



HEAVY DUTY MANUFACTURERS ASSOCIATION MEMBERSHIP APPLICATION

About the Heavy Duty Manufacturers Association

The Heavy Duty Manufacturers Association (HDMA) has served the strategic needs of its member companies and the commercial vehicle industry since 1983. The commercial vehicle division of the Motor & Equipment Manufacturers Association (MEMA), HDMA's mission is to advance the commercial vehicle supplier industry and the business interests of our members.

HDMA consists of MEMA member companies participating in the commercial vehicle industry, defined as class 4-8 commercial vehicle trucks and trailers, and/or 50+ hp off-highway vehicle, OE and aftermarket parts manufacturing industry. Off-highway within HDMA is defined as tracked and wheeled mining, agricultural, forestry, construction, industrial, and military equipment.

With a continuous focus on its members, HDMA strives to advance the image and interests of the industry and its member companies. These members represent every segment of the heavy duty market - from components, service and repair equipment, to tires, chemical, lighting, and accessories. More details are available at www.hdma.org.

HDMA Membership Responsibilities & Eligibility Requirements

Regular Membership - Established companies, with significant North American operations and financial condition, actually engaged in the manufacture, production, formulation, and/or remanufacture, of products for the OEM and aftermarket heavy duty commercial vehicle industry (i.e. products for class 4-8 commercial vehicles including trailers and/or 50+ hp off-highway) shall be eligible for regular membership in the association when approved by the Board of Governors.

Affiliate Membership - Organizations involved in providing non-manufacturing services and solutions to regular members may be admitted as affiliate members when approved by the HDMA Board of Governors. Affiliate members are non-voting members and are not eligible for council participation.

The term of annual membership shall begin with the first day of the quarter in which membership was applied, with Q1 beginning January 1, Q2 beginning April 1, Q3 beginning July 1, and Q4 beginning October 1 of the current year. Following the acceptance of this application, membership shall be automatically renewed each January. The HDMA member companies have full access to all member benefits as defined by the type of membership obtained.

Initial Billing & Membership Dues - HDMA dues are based on the annual sales volume of on- and off-highway commercial vehicle products by member companies. Upon receiving membership, a new member shall pay a pro-rated, initial dues amount rounded down to the nearest quarter's start date. Year two of membership begins on January 1 and is billed late November for the next full billing period.

Check or charge authorization for first-year's dues must accompany membership application as well as a URL to the company website and links to corporate marketing material that would be helpful to the HDMA Board of Governors in determining the applicant's eligibility for membership in the association. If this application is not accepted, HDMA will immediately refund the full amount of any dues payment made by check or wire transfer; no credit card charges will be processed unless the application is approved. If this application is approved, such amount as specified in this application will be payment of dues for your firm's first year of membership, commencing on the appropriate quarter's first day of that month and following our formal notification of member acceptance.

By checking this box, the applicant acknowledges reading and understanding the criteria for membership eligibility.

HDMA Membership Agreement

The below-named company hereby applies for membership in the Heavy Duty Manufacturers Association (HDMA). Accompanying this completed application is our check or authorized credit card information to cover the cost of annual dues as indicated in the chart on page 3 based on total annual sales volume of all heavy duty vehicle products (for class 4-8, including trailers), commercial vehicle products, and 50+ hp off-highway vehicle products we sell.

We have read the "Eligibility Requirements" on page 1 of this application and believe that our company is eligible for membership. [Note, that by joining HDMA, manufacturers of automotive aftermarket products, light vehicle original equipment and/or remanufactured motor vehicle equipment may be eligible for membership in MEMA's other divisions: the Automotive Aftermarket Suppliers Association (AASA), Motor & Equipment Remanufacturers Association (MERA), and/or the Original Equipment Suppliers Association (OESA). Memberships in other divisions would require additional membership dues as shown on those individual membership applications.]

We further understand and agree that, if approved for membership, the term of our membership is one year OR the pro-rated amount pre-paid with our initial application, automatically renewable at prevailing membership dues January 1 the following year, and cancellable only in Q4 of each year with at least 30-days written notice.

By checking this box, you acknowledge and are in accordance with the HDMA Membership Agreement.

- Check this box to request more membership information for the Automotive Aftermarket Suppliers Association.
- Check this box to request more membership information for the Original Equipment Suppliers Association.
- Check this box to request more membership information for the Motor & Equipment Remanufacturers Association.

Application Company Contact & Billing 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 Contacts - List below the names and titles of the company executives designated to be your company's Member Representative (MR) and Alternate Member Representative (AMR). (HDMA requires 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.

Thank you for applying to become an HDMA member! We look forward to you joining the HDMA family. You may mail or fax this application along with a check or credit card number. See the back page for mailing address and fax number.

Official Company Name: _____ Website: www. _____

Physical Street Address: _____ City, State, Zip: _____

Phone: _____ Fax: _____ Corporate Email: _____

Billing Contact Name: _____ Billing Contact Email: _____

Billing Address: _____ City, State, Zip: _____

Member Representative Name: _____ MR Title: _____

MR Phone: _____ MR Email: _____

Alternate Member Representative Name: _____ AMR Title: _____

AMR Phone: _____ AMR Email: _____

Check this box if a check for first year's dues, as indicated on page 1, accompanies this application.

Check this box to charge first year's dues of \$ _____ to my American Express Mastercard Visa
Name on Card: _____ Card Number: _____ Expiration (MM/YY): _____

By checking this box, I authorize the charge of \$ _____.

General Business Information for Applicant Company

Total Annual Heavy Duty Sales Volume Annual Dues

Please check the box next to the sales volume of your company when completing this application.

- | | | | |
|---|----------|--|----------|
| <input type="checkbox"/> Under \$10mm | \$3,100 | <input type="checkbox"/> \$250mm to \$500mm | \$13,000 |
| <input type="checkbox"/> \$10mm to \$35mm | \$5,800 | <input type="checkbox"/> \$500mm to \$1 billion | \$15,000 |
| <input type="checkbox"/> \$35mm to \$75mm | \$8,000 | <input type="checkbox"/> \$1 billion to \$5 billion | \$19,800 |
| <input type="checkbox"/> \$75mm to \$150mm | \$9,200 | <input type="checkbox"/> \$5 billion to \$10 billion | \$24,000 |
| <input type="checkbox"/> \$150mm to \$250mm | \$11,000 | <input type="checkbox"/> \$10 billion+ | \$28,500 |
| <input type="checkbox"/> Affiliate Member | | | \$5,500 |

Products

1. Please list the principal products for class 4-8 commercial vehicles and/or 50+ hp off-highway, produced or provided by your company:

2. What percentage of the total products manufactured by your company are automotive or allied? _____ %
3. What percentage of all products for class 4-8 commercial vehicles and/or 50+ hp off-highway are manufactured by your company?
_____ %
4. What are your company's approximate annual sales of products described as being included with the "commercial vehicle industry" on page 1? _____ %
5. Does your company operate its own manufacturing facilities? Yes No
6. Does your company operate its own R&D, design, and testing facilities? Yes No

Distribution & Customers

1. If your company is an OE supplier to any heavy truck, off-road equipment 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. Does your company supply another company (Tier 1 supplier) that sells products directly to commercial vehicle manufacturers?
 Yes No If yes, please list: _____
3. What is the approximate percentage of your company's total truck and off-highway product sales (both domestic and export), marketed in the following channels? _____ % Truck Original Equipment _____ % Trailer Original Equipment _____ % Aftermarket _____ % Off-Highway _____ % Other
4. Does your company have manufacturing facilities in: NAFTA Europe Asia Australia South America Other
5. What is your estimated number of employees currently operating in North America? _____ In the United States? _____
6. *How many of your facilities are currently operating in North America? _____ Employees per location? _____

Areas of Interest

Please check the areas of interest to your company and/or those you would like to become involved in as an HDMA member.

Interest Involvement

- | | |
|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> Breakfast/Luncheon & Briefing at NACV/IAA |
| <input type="checkbox"/> | <input type="checkbox"/> Heavy Duty Aftermarket Dialogue |
| <input type="checkbox"/> | <input type="checkbox"/> Heavy Duty Aftermarket Week |
| <input type="checkbox"/> | <input type="checkbox"/> MEMA Legislative Summit |
| <input type="checkbox"/> | <input type="checkbox"/> Commercial Vehicle Research Council |
| <input type="checkbox"/> | <input type="checkbox"/> Heavy Duty Advanced Technology Council |
| <input type="checkbox"/> | <input type="checkbox"/> Heavy Duty Business Forum |
| <input type="checkbox"/> | <input type="checkbox"/> Heavy Duty Business Forum - Asia |

Interest Involvement

- | | |
|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> Heavy Duty Business Forum - Europe |
| <input type="checkbox"/> | <input type="checkbox"/> Heavy Duty Business Forum - India |
| <input type="checkbox"/> | <input type="checkbox"/> Heavy Duty Manufacturers Representative Council |
| <input type="checkbox"/> | <input type="checkbox"/> Heavy Duty Marketing & Sales Forum |
| <input type="checkbox"/> | <input type="checkbox"/> Off-Highway Business Forum |
| <input type="checkbox"/> | <input type="checkbox"/> MEMA Government Affairs Committee |
| <input type="checkbox"/> | <input type="checkbox"/> Global Trade Issues |
| <input type="checkbox"/> | <input type="checkbox"/> Heavy Duty Market Data |

* For government affairs advocacy and supplier rights. Our D.C. office uses facility data with its congress activities. Please attach a separate page if more space is needed.



HEAVY DUTY MANUFACTURERS ASSOCIATION

79 T W Alexander Drive | Building 4501 | Suite 200
Research Triangle Park, NC 27709
(919) 406-8803 | www.hdma.org | info@hdma.org

About the Heavy Duty Manufacturers Association

Tim Kraus

President & Chief Operating Officer
HDMA
(919) 408-8835
tkraus@hdma.mema.org

Bill Long

President & Chief Executive Officer
MEMA
(919) 408-8813
blong@mema.org

Ann Wilson

Senior VP, Government Affairs
MEMA
(202) 312-9246
awilson@mema.org

Beth Barkovich

Executive Director, Membership Dev.
HDMA
(919) 408-8831
bbarkovich@hdma.mema.org

Richard Anderson

Director, Market Research
HDMA
(919) 408-8875
randerson@hdma.mema.org

Brian Daugherty

Chief Technology Officer
MEMA
(248) 430-5966
bdaugherty@mema.org

Katelyn Litalien

Director, Marketing & Member Services
HDMA
(919) 408-8814
klitalien@hdma.mema.org

Ashley McLeod

Manager, Meetings & Member Services
HDMA
(919) 408.8803
amcleod@hdma.mema.org

Caterina Pontoriero

Manager, Marketing Communications & Member Engagement
HDMA
(919) 408.8848
cpontoriero@hdma.mema.org

Danielle Kaspar

Manager, Councils & Member Engagement
HDMA
(919) 408.8843
dkaspar@hdma.mema.org

Application Submission Information

- Faxed applications to: (919) 406-1464.
- Mail applications to: MEMA Accounting | P.O. Box 13966 | Research Triangle Park, NC 27709

THE HEAVY DUTY MANUFACTURERS ASSOCIATION

A division of the Motor & Equipment Manufacturers Association
79 T W Alexander Drive | Building 4501 | Suite 200 | Research Triangle Park, NC 27709
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MEMA D.C.

1030 15th Street NW | Suite 500 E | Washington, DC 20005
(202) 312-9247 | www.mema.org | info@mema.org