

# HARDI

Heating, Air-conditioning & Refrigeration Distributors International

## SUPPLIER MANUFACTURER MEMBERSHIP APPLICATION

Any manufacturer of HVACR equipment, parts and/or accessories that sells to wholesalers is eligible to make application for Supplier Membership. Additionally, said supplier manufacturer shall have completed and can verify completion of a minimum of one year in business.

Any individual affiliated with, or employed by, a HVACR Manufacturer Supplier 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.

Supplier manufacturer 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.

Date of Firm's founding: \_\_\_\_\_ # of years actively involved in distribution of HVACR products: \_\_\_\_\_ # of Employees: \_\_\_\_\_

Firm Name: \_\_\_\_\_ # of Locations: \_\_\_\_\_

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 - Which 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: \_\_\_\_\_

## Supplier Product Line Selection

Please be sure to circle your product lines below and return this sheet to HARDI.

Company Name: \_\_\_\_\_

### HVAC

1. Air Filters, Cleaners, Treatment/UV
2. Boilers, Water Heaters & Circulators
3. Baseboard & Hydronic Specialties
4. Chimney & Venting Systems
5. Commercial/Industrial Controls
6. Fan Coils & Air Handlers
7. Residential Controls / Thermostats
8. Energy Management Systems
9. Evaporative Coolers
10. Generators / Temporary Power
11. Humidifiers/Dehumidifiers
12. Fuel burners/parts/nozzles/filters
13. Furnaces & Air Handling Units
14. Packaged Units (PTAC, rooftop)
15. Ductless Mini-Splits, Room A/C
16. Wall Furnaces
17. Space/Portable Heaters & Fireplaces
18. Unit Heaters
19. Makeup Air Units/Energy Recov. Units
20. Unitary A/C, Heat Pumps
21. Aux. Electric Heaters & Components
22. Infrared Heaters, Specialty Heaters

### Air Distribution

25. Registers, grilles & dampers
26. Air Curtains
27. Hangar/vibration/isolator/eliminator
28. Fans, Blowers & Ventilators
29. Zoning Equipment
30. Duct Construction/Materials

### Refrigeration

32. Compressors/Condensers/Coils
33. Chillers, Cooling Towers
34. Food Service/Commercial Equipment
35. Ice Machines/Drinking Water Coolers
36. Refrigerant Controls & Specialties
37. Valves-TXV, Solenoid, Ball Relief
38. Contaminant Controls/Driers
39. Refrigerant Cylinders
40. Refrigerant Recov./Recycle Devices
41. Reclaim Services
42. Refrigerants
43. Retail Food Store Equipment
44. Heat Exchangers

### Tools, Supplies & Accessories

47. Adhesives, Sealants & Tapes
48. Brazing/Welding/Soldering Supplies
49. Condenser Pads & Equipment Bases
50. Electric Motors & Motor Controls
51. Electrical Wire, Whips & Conduit
52. Capacitors, Relays & Hard Start Kits
53. Electrical Specialties
54. General Hand and Power Tools
56. Insulation (pipe, duct and sheet)
57. Lubricants & Chemicals
58. Pumps – all types
59. Shop & Field Machinery
60. Vacuum Pumps and Service tools
61. Test Instruments
62. Pipe, Tube & Fittings

Other (specify)

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- 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. The following schedule of dues, payable upon approval of application, is applicable to gross dollar volume for Heating, Air-conditioning, Refrigeration, Sheet Metal and related accessories for your last completed year. Please exclude sales from plumbing fixtures and equipment and other non-HVACR materials and/or equipment if any.)
- 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	√ Category
\$1.0 billion and over	\$5,000.00	
\$750 to 1 billion	4,200.00	
\$500 to 750 million	3,400.00	
\$250 to 500 million	2,600.00	
\$100 to 250 million	1,900.00	
\$50 to 100 million	1,650.00	
\$30 to \$50 million	1,400.00	
\$20 to \$30 million	1,150.00	
Less than \$20 million	1,000.00	

*Dues are based on HARDI's Fiscal Year which is from January 1 – 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 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 wholesalers through whom you have conducted business with in the past year:

Company: _____ Address: _____ City/State/Zip: _____ Phone: (____) _____ Contact: _____ Email: _____	Company: _____ Address: _____ City/State/Zip: _____ Phone: (____) _____ Contact: _____ Email: _____
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Company: _____ Address: _____ City/State/Zip: _____ Phone: (____) _____ Contact: _____ Email: _____	Company: _____ Address: _____ City/State/Zip: _____ Phone: (____) _____ Contact: _____ Email: _____
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Company: _____ Address: _____ City/State/Zip: _____ Phone: (____) _____ Contact: _____ Email: _____	Company: _____ Address: _____ City/State/Zip: _____ Phone: (____) _____ Contact: _____ Email: _____
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# ENHANCED MANUFACTURER MEMBERSHIP CLASSIFICATIONS

Among HARDI's Manufacturer 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 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 SUPPLIER MANUFACTURER BENEFITS	Premier \$4000	Sustaining \$3000	Contributing \$2000
<b>ANNUAL CONFERENCE BOOTH PROGRAM:</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>ACKNOWLEDGEMENT:</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>EXCLUSIVE CATEGORY BENEFITS:</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	✓		