



Membership Renewal Glossary

Primary Executive Contact	Highest level executive. Responsible for engaging at a high level, ensuring accuracy of A/P and Primary Membership Contact, and receiving Industry Advisor newsletter. Has access to renew membership.
Primary Membership Contact	Responsible for renewing membership, receiving Industry Advisor newsletter, receiving communications regarding all member benefits, maximizing company's benefits, keep other contacts up to date.
Accounts Payable Contact	Has access to view/pay all company invoices.
<i>I Make America</i> Ambassador Contact(s)	Responsible for reporting actions taken for the <i>I Make America</i> advocacy campaign.
Dues Determination	Dues for member companies are based on the average of the previous three years' sales or the past year's sales, (whichever is greater), of construction, agricultural, forestry, mining and utility equipment including replacement parts and auxiliary services. For non-manufacturing members, the same applies to income from services provided to equipment manufacturers within said industries. Sales used for determination of company dues includes only sales/shipments of products from the manufacturing plants/operating units of the applicant and all subsidiaries, sister companies, licensees, etc., into all industries and markets as follows: a. Companies with headquarters based in the Western Hemisphere: pay dues on all worldwide sales/shipments. b. Companies with headquarters based outside the Western Hemisphere: pay dues on all sales/shipments to the Western Hemisphere.