

HARDI

Heating, Air-conditioning & Refrigeration Distributors International

MARKETING/PURCHASING/COOPERATIVE MEMBERSHIP APPLICATION

Any business entity formed by independently owned wholesaler distributors of HVACR equipment, parts and/or supplies for the purpose of achieving greater buying power among vendors and suppliers, and offering members such services as cost rebates, special marketing and purchasing programs, and centralized business operations and benefits is eligible to make application for membership as a Marketing/Purchasing/Cooperative. Additionally, said Marketing/Purchasing/Cooperative shall have completed and can verify completion of a minimum of one year in business, and a minimum of 10 of the owner-members of the Marketing/Purchasing Cooperative must maintain individual Wholesale Distributor membership in HARDI. Association benefits are limited to the management staff of the business entity.

Any individual affiliated with, or employed by, a HVACR Marketing/Purchasing Cooperative is eligible to make application, provided such individual is in a position of policy-level management for the applicant company.

Completed applications shall be submitted to the HARDI offices. Upon approval of the application by the Board of Directors and receipt of membership dues, the applicant shall become a member.

Marketing/Purchasing/Cooperative Members in good standing shall have all rights and privileges of membership applicable to their category except the right to vote or serve as an officer or director.

Firm Name: _____ Date of Firm's founding: _____

Firm Address: _____
Street City State/Province Zip

Phone: (____) _____ Fax: (____) _____

Policy-level Executive Filing Application: _____
Name Title

E-mail Address: _____ Web Address: _____

Signature of Applicant (policy-level executive) _____ Date _____

How did you hear about the benefits of joining HARDI? (Check all that apply)

HARDI website

Current HARDI member referral

Viewed a HARDI advertisement

Trade Press - Publication _____

Application Sponsor: It is required that you as an applicant have a HARDI wholesaler member as a sponsor. This sponsor may also be used as one of your references.

Sponsor's Firm: _____ Sponsor's Name: _____

What is your interest in joining HARDI?

HARDI's mission is to make wholesale distributors the channel of choice for HVACR manufacturers and contractors. Tell us how you will fulfill this mission or contribute to this mission.

What HARDI members do you currently have relationships with?

What other industries does your company currently operate in?

HARDI provides each member organization with several benefits, please indicate what benefit(s) are most important to you:

- Affiliation with Industry Association
- Advocacy
- Benchmarking and Industry Data
- Education
- Networking/Meetings

Membership Fees and Authorization

Please remit your completed application and \$200.00 initiation fee. Each applicant understands that if for any reason their application is not accepted by the Board of Directors, the initiation fee will be promptly refunded in full.

HARDI

Attention: Brandon Baulo
 445 Hutchinson Ave. Ste. 550
 Columbus, Ohio 43235
 FAX: (614) 345-9161

Credit Card Information: AmEx Discover MasterCard Visa

Card Number: _____

Expiration: _____ CVV # _____

Name on the Card: _____

Authorized Officer: _____

Title: _____ Date: _____

Signature: _____

Upon approval of our application, the above credit card may be charged for our pro-rated membership dues.

SCHEDULE OF MEMBERSHIP DUES:

- A. Annual dues are based on the total annual sales of HVACR related products for the Marketing/Purchasing Cooperative
- B. If desired, branch office mailings and/or extra mailings to the Member headquarters are available at a minimal fee.

Please mark the appropriate category below:

Gross Dollar Volume (sales of previous year)	Schedule of Dues	(check) Category
\$50 million and over	\$1,460.00	
\$30 to \$49.9 million	1,285.00	
\$20 to \$29.9 million	1,110.00	
\$10 to \$19.9 million	1,055.00	
\$2.5 to \$9.9 million	750.00	
Less than \$2.5 million	490.00	

Dues are based on HARDI's Fiscal Year which is from January 1 to December 31. First year dues excluding initiation fee, are calculated on months remaining in the fiscal year, once the Board of Directors approves the application.

Under Federal Law, contributions or gifts to HARDI 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 purposes. Under the Omnibus Budget Reconciliation Act of 1993, HARDI must estimate the percent of dues which will be expended for lobbying and notify members of the amount of their non-deductible dues.

For Fiscal Year 2018, we estimate this amount to be 6% of your dues

Membership References

Part of HARDI's membership application process is to check provided applicant references to verify they meet the requirement as outlined on the application.

Please list owner-members of the Marketing/Purchasing Cooperative who hold individual Wholesale Memberships with HARDI.

Company: _____ Address: _____ City/State/Zip: _____ Phone: (____) _____ Contact: _____ Email: _____	Company: _____ Address: _____ City/State/Zip: _____ Phone: (____) _____ Contact: _____ Email: _____
Company: _____ Address: _____ City/State/Zip: _____ Phone: (____) _____ Contact: _____ Email: _____	Company: _____ Address: _____ City/State/Zip: _____ Phone: (____) _____ Contact: _____ Email: _____
Company: _____ Address: _____ City/State/Zip: _____ Phone: (____) _____ Contact: _____ Email: _____	Company: _____ Address: _____ City/State/Zip: _____ Phone: (____) _____ Contact: _____ Email: _____
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