



The American Waterways Operators

Carrier Membership Application & Agreement

What is AWO?

The American Waterways Operators (AWO) is the national trade association for the domestic waterborne transportation industry, representing the interests of member companies operating on the inland and coastal waterways and harbors of the United States.

AWO's fundamental purpose is to represent the domestic tugboat, towboat and barge industry before the federal government. It also acts as the industry spokesman to the media and represents member company interests on state and regional issues.

Benefits of AWO Membership

- You may attend and participate in all of AWO's many functions: semi-annual conventions, committee meetings, regional meetings, and Board of Directors meetings.
- You may serve as a member of our many standing and special committees, where the fundamental work of the association is done.
- You receive a subscription to the *AWO Letter*, which will keep you informed of the latest developments in our industry and in our association.
- You receive the association's *Annual Report*, legislative and regulatory position papers, and several other valuable publications.
- You are entitled to use the AWO logo in your advertising and on your stationery and business cards.
- You will receive individualized assistance in implementing the AWO Responsible Carrier Program at no additional cost.

Executive Offices

801 North Quincy Street
Suite 200
Arlington, VA 22203
(703) 841-9300
Fax: (703) 841-0389

Atlantic Region Office

801 North Quincy Street
Suite 200
Arlington, VA 22203
(703) 841-9300
Fax: (703) 841-0389

Pacific Region Office

5315 22nd Avenue NW
Seattle, WA 98107
(206) 257-4723
Fax: (866) 954-8481

Southern Region Office

522 North New Hampshire St.
Suite #8
Covington, LA 70433
(985) 674-3600
Fax: (866) 457-9354

Midcontinent Office

1113 Mississippi
Suite 108
St. Louis, MO 63104
(314) 446-6474
Fax: (314) 446-6479

Cost of AWO Carrier Membership and Assessment Reporting Requirements

Annual Dues and Assessments shall be paid by all members according to the enclosed schedule.

- Assessments are based on the combination of total tonnage at normal full load capacity for barges, plus total nameplate horsepower for powered vessels.

Equipment under charter, or management, for six or more months must be reported by the chartering or managing company for purposes of computing assessments.

- When there is more than one carrier under common management, and fewer than all of these companies choose to join AWO, *all* equipment, other than that used to support the company's non-transportation enterprise, of *all* the companies must be aggregated and reported for purposes of computing assessments owed by the joining company, or companies.
- Shallow draft vessels of a sister company which is engaged in private carriage in support of the owning company's non-transportation enterprise need not be reported for purposes of computing assessments.
- Where a member company has subsidiaries, sister companies, or branch offices that elect to hold separate membership in AWO and exercise individual membership rights, they will be termed **Associate Members**, and will be required to pay additional dues.

Responsible Carrier Program Compliance

In order to be eligible for AWO membership and to remain a member in good standing, companies that own or operate tugboats, towboats, or barges engaged in U.S. domestic transportation must achieve compliance with the AWO Responsible Carrier Program. Such commitment shall be demonstrated as follows:

- All AWO carrier members or prospective members shall indicate, in writing, their commitment to achieve compliance with the AWO Responsible Carrier Program within one year.
- All AWO carrier members shall undergo a third-party Responsible Carrier Program Audit within one year of joining the association.

Contributions or gifts to AWO are not tax deductible as charitable contributions. However, they may be tax deductible as ordinary and necessary business expenses subject to restrictions imposed because of association lobbying activities. AWO will notify you annually of the non-deductible portion of your dues — the part which is allocable to lobbying.



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2012 AWO Carrier Membership Application

PLEASE PRINT:

Company Name: _____

Parent Company (if any) _____

Street Address _____

City _____ State _____ Zip _____

Mailing Address (if different from above) _____

Number of Employees: _____

Year Company was established: _____

Company Website: _____

Name of Company Representative/Contact person for AWO Membership: _____

Nickname: (As in "Bill" for William) _____

Title _____

Company Phone Number: _____ Fax Number: _____

Newsletter Delivery Preference: _____ send by e-mail _____ send by mail

Email Address: _____

(your e-mail address will only be used for communication from AWO)

Signature _____ Date: _____

***AWO Membership runs from January to December, regardless of the date you join. If paying Annually, please pro-rate the amount sent with your application based upon the number of months left in this year.

Preferred Billing Cycle for Membership Dues: (check one)

- Monthly
- Quarterly
- ***Annually

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 Suite 200
 Arlington, VA 22203
 (703) 841-9300 Fax: (703) 841-0389
www.americanwaterways.com



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Carrier Membership Agreement

The undersigned, _____ a corporation, or partnership, with principal offices at _____ in consideration of like agreements entered into by others and of other valuable consideration hereby acknowledged to have been received, does hereby stipulate and agree to the *Constitution and Bylaws* of The American Waterways Operators, to the general purposes stated therein, and further to hereby subscribe to **Carrier Membership** therein to be effective upon signing this agreement.

The undersigned agrees, in such cases as the membership assessment is based on vessel equipment, to complete an Equipment Schedule and furnish it with this Carrier Membership Agreement to the American Waterways Operators, 801 North Quincy Street, Suite 200, Arlington, VA 22203.

It is expressly understood and agreed that a ratable assessment may be made by the AWO Board of Directors to defray all proper expenses of the organization.

It is further agreed that a currently applicable Equipment Schedule, certified by an AWO Designated Representative, must be updated at least annually.

It is further understood that in order to be eligible for AWO membership and to remain as a member in good standing, the undersigned that owns or operates tugboats, towboats, or barges engaged in U.S. domestic transportation must, as required by the AWO *Constitution and Bylaws*, achieve compliance with the AWO Responsible Carrier Program within one year.

In witness whereof the above named has on this _____ day

of _____ 20____ attached his, her, its or their corporate seal and/or signature hereto.

Signature _____

Witness Signature _____

AWO Carrier Member Dues and Assessments Schedule

This document has been designed to help you compute your company's annual membership costs to belong to the American Waterways Operators (AWO). All of AWO's carrier members pay the same annual dues: \$4,000. Annual assessments are based upon the equipment your company owns or operates. The nameplate horsepower of towboats or tugboats, the cargo capacity in tons for dry cargo barges, the volumetric cargo capacity in barrels for liquid cargo barges and the deadweight ton capacity at load-line or 75% of the depth of side for deck barges is used to determine your assessment.

Annual Dues: Annual dues of \$4,000 shall be paid by all carrier members.

Annual Assessments: Annual assessments will vary depending on amount of equipment owned or operated by a company. Assessments are calculated using the company's Equipment Calculation. If you have any questions about these formulas, please contact AWO's Manager of Finance (703) 841-9300.

Equipment Calculation ("EC")

Use the following Equipment Guidelines and attached Worksheet to determine your company's Equipment Calculation.

Dry Cargo Barges: The reporting criteria for Dry Cargo Barges is determined by Tonnage based on the following Criteria: Add together the total Tons of all Dry Cargo Barges using the chart below:

Reporting Criteria For Dry Cargo Barges by Barge Size:

(175' x 26' x 12') =	925 tons
(195' x 26' x 12') =	1,085 tons
(195' to 200' x 35' x 11') =	1,475 tons
(195' to 200' x 35' x 12') =	1,575 tons
(195' to 200' x 35' x 13') =	1,675 tons
(195' to 200' x 35' x 14') =	1,775 tons
(250' x 52.5' x 12') =	3,000 tons
Lash barge (60' x 30' x 10') =	375 tons
Other hopper barges – Normal deadweight capacity, in short tons, at 75% of depth of side	

Liquid Cargo Barges:

- The reporting criteria for Liquid Cargo Barges is determined by Volumetric Cargo Capacity in Barrels. Add together the total barrel capacity of all liquid Barges.

Cargo Towboats and Tugs:

- The reporting criteria for Cargo Towboats and Tugs is determined by Horsepower. Add together the total Horsepower of all Cargo Towboats and Tugs.

Dedicated Ship Assist Tugs:

- The reporting criteria for Dedicated Ship Assist Tugs is determined by Horsepower. Add together the total Horsepower of all Dedicated Ship Assist Tugs.

Self-Propelled Freight Vessels:

- The reporting criteria for Self-Propelled Freight Vessels is determined by Horsepower and cargo capacity. Add the Horsepower for Self-propelled Freight Vessels to the Cargo Towboats and Tugs Horsepower and add the Cargo capacity to either the Liquid Cargo Barge Total or the Dry Cargo barge total

Please use the Calculation Worksheet on the next page to determine
the amount of your Equipment Assessment, i.e. Equipment Calculation "EC"

2012 CALCULATION WORKSHEET

Please complete the following to determine the cost of your 2012 AWO Membership

Company Name: _____ Date: _____

Step 1: Determine Equipment Calculation (“EC”)

	<u>Equipment</u>		<u>2012 Factors</u>		<u>Calculation</u>
<u>Tugs and Tow Boats:</u>					
Enter Total Horsepower of all Tugs, Towboats, and Self Propelled Vessels	_____	X	0.3786176	= \$	_____ (A)
<u>Dedicated Ship Assist Tugs:</u>					
Enter Total Horsepower of all Dedicated Ship Assist Tugs	_____	X	0.2524117	= \$	_____ (B)
<u>Liquid Cargo Barges:</u>					
Enter Total Barrel Capacity of all Liquid Cargo Barges and Self Propelled Vessels	_____	X	0.1068572	= \$	_____ (C)
<u>Dry Cargo Barges:</u>					
Enter Total Tonnage Capacity of all Dry Cargo Barges and Self Propelled Vessels	_____	X	0.0382575	= \$	_____ (D)
Total (A) + (B) + (C) + (D)				EC	= \$ (Proceed to Step 2)

Step 2: Use the appropriate Formula below to calculate your company’s total 2012 Membership Dues and Assessments, please do not complete both formulas:

Formula I: Any Company whose **EC** is LESS than \$40,000
 Formula II: Any Company whose **EC** is GREATER than \$40,000

Formula I: EC from Step 1 above is LESS than \$40,000:

EC (from above) = \$ _____
 Annual Dues = \$ 4,000.00

Total 2011 Membership Dues and Assessments = \$
 (Proceed to Step 3)

-OR-

Formula II: EC from Step 1 above is GREATER than \$40,000:

Rate for first \$40K of EC	=	\$ 40,000.00	x	100%	=	\$ 40,000.00
EC amount between 40K and 60K	=	\$ _____	x	30%	=	\$ _____
EC amount over 60K	=	\$ _____	x	15%	=	\$ _____
Annual Dues	=	\$ 4,000.00	x	100%	=	\$ 4,000.00

Total 2012 Membership Dues and Assessments = \$
 (Proceed to Step 3)

Step 3: Payment enclosed: \$ _____

Select payment method below:

- _____ Annual payment (must be pro-rated for remainder of the current calendar year)
 _____ Quarterly payment
 _____ Monthly payment



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Enrollment form for AWO Standing Committees

*I would like to join the following committee(s) as indicated:
(Check applicable box(es) below)*

Name: _____

E-mail address: _____

- Inland Dry Sector Committee**
- Inland Liquid Sector Committee**
- Coastal Sector Committee**
- Harbor Services Sector Committee**
- Interregion Safety Committee**
- Coastal Safety Committee**
- Public Affairs Committee**



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Areas of Operation(s)

Please check any of the following waterway(s) on which your company operates.

- Atlantic Coast**
- Ohio River (and tributaries)**
- Illinois Waterway**
- Upper Mississippi (Cairo to Minneapolis)**
- Lower Mississippi (New Orleans to Cairo)**
- Tenn-Tom / Black Warrior System**
- Gulf Intracoastal Waterway**
- Gulf of Mexico**
- Missouri River**
- Columbia / Snake System**
- Pacific Coast**

Commodities / Waterway Services

Please check any of the following commodities / services which your company transports / offers.

- Grain**
- Coal**
- Crude Petroleum**
- Refined Petroleum Products**
- Chemicals**
- Forest Products**
- Containerized Cargo**
- Other: _____**



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Shipdocking and Harbor Assist Services

Waterway Services*

**Includes bunkering, lightering, midstream fueling and midstream Supply*

Responding
Company: _____

E-mail
Address: _____

Please mail completed Application with payment to:

American Waterways Operators
Membership Department
801 North Quincy Street
Suite 200
Arlington, Virginia 22203