



## Application for Membership: Pump Manufacturer Outside North America

We manufacture (machining or fabrication and assembly of pump units) 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 | <input type="checkbox"/> | Metering      | <input type="checkbox"/> |
| Rotary       | <input type="checkbox"/> | Vertical      | <input type="checkbox"/> |
| Centrifugal  | <input type="checkbox"/> | Reciprocating | <input type="checkbox"/> |
| Systems      | <input type="checkbox"/> |               |                          |

The undersigned company hereby applies for membership in the Hydraulic Institute. If elected to membership, as approved by the HI Board of Directors, we accept and agree to abide by the By-Laws, Code of Conduct, and Anti-trust Guidelines as presently constituted (see [www.Pumps.org](http://www.Pumps.org) in "Membership" section) and as may be amended from time to time.

NAME AND TITLE OF CHIEF EXECUTIVE OFFICER (Printed)

NAME OF COMPANY

ADDRESS LINE 1

ADDRESS LINE 2

CITY STATE/PROVINCE ZIP/POSTAL CODE COUNTRY

SIGNATURE OF CHIEF EXECUTIVE OFFICER DATE

PHONE

EMAIL

FAX

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.

### DUES & FEES:

Minimum annual dues are \$11,920. There is a one-time application fee of \$3,000 which is waived for former members.

### DUE WITH APPLICATION:

- ☐ \$14,920 (new member)  
☐ \$11,920 (former member)

### DUE UPON APPROVAL:

Use our online calculator at [www.pumps.org/Dues](http://www.pumps.org/Dues) to estimate your total annual dues, which is based on sales. The balance, if any, will be invoiced upon approval of your membership.

### TOTAL PRIOR YEAR SALES OF PUMPS

North American pump sales, including imports, plus exports:

\$ \_\_\_\_\_

**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. All dues & fees will be returned in full if your application for HI membership is not approved by the HI Board of Directors. The application will be acted upon by the HI Board within 30 days of receipt.

### TO APPLY:

Mail this completed form along with your check or wire transfer instructions to:

**Hydraulic Institute**  
**300 Interpace Parkway,**  
**Building A Parsippany, NJ**  
**07054**

Questions should be addressed to Melissa Cosme, Manager, Membership & Business Development:  
862-242-5975 [mcosme@pumps.org](mailto:mcosme@pumps.org)

**The Hydraulic Institute Mission:** Advancing the pump manufacturing industry by becoming the world's resource for pumping solutions by: Addressing Pump Systems, Developing Standards, Expanding Knowledge and Resources, Educating the Marketplace and Advocating for the Industry. For more information on the Hydraulic Institute, visit [www.Pumps.org](http://www.Pumps.org).

### **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 ask that you promote:

- Membership in HI to other eligible prospective members
- Active participation in HI events and committees by your company CEO, marketing and engineering staff
- Use of ANSI/HI standards and guidelines
- Enrollment in HI and PSM educational programs
- Participation in HI statistical reports
- Use of the "Proud Member" 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.