



## **Fees for Green Seal Certification under GS-37 Standard for Cleaning Products for Industrial and Institutional Use**

*Green Seal's fees are based on the type of product under review (original product, private label, similar or nearly identical product), number of products submitted for certification and the company's total annual revenue. The fees reflect the basic cost of evaluating, certifying, and monitoring products under a contractual application and license agreement with Green Seal, Inc. As a 501(c)(3) non-profit organization, Green Seal uses the revenue from fees to help us realize our mission to create a more sustainable world.*

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### **Evaluation and Monitoring Fees**

**Evaluation and monitoring fees apply to all Green Seal-certified products** however discounts may apply. Please ***click the buttons*** below for details on fees for specific types of products. If you have questions about fees, please contact Green Seal at (202)872-6400 or email [certification@greenseal.org](mailto:certification@greenseal.org).

#### ***Evaluation for Certification***

Each product is evaluated to verify that it meets the applicable standard. The full evaluation fee is due at the time of application. The evaluation fee covers the evaluation of each product's components, and materials and literature that include reference to Green Seal. Out-of-pocket costs, such as costs for travel for an on-site audit or for any necessary product tests, are not included in the evaluation fee.

[Evaluation Fees](#)

#### ***Compliance Monitoring***

Once a product is certified, periodic compliance monitoring is conducted to ensure that the requirements for certification are still being met. Monitoring involves a review of the product and ancillary materials similar to the initial certification evaluation. Compliance monitoring fees include the review, and the 12-month license to use the Green Seal Mark, and are due annually on or before the anniversary of certification.

[Monitoring Fees](#)

*See next page for links to reduced fees and discounts.*



## **Reduced Fees and Discounts**

### ***Related Products***

Related products may be similar in that only one or two substantive changes have been made to a Green Seal-certified product, or they may be nearly identical, just a different brand name or package size. Discounts may apply to products that are similar or nearly identical to the original certified product.

[Fees for Related Products](#)

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### ***Private Label Products***

Private label products are products with the same formulation, but sold under a different brand name from the certified product and by someone other than the original certified product manufacturer.

Private label products must be evaluated and certified under the same standard as the original certified product.

[Fees for Private Label Products](#)

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### ***Products Certified by Ecolabelling Partners***

Products that have already received certification through organizations with which Green Seal has a reciprocity agreement may be eligible for a discount. Call (202)872-6400 to obtain fee information.

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### ***Dual Certification Discount***

Many products can meet the requirements of more than one Green Seal standard, allowing companies to market their certification to multiple audiences (e.g., retail and institutional purchasers). Companies that would like to have products certified to more than one Green Seal standard should call (202)872-6400 to obtain fee information.

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### ***Certified Product Manufacturer Discount***

In order to encourage innovation and new product development, Green Seal offers manufacturers of currently Green Seal-certified products a 10% discount on the evaluation fee for a single product submission.



### **Evaluation Fees for Original Products**

A “Single Product” is one formulation or configuration based on unique attributes, and “Multiple Products” are distinctly different from each other. All Multiple Products must be submitted at the same time, but may be under two or more standards. Products are not defined by brand name or package size and may encompass more than one SKU. We are frequently able to combine products under one product fee. Contact us for more information.

[Click here for fees for similar or nearly identical products.](#)

<b>Tier V</b> Annual sales/revenue less than \$5 million	Single Product	Multiple Products (fee per product)	
	\$3,500	2-4 products	5 or more products
\$3,000		\$2,800	

<b>Tier IV</b> Annual sales/revenue \$5 million to \$20 million	Single Product	Multiple Products (fee per product)	
	\$6,000	2-4 products	5 or more products
\$4,500		\$3,900	

<b>Tier III</b> Annual sales/revenue \$20 million to \$100 million	Single Product	Multiple Products (fee per product)	
	\$7,500	2-4 products	5 or more products
\$5,625		\$4,875	

<b>Tier II</b> Annual sales/revenue \$100 million to \$500 million	Single Product	Multiple Products (fee per product)	
	\$8,500	2-4 products	5 or more products
\$6,375		\$5,525	

<b>Tier I</b> Annual sales/revenue \$500 million or over	Single Product	Multiple Products (fee per product)	
	\$9,500	2-4 products	5 or more products
\$7,125		\$6,175	

#### ***Re-evaluation or Change Fees***

If more than one series of evaluations must be conducted, Green Seal may require additional fees either hourly or as an added one-time evaluation fee at our discretion based on the estimated amount of additional review work that will be required.

Examples of more than one series of evaluations include (but are not limited to) the following:

- Multiple formula changes;
- Repeated performance testing;
- Multiple label iterations;
- Multiple alternative raw materials or more than one synthetic fragrance.



### Annual Monitoring Fees for Original Products

<b>Tier V</b> Annual sales/revenue less than \$5 million	Single Product	Multiple Products (fee per product)	
	\$2,450	2-4 products	5 or more products
		\$2,375	\$2,300
<b>Tier IV</b> Annual sales/revenue \$5 million to \$20 million	Single Product	Multiple Products (fee per product)	
	\$4,200	2-4 products	5 or more products
		\$3,150	\$2,725
<b>Tier III</b> Annual sales/revenue \$20 million to \$100 million	Single Product	Multiple Products (fee per product)	
	\$5,250	2-4 products	5 or more products
		\$3,950	\$3,425
<b>Tier II</b> Annual sales/revenue \$100 million to \$500 million	Single Product	Multiple Products (fee per product)	
	\$5,950	2-4 products	5 or more products
		\$4,475	\$3,875
<b>Tier I</b> Annual sales/revenue \$500 million or over	Single Product	Multiple Products (fee per product)	
	\$6,650	2-4 products	5 or more products
		\$4,975	\$4,325



## Fees for Certification under GS-37 Standard for Cleaning Products for Industrial and Institutional Use

### Reduced Fees

#### Fees for Related Products

Multiple product fees listed apply to multiple products submitted at the same time. Auditor and travel charges to inspect the production facility, where necessary, are in addition to these fees.

#### *For Additional Similar Products*

These are products where one or two formulation changes have been made to a currently certified product, e.g. different dye, different fragrance.

Evaluation Fee:	\$1,250
Annual Monitoring Fee:	\$1,000

*If the products are beyond the scope\* of an Additional Similar Product, or if additional manufacturing sites must be inspected, the applicant will be responsible for additional fees and/or expenses.*

#### *For Additional, Nearly Identical Products*

These are products with no change in formulation, but minor changes such as the addition of a brand name or an additional package size.

	Single Product	Multiple Products (fee per product)
Evaluation Fee:	\$350	\$350 + \$100 per each additional product
Annual Monitoring Fee:	\$350	\$350 + \$100 per each additional product

*If product evaluation beyond the scope\* of a Nearly Identical Product is necessary, the applicant will be responsible for any additional fees.*

#### Fees for Private Label Products

Private label products must be evaluated under the same standard as the original certified product. Additional products must be submitted at the same time.

Evaluation Fee:	\$750 + \$400 for each additional product
Annual Monitoring Fee:	\$750 + \$400 for each additional product

\*An evaluation is *beyond the scope* when more products or more extensive product reviews are required than originally indicated in the application (i.e., an Additional Similar Product review instead of a Nearly Identical Product review). In this case the evaluation fee will be adjusted to reflect the actual scope of the review.

Fees listed in this document are subject to change. For more information, please call (202) 872-6400, visit [www.greenseal.org](http://www.greenseal.org) or email us at [certification@greenseal.org](mailto:certification@greenseal.org).

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Have questions about our fees? Call Green Seal at (202)872-6400 or email [certification@greenseal.org](mailto:certification@greenseal.org) 2/13