



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.