



THE VOICE OF FOOD RETAIL  
Feeding Families Enriching Lives

# 2018 CANADIAN RETAILER/WHOLESALER MEMBERSHIP APPLICATION AND DUES INVOICE



## COMPANY INFORMATION

Company Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Postal Code \_\_\_\_\_

Company Telephone \_\_\_\_\_

Website \_\_\_\_\_

Twitter \_\_\_\_\_ Facebook \_\_\_\_\_ LinkedIn \_\_\_\_\_

## PRIMARY CONTACT INFORMATION

(This person will be listed in the online FMI Membership Directory)

Name \_\_\_\_\_ Title \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Postal Code \_\_\_\_\_

Direct Telephone \_\_\_\_\_

Email \_\_\_\_\_

Administrative Assistant \_\_\_\_\_

Telephone \_\_\_\_\_ Email \_\_\_\_\_

## BILLING CONTACT INFORMATION

(If different from the Primary Contact)

Name \_\_\_\_\_ Title \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Postal Code \_\_\_\_\_

Direct Telephone \_\_\_\_\_

Email \_\_\_\_\_

Administrative Assistant \_\_\_\_\_

Telephone \_\_\_\_\_ Email \_\_\_\_\_

## COMPANY STATISTICS

1. Which category best defines your company?

**FOOD RETAILER**

Primary Wholesaler: \_\_\_\_\_

**FOOD WHOLESALER**

How many independently owned retail food stores does your company serve? \_\_\_\_\_

2. How many retail stores does your company operate? \_\_\_\_\_

3. How many employees does your company have?

Full-time: \_\_\_\_\_ Part-time: \_\_\_\_\_

4. How many in-store pharmacies does your company have? \_\_\_\_\_

5. How many distribution centers does your company operate? \_\_\_\_\_

6. Does your company own any subsidiaries?

Yes

No

If yes, please provide the names of the subsidiaries and primary contacts (including address, phone, etc.) on the last page of this application.

7. Does your company operate any divisions?

Yes

No

If yes, please provide the names of the divisions and primary contacts (including address, phone, etc.) on the last page of this application.

8. Does your "Doing Business As" name differ from your company name on the first page?

Yes

No

If yes, please provide the name(s) under which your company does business.

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**CALCULATING YOUR MEMBER DUES**

**Under FMI Bylaws, each member must complete in full the dues calculation. Your sales figures will be kept confidential.**

Your membership dues are based on your total company sales from January 1 – December 31, 2017. Include the sales of any food store or wholesaler operation in which you hold more than a 50% interest. Holding companies should not include the sales of subsidiaries or associated companies which have separate dues-paying FMI memberships.

For the purposes of calculating your dues, you should include total grocery sales, which consists of the following categories:

- Grocery: food and nonfood
- Perishables: meat, fish, poultry, produce, deli (service deli, self-service refrigerated and packaged meat), bakery in-store, bread and baked goods, dairy, frozen foods
- Alcoholic beverages, floral, health and beauty care, pharmacy and general merchandise.\*

\*General Merchandise should exclude: apparel, appliances, electronics, footwear, hardlines, jewelry, knick-knacks, sporting goods and toys.

You may also exclude gasoline sales.

Please see Dues Table below.

**FMI membership dues are based on your 2017 retail and wholesale sales in U.S. Dollars.**

**2017 Retail Sales** **US\$** \_\_\_\_\_

**2017 Wholesale Sales** **+ US\$** \_\_\_\_\_

**Total Sales on which FMI dues are based** **= US\$** \_\_\_\_\_

<b>Sales</b>	<b>Dues</b>
Up to \$2 million .....	US\$100
\$2 million - \$5 million .....	US\$200
\$5 million - \$10 million .....	US\$300
\$10 million - \$50 million .....	US\$400 <b>+ US\$15 per million dollars over US\$10 million</b>
\$50 million - \$150 million .....	US\$1,000 <b>+ US\$10 per million dollars over US\$50 million</b>
\$150 million - \$500 million .....	US\$2,000 <b>+ US\$5 per million dollars over US\$150 million</b>
\$500 million - \$2 billion .....	US\$3,750 <b>+ US\$3 per million dollars over US\$500 million</b>
More than \$2 billion .....	US\$8,250 <b>+ US\$2 per million dollars over US\$2 billion</b>
Maximum dues .....	US\$10,600

**2018 FMI Dues** **US\$** \_\_\_\_\_

My signature confirms that this dues calculation is an accurate statement of our 2017 sales. **(Must Sign)**

Prepared by \_\_\_\_\_ Title \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

**PAYMENT**

Please make checks payable to **Food Marketing Institute** and mail your completed application along with your check to the following address:

**Food Marketing Institute**  
**Attention: Accounting**  
**2345 Crystal Drive**  
**Suite 800**  
**Arlington, VA 22202**  
**USA**

**THANK YOU FOR JOINING**

If you have any questions, please contact our Membership Department at 202.220.0677  
 or email [membership@fmi.org](mailto:membership@fmi.org)



## SUBSIDIARY/DIVISION INFORMATION

Please use this form to list subsidiary companies and/or divisions of your company. This information will appear in FMI's membership directory, so please provide complete information, including address and primary contact name. Please copy this form if you require additional space. Thank you.

### SUBSIDIARY COMPANY OR DIVISION

Company Name \_\_\_\_\_

Primary Contact \_\_\_\_\_ Title \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Province \_\_\_\_\_ Postal Code \_\_\_\_\_

Telephone \_\_\_\_\_

Website \_\_\_\_\_ Email \_\_\_\_\_

This company is a  Subsidiary  Division

### SUBSIDIARY COMPANY OR DIVISION

Company Name \_\_\_\_\_

Primary Contact \_\_\_\_\_ Title \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Province \_\_\_\_\_ Postal Code \_\_\_\_\_

Telephone \_\_\_\_\_

Website \_\_\_\_\_ Email \_\_\_\_\_

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Address \_\_\_\_\_

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Telephone \_\_\_\_\_

Website \_\_\_\_\_ Email \_\_\_\_\_

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