



# Application for Membership: Pump Manufacturer Outside North America

We manufacture pumps wholly outside of North America but sell pumps/pumping systems into the North American market and hereby apply for membership in the Hydraulic Institute. We are interested in becoming active in the following section(s):

- Air Operated     Metering     Systems  
 Centrifugal     Reciprocating     Vertical  
 Rotary

If elected to membership, as approved by the HI Board of Directors, we accept and agree to abide by the Constitution, By-Laws, Member Expectation Statement/Code of Conduct, and Anti-trust guidelines as presently constituted (see www.Pumps.org in "Membership" section) and as may be amended from time to time.

List names of additional Divisions or Business Units to be included with HI Membership. The sales of these Divisions and Business Units must be included in the sales base for dues calculation.

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NAME AND TITLE OF CHIEF EXECUTIVE OFFICER (Printed) \_\_\_\_\_

NAME OF COMPANY (Headquarters entity of all pump manufacturing business units and/or operations) \_\_\_\_\_

ADDRESS \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_

COUNTRY \_\_\_\_\_ POSTAL CODE \_\_\_\_\_

SIGNATURE OF CHIEF EXECUTIVE OFFICER \_\_\_\_\_ DATE \_\_\_\_\_

PHONE \_\_\_\_\_

FAX \_\_\_\_\_

E-MAIL \_\_\_\_\_

### Dues Calculation:

• Total Sales of Pumps & Pump Systems in North America in 2014* .....	\$ _____	x .000325 = (A) \$ _____
• Total Global Sales of Pumps & Pump Systems in 2014* .....	\$ _____	x .0000195 = (B) \$ _____
• Minimum Dues of \$6,800 in 2015 .....	(C) \$ _____	6,800
Total association dues are the largest of (A), (B) or (C) .....		\$ _____
• Plus one time entrance fee of \$3,000.....	\$ _____	+ 3,000
Total association dues and fees .....		\$ _____
• Less \$9,800 due with application: .....	\$ _____	- 9,800
• Balance due upon approval of application.....	\$ _____	

\* No motors included, but close coupled pumps are included. Also includes spare parts and service.

NOTE: Sales figures reported for dues calculation purposes are held in strict confidence by the HI Controller and never shared with other HI staff or members. Entrance fee (\$3,000) and minimum dues (\$6,800), total of \$9,800 must accompany this form. All dues & fees will be returned in full if your application for HI membership is not approved by the HI Board of Directors. A Corporate Profile form, identifying the Standards Voting Representative and other information required for committee and HI membership records shall be completed upon approval of the membership application. Similar forms should be completed for each associated Division or Business Unit. The application for membership will be reviewed/approved by the HI Board within 30 days of receipt. The balance is billed and due upon approval.

### To apply:

Mail this completed form along with your check for \$9,800 to:

**Hydraulic Institute, Inc.**  
**6 Campus Drive, First Floor North**  
**Parsippany, NJ 07054**

Questions should be addressed to Mary Silver,  
 Director, Marketing & Membership: 973.267.9700 x117.

**Vision:** To be a global authority on pumps and pumping systems

**Mission:** To be a value-adding resource to member companies, engineering consulting firms, and pump users worldwide by:

- Developing and delivering comprehensive industry standards
- Expanding knowledge by providing education and tools for the effective application, testing, installation, operation, maintenance, and performance optimization of pumps and pumping systems
- Serving as a forum for the exchange of industry information

### **Member Expectations**

As a membership organization, the Hydraulic Institute is charged with enacting the vision, mission and strategic plan approved by our membership. We exist to serve our members, standards partners and the global community of pump users but we cannot do this alone. HI's success since its inception in 1917 has been the result of countless dedicated volunteers working together to achieve common goals. As an HI member please consider how you can best add value to your organization through HI and, just as importantly, how you can add value to HI through your organization. In this regard, we expect that you will promote:

- Membership in HI to other eligible prospective members
- Active participation in HI events and committees by your company CEO, marketing and engineering staff
- Purchase and use of ANSI/HI standards and guidelines
- Enrollment in HI and PSM educational programs
- Becoming a PSM Training Partner
- Contribution of data for HI statistical reports
- Use of HI member services including HI CareerHQ, economic reports, International Trade Task Force and WebLink sponsorship
- Use of the "Member of HI" logo on your corporate website and in your product literature

### **HI Member Code of Conduct**

WE HOLD that a responsibility of participants in the world pump industry is to be a constructive force in business.

WE HOLD that to discharge this responsibility, companies must recognize an obligation, not only to their customers, but to the public and to each other. As a business, it must operate within the framework of competition because keen and vigorous competition, honestly conducted, is necessary to the growth and the health of business world-wide. Unethical business practices in the pump industry lead to financial waste, dilution of product quality, diversion of effort, loss of trust and prestige, and weaken public confidence in products and the industry.

WE HOLD that member companies must not only obey applicable laws and regulations, but also must compete on merit and not by attempts at discrediting or disparaging a competitor or its products; or by deceptive advertising or promotion; or by circulating harmful rumors about another business; or by making unwarranted claims of particular skill in manufacturing products; or by unlawfully copying the products or taking the intellectual property of another company; or by any conduct offensive to business or the public generally.

WE RECOGNIZE that there will be areas subject to honestly different interpretations and judgment. Nevertheless, this Code is adopted in the belief that sound and ethical business practices constitute good policy and good business for our members.

TO THESE ENDS the HYDRAULIC INSTITUTE has adopted this Code as being in the best interests of its members, their customers, and the general public. The association believes that this Code's provisions can serve as a guide to the kinds of business conduct that experience has shown to be wise, foresighted and constructive. By accepting membership in the association, the members agree to follow it. Clear and willful violations of this Code by a member may be referred to the Board of Directors of the association for appropriate action, including possible termination of membership pursuant to the applicable provisions of the Constitution and By-Laws of the HYDRAULIC INSTITUTE.