

membership application

1 COMPANY INFORMATION

Please fill in all sections of this form.

Company Name	
Street/P.O. Box	Suite
City	State/Province
Postal Code	Country
Company E-mail	Web site

2 PRIMARY CONTACT INFORMATION

THIS PERSON WILL HANDLE ALL CORRESPONDENCE WITH AAIA

First Name	Last Name
Title	
E-mail	
Phone	Ext.

3 SEGMENT INFORMATION

Primary Segment: All AAIA members choose a segment to reflect their primary interest in the aftermarket. Additional segments can be added for \$200 with a PLUS+ Membership*.

- Auto International Association (AIA)
- Automotive Retail Segment (RETAIL)
- Automotive Electric Association (AEA)
- Automotive Warehouse Distributors Association (AWDA)
- Engine Repower Council (ERC)
- Heavy Duty Distribution Association (HDDA)
- Paint, Body & Equipment Specialists (PBES)
- Tool & Equipment Segment (TOOL)
- Trim Segment

PLUS+ Membership*:

First: _____

Second: _____

4 DUES INFORMATION

Membership dues basis; please see reverse side of application

- Supplier 1 2 3 4 5 6 7 8 9 10 11 12
- Buyer 1 2 3 4 5 6 7 8 9 10 11 12
- Associate 1 2 3 4 5 6 7
- Mfg. Rep 1 2 3 4 5

5 PRODUCTS

PLEASE CHECK ALL THAT APPLY:

- Accessories & Custom
- Autobody & Trim
- Business Products & Service
- Chemicals & Car Care
- Consumer Products & Services
- Parts & Components
- Tool & Equipment
- Tires & Wheels
- Vehicle

6 PAYMENT INFORMATION

AAPEC (See reverse side)**	Total \$ _____
Check # _____ has been sent in the mail	
Charge: <input type="radio"/> VISA <input type="radio"/> MasterCard <input type="radio"/> AmEx	
Applicant's Signature	
Name on Card (Please Print)	
Card Number	Exp.

7 SUBMIT PAYMENT TO

AAIA Payment Section, Department 79385
Baltimore, MD 21279-0385

PHONE 301-654-6664

FAX 301-654-3299

E-MAIL aaia@aftermarket.org

WEB www.aftermarket.org

Questions? Please contact Member Services: 301-654-6664

AAIA annual dues

Please select the appropriate membership category and dues payment. AAIA dues are based on total global sales to the automotive aftermarket. **Suppliers and associate members who sell more than \$1 million (USD) in products or services to the motor vehicle aftermarket are eligible for a significant discount on booth space rates at the AAPEX show.** Sales information is subject to verification.

SUPPLIERS	
Any company engaged in manufacturing and selling of any automotive aftermarket or OE industry product. Includes packagers, rebuilders, distributors, and importers who are serving as the sole or exclusive distributors for a manufacturer's products and wish to exhibit at AAPEX.	
Annual Aftermarket Sales	Annual Dues
Supplier 1: Under \$1million	\$650
Supplier 2: \$1 million to \$5 million Minimum category for AAPEX discount	\$1,100
Supplier 3: \$5 million to \$10 million	\$1,700
Supplier 4: \$10 million to \$20 million	\$2,000
Supplier 5: \$20 million to \$30 million	\$2,500
Supplier 6: \$30 million to \$50 million	\$2,850
Supplier 7: \$50 million to \$100 million	\$3,250
Supplier 8: \$100 million to \$300 million	\$3,750
Supplier 9: \$300 million to \$500 million	\$4,500
Supplier 10: \$500 million to \$1 billion	\$5,500
Supplier 11: \$1 billion to \$2 billion	\$6,500
Supplier 12: Over \$2 billion	\$7,500

BUYERS	
Any company engaged in the sale or distribution of aftermarket products. Includes warehouse distributor, jobber, wholesaler, distributor, feeder, expeditor, chain store, mass merchandiser, franchiser and service repair shop.* Companies in this category do not qualify for the booth space discount at AAPEX.	
Annual Aftermarket Sales	Annual Dues
Buyer 1: Under \$1million	\$400
Buyer 2: \$1 million to \$2.5 million	\$600
Buyer 3: \$2.5 million to \$5 million	\$800
Buyer 4: \$5 million to \$15 million	\$1,100
Buyer 5: \$15 million to \$25 million	\$1,450
Buyer 6: \$25 million to \$50 million	\$2,000
Buyer 7: \$50 million to \$100 million	\$2,300
Buyer 8: \$100 million to \$300 million	\$3,000
Buyer 9: \$300 million to \$500 million	\$4,500
Buyer 10: \$500 million to \$1 billion	\$5,500
Buyer 11: \$1 billion to \$2 billion	\$6,500
Buyer 12: Over \$2 billion	\$7,500

ASSOCIATES	
Associate membership in AAIA is available to firms who regularly provide services to companies engaged in business in the automotive aftermarket industry: marketing/advertising agencies, computer firms, financial services consultants, and other businesses not defined by any other membership category.	
Annual Aftermarket Sales	Annual Dues
Associate 1: Under \$500,000	\$375
Associate 2: \$500,000 to \$750,000	\$550
Associate 3: \$750,000 to \$1 million	\$675
Associate 4: \$1 million to \$5 million Minimum category for AAPEX discount	\$775
Associate 5: \$5 million to \$20 million	\$900
Associate 6: Over \$20 million	\$1,400
Associate 7: Educational Institution	\$275

MANUFACTURERS REPRESENTATIVE	
Any independent sales firm involved in selling or being a representative of a manufacturer's products. Members in this category cannot exhibit at AAPEX. <i>Note: The number of outside sales people indicated below will be included in your listings in the AAIA Membership Directory and the AAPEX Show Directory.</i>	
Annual Aftermarket Sales	Annual Dues
Agency 1: 1 to 2 Sales People	\$275
Agency 2: 3 to 5 Sales People	\$375
Agency 3: 6 to 10 Sales People	\$500
Agency 4: 11 to 20 Sales People	\$600
Agency 5: More than 20 Sales People	\$750

PLUS+ MEMBERSHIP	\$200
Additional segment memberships are available for \$200 apiece. These Plus+ memberships allow your company to participate in and enjoy the benefits of segments other than your primary one. Plus+ memberships also allow any subsidiary or branch of your company to join AAIA as well.	

AAPEC **

The **Automotive Aftermarket Political Education Committee (AAPEC)** is a fund which allows AAIA to undertake initiatives aimed at educating elected officials on the vehicle aftermarket and the industry's priority issues. Corporate contributions are permitted. Funds provided to AAPEC cannot be used for political contributions. Recommended contributions are \$50, \$100 or \$250.

Contribution amount: \$ _____

Membership dues are not tax deductible as charitable contributions, but may be deductible as ordinary and necessary business expenses subject to restrictions imposed as a result of association lobbying activities. AAIA reports the nondeductible portion of your dues to be 30 percent.

* Service Repair Shops may be eligible to join the Car Care Professionals Network (CCPN). Call AAIA member services for more information.