

**Application for Direct Membership**

Application for membership as a Direct Member in the National Association of Wholesaler-Distributors.

—PLEASE PRINT OR TYPE—

Company \_\_\_\_\_ Phone (\_\_\_\_) \_\_\_\_\_  
 Address \_\_\_\_\_ FAX (\_\_\_\_) \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Name \_\_\_\_\_ Title \_\_\_\_\_  
 E-Mail \_\_\_\_\_ 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	\$ 778	
<b>But not over</b>		
\$ 1 Million – \$ 2 Million	\$ 778 plus \$ 47 per two hundred thousand over	\$ 1 Million
\$ 2 Million – \$ 3 Million	\$ 1,013 plus \$ 46 per two hundred thousand over	\$ 2 Million
\$ 3 Million – \$ 4 Million	\$ 1,243 plus \$ 44 per two hundred thousand over	\$ 3 Million
\$ 4 Million – \$ 5 Million	\$ 1,463 plus \$ 35 per two hundred thousand over	\$ 4 Million
\$ 5 Million – \$ 10 Million	\$ 1,638 plus \$ 64 per million over	\$ 5 Million
\$ 10 Million – \$ 20 Million	\$ 1,958 plus \$ 62 per million over	\$ 10 Million
\$ 20 Million – \$ 50 Million	\$ 2,578 plus \$ 50 per million over	\$ 20 Million
\$ 50 Million – \$ 100 Million	\$ 4,078 plus \$ 44 per million over	\$ 50 Million
\$ 100 Million – \$ 175 Million	\$ 6,278 plus \$ 37 per million over	\$ 100 Million
\$ 175 Million – \$ 275 Million	\$ 9,053 plus \$ 36 per million over	\$ 175 Million
\$ 275 Million – \$ 450 Million	\$ 12,653 plus \$ 32 per million over	\$ 275 Million
\$ 450 Million – \$ 650 Million	\$ 18,253 plus \$ 9 per million over	\$ 450 Million
\$ 650 Million – \$ 1 Billion	\$ 20,053 plus \$ 5 per million over	\$ 650 Million
\$ 1 Billion – \$ 5 Billion	\$ 21,803 plus \$ 75 per one hundred million over	\$ 1 Billion
\$ 5 Billion – \$ 10 Billion	\$ 24,803 plus \$ 30 per one hundred million over	\$ 5 Billion
\$ 10 Billion – \$ 15 Billion	\$ 26,303 plus \$ 25 per one hundred million over	\$ 10 Billion
\$ 15 Billion – \$ 25 Billion	\$ 27,553 plus \$ 20 per one hundred million over	\$ 15 Billion
\$ 25 Billion – and over	\$ 29,553 plus \$ 15 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 \_\_\_\_\_

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 2009, 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:**

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

\* \* \* \* \*

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.

\* \* \* \* \*

The National Association of Wholesaler-Distributors does not condition membership in the Association on any health-status related factor relating to an individual (including an employee of an employer or a dependent of an employee).

**Thank you.**