



MANUFACTURER MEMBERSHIP Eligibility Requirements

Membership Eligibility Requirements—Manufacturer

To be a Manufacturer Member of the AHTD, the applicant must fulfill, on a continuing basis, the following requirements:

- 1** The primary sales channel for IAPs must be independent ASPs (i.e., ASP must operate its business free from direct or indirect control by any manufacturer whose product the ASP sells), who resell to the ultimate customer in the industrial control and plant automation marketplace.
- 2** Applicant must have annual sales of IAPs in excess of \$3,000,000.
- 3** Applicant must have been in business manufacturing and selling or remarketing IAPs for at least the three full years immediately preceding year of application.
- 4** The highest ranking officer of applicant's company/division responsible for all national sales philosophy, distribution policies, and operations for IAP must attend at least one of the two membership meetings held each year. This executive is urged to attend two meetings per year, although only one is required to maintain membership.
- 5** Applicants who were prior members of AHTD may reapply for membership by paying a new application fee plus the current year's dues.
- 6** Applicant agrees to comply with AHTD bylaws, rules and regulations and must certify that they meet the membership eligibility requirements by providing documentation to that effect, if requested by the Board of Directors.



PRELIMINARY MANUFACTURER MEMBERSHIP Eligibility Requirements

Brand Statement

AHTD advances the high technology distribution industry by delivering tools, education and unparalleled networking opportunities with leaders, peers and partners that help members to innovate, collaborate and achieve their business goals faster.

Mission Statement

AHTD is comprised of automation solution provider and manufacturer members who deliver technology-based products, services and solutions to the automation marketplace.

Our mission is to maximize member profit and growth through:

- Education and networking
- Identifying and attracting emerging technologies and products
- Fostering partnerships and alliances to help deliver solutions

Membership Eligibility Requirements —Preliminary Manufacturer

For applicants who do not satisfy one or more of the manufacturer requirements, there is a two-year preliminary membership period. To be a Preliminary Manufacturer of the AHTD, the applicant must fulfill, on a continuing basis, the following requirements:

- 1** The applicant must demonstrate serious intent to make independent ASPs (i.e., ASP must operate its business free from direct or indirect control by any manufacturer whose product the ASP sells) their primary sales channel to the ultimate customer in the Industrial Control and Plant Automation marketplace.
- 2** Applicant must have been in business manufacturing and selling or remarketing IAPs for at least the one full year immediately preceding year of application.
- 3** The highest ranking officer of applicant's company/division responsible for all national sales philosophy, distribution policies, and operations for IAP must attend at least one of the two membership meetings held each year. This executive is urged to attend two meetings per year, although only one is required to maintain membership.
- 4** Applicant agrees to comply with AHTD bylaws, rules and regulations.
- 5** Each member must recertify for membership periodically at intervals set by and at the discretion of the Board of Directors.

All Preliminary Manufacturer Members are required to resubmit a membership application after two years and will be notified by the Association when that time comes. At that time, one of three things may happen by a vote of the Board of Directors:

- 1** If the applicant meets all MERs for full Manufacturer membership, it may become a Manufacturer Member.
- 2** If the applicant does not meet all MERs for full Manufacturer membership, but demonstrates having made significant progress toward meeting all MERs since the time of its first application, it may be approved for one additional two-year period as a Preliminary Manufacturer Member. Such "renewal" of the preliminary status may be granted at the sole discretion of the Board of Directors.
- 3** If the applicant fails to meet the conditions described in either paragraph 1. or 2. above, it will be dropped from membership in AHTD.