



**CANADIAN PAINT  
AND COATINGS  
ASSOCIATION**

**ASSOCIATION CANADIENNE  
DE L'INDUSTRIE DE LA PEINTURE  
ET DU REVÊTEMENT**

## **2015 Manufacturer Member Confidential Dues Forms**

**COMPANY:** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_

City \_\_\_\_\_ Province \_\_\_\_\_ Postal Code and/ or Zip Code \_\_\_\_\_

**TELEPHONE:** \_\_\_\_\_ **FAX:** \_\_\_\_\_

**WEBSITE:** \_\_\_\_\_

**CPCA OFFICIAL REPRESENTATIVE:** \_\_\_\_\_

**TITLE:** \_\_\_\_\_

**EMAIL:** \_\_\_\_\_

**We authorize you to bill us for our dues for the period January 1, 2015 to December 31, 2015 at the rate as determined by the attached schedule and our 2013 sales.**

**Date:** \_\_\_\_\_ **Signature:** \_\_\_\_\_

We declare that our total sales in Canada of the products defined on the back for our fiscal year ended in 2013 were \$ \_\_\_\_\_ and that this figure has been determined in accordance with the instructions listed on page 2. Manufacturer dues are kept confidential by the appropriate staff and are not revealed to any other member company.

We wish to pay our dues \_\_\_\_\_ Quarterly \_\_\_\_\_ Semi-Annually \_\_\_\_\_ Annually.

Please complete and return to:

**MICHELINE FOUCHER  
DIRECTOR, ADMINISTRATION AND MEMBER SERVICES  
CANADIAN PAINT AND COATINGS ASSOCIATION  
170 LAURIER AVENUE WEST, SUITE 608  
OTTAWA, ONTARIO K1P 5V5  
FAX: 613-231-4908  
EMAIL: mfoucher@canpaint.com**

## INSTRUCTIONS FOR COMPLETING THIS FORM:

**Manufacturer Membership** consists of manufacturers of paints, varnishes, lacquers, or kindred products, such as but not limited to, shellac varnishes, removers, thinners, stains, fillers artists' colors, and roof coatings.

**Net Domestic Sales** are the dollar net sales figure appearing in your profit and loss statements for your last fiscal year, excluding those items not applicable to the paint industry subject to the following definition. Net domestic sales are gross domestic sales less returns, allowances, trade, quantity and cash discounts, freight on shipments direct to a customer, and the additional retail mark-up over and above the manufacturer's normal sales price in manufacturer wholly-owned retail store sales. Freight to company warehouses and distribution centers may not be deducted.

## DEFINITIONS OF PRODUCTS TO BE INCLUDED IN NET DOMESTIC SALES:

***Architectural Coatings*** are stock type or shelf goods formulated for normal environmental conditions and general applications on new and existing residential, commercial, institutional, and industrial structures.

***Powder Coatings*** are to be converted to gallons at a rate of 5 lbs. to a gallon.

***Roof Coatings*** include liquid or mastic form, bituminous or latex, fibered or non-fibered, aluminum or colored aluminum, and cements.

***Special Purpose Coatings*** may also be stock type or shelf goods, but differ from general architectural coatings by the fact that they are formulated for special applications and/or special environmental conditions such as extreme temperature, chemicals, fumes, etc.

***Product Coatings –OEM*** are coatings formulated specifically for original equipment manufacturers to meet conditions of application and product requirements, and applied to such products as part of the manufacturing process.

***Water-Borne*** include all coatings where volatile content is predominantly water.

***Solvent-Borne*** include all coatings where volatile content is predominantly organic solvent.

***High Solids*** include putties, glazing materials, and filled spray paint cans.

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## 2015 MANUFACTURER MEMBER DUES SCHEDULE

Class	Minimum Sales	...but not exceeding	Base dues	Incremental rate per \$1,000 of sales	Minimum Sales
1	0	\$2,000,000	<b>\$3,150</b>		
2	\$2,000,000	\$5,000,000	<b>\$3,150</b>	+ 0.95 of excess over	\$2,000,000
3	\$5,000,000	\$10,000,000	<b>\$6,000</b>	+ 0.84 of excess over	\$5,000,000
4	\$10,000,000	\$20,000,000	<b>\$10,200</b>	+ 0.75 of excess over	\$10,000,000
5	\$20,000,000	\$40,000,000	<b>\$17,700</b>	+ 0.70 of excess over	\$20,000,000
6	\$40,000,000	\$80,000,000	<b>\$31,700</b>	+ 0.50 of excess over	\$40,000,000
7	\$80,000,000	\$100,000,000	<b>\$51,700</b>	+ 0.25 of excess over	\$80,000,000
8	\$100,000,000	\$200,000,000	<b>\$56,700</b>	+ 0.20 of excess over	\$100,000,000
9	\$200,000,000	\$999,999,999	<b>\$76,700</b>	+ 0.18 of excess over	\$200,000,000

**See sample of dues calculation on back of page**

## Sample of Manufacturer dues calculations

	Based on 2013 Sales	
	Reported: \$18,260,000 million	
Base Dues		\$ 10,200.00
	Exceeding the minimum in Class 4 on dues schedule by \$8,260,000 Million	
Incremental Rate	$\$8,260,000 \text{ Million} \times 0.75 = 6,195,000.$  $6,195,000. \text{ Divided by } 1,000 \text{ (incremental rate)}$	\$ 6,195.00
		\$ 16,395.00
	HST at 13%	\$ 2,131.35
	<b>Total 2015 Dues Payable</b>	<b>\$ 18,526.35</b>

If you have any questions please do not hesitate to contact us.