

## **DEFINITION FOR CAFA MEMBERSHIP**

**Converter** – A company that purchases substantial quantities of jumbo coated abrasive cloth, paper or non-woven products. This company stocks and converts these products into belts, rolls, sheets, discs, etc. (exclusive of rolls only) for purposes of resale. This company shall be based in North America.

**Converter/Associate** – A company whose primary business is as a converter but which may also market associated products to the coated abrasive industry. This company does not manufacture jumbo abrasive products. This company is independently owned by the Converter. This company shall be based in North America.

**Associate** i. – A manufacturer which offers for sale jumbo rolls of abrasive cloth, paper or non-woven products for sale to the converting industry. Solicitation of products converted outside of North America is prohibited unless said products are warehoused in the United States. ii. A company which manufactures and offers for sale equipment for the conversion of abrasive cloth, paper or non-woven products. iii. A company which supplies joining tapes and or adhesives to the converting industry. iv. A company which manufactures knives or dies for use in the coated abrasive industry. v. A company which manufactures backing pads, mandrels, and other hardware items for use in the coated abrasive industry. vi. A company which manufactures bonded abrasives.