



## **Common Distributor Questions/Answers**

### **(Q's & A's)**

**Q. Are there any cost or dues to join DPA?**

**A. Unlike other buying groups, DPA charges no fees and has no hidden costs to become a member.**

**Q. Do I have to change my ordering or invoicing procedures?**

**A. No, you order and receive invoices directly from the supplier.**

**Q. Are the DPA Partner Supplier programs better than my current programs with suppliers?**

**A. Yes, DPA negotiates with each supplier to bring you group discounts, rebates and services that you would not otherwise realize if you are not part of a large buying group.**

**Q. How do I receive these DPA Partner Supplier special programs?**

**A. Once a member, your name is registered with all DPA Partner Suppliers as a DPA Partner Distributor Member and placed on the DPA Membership List. Each supplier is notified of your status. You simply identify yourself as a DPA member when placing an order and your membership benefits will be honored.**

**Q. Once a member, who sends me the specific programs negotiated by DPA with partner DPA suppliers? DPA Partner Supplier Programs?**

- A. DPA program coordinators located at our Headquarter facility in Florida is responsible for providing you with DPA Supplier group Policies, procedures, and programs. Each program is organized alphabetically in a 3 Ring Binder**
- Q. Will I have access to DPA's Janitorial/Sanitary Division?**
- A. Yes – that is just one of the benefits you have by joining DPA. You will immediately expand your distribution by offering Name Brand Janitorial and Sanitary products. You have a choice to work with DPA partner Janitorial Distributors or directly with each partner supplier. You can also buy through two large DPA wholesale suppliers, R3 & LagasseSweet.**
- Q. How do I become a DPA Distributor Member? I want to Join!**
- A. Contact DPA for a membership packet (w/ a list of DPA partner suppliers) and fill out and return the enclosed membership application.**

***DPA Headquarters: (800) 652-7826***

***Strength in Numbers***