FRIEND OF THE SEA

Cleaners | Annual royalties price list

Applies to new contracts only. All amounts are annual royalties in EUR. VAT is excluded and will be added where applicable.

Audit costs are not included. They are quoted separately by the authorised certification body.

Revenue: total company revenue in the previous year.

Scope for pricing: Cleaning products within the proposed certification scope.

Producers, suppliers and end brands

Cleaning-product manufacturers, own-brand contract manufacturers, end brands, traders and distributors.

Products in scope must be listed in the quotation. Product grouping across formulations, sizes, packaging and brands must be agreed before fees are calculated.

Total company annual revenue (EUR)	0 - 10,000	10,000 - 500,000	500,000 - 1 million	1 - 10 million	10 - 25 million	25 - 50 million	50 - 75 million	75 - 100 million	100 - 150 million	150 - 200 million	200 - 300 million	300 - 400 million	400 - 500 million	≥ 500 million
1-4 products Rate per product	Free of charge	€500	€1,000	€1,500	€2,000	€2,500	€3,000	€3,500	€4,000	€4,500	€5,000	€5,500	€6,000	€7,000
5-10 products 20% discount - rate each	Free of charge	€400	€800	€1,200	€1,600	€2,000	€2,400	€2,800	€3,200	€3,600	€4,000	€4,400	€4,800	€5,600
11+ products Flat annual fee	Free of charge	€5,000	€10,000	€15,000	€20,000	€25,000	€30,000	€35,000	€40,000	€45,000	€50,000	€55,000	€60,000	€70,000

Retailers - per country of sale

Number of products	Annual royalty
1-10 products	€1,000 per product
11+ products	€10,000 flat fee