

International Biocontrol Manufacturers Association

Attention: Isabelle Pinzauti Babrzyński
Advocacy and Communication Manager

Rue de Trèves 61
1040 Brussels, BELGIUM

E-mail: isabelle.pinzauti@ibma-global.org

Dear IBMA Applicant,

Thank you for your interest in becoming a member of the International Biocontrol Manufacturers' Association (IBMA)!

As the voice of the Biocontrol industry IBMA represents all its members to promote them and bring to the market via proportionate regulation these green innovative and effective technologies for sustainable agriculture, allowing the farmers to grow healthy, productive and profitable crops. Your participation makes our voice and association stronger!

IBMA member companies are expected to participate in IBMA National Group activities in the case that a national association exists in their country and will also be required to conform to the rules and statutes of that national group, including the payment of IBMA National Group membership fees.

It is expected that, as a member of IBMA, you adhere to the Charter of Principles and contribute to appropriate forums including the AGM, Annual Assembly, National Groups and Professional Groups.

To apply for membership, please fill in the membership application form. Please return the signed form and Charter of Principles by e-mail to: Isabelle Pinzauti Babrzyński, Advocacy and Communication Manager (isabelle.pinzauti@ibma-global.org).

The administrative process of your admission may last between 15 days (fast track) up to 6 weeks (normal process). After approval of your application by our Executive Committee, you will receive an invoice for your annual membership fees. Once this invoice is paid, your membership will become effective.

Sincerely,

Isabelle Pinzauti Babrzyński
Advocacy and Communication Manager

Enclosed:

- Membership application form
- IBMA Charter of Principles

Membership Application Form

Name of Company applying for membership

.....

Legal address of company

.....

.....

Trading address of company (if different)

.....

.....

Proposed general company contact name and position held

(This person will be contacted in case of electronic votes or other decisions on association matters)

.....

VAT number of company

.....

Names of principal executives in company

.....

Telephone number:

E-mail:

Website:

Proposed IBMA Professional Groups of interest:

IBCA (Macrobials):

Level of involvement: Wishes to participate Wishes to be informed

Proposed company Professional Group contact name and position held
.....
Telephone number.....
E-mail

Microbials:

Level of involvement: Wishes to participate Wishes to be informed

Proposed company Professional Group contact name and position held
.....
Telephone number.....
E-mail

Semiochemicals:

Level of involvement: Wishes to participate Wishes to be informed

Proposed company Professional Group contact name and position held
.....
Telephone number.....
E-mail

Natural Substances:

Level of involvement: Wishes to participate Wishes to be informed

Proposed company Professional Group contact name and position
.....
Telephone number.....
E-mail

Other Points of Contact for IBMA:

Contact for IBMA membership fee invoicing:

E-mail

Newsflash circulation (latest news concerning the association and biocontrol industry):

E-mail

Regulatory affairs:

Wishes to be informed

Proposed company contact name and position held

.....

Telephone number

E-mail

Newsletter circulation (max. 4x/year overview of IBMA work):

Wishes to receive

Proposed company contact name and position held

.....

Telephone number

E-mail

MEMBERSHIP APPLICATION DOSSIER

Annual Membership fees

IBMA membership fees are based on a member company's total annual turnover. Please indicate your membership fee category according to your global turnover for the latest complete financial year:

	<u>Annual product sales</u>	<u>Annual membership fee</u>
<u>“Active members”</u>	<0.5 M Euros	990 Euros
Manufacturing and distribution companies provided that they are conducting their own research and development for their own authorization of biologicals where it is required, under legislation for the markets in which the company operates.	0.5 - 1 M Euros	1320 Euros
	1 - 2 M Euros	1980 Euros
	2 - 5 M Euros	5280 Euros
	5 - 10 M Euros	7920 Euros
	10 - 50 M Euros*	10,560 Euros
	50 - 100 M Euros*	19,800 Euros
	>100 M Euros*	26,400 Euros

“Associated members”

Including distribution companies provided that they are not conducting their own research and development for their own authorisation of biologicals where it is required, under legislation for the markets in which the company operates.	<1 M Euros	726 Euros
	1 - 2 M Euros	1000 Euros
	2 - 10 M Euros	1300 Euros
	> 10 M Euros	2500 Euros

*** Daughter companies**

of members with an annual turnover of at least 10 Million Euros wishing to participate in IBMA activities, may become global associated members without extra charge. For this, please complete one daughter application form for each daughter you.

Number of daughters	—	Free of charge
---------------------	---	----------------

Non-profit organisations etc.

Minimal fee category	363 Euros
----------------------	-----------

Micro SMEs have a free-of-charge membership for the first year of their membership.

Please confirm or update your turnover or fee category to IBMA secretariat prior to the invoicing for the following membership year.

Terms of Payment

Your invoice, with full bank details for payment by bank transfer will be sent to you by e-mail when your membership application and Charter of Principles are accepted by our Executive Committee. **Payment due 60 days from invoice date. By paying the IBMA membership fee the member confirms they adhere to the IBMA Charter of principles.**

Description of Company

Company activity (please include type of business activity, any mission statement, details of length of term trading)

.....
.....
.....
.....
.....
.....
.....
.....

Products or services produced/marketed/sold by the company:

.....
.....
.....
.....
.....
.....
.....
.....

Product registrations held by the company and activities in the regulatory area:

.....
.....
.....
.....
.....
.....
.....
.....

MEMBERSHIP APPLICATION DOSSIER

By signing below, I hereby confirm that the company information provided above is, to the best of my knowledge, accurate and I confirm that I have reviewed and agree to adhere to IBMA Charter of Principles and IBMA Statutes.

I confirm also that I am aware that IBMA members should join National Groups and also participate in National Group activities in the case that a national association exists in my country and countries in which my company are active in the market and that my company will also be required to conform to the rules and statutes of that national group including the payment of IBMA National Group membership fees.

Date

Company name

.....

.....

Function

Signature

.....

.....

IBMA CHARTER OF PRINCIPLES

As an IBMA member, we hereby agree to respect and conduct our business in accordance with this Charter of Principles and Quality Standards:

1. To promote the concept of biological control methods in sustainable agriculture and in the treatment of amenity and non-cultivated areas, including biocidal uses in animal and human dwellings.
2. To provide safe and effective products.
3. To produce, pack and label products and materials in a safe and effective way.
4. To use processes and materials which are cost and energy effective.
5. To operate with respect for the laws and regulations, soft laws including guidance and advisory best practices (and any modifications, amendments and updates) of each country in which they conduct their business.
6. To operate with respect for the environment.
7. To operate with respect for public health and safety.
8. To provide the best possible advice and assistance to all parties associated with IBMA member company's products.
9. To openly communicate and encourage dialogue with general public.
10. To conduct affairs among IBMA members, competitors, customers, regulatory agencies and the general public in an ethical and respectful manner way.
11. To respect the right of other IBMA members to bring their products to market and develop and promote them for use in a sustainable manner in IPM systems without hindrance.
12. To adhere to the FAO Code of Conduct ISPM3 and International Code of Conduct on Pesticide Management .
13. To respect the Nagoya Protocol on Access to Genetic Resources and Equitable Sharing of Benefits Arising from their Utilization (ABS) to the Convention on Biological Diversity.

We are therefore entitled to benefit from this responsible engagement by using the IBMA logo on our labels and commercial documents.

.....

Date

Name

Company

.....

Signature

.....

Company Stamp

Please return this document duly signed and stamped with your membership application form by e mail to the Communication and Operations Manager, Isabelle Pinzauti Babrzyński, (isabelle.pinzauti@ibma-global.org).

Antitrust Policy and Guidance at Meetings

ANTITRUST ISSUES EXPLAINED

While some activities among competitors are both legal and beneficial to the industry, group activities of competitors are inherently suspect under the anti-trust laws. Agreements or combinations between or among competitors need not be formal to raise questions under anti-trust laws, but may include any kind of understanding, formal or informal, secretive or public, under which each of the participants can reasonably expect that another will follow a particular course of action.

Each of you is responsible to see that topics which may give an appearance of an agreement that would violate the anti-trust laws are not discussed at your meetings. It is the responsibility of each participant in the first instance to avoid raising improper subjects for discussion. This reminder has been prepared to assure that participants in meetings are aware of this obligation.

The DOs and DON'Ts presented below highlight only the most basic anti-trust principles. Each participant in a meeting should be thoroughly familiar with his/her responsibilities under the anti-trust laws and should consult counsel in all cases involving specific situations, interpretations or advice.

DON'T

DO NOT, in fact or appearance, discuss or exchange information regarding:

- individual company prices, price changes, price differentials, mark-ups, discounts, allowances, credit terms, etc., or data that bear on price, e.g. costs, production, capacity, inventories, sales, etc.
- industry pricing policies, price levels, price changes, differentials, etc.
- changes in industry production, capacity or inventories.
- bids on contracts for particular products; procedures for responding to bid invitations.
- plans of individual companies concerning the design, production, distribution or marketing of particular products, including proposed territories or customers.
- matters relating to actual or potential individual customers or suppliers that might have the effect of excluding them from any market or of influencing the business conduct of firms toward such suppliers or customers.

DO NOT discuss or exchange information regarding the above matters during social gatherings incidental to meetings, even in jest.

DO

- Have an agenda and adhere to the prepared agenda for all meetings.
- Get minutes taken and object if they do not accurately reflect the discussion and actions taken.
- Protest against any discussions or meeting activities which appear to violate the anti-trust laws; disassociate yourself from any such discussions or activities and leave any meeting in which they continue.
- Refer to appropriate legislation such as EU legislation
http://ec.europa.eu/competition/publications/factsheets/antitrust_procedures_101_en.pdf