



International Biocontrol Manufacturers' Association  
Isabelle Pinzauti Babrzyński, Communication and Operations Manager  
Rue de Trèves 61  
1040 Brussels, BELGIUM  
E-mail: [isabelle.pinzauti@ibma-global.org](mailto:isabelle.pinzauti@ibma-global.org)

## MEMBERSHIP APPLICATION DOSSIER

Dear IBMA Applicant,

We acknowledge with great satisfaction your wish to become a member of the International Biocontrol Manufacturers' Association (IBMA).

In order to proceed with your application, you will find herewith a membership application form and Charter of Principles, which we kindly ask you to complete and sign and return by e mail as soon as possible to: Isabelle Pinzauti Babrzyński, Assistant to the Executive Director ([isabelle.pinzauti@ibma-global.org](mailto:isabelle.pinzauti@ibma-global.org)).

We draw your attention on the fact that 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, after payment of which, your membership will become effective.

IBMA member companies are encouraged to participate in 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 an obligation under this membership you are active in supporting the biocontrol industry by adhering to the Charter of Principles and contributing to appropriate National Groups and Professional Groups.

With our kind regards

Isabelle Pinzauti Babrzyński  
Communication and Operations Manager

Enclosed:

- Membership application form
- IBMA Charter of Principles



## **Membership Application Form**

Name of Company applying for membership

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Legal address of company

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Trading address of company (if different)

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Proposed general company contact name and position held

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VAT number of  
company.....

Names of principal executives in company:

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Telephone number..... E-mail ..... Web site

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### **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

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Telephone number..... E-mail

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#### **Microbials:**

Level of involvement:                      Wishes to participate                       Wishes to be informed

Proposed company Professional Group contact name and position held

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Telephone number..... E-mail

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**Semiochemicals:**

Level of involvement:                      Wishes to participate                       Wishes to be informed                     

Proposed company Professional Group contact name and position held

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Telephone number..... E-mail

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**Natural and Biochemical Products including Plant extracts:**

Level of involvement:                      Wishes to participate                       Wishes to be informed                     

Proposed company Professional Group contact name and position held

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Telephone number..... E-mail

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**Receiving information:**

**Promotion and events:**

E-mail .....

**Regulatory affairs:**

Wishes to be informed

Proposed company contact name and position held .....

Telephone number.....

E-mail .....

**Newsletter circulation:**

Wishes to receive

Proposed company contact name and position held .....

Telephone number.....

E-mail .....

**Annual Membership fees**

**Annual membership fees are based on member company’s total annual biocontrol turnover:**

	<u>Annual Biocontrol Product Sales</u>		<u>Annual Membership Fee</u>
<b><u>“Active members”</u></b>			
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 M Euros	<input type="checkbox"/>	900 Euros
	0.5 – 1 M Euros	<input type="checkbox"/>	1200 Euros
	1 - 2 M Euros	<input type="checkbox"/>	1800 Euros
	2 – 5 M Euros	<input type="checkbox"/>	4800 Euros
	5 – 10 M Euros	<input type="checkbox"/>	7200 Euros
	10 - 50 M Euros*	<input type="checkbox"/>	9600 Euros
	50 - 100 M Euros*	<input type="checkbox"/>	18,000 Euros
>100 M Euros *	<input type="checkbox"/>	24,000 Euros	

**“Associated members”**

Including manufacturing and 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.	< 2 M Euros	<input type="checkbox"/>	660 Euros
	> 2 M Euros	<input type="checkbox"/>	1200 Euros

**\* Daughter companies of**

members with annual biocontrol 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  330 Euros

**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. It should be paid within 2 months maximum.

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

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**Company products or services:**

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**Company registrations held and position regarding registration:**

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Below, please provide a description (up to 250 words) on the reason for wishing to join the association, what your company can contribute to the association and what you are aiming at receiving from the association if your application for membership is successful.

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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

I confirm also that I am aware that IBMA members are encouraged to participate in 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.

Date ..... Company name .....

Function .....

Signature .....



## 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 Assistant to the Executive Director, Isabelle Pinzauti Babrzyński, ([isabelle.pinzauti@ibma-global.org](mailto:isabelle.pinzauti@ibma-global.org)).



**Annex.**

## **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](http://ec.europa.eu/competition/publications/factsheets/antitrust_procedures_101_en.pdf)