



**MEMA Financial Services Group, Inc.**

PO Box 13966  
Research Triangle Park  
North Carolina 27709-3966  
Phone: 919-549-8400  
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www.memafsg.com

## Application for Unlimited Credit Service

The company named below is applying for membership in MEMA Financial Services Group, Inc. (MFSG). Accompanying this completed application should be payment of the one-year subscription fee, which is based on the sales category listing located on page 2 of this application. Annual dues can be paid via company check or credit card.

The term of your membership is one year and begins on the first day of the month immediately following the month in which this application is submitted. If this application is received other than at year end, the annual dues for the first year will be the amount corresponding to the proper sales category listing located on page 2 of this application. The second year of membership will be a pro-rata amount to bring your subscription to a calendar year. Your membership will be automatically renewed at the prevailing membership dues rates and is cancelable only by providing MFSG notice 30 days before the membership anniversary date.

By the authorized signature below, you understand and agree to the Member Responsibilities and the Terms of MFSG Member Contract as detailed on page 4 of this application.

Company \_\_\_\_\_

Corporate Headquarters Address \_\_\_\_\_ PO Box \_\_\_\_\_

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

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_ Web site \_\_\_\_\_

Credit Executive \_\_\_\_\_

*(Name and title of individual who will serve as your company's Credit Representative and receive MFSG correspondence and credit material)*

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

Title \_\_\_\_\_

\_\_\_ Check for first year's dues, as indicated on page 2, accompanies this application

\_\_\_ Charge first year's dues of \$\_\_\_\_\_ to my credit card     American Express     Mastercard     VISA

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

Print name as appears on card \_\_\_\_\_

Signature \_\_\_\_\_

## MEMA Financial Services Group, Inc. Membership

### Responsibilities to members of MEMA Financial Services Group, Inc.

A company becomes a member once an application and payment for membership into MFSG is received, approved and processed. This process constitutes a one-year agreement where MFSG agrees, but is not limited to, supplying their members with the following services:

1. Unlimited inquiries for trade clearance information, financial statements and reports on automotive accounts;
2. Access to experienced industry analysts;
3. Commentary on credit issues and/or situations in the industry;
4. Qualification for membership in any of the industry-segmented credit discussion groups MFSG administers;
5. Quarterly editions of the MFSG Wholesale/Retail Report;
6. Annual Bad Debt Survey Report;
7. Special news bulletins;
8. Frequent listings of companies placed for collection with licensed collection agency;
9. Up-to-date information available 24/7 at the MFSG Web site, [www.memafsg.com](http://www.memafsg.com);
10. Annual educational seminar;
11. Online discussion board at the MFSG Web site;
12. Credit reference service;
13. Specialized financial statement analysis; and
14. Analysts available for seminars on topics such as financial analysis and trends and conditions in the industry.

### Unlimited Credit Service Fee (Effective January 2, 2010)

Please check one of the boxes below next to your company's category. Your accompanying payment must be in the sales category into which your company falls.

ANNUAL AUTOMOTIVE AFTERMARKET SALES	ANNUAL FEE *	
	Non-Members	MEMA Members
<input type="checkbox"/> Class 1: Under \$5,000,000 .....	\$3,740	\$2,965
<input type="checkbox"/> Class 2: \$5,000,001 to \$10,000,000 .....	\$4,630	\$3,745
<input type="checkbox"/> Class 3: \$10,000,001 to \$15,000,000 .....	\$5,300	\$4,355
<input type="checkbox"/> Class 4: \$15,000,001 to \$25,000,000 .....	\$6,240	\$5,100
<input type="checkbox"/> Class 5: \$25,000,001 to \$35,000,000 .....	\$6,720	\$5,535
<input type="checkbox"/> Class 6: \$35,000,001 to \$65,000,000 .....	\$7,475	\$6,085
<input type="checkbox"/> Class 7: \$65,000,001 to \$100,000,000 .....	\$8,450	\$8,670
<input type="checkbox"/> Class 8: \$100,000,001 to \$250,000,000 .....	\$9,665	\$7,945
<input type="checkbox"/> Class 9: \$250,000,001 to \$500,000,000 .....	\$10,560	\$8,635
<input type="checkbox"/> Class 10: \$500,000,001 to \$1,000,000,000 .....	\$11,065	\$9,165
<input type="checkbox"/> Class 11: More than \$1,000,000,000 .....	\$11,600	\$9,695

\* Fees are on an annual basis payable in advance by check or credit card.

# Information About Your Company

Please furnish the information requested on this page. It will only be used internally by MEMA Financial Services Group to be of maximum service to your company.

## OFFICIALS & EXECUTIVES

Function	Name	Title
Chairman of Board		
President		
Vice President/General Manager		
Top Marketing Executive		
Top Sales Executive		
Top Financial Executive		
Top Manufacturing Executive		
Top Credit Executive		
Top IT Executive		
Top Market Research Executive		
Top Advertising Manager		
Top Export Manager		
Top Purchasing Manager		

## DISTRIBUTION (Automotive Lines Only)

1. List principal automotive products manufactured.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

2. What percent (%) of your products are automotive or allied? \_\_\_\_\_

3. What percent (%) of your products are sold for original equipment? \_\_\_\_\_

What percent (%) to domestic aftermarket? \_\_\_\_\_

Export? \_\_\_\_\_

4. Do you have your own exclusive sales force?

yes  no How many people? \_\_\_\_\_

5. Do you use manufacturers' representatives?

yes  no How many people? \_\_\_\_\_

6. Are you a new supplier to the automotive aftermarket?

yes  no

7. In the domestic aftermarket, what percent (%) is distributed through the following outlets?

Automotive Warehouse Distributors \_\_\_\_\_

Specialty Distributors (type) \_\_\_\_\_

OEM \_\_\_\_\_

Aftermarket Retailers \_\_\_\_\_

Dealers \_\_\_\_\_

Mass Merchandisers \_\_\_\_\_

Mail Order \_\_\_\_\_

Internet \_\_\_\_\_

Rebuilders \_\_\_\_\_

Any Others (indicate here) \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

## Member Responsibilities

Any information provided either in writing, orally or electronically to the member by MEMA Financial Services Group under the terms of membership shall be regarded as strictly confidential, having been furnished at the request, and for the exclusive use, of the member; it shall not be communicated to any other person(s), firm or corporation. All information supplied by MFSG shall be used only for legitimate use by the member.

Member hereby requests that MFSG furnish, from time to time and in confidence, data or information respecting the financial standing and responsibility of concerns identified with the automotive industry.

From time to time, MFSG may request information from member, including accounting information, profit data or any other data or information ("Data") that MFSG requires to fulfill its services to members. In such instances, member acknowledges and agrees that MFSG may use and store the Data in order to provide the services to member.

Member agrees that any information provided to the member is privileged and is furnished by MFSG acting as member's agent. Member further agrees not to hold Motor & Equipment Manufacturers Association, MEMA Financial Services Group or any Financial Services Group divisions responsible for any loss due to neglect, or misconduct by any of its agents, servants, clerks, attorneys or employees in procuring, collecting or transmitting — or in failing to procure, collect or transmit — said information. All such information is the result of MFSG investigations and its accuracy and correctness are not guaranteed by MFSG.

## Terms of MEMA Financial Services Group Member Contract

The term of this MFSG member contract, as covered by this application, shall be for a period of one (1) year, commencing with the first of the month immediately following acceptance by MFSG. Member contract shall be automatically renewed at prevailing subscription fee until either MFSG or the member notifies the other party. Membership fee may change periodically without notice to the member. In the event the member wishes to cancel its MFSG membership, notice must be made by mail, email or telefax not less than thirty (30) days before the member's anniversary date.

**SPECIAL NOTE ON MEMA:** This membership does not constitute membership in any of the MEMA market segment associations, nor does it entitle the member to receive any of the valuable service benefits provided by MEMA to its automotive parts manufacturer member companies. Please check the box below or go to the MEMA Web site, [www.mema.org](http://www.mema.org), to receive details regarding MEMA membership.

**Send information about membership in MEMA's market segment associations.**

AASA - Automotive Aftermarket Suppliers Association

HDMA - Heavy Duty Manufacturers Association

OESA - Original Equipment Suppliers Association

**This section for completion by The Credit Reporting Division.**

Date of Application \_\_\_\_\_

Date Received by The Credit Reporting Division \_\_\_\_\_

Date of Acceptance \_\_\_\_\_

Effective Date of Subscription (Anniversary Date) \_\_\_\_\_

Signed By \_\_\_\_\_ Title \_\_\_\_\_