

Wholesaler

MEMBERSHIP APPLICATION

HARDI

445 Hutchinson Ave, Suite 550,
Columbus OH, 43235
wpatrick@hardinet.org
614-345-4328

COMPANY INFORMATION

Firm Name:

Date of Firm's Founding:

of Employees:

of Locations:

of Yrs Active in HVACR Distribution:

Firm Address:

Primary Contact:

Title:

Office:

Cell:

Email Address:

Company Web Address:

ABOUT YOUR COMPANY

Please indicate your primary business emphasis code(s):

CS – Controls Specialist

REF – Commercial Refrigeration

ENG – Engineered Products

HY – Hydronic Heating

HVAC – Equipment & Supplies

SM – Sheet Metal & Supplies

PL – Plumbing

EL – Electrical

Please indicate your primary and secondary Heating brands:

Please indicate your primary and secondary Cooling brands:

Primary:

Primary:

Secondary:

Secondary:

Please indicate your ownership structure:

Corporate

ESOP

Manufacturer Owned

Private Equity

Marketing Group Member:

ERP System:

MEMBERSHIP ELIGIBILITY CRITERIA

In order to approve your application, please answer the following questions to determine your membership eligibility:

- | | | |
|-----|----|---|
| Yes | No | Do you take title to product? |
| Yes | No | Do you maintain a physical inventory? |
| Yes | No | Do you operate a working sales counter <i>and</i> provide technical support? |
| Yes | No | Are your online sales only available to authorized accounts? |
| Yes | No | Do you operate a residential service business? |
| Yes | No | Does your business operate as a wholesaling subsidiary of a non-wholesaling entity? |
| Yes | No | Do you have a viable for-profit business plan? |
| Yes | No | If operating as a wholesaling subsidiary of a non-wholesaling entity, is the non-wholesaling business an associate member? (If not applicable, leave blank) |

MEMBERSHIP FEES & AUTHORIZATION

There is a \$200 application fee that is collected if membership approval is made. It will be included on the initial membership invoice.

Schedule of membership dues:

HARDI's 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.)

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.

Please mark the appropriate category for your business:

<i>Gross Dollar Volume (Sales of Previous Year)</i>	<i>Schedule of Dues</i>	<i>Gross Dollar Volume (Sales of Previous Year)</i>	<i>Schedule of Dues</i>
<\$5M	\$1,700	\$400M - \$500M	\$16,315
\$5M - \$15M	\$2,720	\$500M - \$600M	\$17,335
\$15M - \$30M	\$3,775	\$600M - \$700M	\$18,355
\$30M - \$50M	\$4,420	\$700M - \$800M	\$19,385
\$50M - \$75M	\$5,460	\$800M - \$900M	\$20,395
\$75M - \$100M	\$6,800	\$900M - \$1B	\$21,755
\$100M - \$200M	\$8,135	\$1B - \$1.5B	\$23,000
\$200M - \$300M	\$12,125	\$1.5B - \$2B	\$24,245
\$300M - \$400M	\$13,855	\$2B+	\$29,345

MEMBERSHIP REFERRAL

Were you referred by a current HARDI member? (Please be sure to let us know if so in order for us to recognize them)

Yes No If yes, which member?

Do you know any other organizations that might be interested in HARDI membership?