



N·A·S·F·T®

NATIONAL ASSOCIATION FOR THE SPECIALTY FOOD TRADE, INC.

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## MOST FREQUENTLY ASKED QUESTIONS ABOUT NASFT EXHIBITING MEMBERSHIP

### **Do I have to be a member to exhibit at the Fancy Food Shows?**

Yes! The applying company must have been actively engaged in the specialty food business for at least one year prior to the time of application. The criteria for membership are customer (e.g., retailer, distributor) references, product samples, good credit rating, liability insurance. Also, the applying company must pass the Admissions Committee review and Board of Directors approval process.

### **Do I have to pay a monthly membership dues fee?**

No! Membership dues are paid annually, and they are based on your company's annual sales volume.

<u>Annual Dues</u>	<u>Company's Annual Sales Volume</u>
\$200.00	Under \$1 Million
\$400.00	\$1 Million to \$5 Million
\$600.00	Over \$5 Million
\$100.00	Non-exhibiting Broker
\$200.00	U.S. and Foreign Trade/Government Organization

### **If I send in a membership dues check, or if it's cashed does that automatically make my company a member?**

No! The applying company must complete the entire Admissions process. The Admissions Committee reviews applying companies' completed applications on a weekly basis. The Committee then makes its recommendations to the Board of Directors which makes the final decision. However, dues sent in with an Application will be refunded if this applying company is not accepted for Membership; however, the Application Fee is not refundable.

### **Is it mandatory to send in product samples?**

Yes! The Admissions Committee will need to see samples and evaluate a representative example of each product type and flavor your company plans to exhibit at the NASFT Fancy Food Shows. (Exception – Distributors: catalogs are acceptable as a substitute.)

### **If I have more than ten sizes of products and flavors, do I have to submit all of them?**

No! It is not necessary to provide the same product type and flavor in more than one size but you should include some samples in each size or package type that represents your line(s).

### **My customer list is confidential; do I have to submit it?**

No! But you must submit sufficient references. In considering your company's membership application, the Admissions Committee requires responses from the specialty food businesses listed on your application. (Your references will remain strictly confidential).

### **Do I need insurance to exhibit at the Fancy Food Shows?**

Yes! Each Applicant for Exhibiting Membership is required to submit proof of General Liability Insurance (in particular, Product Liability Coverage). The Applicant must include, with the NASFT Exhibiting Membership Application, a copy of the declarations page of the Company's Commercial General Liability (CGL) Insurance Policy with NASFT named as an additional insured under the same policy.

### **If my company is accepted for Exhibiting Membership, do we have to exhibit at every Fancy Food Show?**

No! The NASFT owns, sponsors and manages three Fancy Food Shows each year. The Winter Show is held in San Francisco, the Summer Show in New York City, and a newly launched Spring Show will be held in Chicago. As a member in good standing of the association, your company may choose to exhibit at any or all the shows of your choice, or not at all. NASFT membership also gives you year-round support and service, educational resources and much more.