

# HARDI

Heating, Air-conditioning & Refrigeration Distributors International

## WHOLESALE DISTRIBUTOR MEMBERSHIP APPLICATION

Any wholesale distributor of heating, refrigeration, air-conditioning or sheet metal equipment, products and accessories who takes title to the products it handles, carries an adequate stock, assumes credit risks, has a working sales counter with technical support, sells to dealer-contractors for resale and does not have an interest in a residential equipment service establishment adjacent to, or a financial integrated part of, its wholesale business, is eligible to make application for Wholesale Distributor Membership. Additionally, said wholesale distributor shall have completed and can verify completion of a minimum of one year in business and shall not engage in the service or contracting of heating, refrigeration or air-conditioning equipment.

Subsidiaries and branches of Wholesale membership must share the same business name as their headquarters' location to be listed in the association

Any individual affiliated with, or employed by, a wholesale distributor 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.

Wholesale distributor members in good standing shall have the right to one vote and to all other rights and privileges of membership.

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: \_\_\_\_\_

### 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: \_\_\_\_\_

## Wholesale Distributor Company Information

Please indicate your primary business emphasis code(s):

- CS – Controls Specialist
- HY – Hydronic Heating
- REF – Commercial Refrigeration
- HVAC – Equipment & Supplies
- ENG – Engineered Products
- SM – Sheet Metal & Supplies

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

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?

## Membership Fees and Authorization

Please remit your completed application and \$100.00 initiation fee. Each applicant understands that if for any reason their application is not accepted by the Board of Directors, the initiation fee will promptly be 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: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

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
\$800 million and over	\$15,000.00	
\$400 to \$800 million	\$12,000.00	
\$200 to 400 million	\$9,000.00	
\$100 to 200 million	\$6,000.00	
\$50 to 100 million	\$4,000.00	
\$30 to 50 million	\$3,200.00	
\$15 to 30 million	\$2,700.00	
\$5 to 15 million	\$2,000.00	
Less than \$5 million	\$1,200.00	

*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 manufacturers/suppliers from whom you have purchased materials in the past year:  
(HARDI members are preferred)**

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

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