

# HARDI

Heating, Air-conditioning & Refrigeration Distributors International

## SERVICE VENDOR MEMBERSHIP APPLICATION

Any business entity which sells or provides, or seeks to sell or provide, business products or services to businesses which qualify as Wholesale members of HARDI is eligible to make application for membership as a Service Vendor. Additionally, said Service Vendor shall have completed and can verify completion of a minimum of one year in business.

Any individual affiliated with, or employed by, a Service Vendor firm 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.

Service Vendor 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.

All Service Vendor members are required to attend at least one (1) HARDI event within twelve (12) months of membership activation in order to maintain an active membership standing.

Firm Name: \_\_\_\_\_ Date of Firm's Founding: \_\_\_\_\_ # of Employees: \_\_\_\_\_

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: \_\_\_\_\_

## Service Vendor Company Information

Please describe the products/services offered: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

- 1) What is your interest in joining HARDI?
  
  
  
  
  
  
  
  
  
  
- 2) 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.
  
  
  
  
  
  
  
  
  
  
- 3) What HARDI members do you currently have relationships with?
  
  
  
  
  
  
  
  
  
  
- 4) 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.

### **Annual Dues for Service Vendor = \$2,000**

*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 to check provided applicant references to verify they meet the requirement as outlined on the application. We prefer current HARDI members, if possible.

Please list firms with whom you have conducted business in the past year:

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

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

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

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

## SERVICE VENDORS

For an Even GREATER Return on your Dues Investment

Elect a Premier, Sustaining or Contributing HARDI Membership

Among HARDI's Manufacturer and Service Vendor Members are companies who elect to support the Association via increased levels of support at the Premier, Sustaining or Contributing Level. In return for their additional measure of support they enjoy a host of exceptional ADDITIONAL benefits. These benefits are constructed to provide not only additional visibility for the individual Premier, Sustaining or Contributing Member firm, but an even greater RETURN ON INVESTMENT as well. If you participate and take advantage of the savings available, the combined benefits far outweigh the cost of dues. It's like getting your membership for FREE! So look over these advantages and see how important they can be to you and your firm for the coming year.

Premier, Sustaining and Contributing Membership are based on our fiscal year from January 1 thru December 31

ENHANCED SERVICE VENDOR BENEFITS	Premier \$4000	Sustaining \$3000	Contributing \$2000
<b><u>ANNUAL CONFERENCE BOOTH PROGRAM:</u></b>			
Free Conference Booth Space	✓	✓	
50% Discount for Conference Booth Space			✓
Early Conference Booth Selection for Priority Placement at the Annual Conference	✓	✓	✓
Company Booth Signage at Annual Conference	✓	✓	✓
<b><u>ACKNOWLEDGEMENT:</u></b>	✓	✓	✓
Company Name and Enhanced Membership Level on HARDI Website	✓	✓	✓
Free HARDI Mobile App Enhanced Company Profile at the Annual Conference	✓	✓	✓
Company Enhanced Badge Identification at the Annual Conference	✓	✓	✓
Additional Company Exposure at the Annual Conference	✓	✓	✓
Complimentary Additional Company Locations Listings	✓	✓	✓
Enhanced Category Designed Logo for Company Use	✓	✓	✓
<b><u>EXCLUSIVE CATEGORY BENEFITS:</u></b>			
Quarterly TRENDS Forecast & Webinar: Sponsorship, Company Recognition, Registration for Webinar & Access to Regional Forecasts	✓	✓	
Monthly HVACR Sales TRENDS Analysis: Sponsorship, Company Recognition & Immediate Access	✓		
Subscription to new TRENDS Manufacturing Optimization Economic Reports	✓		
Access to Special TRENDS Programs such as the HVACR Market Update and Outlook Webinar	✓		