

The Sulphur Institute Membership Application Fiscal Year 2018-2019

INTRODUCTION

Membership in The Sulphur Institute (“The Institute” or “TSI”) provides companies with access to commercial, technical and management leadership within the sulphur and sulphuric acid industries. TSI represents all stakeholders actively engaged in the production, consumption, marketing and handling of sulphur or sulphuric acid, or adding value to the product. The broad focus of the Institute’s program and committee structure allows TSI to achieve success by working together with members to address common concerns, develop new opportunities for the sulphur industry, and promote a positive public image for our industry.

Benefits of Membership include:

- Timely information relevant to the sulphur and sulphuric acid industries;
- Access to TSI’s proprietary information and technical resources;
- Opportunity to participate on sulphur related programs and governing committees;
- Opportunity to participate in drafting responses to government initiatives representing industry interests; and
- Discounted registration fees to TSI hosted events including TSI’s annual Sulphur World Symposium

MEMBERSHIP ELIGIBILITY

Membership with TSI becomes effective upon completion of this Membership Application and approval by the Institute’s Board of Directors. Members of TSI agree to abide by its Bylaws, copies of which are available by request.

Sulphur Producer: Any company engaged in the production of elemental sulphur, sulphuric acid, sulphur contained in pyrites, or sulphur contained in other forms. Annual volume shall include sulphur produced / delivered by the company to others to which title and all internal transfers for use by the company itself has passed to others.

Sulphur Consumer: Any company engaged in the acquisition or purchase of any form of sulphur or sulphuric acid. Annual volume shall include all sulphur acquired or purchased for internal consumption.

Sulphur Marketer: Any company engaged in commercial sulphur transactions that include purchase, sale, and tolling in which sulphur is invoiced in cash or in kind, with regard to all transactions involving change of product ownership on its way to the final consumer. This includes sulphur in all forms transacted and delivered by the company, to include: elemental sulphur, pyrites, sulphur dioxide, hydrogen sulphide, sulphuric acid and other sulphur compounds. Swap transactions are excluded from the calculation of tonnage volumes, since there is no net remuneration for the action.

Activities that would count toward determining Marketer tonnage volumes:

- Traditional sales transaction whereby a company sells sulphur or sulphur products to another company.
- Exchange for unlike material whereby a company obtains the intrinsic value of the material.
- Product tolling transaction whereby a company does not sell, but tolls sulphur or sulphur products into another product and then sells this new product with the prospect of obtaining its intrinsic sulphur value.

Activities that would not count toward determining Marketer tonnage volumes:

- Exchange of like materials or time swaps
- Logistics or other services, whereby a company does not enter into a transaction to buy, sell, toll, swap, or exchange such product, and does not incur market risk for the sulphur or sulphur product. Such logistics / other services may include sulphur transportation, terminaling and solid forming.

Service Provider: Any company affiliated with sulphur not meeting Producer, Consumer or Marketer eligibility and having annual sulphur-related activity (sales or revenue) above US\$ 15,000,000.

Small Company: Any company affiliated with sulphur (any member category above) and having annual sulphur-related activity (sales or revenue) less than US\$ 15,000,000.

Transportation Associate: Any company engaged as either a manufacturer or a carrier of road, rail, or marine transport for sulphur or sulphuric acid.

Consultants, Publishers, Non-Profits: Any company or organization engaged in activities recognized as beneficial to objectives of The Sulphur Institute, not meeting the other Membership Eligibility criteria.

Equipment Suppliers: Any company that manufactures or provides equipment for use by or within sulphur industry facilities.

MEMBERSHIP CATEGORY

Please check applicable Membership Category (only one)

Sulphur Producer	<input type="checkbox"/>	Small Company	<input type="checkbox"/>
Sulphur Consumer	<input type="checkbox"/>	Transportation Associate	<input type="checkbox"/>
Sulphur Marketer	<input type="checkbox"/>	Consultant, Publisher, Non-Profit	<input type="checkbox"/>
Service Provider	<input type="checkbox"/>	Equipment Supplier	<input type="checkbox"/>

CONTACT INFORMATION

Company Information:

Company Name: _____

Street Address: _____

City: _____ State/Province: _____ Zip/Postal Code: _____

Country: _____ Telephone: _____ Facsimile: _____

Website: _____

Official Representative⁽¹⁾:

Full Name: _____

Title: _____

Mailing Street Address: _____

(if different from Company Address)

City: _____ State/Province: _____ Zip/Postal Code: _____

Country: _____ Telephone: _____ Facsimile: _____

E-mail: _____

⁽¹⁾ The **Official Representative** is the member company's primary liaison with The Sulphur Institute and also serves as the **Voting Member Representative** for those Membership Categories that have voting rights on governance matters within the Institute.

MEMBERSHIP DUES

The Base Dues and Tonnage Dues rates were determined by The Sulphur Institute's Board of Directors on April 23, 2018. TSI operates on a fiscal year ("FY") basis from July 1 through June 30. In accordance with TSI's Bylaws, copies of which are available by request, members must notify TSI of their intent to resign membership by December 31 or will be responsible for the next fiscal year dues.

Governing Members: Members in this category are eligible for participation on TSI's Board of Directors and governing committees with full access to all benefits and services.

Sulphur Producers shall pay annual dues of US\$ 19,024 for FY 2018-2019 ("Base Dues"), and an annual volume assessment of US\$ 0.0598 per metric ton (2,204.62 pounds) of sulphur produced / delivered by the company to others for the previous full calendar year 2017 ("Tonnage Dues"). The sum of the Base Dues and Tonnage Dues shall not exceed US\$ 59,810 for FY 2018-2019.

Sulphur Consumers shall pay annual dues of US\$ 19,024 for FY 2018-2019 ("Base Dues"), and an annual volume assessment of US\$ 0.0217 per metric ton (2,204.62 pounds) of sulphur consumed for the previous full calendar year 2017 ("Tonnage Dues"). The sum of the Base Dues and Tonnage Dues shall not exceed US\$ 47,848 for FY 2018-2019.

Sulphur Marketers shall pay annual dues of US\$ 19,024 for FY 2018-2019 ("Base Dues"), and an annual volume assessment of US\$ 0.0217 per metric ton (2,204.62 pounds) of sulphur brokered for the previous full calendar year 2017 ("Tonnage Dues"). The sum of the Base Dues and Tonnage Dues shall not exceed US\$ 47,848 for FY 2018-2019.

Service Providers shall pay annual dues of US\$ 19,024 for FY 2018-2019 ("Base Dues"), and an annual volume assessment of US\$ 0.0107 per metric ton (2,204.62 pounds) of sulphur transacted for the previous full calendar year 2017 ("Tonnage Dues"). The sum of the Base Dues and Tonnage Dues shall not exceed US\$ 22,896 for FY 2018-2019.

Sulphur Associates⁽²⁾: Equipment Suppliers in this category are eligible for participation in Program and Services working groups and staff expertise / resources are available as a fee-based service.

Small Companies shall pay a flat annual dues fee of US\$ 7,177 for FY 2018-2019.

Transportation Associates shall pay a flat annual dues fee of US\$ 4,466 for FY 2018-2019.

Sulphur Affiliates⁽²⁾: Members in this category have access only to the Member's Directory within the Members' Only section of TSI's website. TSI staff / resources, working group access and TSI communications are available as a fee-based service.

Consultants, Publishers and Non-Profit Organizations shall pay a flat annual dues fee of US\$ 1,000 for FY 2018-2019.

Equipment Suppliers shall pay a flat annual dues fee of US\$ 500 for FY 2018-2019.

⁽²⁾ Rates reflect minimum member dues. A member can elect a higher membership category (and corresponding higher dues rate) for additional benefits and services.



The Sulphur Institute
Annual Business Declaration Form
Calendar Year 2017 Activity for Fiscal Year 2018-2019

Members of The Sulphur Institute agree to abide by its Amended and Restated Bylaws (copies of which are available by request). As such, all member companies reporting tonnage are required to complete, sign, and return this Annual Business Declaration Form.

The following guidelines shall be utilized for completion of the Annual Business Declaration Form and determination of TSI membership category designation:

- Members with a single sulphur related business activity shall include all forms of sulphur tonnage / activity within the parent and affiliate companies.
- Members with multiple sulphur related business activities shall include all sulphur and sulphur equivalent tonnage / activity within each member category; however, shall not double count the same sulphur molecules across business activities within the parent and affiliated companies.
- Sulphur in sulphuric acid to be calculated based on sulphur equivalent: three tons sulphuric acid correlates to one ton of sulphur
- One metric ton of sulphur equals 2,204.62 pounds.

Company Name: _____ **Member Category:** _____

Producer, please provide total sulphur metric tonnage (“S”) produced in calendar year 2017 for all three categories.

Elemental “S”: _____ “S” in Sulphuric Acid: _____ “S” in Other Forms: _____

Consumer, please provide total sulphur metric tonnage (“S”) consumed in calendar year 2017 for all three categories.

Elemental “S”: _____ “S” in Sulphuric Acid: _____ “S” in Other Forms: _____

Marketer, please provide total sulphur metric tonnage (“S”) brokered in calendar year 2017 for all three categories. Includes purchase, sale and tolling of “S” tonnage; excludes logistics and supply chain services.

Elemental “S”: _____ “S” in Sulphuric Acid: _____ “S” in Other Forms: _____

Service Provider, please provide total sulphur metric tonnage (“S”) for all three categories in calendar year 2017, which resulted in annual sulphur related revenue exceeding US\$ 15,000,000.

Elemental “S”: _____ “S” in Sulphuric Acid: _____ “S” in Other Forms: _____

Small Company, please affirm your company’s 2017 annual sulphur related revenue did not exceed US\$ 15,000,000; applicable to Producer, Consumer, Marketer, and Service Provider. Affirm: _____ (initials)

Company’s Official Representative:

Signature: _____

Name: _____

Title: _____

Date: _____

Return to:

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