

A brief guide to

MEMBERSHIP



OUR MISSION

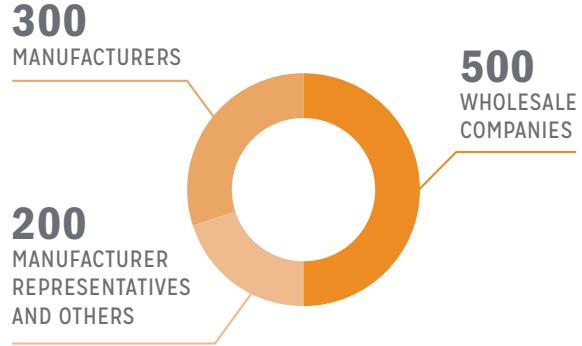
MAKING WHOLESALE DISTRIBUTORS
THE **CHANNEL OF CHOICE** FOR HVACR
MANUFACTURERS AND CONTRACTORS.

Our members market, distribute and support heating, air-conditioning and refrigeration equipment, parts and supplies. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as maintenance staffs.

HARDI has a history of strengthening production, operations and profits of the HVACR industry.

Information may overshadow product innovation as the leading market driver. Organizations that are information masters will control the HVACR market. Having the right products - at the right place, time and price for the right customers - is all about information. HARDI is the single organization designed to fulfill this need.

TODAY HARDI REPRESENTS...



MORE THAN **5000** BRANCH LOCATIONS

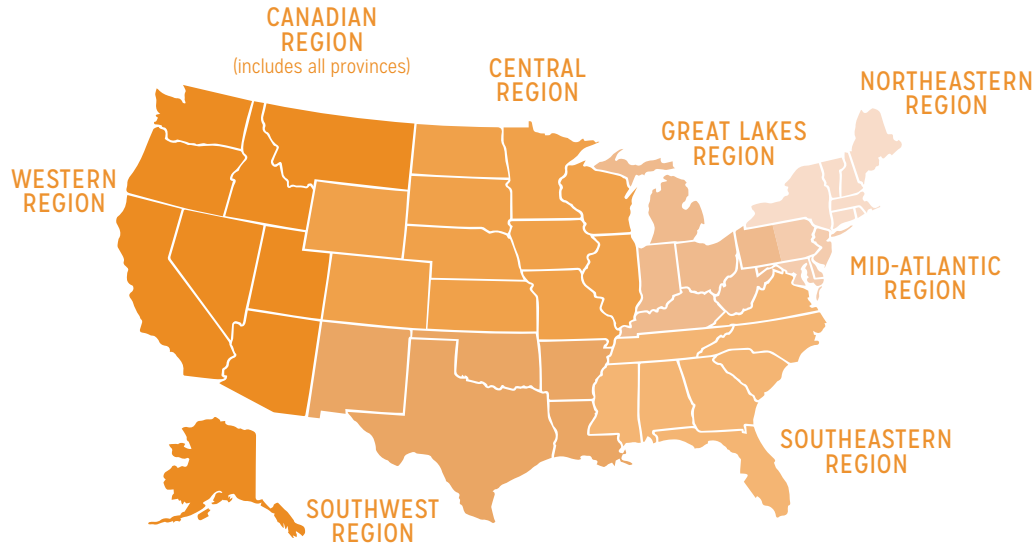


HARDI MEMBERS REPRESENT **80%**
OF THE DOLLAR VALUE OF HVACR
PRODUCTS SOLD THROUGH DISTRIBUTION



HARDI'S SERVICES ARE SEPARATED BY REGIONS

Covering all 50 states, plus Puerto Rico and the U.S. Virgin Islands; and all Canadian provinces and territories.



HARDI'S BOARD OF DIRECTORS

- President
- President Elect
- Vice President
- Secretary/Treasurer
- Immediate Past President

REGIONAL DIRECTORS

- Canadian Director
- Central Director
- Great Lakes Director
- Mid-Atlantic Director
- Northeastern Director
- Southeastern Director
- Southwestern Director
- Western Director

SUPPLIER ADVISORS*

- Manufacturers (2)
- Manufacturer Representatives (1)

*Supplier advisors are non-voting positions



ADVOCACY VOICE YOUR CONCERNS

The one single voice of HVACR wholesale distribution. HARDI's Advocacy pillar focuses on strengthening government and industry relations to promote the growth of HVACR distribution and provides the most effective way of influencing and shaping policy on behalf of our members. HARDI's efforts in the Advocacy pillar help position our members to take maximum advantage or precautions when policies shift. HARDI members are the first to know of potential legislation or regulations that could affect how our businesses operate or the products we sell. HARDI has an impressive track record of making a difference for our members.

- Communicating member needs to representatives
- Providing regulatory compliance tools and resources
- The HARDI Political Action Committee (HARDIPAC)
- Congressional Fly-In



BENCHMARKING SHARPEN YOUR ANALYTICS

If you only know how you are doing, you only know half the score. HARDI benchmarking programs allow you to compare your results versus others in your region or business specialty. The numbers we provide have value, and they have more value with so many members participating. Distribution is evolving. Track your success with the services provided by your benchmarking department.

- Data Driven Newsletter
- TRENDS monthly sales analysis survey
- Quarterly Economic Forecast
- Unitary Market Report
- Distributor Performance Dashboard
- Compensation Survey
- JP Morgan HVACR Outlook



TALENT OPTIMIZE YOUR TEAM

It's almost impossible today to engage in a conversation with a HARDI member about his or her business that doesn't center, to a large degree, on issues and opportunities related to people. From where our members should go to find them, to retaining and developing them, getting the best from them, and more. HARDI offers a wide range of services to help you optimize your team, from hiring tools and e-learning to executive development and succession planning.

- Certification Programs
- Emerging Leaders
- Position-Based E-Learning Tracks
- HR Consulting
- Predictive Index Assessments
- Design Your Own Curriculum



NETWORKING BROADEN YOUR CONNECTIONS

The opportunity to learn and exchange best practices from industry and distribution experts, other distributors and staff experts is invaluable. HARDI hosts an Annual Conference with more than 1,400 industry leaders in HVACR manufacturing and distribution. In addition, we host region-sponsored Focus Conferences, small workshops, boot camps and retreats. We also provide interactive webinars, teleseminars, online exchanges and conference calls. These opportunities bring members together to share and exchange information and knowledge vital to your continued growth.

- Annual Conference
- Focus Conferences
- Committees and Councils
- Executive Development Opportunities
- Sponsorship Opportunities

HARDI FOUNDATION

The HARDI Research and Education Foundation is a forward-focused body committed to the consideration and implementation of educational and research programs in the field of distribution sciences and related disciplines within the HVACR industry.

To learn more and get involved, please visit [HARDInet.org/foundation](https://www.hardinet.org/foundation)

Priorities of the Foundation include:



Sponsoring, initiating and/or implementing educational, scientific and research programs in the HVACR industry



Cooperating with other organizations, individuals, foundations, educational institutions or government agencies in conducting such programs of interest

RESOURCES

HARDI provides customized resources and solutions for our members.



DC Magazine



Proven Vendor Program



Return Tags



ITR Economists



Identity Theft Protection



Shipping Discount



HARDI Connect



Car Rental



Software Guides



Insurance Resources

For a complete list of HARDI resources, please visit [HARDInet.org/resources](https://www.hardinet.org/resources)

HARDI COUNCILS AND COMMITTEES

HARDI Councils and Sub-Councils were developed to closely align to a specific niche in which our members operate. The leadership of each product-oriented council works with HARDI staff and council members to address challenges facing the industry and provide knowledge-based solutions and project outcomes.

HARDI Councils are not exclusive. Annual Conference attendees are invited and encouraged to attend all the council meetings to stay informed.

HARDI COUNCILS

HVAC Systems and Equipment Council
Refrigeration and Refrigerants Council
Controls Distributor Council

HARDI's Committees and Sub-Committees were developed to identify and address challenges facing the industry and work with HARDI staff and member councils to provide knowledge-based solutions in the interest of advancing the science of wholesale distribution.

HARDI's Committees meet face-to-face twice annually and many hold periodic conference calls throughout the year.

HARDI COMMITTEES

Charitable Work	Membership
Distribution/Logistics Management	Plan & Spec
Government & Trade Relations	Professional Development & Training
Human Resources	Sheet Metal/Air Handling
Insurance & Risk Management	Supplier Members
Management Methods	Supply Chain Technologies
Manufacturers Representative	Sustainable Building
Marketing	



CONTACT US

We are here to help!

phone: 614.345.4328

toll free: 888.253.2128

text: 614.470.4328

e-mail: hardimail@hardinet.org

CONNECT WITH US

 [@HARDInews](https://twitter.com/HARDInews)  [/in/HARDI](https://www.linkedin.com/company/HARDI)  [/HARDIhvacr](https://www.facebook.com/HARDIhvacr)