



2023 Membership Dues Schedule

The Industrial Packaging Alliance of North America (IPANA) has three classes of members: Affiliate Members; Manufacturer Members; and Associate Members.

Affiliate Members

IPANA is comprised of four separate and independent trade associations known as Affiliate Members: the Industrial Steel Drum Institute (ISDI); the Plastic Drum Institute (PDI); the Rigid Intermediate Bulk Container Association (RIBCA); and the International Fiber Drum Institute (IFDI).

Manufacturer Members

This class of IPANA members consists of companies that are engaged in manufacturing new industrial packagings in North America. To qualify as a Manufacturer Member, a company must manufacture new industrial packagings in at least one product category represented by an IPANA Affiliate Member (ISDI – steel drums and/or pails; PDI – plastic drums and/or pails; RIBCA – intermediate bulk containers; and IFDI – fiber drums). A Manufacturer Member must pay yearly dues to IPANA and each Affiliate Member that represents each type of new industrial packaging manufactured by a Manufacturer Member.

IPANA Manufacturer Membership dues are based on the combined total annual sales of all industrial packagings manufactured in the most recently completed fiscal year by a Member Company. Affiliate Manufacturer Membership dues are based on the total annual sales of new industrial packagings in each product category (i.e., steel drums and/or pails, plastic drums and/or pails, IBCs, and fiber drums) manufactured by a Member Company. These amounts must be certified by an independent accounting firm during the membership application process and recertified yearly thereafter. Manufacturers in the “Over \$145 million” may use an internal auditor to certify sales.

Sales	IPANA	ISDI	PDI	RIBCA	IFDI
Under \$5 million	\$ 1,329	\$ 5,300	\$ 500	\$ 1,300	\$500
\$5 million - \$10 million	\$ 2,657	\$ 5,300	\$1,000	\$ 1,950	\$500
\$10.1 million - \$20 million	\$ 4,649	\$ 5,300	\$1,550	\$ 3,200	\$500
\$20.1 million - \$35 million	\$ 7,305	\$ 5,300	\$2,150	\$ 5,000	\$500
\$35.1 million - \$55 million	\$10,626	\$ 7,200	\$2,800	\$ 7,300	\$500
\$55.1 million - \$80 million	\$14,611	\$ 9,400	\$3,500	\$10,050	\$500
\$80.1 million - \$110 million	\$19,260	\$12,000	\$4,250	\$10,050	\$500
\$110.1 million - \$145 million	\$24,573	\$15,750	\$5,050	\$10,050	\$500
Over \$145 million	\$30,550	\$25,000	\$5,900	\$10,050	\$500

Associate Members

This class of IPANA members consists of companies that are engaged in providing goods or services to manufacturers of new industrial packagings in North America. To qualify as an Associate Member, a company must supply either components, accessories, raw materials for production, manufacturing equipment, or services to the Manufacturer Members of at least one product category represented by an IPANA Affiliate Member. Associate Membership requires payment of yearly dues to IPANA and each Affiliate Member that represents each type of new industrial packaging manufacturer to which an Associate Member provides goods or services.

Membership Category	IPANA	ISDI	PDI	RIBCA	IFDI
Component / Accessory Supplier	\$ 2,500	\$ 3,700	\$ 3,500	\$ 3,500	\$500
Raw Material / Equipment Supplier	\$ 2,500	\$ 5,000	\$ 5,500	\$ 3,500	\$500
Third-Party Testing Laboratory	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000