


FRIEND OF THE SEA ANNUAL ROYALTIES PRICE LIST - rev. 02/2018

This price list applies to **new contracts only**

All prices are net, not including VAT, to be added when due

Audit costs are NOT INCLUDED in this pricelist because they are quoted directly by the relevant accredited Certification Body (RINA Services SpA, DNV GL and Control Union).

Product: product of any size, packaging and brand from the same species. (eg: Brand X and Brand Y yellowfin tuna 150, 250 grs cans)

Revenue: total company revenue of the previous year

PRODUCERS and/or CONTRACT MANUFACTURERS WITH OWN BRAND / SHIP OWNERS and/or THIRD PARTY SUBCONTRACTORS OF NON-INDUSTRIAL VESSELS

Total Company Annual Revenue (EUR)	0 ÷ 10.000	10.000 ÷ 500.000	500.000 ÷ 1 mil	1 mil ÷ 10 mil	10 mil ÷ 25 mil	25 mil ÷ 50 mil	50 mil ÷ 75 mil	75 mil ÷ 100 mil	100 mil ÷ 150 mil	150 mil ÷ 200 mil	200 mil ÷ 300 mil	300 mil ÷ 400 mil	400 mil ÷ 500 mil	≥ 500 mil
1 ÷ 4 products (species): rate each 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 (species): 20% discount - rate each product		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 (species): forfait rate		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)

1 ÷ 10 product (species) carrying Friend of the Sea logo: rate each product	1.000 €
≥ 11 products (species): forfait rate	10.000 €

(*) INDUSTRIAL VESSELS (OWN PROPERTY and/or THIRD PARTY SUBCONTRACTORS)

number of vessels	1 ÷ 3 VESSELS	≥ 4 VESSELS
1st product (species): rate each vessel	2.000 €	1.600 €
each additional product (species): rate each vessel	+ 300 €	

() Industrial vessels are intended as vessels with freezing facilities and/or factory vessels and/or over 50 m. and/or over 250 tons*

FOOD SUPPLEMENTS DISTRIBUTORS (BRAND OWNERS) / CONTRACT MANUFACTURER (also with NO OWN BRAND)

Standard rate per fish oil products (incl. from trimmings and bycuts)	1.000 €
Standard rate per krill oil products	1.000 €
Standard rate per other products (e.g. coral, seaweed, etc.)	1.000 €

Please contact us to check if your supplier has a special agreement, which guarantees to its customer a different rate.

CATERING (per Country of sale)

Simple mention of presence of some Friend of the Sea certified products (species)	FREE OF CHARGE
Certification as Friend of the Sea Catering - ≤ 5 Restaurants / Points of Sale	1.000 €
Certification as Friend of the Sea Catering - 6 ÷ 10 Restaurants / Points of Sale	2.000 €
Certification as Friend of the Sea Catering - 11 ÷ 50 Restaurants / Points of Sale	3.000 €
Certification as Friend of the Sea Catering - 51 ÷ 100 Restaurants / Points of Sale	5.000 €
Certification as Friend of the Sea Catering - ≥ 101 Restaurants / Points of Sale	10.000 €