



Electronic Retailing Association Europe
The Association for the Multi-Channel Home Shopping Industry

ERA Europe membership dues 2018

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<p>ERA Europe members* pay dues based on the following criteria:</p> <p>Core member - Retailers: on total annual European revenues derived from direct response sales to consumers (Electronic Retailing, catalogues & all Direct Marketing Media) and/or other retailers.</p> <p>Core member - Suppliers of products: on total annual revenues derived from Direct Response Business.</p> <p><u>Please note:</u> European subsidiaries of ERA (US) member companies paying full dues outside of Europe / Middle East pay ERA Europe dues based on their own annual revenue. They are entitled to a 20% discount – with minimum dues of € 3000.</p> <p>Associated/Observer members: Suppliers of added value services to electronic retailers, such as media agencies, fulfilment houses, payment processing organizations, TV channels selling airtime only etc. Annual European revenues relate to home shopping/ DRTV business.</p> <p>Individual entrepreneur / consultant: to support both newcomers to the industry and those who are smaller marketers and key service providers. Strictly defined as companies with 1 – 3 permanent staff including the managing executive.</p> <p>Additional Subsidiary listing: this fee applies to national subsidiary companies whose parent companies are full paying members of ERA Europe. The fee entitles the subsidiary company to a separate listing in the membership listing and full voting rights.</p> <p>*companies in Europe and Middle Eastern countries</p>	<p>1. Core members</p> <table border="1"> <thead> <tr> <th>Level</th> <th>Annual revenue</th> <th>Fee</th> </tr> </thead> <tbody> <tr> <td>L1</td> <td>€ 0 to € 6.2 million</td> <td>€ 3 195</td> </tr> <tr> <td>L2</td> <td>€ + 6.2 to € 12.4 million</td> <td>€ 5 310</td> </tr> <tr> <td>L3</td> <td>€ +12.4 to € 24.8 million</td> <td>€ 7 420</td> </tr> <tr> <td>L4</td> <td>€ +24.8 to € 37.1 million</td> <td>€ 9 580</td> </tr> <tr> <td>L5</td> <td>€ +37.1 to € 49.5 million</td> <td>€ 11 750</td> </tr> <tr> <td>L6</td> <td>€ +49.5 to € 61.8 million</td> <td>€ 13 850</td> </tr> <tr> <td>L7</td> <td>€ +61.8 to € 86.5 million</td> <td>€ 17 000</td> </tr> <tr> <td>L8</td> <td>€ +86.5 to € 112 million</td> <td>€ 18 650</td> </tr> <tr> <td>L9</td> <td>> € 112 million</td> <td>€ 20 200</td> </tr> </tbody> </table> <p>2. Associated/Observer members:</p> <p>Revenues derived from Direct Response Services</p> <table border="1"> <thead> <tr> <th>Level</th> <th>Annual revenue</th> <th>Fee</th> </tr> </thead> <tbody> <tr> <td>L1</td> <td>< € 3.1 million</td> <td>€ 1 600</td> </tr> <tr> <td>L2</td> <td>€ 3.1 to € 9.3 million</td> <td>€ 2 675</td> </tr> <tr> <td>L3</td> <td>> € 9.3 million</td> <td>€ 3 700</td> </tr> </tbody> </table> <p>3. Individual entrepreneur/consultant:</p> <table border="1"> <thead> <tr> <th>Level</th> <th>Annual revenues</th> <th>Fee</th> </tr> </thead> <tbody> <tr> <td>L1</td> <td>< € 6.2 million</td> <td>€ 1 600</td> </tr> <tr> <td>L2</td> <td>€ 6.2 to € 12.4 million</td> <td>€ 2 675</td> </tr> <tr> <td>L3</td> <td>> € 12.4 million</td> <td>€ 3 700</td> </tr> </tbody> </table> <p>4. Additional Subsidiary listing: € 1 600</p>			Level	Annual revenue	Fee	L1	€ 0 to € 6.2 million	€ 3 195	L2	€ + 6.2 to € 12.4 million	€ 5 310	L3	€ +12.4 to € 24.8 million	€ 7 420	L4	€ +24.8 to € 37.1 million	€ 9 580	L5	€ +37.1 to € 49.5 million	€ 11 750	L6	€ +49.5 to € 61.8 million	€ 13 850	L7	€ +61.8 to € 86.5 million	€ 17 000	L8	€ +86.5 to € 112 million	€ 18 650	L9	> € 112 million	€ 20 200	Level	Annual revenue	Fee	L1	< € 3.1 million	€ 1 600	L2	€ 3.1 to € 9.3 million	€ 2 675	L3	> € 9.3 million	€ 3 700	Level	Annual revenues	Fee	L1	< € 6.2 million	€ 1 600	L2	€ 6.2 to € 12.4 million	€ 2 675	L3	> € 12.4 million	€ 3 700
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