



# 2021 IBWA Bottler Membership Dues Form

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## **BOTTLER MEMBERSHIP**

IBWA Bottler members are companies that bottle or package water for sale within the United States (whether or not the plant is located in the United States) and that meet IBWA Bottled Water Code of Practice standards, which is verified by annual plant inspections.

IBWA has contracted with three companies to conduct annual inspections for Bottler member plants. This inspection is **MANDATORY**. You must select one of the inspection companies listed in Section IV of this form to conduct an audit for **each** plant you operate. The fees for inspection of your plant(s) are separate from your IBWA dues payment, but must be paid at time of application or membership renewal. See *page 3, Section IV* for additional information on the costs associated with plant inspections.

New Bottler members are assigned an initial status of Provisional Bottler until IBWA has received notification from the chosen inspection company that the facility or facilities have passed the plant inspection(s). Upon receipt of the notification, the new Provisional Bottler member will be assigned the status of IBWA Bottler member.

The TIER 2 inspection program is an addition to the current inspection program, and is open to any IBWA member Bottler who wishes to achieve certification under a Global Food Safety Initiative (GFSI) certification program. The fee for TIER 2 inspections are separate from your IBWA dues payment and are payable directly to the inspection vendor. See the enclosed inspection memorandum for additional information on TIER 2 inspection

Dues for Bottler members are based on gross bottled water sales and start at \$6,987 for gross sales of \$2,600,000 or less. See *page 3, Section III* for additional information. Total payment, including membership dues and plant inspection fee(s), 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 \_\_\_\_\_

Facebook Account Name \_\_\_\_\_

Twitter Account Name \_\_\_\_\_

LinkedIn Account Name \_\_\_\_\_

Skype Account Name \_\_\_\_\_



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**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 9 if you would like to designate additional representatives to receive information and IBWA publications*

**II. COMPANY INFORMATION**

*(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)*

Number of Employees \_\_\_\_\_

Bulk (tanker) water seller?  Yes  No

Private label bottler?  Yes  No

Home and Office Delivery Provider?  Yes  No

**III. BOTTLER DUES CALCULATION**

Bottler dues are based on gross sales from the previous year. Total gross sales must include the following:

- a) Bottled water
- b) Distribution of other bottled water brands
- c) Sales and/or rental of coolers
- d) Cups

**MY 2020 GROSS SALES WERE:** \_\_\_\_\_

Use the schedule below to calculate IBWA dues.

Total 2020 Gross Sales	Dues Payment/Formulas
\$0 - \$2,600,000	= \$6,987 (U.S. Bottlers)
\$2,600,001 - \$10,000,000	= Total Gross Sales x 0.002704
\$10,000,001 - \$50,000,000	= Total Gross Sales x 0.002822
\$50,000,001 - \$100,000,000	= Total Gross Sales x 0.002939
\$100,000,001 - \$500,000,000	= \$293,981 + (0.0004490 x Total Gross Sales in excess of \$100,000,000)
\$500,000,001 - \$1,000,000,000	= \$473,597 + (0.0001138 x Total Gross Sales in excess of \$500,000,000)
\$1,000,000,001 and greater	= \$491,812 + (0.0001183 x Total Gross Sales in excess of \$500,000,000)

**TOTAL IBWA DUES:** \_\_\_\_\_  
*Enter this figure in Section V Line A of this form*

### IV. PAYMENT INFORMATION

#### PAYMENT OPTIONS

IBWA offers a few ways to help you manage your membership payments. The following options are available to new and renewing members, as noted:

New and Renewing Members

1. **Early Bird Discount:** Member companies that pay in full, membership dues plus inspection fee(s), by January 31, 2021, may deduct **\$699.00** from their dues payment.

Renewing Members Only

2. **Installment Plans**

- A. **Member companies with gross sales of \$2,600,000 and under**

Payments may be made in three installments as follows:

	Payment Due Date	Amount
1 <sup>st</sup> Payment	January 29, 2021	\$3,493.50 plus inspection fee(s)
2 <sup>nd</sup> Payment	April 30, 2021	\$1,746.75
3 <sup>rd</sup> Payment	August 6, 2021	\$1,746.75

- B. **Member companies with gross sales greater than \$2,600,001**

Payments may be made in two 50% installments. The first installment is due no later than January 29, 2021. The second installment is due no later than April 30, 2021.

A. Annual Dues	\$	
<i>Total calculated from Section III</i>		
B. Inspection Fee (Bottlers located in the U.S.)	\$	
<i>Total fees from Section IV</i>		
<b>Subtotal (Dues and Inspection fees)</b>		\$
C. Voluntary Contribution to the Drinking Water Research Foundation (DWRF)	\$	
D. <b>TOTAL AMOUNT ENCLOSED- <u>TOTAL DUES OR 1-INSTALLMENT</u> + INSPECTION FEE(S) + DWRF</b>	\$	
<i>(If paying by check, make check payable to IBWA; U.S. funds only)</i>		

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**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.

<p><i>Total listed in Section V, Line D.</i></p>
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**SEND YOUR COMPLETED DUES FORM ALONG WITH PAYMENT TO THE IBWA MEMBERSHIP DEPARTMENT:**

**For membership questions, contact the IBWA Membership Department at  
703-647-4615 or [cbass@bottledwater.org](mailto:cbass@bottledwater.org).**

**IBWA Sponsoring Member** \_\_\_\_\_

*(if referred by a current IBWA member) (Sponsor's Name)*

*(Sponsor's Company)*

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

**V. 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.”

**VI. IBWA BRAND LIST UPDATE**

The IBWA Member Brand List is a very popular item for consumers and the media who call IBWA’s hotline (1-800-Water-11) or visit the IBWA website.

To ensure that the brand list is current and correct, list all of the proprietary/house brands your company produces, including brands that have added fluoride, as indicated on the label. Type or print clearly.

Company Brand	Container Size	Type of Container (PET, LDPE, Glass, Aseptic, etc.)
1.		
2.		
3.		
4.		
5.		
6.		

*Attach a separate sheet if necessary to list all of the brands your company produces*

The IBWA Board of Directors approved a recommendation by the IBWA Bottled Water Quality Reporting Task Force to update the member brand listings on the IBWA web site to facilitate direct consumer access to water quality reports for specific brands, or to provide contact information that would inform consumers how such reports can be obtained.

To demonstrate their participation in this important program, **Bottler members are asked to review the following statement and check the box if applicable:**

**VII. TYPES OF WATER SOLD** *(check all that apply)*

<input type="checkbox"/> Artesian Well Water	<input type="checkbox"/> Well Water
<input type="checkbox"/> Flavored	<input type="checkbox"/> Purified/Drinking Water <i>(please select the type of purified water from the list below)</i>
<input type="checkbox"/> Fluoridated	<input type="checkbox"/> Deionized
<input type="checkbox"/> Mineral Water	<input type="checkbox"/> Distilled
<input type="checkbox"/> Sparkling	<input type="checkbox"/> Remineralized
<input type="checkbox"/> Spring Water	<input type="checkbox"/> Reverse Osmosis

**GENERAL INFORMATION**

- Dues paid to IBWA are deductible as an ordinary business expense but NOT deductible as “charitable” contributions for 2021 Federal Income Tax purposes. The portion of dues payments used for lobbying expenses by the association is not deductible for 2021 Federal Income Tax purposes. **The nondeductible portion of your 2021 dues is 23.74%.** 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*

### CONDITIONS OF MEMBERSHIP FOR BOTTLER MEMBERS

In applying for or renewing bottler membership and as a condition precedent to membership, I hereby voluntarily acknowledge, agree and consent:

1. That each of my company's bottling plants located within the United States meets the sanitation and drinking water safety standards of bottler membership as adopted by IBWA and as may be modified by its Board of Directors from time to time (a copy of which has been distributed to the membership.)
2. To allow each of my company's bottling plants to be inspected annually by a private, independent inspection agency, approved by IBWA for the purpose of determining whether said plant(s) meets the minimum sanitation and drinking water safety standards of bottler membership as adopted by IBWA.
3. For any plant(s) whose initial annual inspection indicates that it fails to meet said sanitation and drinking water safety standards of bottler membership, to demonstrate compliance at my company's expense through a re-inspection, if determined by IBWA to be necessary, or other means of demonstrating compliance to occur within 30 days of notice from IBWA that said plant does not meet the aforesaid standards of bottler membership.
4. That final approval of my application or renewal for bottler membership and continuation of said membership thereafter from year to year shall be contingent on (a) allowing the annual plant inspection and any re-inspection or other appropriate follow-up means of demonstrating compliance determined to be necessary by IBWA, as required by paragraphs (2) and (3) herein; (b) obtaining and maintaining thereafter the necessary passing score for said inspection or any necessary re-inspection in accordance with IBWA's standards of bottler membership, and (c) compliance with all other provisions of IBWA's Bylaws published in the IBWA Roster.

I comply with the current policy with regard to the use of the IBWA logo and the associated statements and agree to the indemnity and release language set forth on the application form.

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 ***Conditions of Membership for Bottler Members*** and the ***Member Use of the IBWA Logo*** for additional conditions of IBWA Bottler 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 \_\_\_\_\_



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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 \_\_\_\_\_  
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