



2024 Membership Dues Schedule

Affiliate Members

The Industrial Packaging Alliance of North America (IPANA) has three membership classes: Manufacturer Member Companies; Associate Member Companies; and Affiliate Members. It was formed as the result of an affiliation between the following four independent trade associations which are considered Affiliate Members:

- Industrial Steel Drum Institute (ISDI);
- Plastic Drum Institute (PDI);
- Rigid Intermediate Bulk Container Association (RIBCA); and,
- International Fiber Drum Institute (IFDI).

Manufacturer Member Companies

This class of IPANA members consists of companies 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 a 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 Member Manufacturer 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 Manufacturer Member Company. These amounts must be certified by an independent accounting firm during the membership application process and recertified yearly thereafter.

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 Member Companies

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 all Affiliate Members that represent new industrial packaging manufacturers to which the Associate Member provides goods or services.

Membership Category	IPANA	ISDI	PDI	RIBCA	IFDI
Component / Accessory Supplier	\$ 2,500	\$ 3,700	\$ 3,500	\$ 3,500	\$ 250
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