

SUPPLIER MEMBERSHIP

IBWA Supplier members are companies engaged in the rental or sale of equipment, products, supplies or services to the bottled water industry, within the United States (whether or not the company is located in the United States).

Dues for Supplier members are based on gross sales and start at \$6,333 for gross sales of \$2,000,000 or less. See *page 2, Section II* for additional information. Total membership dues for new members are 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
Number**

Information

Number of Employees _____

Facebook Account Name _____

Twitter Account Name _____

LinkedIn Account Name _____

Skype Account Name _____

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 _____

Please find a separate sheet on page 13 if you would like to designate additional representatives to receive information and IBWA publications

(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. SUPPLIER DUES CALCULATION

Supplier dues are based on gross sales from the previous year. **Total gross sales are limited to U. S. sales to the bottled water industry only.**

My 2017 Gross Sales were: _____

Use the schedule below to calculate IBWA dues.

Total 2017 Gross Sales	Dues Payment/Formulas
\$1 - \$2,000,000	= \$6,333
\$2,000,001 and greater	= Total Gross Sales x 0.003383 (maximum dues \$30,000)

Total IBWA Dues: _____

III. PAYMENT INFORMATION

PAYMENT OPTIONS

IBWA offers a few choices for paying your annual dues. The following options are available to new and renewing members, as noted:

1. **Early Bird Discount:** Member companies that pay their membership dues in full by January 31, 2018, may deduct **\$615.00** from their dues payment.

Renewing Members Only

2. **Installment Plans**

A. Member companies with gross sales of \$2,000,000 and under

Payments may be made in three installments as follows:

	Payment Due Date	Amount
1 st Payment	January 31, 2018	\$3,166.74
2 nd Payment	May 1, 2018	\$1,583.37
3 rd Payment	August 7, 2018	\$1,583.37

A. Member companies with gross sales of \$2,000,001 and greater

Payments may be made in two 50% installments. The first installment is due no later than January 31, 2018. The second installment is due no later than May 1, 2018.

- A. Annual Dues \$ _____
Total calculated from Section II
- B. Voluntary Contribution to the Drinking Water Research Foundation (DWRF) \$ _____
- C. **Total amount enclosed- Total dues or 1st installment + DWRF Contribution** \$ _____
(If paying by check, make check payable to IBWA; U.S. funds only)

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 (please print) _____

IBWA Sponsoring Member _____

(if referred by a current IBWA member)

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

**By mail: IBWA
1700 Diagonal Road Suite 650
Alexandria, VA 22314**

By fax: 703-683-4074

**By Email: [ibwainfo@
bottledwater.org](mailto:ibwainfo@bottledwater.org)**

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

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

IV. IBWA POLITICAL ACTION COMMITTEE AUTHORIZATION TO SOLICIT

- We have read the IBWA “Why a PAC?” flyer and are enclosing a signed IBWA PAC Authorization to Solicit form for our company. *We understand that giving IBWA the Authorization to Solicit does not require any of our employees to make a contribution to the IBWA PAC.*
- “Become an IBWA PAC Program Sponsor! Your voluntary donation to IBWA will help fund PAC administration activities and allow every personal contribution to the IBWA PAC to go toward supporting the election or reelection of candidates who support the bottled water industry.”

General Information

- Dues paid to IBWA are deductible as an ordinary business expense but NOT deductible as “charitable” contributions for 2018 Federal Income Tax purposes. The portion of dues payments used for lobbying expenses by the association is not deductible for 2018 Federal Income Tax purposes. **The nondeductible portion of your 2018 dues is 15.75%.** 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 Supplier 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 _____

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. I agree to comply with the IBWA logo policy.

Signature _____

Date _____

V. PRODUCTS/SERVICES *(Check all that apply)*

Please select the products and services offered by your company

Code	Products/Services
003	Adhesives - Packaging/Labeling
423	Advertising - Banners
422	Advertising - Point of Purchase
001	Advertising/Marketing/Public Relations
002	Advertising/Promotional Items
004	Air Purification
005	Air Purification - Bottling Room/Storage Tank
007	Analytical Monitoring Programs
006	Analytical Services
008	Anti-Microbial Equipment
448	Architecture/Engineering
009	Atmospheric Water Generator (Air to Water Machine)
010	Baggers and Debaggers
014	Beverage Cans
015	Beverage Dispensers
021	Blow Molding - Custom
022	Blow Molding Equip. - Injection Stretch
020	Blow Molding Equipment
025	Bottle Handling Equipment
030	Bottle Molds
061	Bottle Unscramblers
040	Bottle Washers
045	Bottle Washing Compounds
046	Bottled Water Accessories
050	Bottled Water Dispensers
047	Bottled Water Marketing and Sales
059	Bottled Water Plant - Portable
060	Bottled Water Plant Construction and/or Design
449	Bottled Water Plant Renovations/Expansions
065	Bottles - Glass
075	Bottles - Other
073	Bottles - PET
074	Bottles - PET - 5 gallon
070	Bottles - Plastic
072	Bottles - Polycarbonate
071	Bottles - Preforms
077	Bottling Equipment
078	Bottling Equipment - Design/Build
076	Bottling Plant - Polycarbonate
432	Bulk Water Seller
080	Buying Cooperative

Please select the products and services offered by your company

Code	Products/Services
058	BW Plant Design - Sustainable/Green/LEED
083	Cap Disinfection Units
084	Capping Equipment
085	Capping Equipment - Induction Sealing
086	Caps
090	Carbonation/Carbonation Dispensers
091	Cargo Heating Systems
093	Carriers and Machinery/Six Pack
094	Cartridges - Filter
096	Case Packers
100	Case Washers
095	Case/Tray Forming Equipment
105	Cases/Crates/Corrugated Boxes
107	Cleaners - Coolers
109	Cleaners - Equipment
108	Cleaners - Floor/Wall
106	Cleaners - General
110	Closures
112	Closures - Flat Cap
111	Closures - Sports
115	Coding Equipment
116	Coding Equipment - Bar
114	Coffee - Extracts
118	Coffee - Gourmet
117	Coffee Service - Office/Related Supplies & Equip.
119	Compressors
120	Computer Services
123	Construction
127	Consultants - Environmental
130	Consultants - Equipment and Products
126	Consultants - QA/QC
125	Consultants - Services Only
124	Consulting - Supply Chain
134	Conveyor Equipment
135	Conveyor Systems
140	Coolers - Bottled Water
145	Coolers - Point Of Use Type
150	Coolers - Pressure Type
155	Coolers - Replacement Parts and/or Repairs
425	Coolers - Water Bags
160	Covers - Cooler
161	Crates - Plastic

Please select the products and services offered by your company

Code	Products/Services
165	Cup Dispensers
170	Cups - Paper/Plastic
172	Decals - Graphics
171	Decals/Fleet
173	Dehumidifiers
175	Deionization Equipment
178	Design - Plastic Packaging
180	Detectors
185	Distillation Equipment
186	Divider and Slip Sheets
190	Drinking Water Systems
426	Drums - Fiber
427	Drums - Plastic
428	Drums - Steel
193	Electrolyte Replacement
194	Electronic Billing Services
196	Engineering Services
195	Environmental Purifiers
200	Equipment Leasing/Filling and Processing
202	Equipment Manufacturer
201	Feasibility and Market Analysis
205	Filling Equipment
209	Filter Paper
210	Filtration Equipment
208	Filtration Supplies
207	Filtration Supplies - Membranes
211	Financial Services
416	Fittings
212	Flavors
215	Flavors/Concentrates
421	Flooring - Installation/Cleaning/Repair
213	Frames
214	Franchise - Bottled Water Plants
216	Graphics
220	Handles
221	Handtrucks
222	High Density Storage Systems
223	High Pressure Air Compressors
224	Hydrogeological Services
225	Ice Makers/Ice Maker Systems/Water Delivery System
232	Ice Trays - Sealed/Prefilled
226	Injection Molding

Please select the products and services offered by your company

Code	Products/Services
230	Insurance
231	Integrators
235	Investment Banking
255	Label Removers
248	Labeling - Private
250	Labeling Equipment
249	Labeling Services
240	Labels
246	Labels - Custom Printing
241	Labels - Heat Transfer
244	Labels - Pressure Sensitive
243	Labels - RFID
245	Labels - Screen Printed on Container
237	Laboratory Supplies and Services
251	Leak Detection Equipment
254	Liquid Nitrogen - Injection System
253	Liquid Nitrogen - Piping System
256	Liquid Nitrogen Equipment
258	Loaders/Unloaders
257	Logistical Information
412	Logistics - GPS Enabled Management Solutions
259	Logistics - Integrated Solutions
413	Logistics - Routing and Reporting
414	Logistics - Vehicle Tracking
260	Lubricants
263	Machinery - Used and Remanufactured
265	Market Assessment
266	Market Research
264	Marketing Services
261	Mergers and Acquisitions
262	Microbiological Equipment
269	Oxygen Concentrators
270	Ozonation Equipment
275	Ozone Detection Equipment
276	Ozone Generating Systems
278	Packaging - Secondary
279	Packaging - Six Pack Supplies
424	Packaging - Water Bags
280	Packaging Equipment
429	Packaging Equipment - Liquid Packaging
430	Packaging Equipment - Service/Installation
281	Packaging Equipment - Tamper Evident

Please select the products and services offered by your company

Code	Products/Services
282	Packaging Machinery
277	Packaging Services
283	Packaging Supplies
285	Palletizers/Depalletizers
284	Pallets - Plastic
290	Personnel Specialists
289	PET Air Compressor Packages
291	Plant Equipment Repair and Maintenance
292	POU Technology
295	Printing - Ink Jet
299	Printing - Laser
300	Printing - Point of Purchase/Promotional
296	Printing Supplies
310	Pumps
311	Pumps - Hand
314	Quality Assurance Specialists
315	Quality Control Survey
317	Rack Loader
410	Rack Loader - Ergonomic
318	Rack Washers
316	Racks - Display/Transportation/ilters/Storage
411	Racks - Plastic Modular
321	Recycling Equipment
447	Recycling/Sustainable Resources Management
319	Recycling-Resins
320	Refrigeration Compressors/Condensing Units
325	Refrigerators/Freezers
328	Regulatory Assistance
420	Research and Development
331	Resin Additives
330	Resins
335	Reverse Osmosis Equipment
337	Robotic Applications
336	Route Management Software & Services
340	Sanitation Products/Equipment
339	Sanitizers
345	Shipping Containers
346	Shrink Bundlers
348	Shrink Wrap Equipment
342	Software - Lead Tracking
341	Software Services
350	Stackers

Please select the products and services offered by your company

Code	Products/Services
347	Storage Trays
355	Storage/Transportation Tanks
360	Tamper Evident PVC Shrink Band Materials
431	Testing - Air Quality
419	Testing - Chemical
418	Testing - Microbiological
361	Thermoelectric Cooling Devices
371	Trailers
362	Tray Loaders
363	Tray Trucks
365	Truck/Automobile Leasing and/or Sales
370	Trucks and Truck Bodies
415	Tubing
375	Ultraviolet Equipment
380	Uniforms
376	Used Equipment
385	Valves and Faucets
387	Vending Delivery Bodies
388	Vending Truck Bodies
407	Warehouse Automation Solutions
406	Warehouse Storage Systems
390	Water Analysis
391	Water Analyzer - Handheld
395	Water Conditioning Equipment
396	Water Heaters
400	Water Purification Equipment
417	Water Source Evaluation
401	Water Testing Equipment
403	Water Treatment Equipment
402	Water Treatment Products
405	Water Vending Machines

Other Products/Services that are not listed above

If there are additional employees that you would like to receive IBWA News Splash, the Bottled Water Reporter magazine, and other announcements, please provide their contact information in the spaces available below. There is no limit to the number of additional contacts that can be provided to IBWA, so feel free to attach additional sheets of contact information, if needed.

All additional contacts do not have to be located at the same address. For more Additional Contact sheets, go to: <http://www.bottledwater.org/membership/dues-renewal>, or make a copy of this page.

Additional Company Contacts

Name _____
Title _____
Direct Dial Number/Extension _____ Direct Fax _____
Email Address _____

Name _____
Title _____
Direct Dial Number/Extension _____ Direct Fax _____
Email Address _____

Name _____
Title _____
Direct Dial Number/Extension _____ Direct Fax _____
Email Address _____

Name _____
Title _____
Direct Dial Number/Extension _____ Direct Fax _____
Email Address _____

Name _____
Title _____
Direct Dial Number/Extension _____ Direct Fax _____
Email Address _____

Name _____
Title _____
Direct Dial Number/Extension _____ Direct Fax _____
Email Address _____

Name _____
Title _____
Direct Dial Number/Extension _____ Direct Fax _____
Email Address _____