

# Application for Membership



## Heavy Duty Manufacturers Association

The below-named company hereby applies for membership in the Heavy Duty Manufacturers Association (HDMA). Accompanying this completed application is our check for one year's dues, based on motor vehicle parts products or a total of the heavy duty vehicle product sales category (products for class 4 through 8 commercial, including trailers) into which our company falls (as indicated on page 2 of this application), or our authorization (below) to charge the amount of the first year's dues to a credit card. An introductory description or website address must accompany this completed application.

We have read the "Eligibility Requirements" on page 2 of this application and believe that our company is eligible for membership. [Note that, by joining HDMA, if your company manufactures original equipment and/or automotive aftermarket products, you may be eligible for membership in the Automotive Aftermarket Suppliers Association (AASA) and/or the Original Equipment Suppliers Association (OESA).] If you intend to join either or both of these MEMA Market Segment Associations, your annual sales volume should include all motor vehicle component sales.

We understand that a summary of this application, together with other information submitted herewith, must be reviewed and voted upon by the Board of Directors of HDMA. We understand that we will be informed of the results of that vote within a reasonable period of time from the date HDMA receives this application. We will also receive new member orientation materials and consultation with an HDMA executive on how to best leverage the value proposition of the organization.

We further understand and agree that, if approved for membership, the term of our membership is one year, automatically renewable at prevailing membership dues and cancelable only on the membership's anniversary date with at least 30 days written notice. We also understand that membership dues paid upon acceptance consist of a portion that will be applied to the following year's dues invoice in the form of a credit. Membership dues billing cycles run on a calendar year basis.

If this application is not accepted, HDMA will immediately refund the full amount of the dues payment. (No credit card charge will be made unless the application is approved.) If this application is approved, such amount will be payment of dues for our first 12 months of membership, commencing on the first day of the month following our formal notification of membership acceptance.

Check or charge authorization for first year's dues must accompany membership application.

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

PO Box: \_\_\_\_\_ Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Company e-mail: \_\_\_\_\_

Web site: \_\_\_\_\_ Member Representative e-mail: \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_

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

Sponsored by: \_\_\_\_\_

Check for first year's dues as indicated on page 2 accompanies this application.

Please charge first year's dues of \$\_\_\_\_\_ to my  AmEx  MasterCard  VISA

Card Number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Name as appears on card (please print): \_\_\_\_\_

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



## Eligibility Requirements for HDMA Membership

**Regular Membership** Established companies of good repute and sound financial condition, actually engaged in the manufacture, production, formulation and remanufacture, with significant North American operations, of products for the commercial vehicle industry (i.e. products for class 4 through 8 commercial vehicles) shall be eligible for regular membership in the association when approved by the Board of Governors.

**Divisional Membership** Divisional membership is available only to subsidiaries, divisions and operating units of companies which are regular members of HDMA, provided they meet the association's membership eligibility requirements. Divisional members receive all association services and benefits, except that they do not have voting privileges. Current members of OESA and AASA may qualify as Divisional HDMA members.

**Affiliate Membership** Organizations involved in providing services to regular members may be admitted as affiliate members when approved by the Board of Directors. Affiliate members are non-voting members.

**Joint Member from Another MSA** Members of other MEMA market segment associations may join HDMA as a full member at a reduced annual dues rate.

## Term of Membership

The term of membership is for a period of one (1) year beginning with the first day of the month following the acceptance of this application and shall be automatically renewed each January. The first full years dues are prorated to include the portion of dues paid upon joining. HDMA and MEMA Market Segment Association's billing cycles are based on a January calendar year. Membership cancellations shall be effective only on the membership anniversary date of the member and then only on written notification of cancellation submitted not fewer than thirty (30) days prior to the end of the calendar year.

## Membership Dues

HDMA dues are based on the annual sales volume of heavy duty products by member companies. Please check the box next to the sales volume of your company. To establish eligibility for membership in AASA or OESA in addition to HDMA membership, indicate company sales volume for both passenger car and heavy truck products. The right-hand column shows your annual dues. Dues for divisional and affiliate members are not based on sales volume. The annual dues amount paid is to be pro-rated to the beginning of the nearest calendar quarter.

## Member Services

HDMA member companies have full access to all member benefits as defined in their membership category.

### Total Annual Heavy Duty Sales Volume    Annual Dues

<input type="checkbox"/> Under \$10 mm .....	\$2,000
<input type="checkbox"/> \$10 mm to \$35 mm .....	\$4,000
<input type="checkbox"/> \$35 mm to \$75 mm .....	\$6,000
<input type="checkbox"/> \$75 mm to \$150 mm .....	\$7,000
<input type="checkbox"/> \$150 mm to \$250 mm .....	\$8,500
<input type="checkbox"/> \$250 mm to \$500 mm .....	\$10,000
<input type="checkbox"/> \$500 mm to \$1 billion .....	\$12,000

### Total Annual Heavy Duty Sales Volume    Annual Dues

<input type="checkbox"/> \$1 billion to \$5 billion .....	\$15,000
<input type="checkbox"/> \$5 billion to \$10 billion .....	\$18,000
<input type="checkbox"/> Over \$10 billion .....	\$22,000
<input type="checkbox"/> Affiliate Member .....	\$4,000
<input type="checkbox"/> Divisional Member Company.....	\$1,200
<input type="checkbox"/> Joint Member from Another MSA.....	\$1,500

Please send Automotive Aftermarket Suppliers Association membership information.

Please send Original Equipment Suppliers Association membership information.

## COMPANY INFORMATION

Please provide the following information as accurately and completely as possible. The information you furnish will be treated confidentially and will be used only to determine your company's eligibility for HDMA membership and to guide the association in its development of service programs.

### Company Contact

List below the names and titles of the company executives to be designated to be your company's **Member Representative (MR)** and **Alternate Member Representative (AMR)**. (HDMA strongly suggests that only top-level executives be named.) The designated Member Representative will be HDMA's primary contact with the company and will receive all association service and information mailings.

MR Name \_\_\_\_\_ Title \_\_\_\_\_

AMR Name \_\_\_\_\_ Title \_\_\_\_\_

### Products

1. Please list the principal products for class 4 through 8 commercial vehicles produced or provided by your company:  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
2. What percent of the total products manufactured by your company are automotive or allied? \_\_\_\_\_%
3. Of the total automotive products manufactured by your company, what percentage are for class 4 through 8 commercial vehicles? \_\_\_\_\_%
4. What are your company's approximate annual sales of products for class 4 through 8 commercial vehicles? \$\_\_\_\_\_
5. Does your company operate its own manufacturing facilities?  
 Yes  No
6. In which other countries does your company have manufacturing or significant operations?  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### Distribution and Customers

1. If your company is an OE supplier to any heavy truck assembler or trailer builder, please indicate the percentage of your total vehicle product sales that are for OE use: \_\_\_\_\_%  
List the commercial vehicle manufacturers you supply:  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
2. Is your company a supplier to another company (Tier 1 supplier) that sells products directly to commercial vehicle manufacturers?  
 Yes  No

3. Does your company export any of its products?  Yes  No

To what countries do you primarily export? \_\_\_\_\_  
\_\_\_\_\_

4. Of your company's total heavy truck product sales (both domestic and export), please indicate the approximate percentage marketed through the following channels:  
\_\_\_\_\_ % Truck Original Equipment \_\_\_\_\_ % Aftermarket  
\_\_\_\_\_ % Trailer Original Equipment \_\_\_\_\_ % Other

### Areas of Interest

Please check the areas that are of particular interest to your company and/or those in which you would be interested in becoming involved as an HDMA member.

Interest	Involvement	
<input type="checkbox"/>	<input type="checkbox"/>	Automotive Public Relations Council
<input type="checkbox"/>	<input type="checkbox"/>	Intelligent Vehicle Technology Council
<input type="checkbox"/>	<input type="checkbox"/>	HD Aftermarket Week
<input type="checkbox"/>	<input type="checkbox"/>	MEMA Government Affairs Council
<input type="checkbox"/>	<input type="checkbox"/>	Heavy Duty Business Forum
<input type="checkbox"/>	<input type="checkbox"/>	Heavy Duty Dialogue Conferences
<input type="checkbox"/>	<input type="checkbox"/>	Heavy Duty Marketing and Sales Forum
<input type="checkbox"/>	<input type="checkbox"/>	Human Resources Council
<input type="checkbox"/>	<input type="checkbox"/>	Global Trade Issues
<input type="checkbox"/>	<input type="checkbox"/>	HD Market Research
<input type="checkbox"/>	<input type="checkbox"/>	Overseas Automotive Council
<input type="checkbox"/>	<input type="checkbox"/>	Congressional Manufacturing Caucus
<input type="checkbox"/>	<input type="checkbox"/>	MEMA Brand Protection Council
<input type="checkbox"/>	<input type="checkbox"/>	HD Supplier-OE Relations

Along with your check or credit card authorization for one year's dues and catalogues/product literature which must accompany this application, please include any other information or literature (annual report, brochures, newsletters, etc.) you feel would be helpful to the HDMA Board of Governors in determining your eligibility for membership in the association.



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### HDMA Contact Information

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The Heavy Duty Manufacturers Association (HDMA) has served the strategic needs of its 170+ member companies and the commercial vehicle industry since 1983. A market segment association of the Motor & Equipment Manufacturers Association (MEMA), HDMA's mission is to be the industry's primary advocate for the members of the commercial vehicle supplier community. With a continuous focus on its members, HDMA strives to advance the image and interests of the industry and its member companies.

HDMA consists of MEMA member companies participating in the classes 4-8 medium and heavy truck OE and aftermarket parts manufacturing industry. These members represent every segment of the heavy duty market – from components, service and repair equipment and tires to chemicals, lighting and accessories. More details are available at [www.hdma.org](http://www.hdma.org).

