a means to bring product to market.
- We shall refer to all products by their trademark, generic name or chemical formulation as solicited, and clarify the differences in any or all three of the classifications as the case arises.
- We shall substitute competitive brands from a trademark solicited, only upon approval of the buyer.
- We shall educate the buyer on our products without misrepresenting their advantages or disadvantages, and promote the use of the various products for the physical, chemical and electrical properties for which they excel.
- We will accurately represent and advertise our merchandise and services.
- In the ever-changing conditions in the plastics field, we will always be alert to new products which will benefit our customers.
- We shall comply fully with international standards and laws in all association activities.

# Related Organizations

**ASI (Association Services International)** — Publisher of *The IAPD Magazine*, ASI offers publishing and management services to IAPD and its members. ASI specializes in meetings management, publishing and communications and web site design and maintenance.

**IAPD Charitable Foundation** — The foundation is a non-profit tax exempt subsidiary of the IAPD that is dedicated to administering the scholarship and educational programs.

**European Plastics Distributors Association (EPDA)** — Established in 1975, the EPDA has grown considerably, and almost all European countries are represented. It is comprised of companies engaged in the distribution and manufacture of plastic sheet, rod, tube, pipe, valves, fittings and film, and whose goal is to establish a leadership role within the plastics industry. EPDA is a member of the IAPD.

## IAPD's Antitrust Law and Policy

It is, of course, the policy and intention of the IAPD (International Association of Plastics Distribution) to comply with all laws. The antitrust laws are of particular concern, since IAPD is, by its nature, a group of competitors joined together for a common business purpose.

Therefore, the following guidelines are adopted, and each officer, director, committee chair and vice chair, committee member, member of the association, staff member and any other representative or agent of the association is urged to comply with such guidelines.

### I. Membership

Since members of the association derive an economic benefit from their membership, the bylaw requirements and qualifications for membership will be strictly adhered to.

- (a) Each and every applicant for membership, who is qualified under the bylaws, will be promptly processed and admitted to membership.
- (b) Any applicant not qualified for membership under the bylaws will be promptly notified of the specific reason for non-qualification.
- (c) Rejected IAPD membership applicants and any members threatened with expulsion because of failure to comply with the bylaws membership requirements will, upon request, be afforded the opportunity for a hearing before the association's board of directors or executive committee.

### II. Illegality of Division of Customers and Territories

Since an agreement among competitors (including members of the association) to divide customers or establish territorial rights is a criminal act, any such agreement, formal or informal, is not to be considered or discussed.

### III. Standardization and Certification

Voluntary industry standards that favor some competitors and discriminate against others create antitrust problems. The association will not consider or adopt standardization or certification activities that further the interests of certain groups of members to the exclusion of others, since such activities may result in antitrust problems.

### IV. Industry Self-Regulation

The association will not establish or enforce a code of ethics for its members under circumstances where such code of ethics would result in economic injury to certain groups of members.

### V. Price Fixing

Prices charged by its members and the establishment of such prices is an inappropriate and illegal subject for association action and discussion, and the fixing of prices by individual members is declared to be outside the scope of the association's activities.

### VI. Discussion Topics to be Avoided

The following subjects will not be discussed at association-sponsored meetings, whether such meetings be of the executive committee, board of directors, committees or the general membership:

- (a) Current or future prices. (Great care must be taken in discussing past prices.)
- (b) A "fair" profit level.
- (c) Possible increases or decreases in prices.
- (d) Standardization or stabilization of prices.
- (e) Pricing procedures.
- (f) Cash discounts.
- (g) Credit terms.
- (h) Control of sales.
- (i) Allocation of markets.
- (j) Refusal to deal with a corporation because of its pricing or distribution policies.
- (k) Whether the pricing practices of any industry member are unethical or constitute an unfair trade practice.

# Board of Directors



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*Term to 2012*



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*Term to 2012*

The IAPD Executive Committee and IAPD Board of Directors are dedicated and committed to strengthening and improving the future of the International Association of Plastics Distribution and the plastics distribution industry.

# Committees and Common Interest Groups

IAPD is built on a system of volunteer actions that link the association with the real-world issues of its members. IAPD's committees, task forces and common interest groups (CIGs) represent, involve and serve the membership and provide a great way for you to make your mark on the industry. Contact IAPD for information about how you can get involved.

## Common Interest Groups

### Canadian CIG

Chair: Mark Trepanier, Laird Plastics

Vice Chair: Donald R. McMillan, Redwood Plastics Corp.,  
A Member of Prisma Plastics International Inc.

### Manufacturers' Representatives CIG

Chair: Dan Dickens, CPMR, Pacific Polymer Group

Vice Chair: Alicia Shelton, CartierWilson LLC

### Pipe, Valves and Fittings CIG

Chair: Beau Sielken, Indelco Plastics Corp.

Vice Chair: Bryan Foust, CSP, Foust Marketing Inc.

Program Chair: Theresa Spencer, Western Industrial Plastics Inc.

## Standing Committees

### Convention & Expo Committee

Chair: Jane Saale, Cope Plastics Inc.

Dave Abercrombie, Asahi/America Inc.

Robert H. Bacon, Harrington Industrial Plastics LLC

Karen L. DeBard, CPMR, Martino Marketing Group

Howard Natal, Atlas Fibre Company

Fred Schroeder, Indelco Plastics Corp.

### Education Committee

Chair: Chad Wittkopp, Total Plastics Inc.

Russell R. Consentino, CPMR, Plastic Solutions Inc.

Dale D. Delmage, Nylatech Inc.

David W. Keim, Lehigh Valley Plastics Inc.

Donald R. McMillan, Redwood Plastics Corp.,  
A Member of Prisma Plastics International Inc.

Theresa Spencer, Western Industrial Plastics Inc.

Mark D. Steele, Laird Plastics

John Then, Cope Plastics Inc.

Don Williams, Piedmont Plastics

## Environmental Committee

Co-chair: Kevin Short, Laird Plastics

Sebastian Gehr, GEHR Plastics Inc.

Mark N. Hense, Midland Plastics Inc.

William Kistler, Bayer MaterialScience LLC

Angela Rodenburgh, Redwood Plastics Corp.,  
A Member of Prisma Plastics International Inc.

Drew Schwartz, Colorado Plastic Products

Mark Shriver, Curbell Plastics Inc.

Steve Uliana, Quadrant Engineering Plastic Products

## Industry Research and Benchmarking Committee

Chair: Owen (Chip) H. Whitfield, Jr., Piedmont Plastics

Stephen Costanzo, Evonik Cyro LLC

Patrick M. Foose, Harvel Plastics Inc.

Thomas L. Garrett, Total Plastics Inc.

William Kistler, Bayer MaterialScience LLC

Jane Saale, Cope Plastics, Inc.

Fred Schroeder, Indelco Plastics Corp.

Bernie Willms, Quadrant Engineering Plastic Products

## International Strategy Task Force

Chair: Tom Garrett Total Plastics, Inc.

Tan Ali, Nylacast Ltd.

Ronn Cort, KYDEX LLC

Bryan Heath, Robert Horne Sign & Display

Nick Kraguljac, Zell-Metall GmbH

Adam Mellen, CartierWilson LLC

Murali Ramanathan, Jain (Americas) Inc.

Dave Stewart, Hayward Flow Control

Mark Trepanier, Laird Plastics



# Committees and Common Interest Groups

## Marketing Committee

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Vice Chair: Randall Kirkpatrick, Artek Inc.  
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Russell R. Consentino, CPMR, Plastic Solutions Inc.  
Tim Cronrath, Palram Americas Inc.  
Karen DeBard, CPMR, Martino Marketing Group  
Bruce Dickinson, ENSINGER  
Peter Edelstein, Laird Plastics  
Andrea Herrmann, SIMONA AMERICA Inc.  
Jeff Maynard, Cope Plastics Inc.  
Adam Mellen, CartierWilson LLC  
Thomas Price, KYDEX LLC  
Angela Rodenburgh, Redwood Plastics Corp.,  
A Member of Prisma Plastics International Inc.  
Tracy Schiedel, Curbell Plastics Inc.  
Anthony Verrocchi, Ticona Engineering Polymers

## Membership Committee

Chair: Mitch Opalich, Cleveland Plastic Fabricators  
& Suppliers Inc., A Subsidiary of Indelco Plastics Corp.  
Ryan Alexander, Alexander Industrial Sales Inc.  
Robert H. Bacon, Harrington Industrial Plastics LLC  
Peter DelGado, Curbell Plastics Inc.  
David M. Huston, Olson Mfg. & Distribution Inc.  
Mary Hyde, Altaflo LLC  
Paul J. Krawczyk, Röchling Engineering Plastics

## Nominating Committee

Chair: Patrick M. Foose, Harvel Plastics Inc.  
Mark Hense, Midland Plastics Inc.  
Marc Lewis, Jr., Groupe PolyAlto,  
A Member of Prisma Plastics International Inc.  
Adam Mellen, CartierWilson LLC  
Scott E. Statter, Piedmont Plastics

## Scholarship Committee

Chair: Scott E. Statter, Piedmont Plastics  
Howard J. Natal, Atlas Fibre Company  
Fred Schroeder, Indelco Plastics Corp.  
George Southard, CPMR, G S Sales

## Association Services International

### Editorial Committee

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Gilles Hudon, Groupe PolyAlto,  
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David W. Keim, Lehigh Valley Plastics Inc.  
Howard J. Natal, Atlas Fibre Company  
Laurie Stewart, Hudson Extrusions Inc.  
Laurie A. Wood, Auburn Plastics & Rubber Inc.  
Deborah Wright, Polymer Industries  
Brian Zubick, Redwood Plastics Corp.,  
A Member of Prisma Plastics International Inc.

## IAPD Staff

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# Make the most of your membership. Get involved today!



Your company's membership in IAPD gives you a unique opportunity to influence the industry. When you and others on your senior management team get involved in IAPD's committees and governance, contribute an article to *The IAPD Magazine* or attend one of our events, you shape the direction of the association and the industry.

Review the many options available to you and let us know how you want to be involved. Don't just sit on the sidelines, get involved. You can make a difference in IAPD.

See a current list of committee members and CIG chairs at [www.iapd.org/committees](http://www.iapd.org/committees) or take a look at the list below to see how you can contribute your talent to IAPD.

- Attend the 56th Annual Convention and Plastics Expo
- Exhibit at the 3rd Annual Plastics Expo
- Advertise in *The IAPD Magazine*
- Train your staff with the IAPD Plastics Certificate Program (Level I and II) and Excellence in Sales Certificate Program.
- Attend a monthly webinar
- Volunteer on a committee or common interest group
- And much more!

## IAPD Charitable Foundation

The IAPD Charitable Foundation was established to develop and administer an award program for IAPD member companies at the undergraduate level and to promote the study of polymer sciences. Each year, scholarships are awarded, typically in amounts from \$1,000 to \$3,500, to provide meaningful financial support for the education of worthy scholarship candidates.

The IAPD Scholarship Program will:

- Provide meaningful financial support for the education of worthy scholarship candidates.
- Benefit the business community through better education.
- Expose scholarship candidates to the ever-expanding plastics industry.
- Strengthen IAPD through a direct link to education.

### Scholarship Eligibility Requirements

Candidates must be EITHER an employee or a child of an employee of an IAPD member company OR enrolled in a full-time undergraduate program majoring in polymer sciences. (Full-time = minimum 12 credit hours/semester.) Candidates must maintain a minimum of a 2.5 cumulative GPA based on a 4.0 scale.

Funds for the Scholarship Program are collected primarily through donations from IAPD member companies. To find out how you can support the IAPD Scholarship Program, please contact the IAPD Foundation at +913.345.1005.

Learn more at [www.iapd.org/iapdfoundation](http://www.iapd.org/iapdfoundation).

