

## Application for Direct Membership

**Application for membership as a Direct Member with the National Association of Wholesaler-Distributors**

**—PLEASE PRINT OR TYPE—**

Company \_\_\_\_\_ Phone \_\_\_\_\_  
 Address \_\_\_\_\_ FAX \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Name \_\_\_\_\_ Title \_\_\_\_\_  
 Email \_\_\_\_\_ Company Web Site \_\_\_\_\_  
 Signature \_\_\_\_\_ Date \_\_\_\_\_

We offer a significant pre-payment dues discount as an incentive for new NAW members if that new member wishes to prepay dues.

2 year dues payment in advance receives: 6% discount  
 3 year dues payment in advance receives: 9% discount  
 4 year dues payment in advance receives: 14% discount  
 5 year dues payment in advance receives: 20% discount

\*\*\*\*\* **DUES SCHEDULE** \*\*\*\*\*

**ANNUAL SALES VOLUME: \$** \_\_\_\_\_ **ANNUAL DUES: \$** \_\_\_\_\_

Up to \$1 Million	\$	\$966	
		<b>But not over</b>	
\$ 1 Million – \$ 2 Million	\$	966 plus \$ 59 per two hundred thousand over	\$ 1 Million
\$ 2 Million – \$ 3 Million	\$	1,261 plus \$ 58 per two hundred thousand over	\$ 2 Million
\$ 3 Million – \$ 4 Million	\$	1,551 plus \$ 55 per two hundred thousand over	\$ 3 Million
\$ 4 Million – \$ 5 Million	\$	1,826 plus \$ 44 per two hundred thousand over	\$ 4 Million
\$ 5 Million – \$ 10 Million	\$	2,046 plus \$ 78 per million over	\$ 5 Million
\$ 10 Million – \$ 20 Million	\$	2,436 plus \$ 77 per million over	\$ 10 Million
\$ 20 Million – \$ 50 Million	\$	3,206 plus \$ 64 per million over	\$ 20 Million
\$ 50 Million – \$ 100 Million	\$	5,126 plus \$ 56 per million over	\$ 50 Million
\$ 100 Million – \$ 175 Million	\$	7,926 plus \$ 48 per million over	\$ 100 Million
\$ 175 Million – \$ 275 Million	\$	11,526 plus \$ 45 per million over	\$ 175 Million
\$ 275 Million – \$ 450 Million	\$	16,026 plus \$ 44 per million over	\$ 275 Million
\$ 450 Million – \$ 650 Million	\$	23,726 plus \$ 24 per million over	\$ 450 Million
\$ 650 Million – \$ 1 Billion	\$	28,526 plus \$ 32 per million over	\$ 650 Million
\$ 1 Billion – \$ 5 Billion	\$	39,726 plus \$ 241 per one hundred million over	\$ 1 Billion
\$ 5 Billion – \$ 10 Billion	\$	49,366 plus \$ 139 per one hundred million over	\$ 5 Billion
\$ 10 Billion – \$ 15 Billion	\$	56,316 plus \$ 115 per one hundred million over	\$ 10 Billion
\$ 15 Billion – \$ 25 Billion	\$	62,066 plus \$ 95 per one hundred million over	\$ 15 Billion
\$ 25 Billion – and over	\$	71,566 plus \$ 75 per one hundred million over	\$ 25 Billion

Enclosed is our check for \$ \_\_\_\_\_ covering payment of one year's dues in advance from the date of this application.

Please charge dues of \$ \_\_\_\_\_ to:  American Express  MasterCard  VISA

Credit Card Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

Cardholder \_\_\_\_\_ Signature \_\_\_\_\_

Paying on-line is easy. Simply go on-line at <https://www.naw.org/online-dues-payment/> to take advantage of your NAW membership today!

It is understood that our membership will remain in effect until such time as written resignation is filed.

Under Federal Law, contributions or gifts to NAW are not tax deductible as charitable contributions. However, they may be deductible as ordinary and necessary business expenses. Dues are deductible as ordinary and necessary business expenses to the extent that they are not utilized for lobbying expenses. (Under the Omnibus Budget Reconciliation Act of 1993, we must estimate the percent of dues which will be expended for lobbying and notify members of the amount of their dues which are thus non-deductible. For the year 2019, we estimate this amount to be 20% of your dues.)

**Other wholesaler-distributor association(s) of which our company is a member:**

\_\_\_\_\_

**The three major commodity lines our company sells, in order of importance:**

1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_

**Total number of employees:**

\_\_\_\_\_

**Check the feature(s) that compelled you to join NAW.**

- Government Relations Program
- Legal and Tax Advisories
- Networking with Non-Competing Wholesaler-Distributors
- Service Corporation General Business Services
- Publications
- Education
- NAW Institute for Distribution Excellence (formerly DREF)
- Benchmarking/Best Practices
- Other \_\_\_\_\_

**Briefly indicate what you expect from your NAW Direct Membership:**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**General comments:**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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NAW's core mission is to advocate its members' interests on issues which affect the entire wholesale distribution industry. NAW serves as a mechanism for the sharing of ideas, programs, and skills among the organization's members. NAW promotes the merchant wholesaler-distributor as the most efficient channel of distribution.

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**Thank you.**