



CPCA Member Dues Instructions Sheet

Manufacturer Membership consists of manufacturers of paints, stain and varnishes, lacquers, primers, sealers, undercoaters, topcoats, base coats, UV coatings, powder coatings and roof coatings or kindred products, such as but not limited to adhesives and sealants, removers, thinners, putties, surface cleaners, fillers artists' colours.

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/adhesives and sealants: are stock type or shelf goods formulated for normal environmental conditions and general applications on new and existing residential, commercial, institutional, and industrial structures. They include interior and exterior paints, primers, sealers, varnishes and stains. For example, roof coatings would include liquid or mastic form, bituminous or latex, fibered or non-fibered, aluminum or coloured aluminum, and cements.

Industrial coatings/adhesives and sealants: Include primers, sealers, undercoaters, intermediate coats, and topcoats specially formulated and recommended for professional-only protective application to various types of substrates and exposed to specific indoor or outdoor conditions in an industrial, commercial, or institutional setting. Industrial coatings are usually factory-applied to manufactured goods as part of the production process to decorate and protect a wide variety of products, including motor vehicles, appliances, beverage cans, furniture, machinery and electrical equipment (Product Coatings OEM). However, the most common use of industrial coatings is for corrosion control of steel structures such as offshore platforms and underground pipelines. It also includes industrial maintenance coatings especially intended for the repair/touch up of furniture, container, machinery, aircraft, roofs, etc. being mostly known as "special purpose coatings". Here are some definitions:

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.

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. They include marine paints, high-performance maintenance coatings, automotive refinish paints, transportation markings and aerosol paints. Such coatings are generally used where durability is a key objective.

Here are the five main coating types:

- **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.
- **UV Coatings** refers to surface treatments which either are cured by ultraviolet radiation, or protect the underlying material from its harmful effects.
- **Powder Coatings** include protective, decorative, or both, formed by the application of a coating powder to a substrate and fused into continuous films by the application of heat or radiant energy.



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2020 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	\$3,150		
2	\$2,000,000	\$5,000,000	\$3,150	+ 0.95 of excess over	\$2,000,000
3	\$5,000,000	\$10,000,000	\$6,000	+ 0.84 of excess over	\$5,000,000
4	\$10,000,000	\$20,000,000	\$10,200	+ 0.75 of excess over	\$10,000,000
5	\$20,000,000	\$40,000,000	\$17,700	+ 0.70 of excess over	\$20,000,000
6	\$40,000,000	\$80,000,000	\$31,700	+ 0.50 of excess over	\$40,000,000
7	\$80,000,000	\$100,000,000	\$51,700	+ 0.25 of excess over	\$80,000,000
8	\$100,000,000	\$200,000,000	\$56,700	+ 0.20 of excess over	\$100,000,000
9	\$200,000,000	\$999,999,999	\$76,700	+ 0.18 of excess over	\$200,000,000

Sample of Member Dues Calculations

Class	Reported Sales	...but not exceeding	Base Dues	Incremental Rate per \$1,000 of Sales	Total Calculations
4	\$18,260,000	\$20,000,000	\$10,200	Exceeding the minimum in Class 4 on dues schedule by \$8,260,000 Million	\$10,200
				\$8,260,000 Million x 0.75 = 6,195,000.	\$6,195
				6,195,000. Divided by 1,000 (incremental rate)	\$16,395
				HST at 13%	\$2,131.35
				Total Dues Payable	\$18,526.35



Manufacturer Member Application & Confidential Dues Form

We declare that our total sales in Canada of the products defined on the back for our fiscal year ended in **2018** were

\$		CAD
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This figure has been determined in accordance with the CPCA Member Dues Instructions Sheet.
Manufacturer dues are kept confidential by the appropriate staff.

We wish to pay our dues Quarterly Semi-Annually Annually

Official Representative Name

Title

Company

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Company Address

City

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Province | State

Postal Code | Zip

E-mail

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Phone

Fax

Company Website

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We authorize you to bill us for our dues for the period **January 1, 2020 to December 31, 2020** at the rate as determined by the attached schedule and our **2018** sales.

Date

Signature

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Form Submission

Please complete and return your form to:

Micheline Foucher
Director, Administration
Canadian Paint and Coatings Association
900-170 Laurier Avenue West
Ottawa ON K1P 5V5

Tel: 613.231.3604
Fax: 613.234.4908
mfoucher@canpaint.com