

"The ideas and innovations that can be gained through the IBWA sponsored educational seminars are as important today as they were at its inception. Constantly striving to understand the best way to operate, sell or bottle water should be every member's priority. The IBWA trade show is a one stop shopping opportunity where again we can see and experience the latest and greatest in improvements and changes our supplier members bring to our industry."

Marty Conte, IBWA Distributor Member
Diamond Springs Water, Inc.

IBWA Distributor Member Benefits

Distributor members operate on the front lines of the bottled water industry, interacting regularly with consumers and fielding consumer questions. To help you to better inform your customers, IBWA provides **information and training on the bottled water industry** through access to professional expertise, education seminars and publications.

Also as a Distributor for an IBWA Bottler, which is a membership requirement, you can be assured that the product you sell is a safe quality product that is **compliant with all federal, state and local regulations**. The following is a list of some of the benefits current IBWA Distributor members enjoy:

Educational opportunities	
	<p>Personal access to technical assistance and guidance provided by the IBWA's technical staff, for answers to questions specific to your bottled water business.</p> <p>Distributors have access to educational opportunities through seminars and sessions presented during the annual IBWA Convention and Trade Show on business-related topics.</p> <p>The Front Line newsletter (published and distributed quarterly) and Bottled Water Reporter magazine provide members with information for route sales and delivery personnel at member companies. These publications feature a variety of business and management topics related to bottled water distribution and sales including fleet maintenance, customer service and route management, that are crucial to your company.</p> <p>The IBWA News Splash, our weekly e-newsletter, provides vital technical, government relations, industry and public affairs news and information to IBWA members.</p>
Consumer Brochures and information updates	
	<p>IBWA provides information brochures that explain all the aspects of the bottled water industry, which members can distribute to their customers. IBWA regularly provides industry updates and fact sheets on topics of concern to consumers including:</p> <ul style="list-style-type: none"> • Bottled water standards and safety • Plastic packaging • Environmental stewardship • Contaminants
Regulatory and Legislative support	
	<p>Direct assistance from IBWA's government relations staff with federal, state and local legislative and regulatory questions. Members get help with their compliance questions related to topics such as recycling, record keeping, and bottle deposits.</p> <p><u><i>IBWA actively opposes all legislation and regulation that could reduce profits for bottled water companies or impose unnecessary regulatory requirements for business operations.</i></u> Our opposition of these measures has saved the bottled water industry millions of dollars in total costs each year.</p>

At this **critical time in our industry's history**, it is more important than ever for all companies involved in the production of bottled water, from bottler to supplier to distributor, to come together – to **join forces with IBWA to protect the interests and growth of the bottled water industry**.

Join IBWA today!

For more information, visit our web site at www.bottledwater.org or contact Benita Stocks, Manager of Member Services at bstocks@bottledwater.org or 703-647-4615.