



2012 IBWA Distributor Membership Dues Form

DISTRIBUTOR MEMBERSHIP

IBWA Distributor members are companies that **do not bottle water and are distributors for IBWA Bottler members**, and have sales in the United States (whether or not the company is located in the United States).

Dues for Distributor members are based on gross sales and start at **\$1,093.00** for gross sales of \$500,000 or less. See *page 2, Section III* for additional information. Total payment for new members is due at the time of application.

I. CONTACT INFORMATION

Company Name _____

Address _____

City/State/Zip or Postal Code _____

Country _____

Website _____

(The IBWA website lists all member company websites and provides hyperlinks to those sites)

Telephone _____ Fax _____

Customer/Consumer Information Number _____

COMPANY CONTACTS

Primary Representative _____

(Primary contact person to receive all communications from IBWA, including renewal notices and industry alerts)

Title _____

Direct Dial Number/Extension _____ Direct Fax _____

Email Address _____

Alternate Representative _____

(Additional company employee to receive communications from IBWA as part of the membership)

Title _____

Direct Dial Number/Extension _____ Direct Fax _____

Email Address _____

Attach a separate sheet if you would like to designate additional representatives to receive information and IBWA publications

2012 IBWA Distributor Membership Dues Form

(Company information and information about gross sales are confidential and will be used by IBWA only in aggregate form with information from other IBWA members, when advocating for the bottled water industry with legislators and regulators)

II. COMPANY INFORMATION

Number of Employees _____

List IBWA Bottler member(s) for whom your company distributes.

My company is a distributor of bottled water for the following IBWA Bottler member(s):

1. _____
2. _____
3. _____

III. DISTRIBUTOR DUES CALCULATION

Distributor dues are based on gross sales from the previous year.

MY 2011 GROSS SALES WERE: _____

Use the schedule below to calculate IBWA dues.

Total 2011 Gross Sales	Dues Payment/Formulas
\$1 - \$500,000	= \$1,093
\$500,001 - \$2,000,000	= Total Gross Sales x 0.00218
\$2,000,001 - <i>and greater</i>	= \$4,360 + (0.001748 x Total Gross Sales in excess of \$2,000,000)

TOTAL IBWA DUES: _____

IV. PAYMENT INFORMATION

On-time Payment Discount

New and renewing member companies that pay in full by January 31, 2012, may deduct **\$109.00** from their dues payment.

- | | | |
|---|----|--|
| A. Annual Dues | \$ | |
| B. Voluntary Contribution to the Drinking Water Research Foundation (DWRF) | \$ | |
| C. TOTAL AMOUNT ENCLOSED
<i>(If paying by check, make check payable to IBWA; U.S. funds only)</i> | \$ | |

**2012 IBWA Distributor Membership
Dues Form**

PAYMENT TYPE – SELECT ONE

(Due to rising processing costs, we would greatly appreciate your payment by check, when possible)

Check enclosed _____

Credit card _____

IBWA currently accepts the following credit cards for payment of membership dues:

MasterCard Visa American Express Discover

Please check the name of the card you are using and complete the information below.

Amount to be charged	\$ _____
Card Number	_____
Expiration Date	_____
Cardholder's Signature	_____
Cardholder's Name <i>(please print)</i>	_____

SEND YOUR COMPLETED DUES FORM ALONG WITH PAYMENT TO THE IBWA MEMBERSHIP DEPARTMENT:

**By IBWA By 703-683-4074 By email: ibwainfo@bottledwater.org
mail: 1700 Diagonal Road Suite 650 fax:
Alexandria, VA 22314**

For membership questions, contact the IBWA Membership Department at 703-647-4615 or dcarpenter@bottledwater.org.

NOTE: MEMBERSHIP DUES ARE PAYABLE ON JANUARY 1 OF EACH YEAR

GENERAL INFORMATION

- Dues paid to IBWA are deductible as an ordinary business expense but NOT deductible as “charitable” contributions for Federal Income Tax purposes. The portion of dues payments used for lobbying expenses by the association is not deductible for Federal Income Tax purposes. The nondeductible portion of your 2012 dues is 11%. Contributions to the Drinking Water Research Foundation (DWRF) are deductible as charitable donations for Federal Income Tax purposes. IBWA tax ID #25-1124210
- \$25 of your dues investment is applied towards your yearly subscription to the *Bottled Water Reporter*

Payment of the above membership dues indicates agreement by the company to abide by the IBWA Bylaws and other rules of membership in IBWA. See the *Member Use of the IBWA Logo* for additional conditions of IBWA Distributor Membership. All sales and other information provided will be kept in the strictest confidence.

“I have calculated my dues payment using the formula provided by IBWA and my company’s sales figures for the previous year.”

Signature _____

Date _____

IBWA Sponsoring Member _____
(if referred by a current IBWA member)

LOGO USE POLICY

MEMBER USE OF THE IBWA LOGO

The IBWA logo, the abbreviation "IBWA" and the inscription "International Bottled Water Association," is a mark owned by IBWA. The IBWA Board of Directors has issued instructions that the IBWA logo "CANNOT BE USED ON ANY LABEL OR ON ANY BOX CONTAINING PRODUCTS FROM OUR MEMBERS." Members may use the IBWA logo on their stationery, advertising, trucks, etc., but NOT on the product or its container/case. With respect to use of the abbreviation IBWA and/or the full inscription on product labels or containers, IBWA Bottler, Distributor and Supplier members are permitted to put the words "An IBWA Bottler (Distributor/Supplier) Member" or "IBWA Member" on the labels of their products. This must be in a straight line. It MUST NOT be bent or circled to imply a special logo, certification or guarantee.

For those Bottler, Distributor and Supplier members who wish to use "An IBWA" Bottler (Distributor/Supplier) Member" on their labels, WE DO REQUIRE that you agree to the following release: "I, for good and valuable consideration, including the license to use the International Bottled Water Association (IBWA) logo and inscription "An IBWA Bottler (Distributor or Supplier) Member," hereby release and agree to indemnify and hold harmless the IBWA from all claims, causes of action, liabilities or obligations of any kind, arising out of, connected with, or predicated upon membership in IBWA or the use of the said logo and inscription, it being thoroughly understood that the use of said symbol and inscription shall never be construed to create any warranty, expressed or implied, for or on behalf of IBWA in any manner whatsoever. Any goodwill derived from use of the mark inures exclusively to the benefit of IBWA. That said IBWA members agree to carry and maintain at their own expense, all necessary product liability insurance adequate to protect IBWA and any third party."

The use of "An IBWA Bottler (Distributor/Supplier) Member" or "IBWA Member" on your label is not required.

Members using the logo in the permitted applications must only print the logo in the official IBWA logo color (PMS #287), or in black, or in a "reverse," where the background paper or other format shows through to form the logo. In no circumstances, can the IBWA logo in whole or in part be modified or duplicated within any company or brand logo.

Use of any mark that is confusingly similar to the IBWA mark is prohibited. Members further acknowledge that they are subject to all terms and conditions established by IBWA for use of its trademarks.

It is incumbent on each IBWA member to abide by this Board policy to ensure that all members enjoy the full benefits of using the mark. Please direct any questions concerning this policy to IBWA at 703-683-5213.