From Global Pet Expo and pet owner data to professional development opportunities, networking events, and access to the latest industry trends & innovations, we’ve got all your business needs covered.

Join Today
AmericanPetProducts.org/Join
### Eligibility Requirements for APPA Membership

#### Manufacturers

**Applicants must be a pet product manufacturer, importer, or brand holder**

- **Membership application that includes:**
  - A brochure, website or advertisement
  - Sales invoice to a retailer, distributor, or wholesaler*
  - Matching shipping document

- **75% of your income must come from manufacturing, importing, or sourcing pet products**

- **$1000 joining fee + annual dues to activate membership**
  
  *Domestic manufacturers must show a transaction originating from their facility in the U.S. International applications do not have to originate or ship to a location in the U.S.

#### Right Start

**1 year associate membership category for start-ups in the U.S.**

- **Membership application that includes:**
  - Proof the business is a legal entity in the U.S.*
  - Proof the business is actively engaged in launching a pet product

- **Pet products must ultimately be for sale to retailers, distributors, or wholesalers**

- **$350 joining fee + dues to activate membership**
  
  *Visit our webpage for more information on acceptable forms of proof for establishing eligibility for the Right Start membership category.

#### Manufacturer Representatives

**Applicants must represent pet product manufacturers**

- **Applicants must provide contact information for at least two manufacturers* that they are currently representing**

- **$350 joining fee + annual dues to activate membership**
  
  *References do not have to be APPA members.

#### Livestock

**Applicants must breed/sell companion animals (dogs, cats, fish, birds, small animals)**

- **Membership application that includes:**
  - A brochure, website or advertisement
  - Sales invoice
  - Matching shipping document

- **All livestock must be intended for sale at the retail level**

- **$1000 joining fee + annual dues to activate membership**

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Membership dues are based on total worldwide sales of pet products

Visit us at [AmericanPetProducts.org/Join](http://AmericanPetProducts.org/Join) for a complete listing of membership dues categories and to access the online application.
Advancing the Pet Industry
and your bottom line

As the pet product industry’s leading international trade association, membership with APPA is an investment in your company’s future

Membership provides engagement with pet business experts, visibility to your customers, and access to resources to help expand your business in the global marketplace

1. Global Pet Expo
   Exhibiting connects APPA members with the best opportunity to showcase new products, learn about trends, & share ideas to move the pet care community forward

2. APPA National Pet Owners Survey
   The industry’s leading source for comprehensive data on the U.S. market & pet owner demographics

3. Market Research
   Independent strategic intelligence on segments of the pet industry & emerging global markets

4. APPA Business Edge
   Advice from the experts & your peers on navigating the pet retail landscape

5. Public Relations Program
   Initiatives and services that create a gateway between APPA members, the media, & pet owners

6. Export-Import Solution Center
   Expand your international trade activities with customized support from experienced professionals

7. Government & Regulatory Affairs
   Assistance identifying & complying with U.S. state and federal legislation

8. Discount Business Services
   Discount shipping and office supplies to cut your costs

Unleash the Power of APPA Membership
"Where the Value is Clear
the decision is easy"

"APPAs gives us access to customers in one spot and data that would be hard to aggregate without our membership. We appreciate the opportunity to grow with APPA."
Lauren Soto, Mazuri Exotic Pet Nutrition

"We have been proud APPA members for over 17 years. If we weren’t APPA members or at Global Pet Expo, we would be at a disadvantage in the pet industry."
Dough & Noah Jakubowski, Pet Gear, Inc.

"APPAs a key partner in keeping our company informed and connected with the pet industry. The business and market insights provided through the Business Edge program are invaluable. We are proud to be APPA members!"
Casey Jones, Primo Pup

Contact Booth & Membership Sales

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