



# PEARL Membership 101

## Membership Benefits

| Benefit                        | Full | Service Organization | Multiple Location Secondary Office | Associate | Affiliate |
|--------------------------------|------|----------------------|------------------------------------|-----------|-----------|
| Voting Rights                  | Yes  | Yes                  | No                                 | No        | No        |
| Use of Seal/Stamp              | Yes  | Yes                  | Yes                                | No        | No        |
| Profile on Website             | Yes  | Yes                  | Yes                                | No        | No        |
| Customized Marketing           | Yes  | Yes                  | Yes                                | No        | No        |
| PEARL Link Leads               | Yes  | Yes                  | Yes                                | No        | No        |
| Listed on PEARL Map            | Yes  | Yes                  | Yes                                | No        | No        |
| Use of PEARL Logo              | Yes  | Yes                  | Yes                                | No        | No        |
| Use of PEARL Test Report Forms | Yes  | Yes                  | Yes                                | No        | No        |
| Technician Certification       | Yes  | Yes                  | Yes                                | Yes       | No        |
| Serve on Committee             | Yes  | Yes                  | Yes                                | Yes       | Yes       |
| Discount at Conference         | Yes  | Yes                  | Yes                                | Yes       | Yes       |

## Membership Costs

| Item                  | Full           | Service Organization | Multiple Location Secondary Office | Associate | Affiliate |
|-----------------------|----------------|----------------------|------------------------------------|-----------|-----------|
| Annual Dues           | \$2,400        | \$2,400              | \$350                              | \$1,500   | \$200     |
| Site Inspection       | \$900 + travel | \$900 + travel       | \$900 + travel                     | N/A       | N/A       |
| Annual Seal/Stamp Fee | \$300          | \$300                | \$300                              | N/A       | N/A       |

## Membership Categories

- Full - voting members who have met all the qualifications and requirements of full membership.
- Service Organization - voting members who have met all the qualifications and requirements of full membership except the inventory requirement.
- Associate - non-voting members who have applied for full membership, but have not yet met all the requirements and been site certified or who do not wish to be full members.
- Affiliate - non-voting members whose interests are closely identified with those of the industry and PEARL, but do not otherwise meet all the qualifications for full membership. Includes persons or entities that deliver products or services to the electrical industry.

## **Full Membership Qualifications and Requirements**

Any distributor of recycled electrical power equipment and apparatus in the United States, its territories or possessions, who in the judgment and determination of the Board of Directors qualifies for membership as hereinafter defined may become a full member. To be so qualified, a distributor must be a firm or corporation

- 1) which owns, maintains and warehouses a stock of recycled electrical power equipment and apparatus, the net value of which is not less than Three Hundred Fifty Thousand Dollars (\$350,000) not including any consigned stock;
- 2) and whose annual sales are not less than One Million Dollars (\$1,000,000); and
- 3) whose sales to affiliated or allied persons, firms or corporations or the officers or employees thereof do not constitute a significant percentage of total sales; and a majority of whose sales are at wholesale to dealers for resale, to electrical contractors, to railroads, to federal, state and municipal governments, to public utilities, to industrial companies which have electrical maintenance departments, to manufacturers requiring electrical materials in the fabrication of their products and to other customers and recognized buyers at wholesale of recycled electrical power equipment and apparatus,
- 4) which maintains a selling organization trained to promote, specify and quote sales at wholesale of recycled electrical equipment and apparatus, and to handle all phases of service to customers efficiently; and
- 5) which extends credit to buyers upon reasonable terms; and
- 6) which has been actively engaged in business as a distributor, qualified for regular membership in all other respects for a period of not less than two (2) years; and
- 7) which has purchased and maintains product liability insurance coverage, the minimum acceptable policy being of the claims made in the amount equal to their annual sales but not less than Two Million Dollars (\$2,000,000).
- 8) which will maintain test equipment, in current calibration, of types and sizes as prescribed in the technical requirements reference, necessary to assure the safe applications and operation on any electrical materials sold; and
- 9) which will maintain and adhere to test, quality assurance, and documentation procedures as prescribed in the Pearl reconditioning standards necessary to assure the safe applications and operation of any electrical materials sold; and
- 10) which will abide by the PEARL Code of Business Practice for the purpose of elevating the levels of cooperation between members-, their customers and vendors; and to insure the level of consistent quality of customer service promised by PEARL members.

## **Service Organization Membership Qualifications and Requirements**

Any Service Company that reconditions electrical power equipment and apparatus in the United States, its territories or possessions, who in the judgment and determination of the Board of Directors qualifies for membership as hereinafter defined may become a Service Organization member. To be so qualified, a Service Company must be a firm or corporation

- 1) Which has an annual sales are not less than One Million Dollars (\$1,000,000); and
- 2) whose reconditioning services to an affiliated or allied persons, firms or corporations or the officers or employees thereof do not constitute a significant percentage of total revenue of reconditioning services; and a majority of whose revenues result from sales to electrical contractors, to railroads, to federal, state and municipal governments, to public utilities, to industrial companies which have electrical maintenance departments, to manufacturers requiring electrical materials in the fabrication of their products and to other customers that require the need for reconditioning services of electrical power equipment and apparatus,
- 3) which maintains a shop facilities and trained technicians to promote, specify and quote reconditioning of electrical equipment and apparatus, and to handle all phases of service to customers efficiently; and
- 4) which extends credit to buyers upon reasonable terms; and
- 5) which has been actively engaged in business reconditioning electrical equipment, qualified for regular membership in all other respects for a period of not less than two (2) years; and
- 6) which has purchased and maintains product liability insurance coverage, the minimum acceptable policy being of the claims made in the amount equal to their annual sales but not less than Two Million Dollars (\$2,000,000).
- 7) which will maintain test equipment, in current calibration, of types and sizes as prescribed in the technical requirements reference, necessary to assure the safe applications and operation on any electrical materials being reconditioned; and
- 8) which will maintain and adhere to test, quality assurance, and documentation procedures as prescribed in the Pearl reconditioning standards necessary to assure the safe applications and operation of any electrical materials reconditioned; and
- 9) which will abide by the PEARL Code of Business Practice for the purpose of elevating the levels of cooperation between members-, their customers and vendors; and to insure the level of consistent quality of customer service promised by PEARL members.