

# NATIONAL FLORAL IMPORTERS INDUSTRY CREDIT GROUP

Welcome to the National Floral Importers Industry Credit Group! The group is comprised exclusively of Flower Importers and Transportation Companies who supply fresh flowers to domestic wholesale operations. Members must meet group requirements set forth by NACM South Atlantic and the Floral Advisory Board.

## Membership Benefits:

- Weekly Floral Industry Flash Reports
- Monthly Floral Industry Past Due Composite
- Credit Reports from Floral **private** data base; exclusive information not available anywhere else.
- NACM's Business Credit Magazine
- Access to educational seminars at a national and local level
- Direct access to the credit reporting database for instant credit decisions.
- Regularly scheduled industry credit group meetings (currently 7 meetings annually)

## Purpose

The purpose of the Floral Importers Industry Credit Group is to minimize bad debt loss through the exchange of factual credit information on common accounts and continued education through the exchange of ideas with peers in the Floral Industry.

## The group is represented by an advisory board of the following members:

Lulu Chrzaszcz, CBA, Premium Flowers, Chairman

Maria Santana, Galleria Farms, Co-Chair

Maria Medina, Choice Farms, Secretary

Kathy Duarte, Miafloria, Director,

Mily Iglesias, Natural Flowers, Director

## Requirements

Companies must have been in business and an Importer or transporter of fresh flowers for a minimum of *two (2) years*, and have gross sales of \$3 million to be eligible for membership. Eighty percent (80%) of sales must be imported and selling to the wholesale industry. Submission of complete accounts receivable aging is mandatory. It is mandatory that all members attend 5 out of 7 meetings per year. An attendance exception is made for members traveling more than a 125 mile radius of Miami.

## Safety and Compliance

NACM South Atlantic monitors all meetings and publications to insure compliance with Anti-Trust Laws. The Floral Industry data base is closed to anyone outside of the Group. Member names **will not** be on the Credit Report when a Report is pulled from a member's office.

## About NACM

NACM sponsors hundreds of industry credit groups and thousands of members throughout the entire United States. Industry trade groups are the most cost effective, accurate, time saving way to ensure collecting your accounts receivable.

Please let us know if you would like to visit the next National Floral Industry Credit Group meeting to experience its many benefits. We appreciate your interest in group meeting participation and NACM membership and look forward to hearing from you!

# NATIONAL FLORAL IMPORTERS INDUSTRY CREDIT GROUP

## VISITING AGREEMENT

### REQUIREMENTS

1. Eligibility - Any domestic: Corporation, sole-proprietorship or partnership comprised of fresh flower importers, domestic growers, artificial flowers, other hard good products distributors and transportation companies selling or providing transport to the domestic/international wholesale florist industry. The company must have established headquarters or branch (including management, sales, credit and distribution) departments in the U.S. Mainland or Commonwealth and been an Importer for at least two (2) years, and have annual gross sales of \$3 million to be eligible for membership. The company must have sold accounts in the United States for a minimum of two (2) years. Importers must have a minimum of Eighty percent (80%) of their product imported. If U.S. Distribution, Credit and/or Sales Departments should dissolve, membership will likewise be dissolved. An audited financial statement or 24 months of Accounts Receivable Agings must accompany this application and be returned to NACM to verify the imported sales. After verification, the association can either return or destroy the information per instruction of the applicant. It is mandatory that all members attend 5 out of 7 meetings per year. An exception is made for members traveling more than a 125 mile radius of Miami.
2. Submission of a complete accounts receivable aging is mandatory. Accounts Receivable information must be received by the 10th of every month. New members must comply within thirty (30) days after joining the National Floral Industry Credit Group. If a month is missed, a letter must be sent to NACM as to why the receivables were not remitted. All members will be required to purchase a minimum of 25 NACM Business Credit Reports. If minimum is not met, member will be billed for the unused portion up to 25 reports upon their membership anniversary date.
3. If the member's information is not received per the rules and regulations of the group, then they are automatically expelled from the group. If membership is terminated either voluntarily or as a suspension, the unused portion of fees are thereby forfeited.
4. The company listed on this visiting agreement is selling to the wholesale industry.
5. We have been in business for \_\_\_\_ years and were incorporated in \_\_\_\_\_ (year) in the state of \_\_\_\_\_.
6. We are aware that in order to be a member of the National Floral Industry Credit Group, we will be held responsible for the \$360 annual membership and \$780.00 annual Floral Group fees.

I / We certify that we have read all statements made on this application. I / We understand and agree to comply and be bound by all the rules and regulations of the group and by the By-Laws of NACM South Atlantic. We agree to keep all information heard within the meeting confidential to remain within the Credit Department. **No notes will be taken during our visit to the group and we will leave all information at the table.**

Company Name \_\_\_\_\_

Owner \_\_\_\_\_ Credit Manager \_\_\_\_\_

Address \_\_\_\_\_

Phone (\_\_\_\_\_) \_\_\_\_\_ Fax (\_\_\_\_\_) \_\_\_\_\_

Representative \_\_\_\_\_ Title \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

# NATIONAL FLORAL IMPORTERS INDUSTRY CREDIT GROUP

## APPLICATION

### REQUIREMENTS

1. Eligibility - Any domestic: Corporation, sole-proprietorship or partnership comprised of fresh flower importers, domestic growers, artificial flowers, other hard good products distributors and transportation companies selling or providing transport to the domestic/international wholesale florist industry. The company must have established headquarters or branch (including management, sales, credit and distribution) departments in the U.S. Mainland or Commonwealth and been an Importer for at least two (2) years, and have annual gross sales of \$3 million to be eligible for membership. The company must have sold accounts in the United States for a minimum of two (2) years. Importers must have a minimum of Eighty percent (80%) of their product imported. If U.S. Distribution, Credit and/or Sales Departments should dissolve, membership will likewise be dissolved. An audited financial statement or 24 months of Accounts Receivable Agings must accompany this application and be returned to NACM to verify the imported sales. After verification, the Association can either return or destroy the information per instruction of the applicant. It is mandatory that all members attend 4 out of 6 meetings per year. An exception is made for members traveling more than a 125 mile radius of Miami.
2. Any present member of the National Floral Industry Credit Group shall continue to be a member until they resign, are suspended, or expelled. If U.S. Distribution, Credit and/or Sales departments should dissolve, membership will likewise be dissolved. If membership is terminated either voluntarily or as a suspension, the unused portion of fees are thereby forfeited.
3. Submission of a complete accounts receivable aging is mandatory. Accounts Receivable information must be received by the 10th day of every month. New members must comply within thirty (30) days after joining the National Floral Industry Credit Group. If a month is missed, a letter must be sent to NACM as to why the receivables were not remitted. All members will be required to purchase a minimum of 25 NACM Business Credit Reports. If minimum is not met, member will be billed for the unused portion up to 25 reports upon their membership anniversary date.
4. If the member's information is not received according to the Rules and Regulations of the Group, then they are automatically expelled from the Group. If membership is terminated either voluntarily or as a suspension, the unused portion of fees are thereby forfeited.
5. We have been in business for \_\_\_\_ years, and were incorporated in \_\_\_\_\_ (year) in the state of \_\_\_\_\_.
6. We are aware that in order to be a member of the National Floral Industry Credit Group, we will be held responsible for the \$360 annual membership and \$780.00 annual Floral Group fees.

I/We certify that all statements made on this application are true and accurate. I/We understand and agree to comply and be bound by all the Rules and Regulations of the Group and by the By-Laws of NACM South Atlantic. Enclosed with this application, please find all necessary documentation to verify our company's eligibility to the **National Floral Industry Credit Group**.

Company Name \_\_\_\_\_

Owner \_\_\_\_\_ Credit Manager \_\_\_\_\_

Address \_\_\_\_\_

Phone (\_\_\_\_\_) \_\_\_\_\_ Fax (\_\_\_\_\_) \_\_\_\_\_

Representative \_\_\_\_\_ Title \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_



# NATIONAL FLORAL IMPORTERS INDUSTRY CREDIT GROUP

## APPLICATION DOCUMENT CHECKLIST

- Fully completed and signed Floral Group Application
- Fully completed and signed NACM South Atlantic membership application  
(separate application required for all NACM South Atlantic Members)
- Latest audited Annual Financial Statement or 24 months of Accounts Receivable Agings  
(Profit & Loss and Balance Sheet will be returned or destroyed as directed)
- Copy of Corporate Records (must be in business a minimum of two (2) years)
- Latest complete Accounts Receivable Aging Summary submitted electronically
- Complete A/R Customer Master List, including all names and addresses  
(returned or destroyed as directed)
- Proof that your company imports 80% of Floral Product
- Signed company check made payable to: NACM South Atlantic

Completed application should be mailed to:

NACM South Atlantic  
PO BOX 547800  
ORLANDO FL 32854-7800

Overnight Delivery Address:

NACM South Atlantic  
6290 EDGEWATER DR  
ORLANDO FL 32810-7450

# NATIONAL FLORAL IMPORTERS INDUSTRY CREDIT GROUP

## PRODUCT AND SERVICE RATES

ANNUAL MEMBERSHIP.....	\$ 360.00
GROUP MEMBERSHIP.....	\$ 780.00

### Credit Reporting Commitment

#### Electronic Contribution

\$ 12.00 per Report

#### Aging Contribution

\$ 16.00 per Report

Member must purchase a minimum commitment of 25 NACM Business Credit Reports at the current published rate based on their contribution method. Any unused reports up to a minimum of 25 will be billed to the member upon their membership anniversary date.

### Additional Services Available

#### One Credit Source Consumer Credit Reports

(Experian, Equifax or Trans Union).....\$ 7.50 each

Consumer report with credit score.....\$ 8.50 each

#### Equifax

Small Business Reports.....\$ 19.10 each

Small Business On-line Score (excludes consumer information).....\$ 2.29 each

Small Business On-line Risk Class.....\$ 2.29 each

#### Experian

Business Profile.....\$ 35.00 each

Small Business Intelliscore.....\$ 25.00 each

Commercial Intelliscore.....\$ 20.00 each

Business Owner Profile.....\$ 25.00 each

Business Summary.....\$ 12.00 each

Tradeline Verification.....\$ 5.00 each

Extended Lien Search (Address of Lienor).....\$ 5.00 each

Dun & Bradstreet Business Report.....\$125.00 each

Account Monitoring included free! (Only charged for reports pulled).....\$ 0.00 each