

Independent Manufacturer Representative **Associate Membership Application**

An independent manufacturer representative (IMR) provides sales and service for one or multiple manufacturers of rental equipment, representing complementary product lines and serving a defined territory. An IMR associate membership in the American Rental Association offers a variety of benefits that meet the specific needs of the manufacturer representative. Qualified agencies, companies and individuals are encouraged to become members. To join, you must represent at least one ARA associate member, selling products to rental companies in the name of the associate member(s).

Questions? Call 800.334.2177, ext. 233, or email associatemembership@ararental.org.

INDEPENDENT MANUFACTURER REPRESENTATIVE ASSOCIATE MEMBERSHIP - ANNUAL DUES - \$395

MEMBERSHIP BENEFITS INCLUDE

The ARA Show

- Receive mailings and emails about The ARA Show.
- Register for The ARA Show and receive badges in your agency's name for all of your agency representatives. To be eligible for this registration, at least one of the manufacturers you represent must exhibit at The ARA Show.
- Opportunity to reserve hospitality suites and meeting rooms in accordance with Show rules.

Advertising and marketing

Access to the General Member Directory at ARArental.org.

Access to vital Industry-specific information

- Rental Management magazine subscription, to keep you up to date on industry news and trends.
- Rental Pulse, the weekly e-newsletter that delivers timely industry and association information.

Volunteerism

Get involved and have an impact on the rental industry through volunteer participation on ARA committees, task forces or as associate member director on the ARA board.

Voting privileges

Each IMR member is entitled to one vote during the election of associate directors serving on the ARA board of directors.

ARA products, services, training and education

Purchase ARA products and services at the member rate.

COMPANY INFORMATION	DESIGNATED REPRESENTATIVE						
Company name:	The designated representative is the primary contact for your ARA information, including invoice notices and associate member election ballo						
Street address:	Prefix:						
City:	Name						
Country:State: ZIP:	Email: Contact mailing address (If different from company information. This address will be used for all membership communications.)						
Website:							
Phone:							
	City:						
Toll-free phone:	State/province:ZIP						
State/provinces in your territory:	Country:						
	Phone:Cell:						
	☐ I consent to receive automated communications and/or						

text messages from ARA at this mobile number.

IMR associate membership is open to firms that are independent contractor sales representatives of at least one ARA associate member, selling products to rental companies in the name of the associate member(s).

All individual calculates will be a feet strictly confidential.	DEMOGRAPHIC INFORMA	TION							
Does your agency offer: Warehousing Sales training Safety training Merchandising Field demos	All individual details will be kept strictly	y confidential.							
1- Owner	Year business was founded:	Num	Number of salespeople:			Number of employees:			
1- Owner	Does your agency offer: U W	/arehousing 🗖 Sa	ales training l	☐ Safety training	☐ Merchandis	sing			
4 - Petalodent 9 - CEO 11 - Salexy-Marketing Manager 20 - Other 35 - Regional Manager 20 - Other 35 - Manager 20 - Other 35 - Regional Manager 20 - Other 35 - Manager 20 - Manager 20 - Other 35 - Manager 20 - Manager 20 - Other 35 - M	COMPANY CONTACTS (Pleas	e choose job title number	from the list below t	hat best describe each indi	vidual's responsibilit	ies.)			
Please include an additional sheet if necessary. Prefix:Name:	4 - President	9 - CEO	1anager	18 - Sales Representat		25 - Manager			
Email:		•	nvolved with re	ntal and executives o	of your organiza	tion.			
Prefix:Name:Title number: (from list above)Territory:	Prefix: Name:	Tit	tle number: (fro	om list above)	Territory: _				
Email:	Email:								
Prefix:Name:	Prefix: Name:	Tit	tle number: (fro	om list above)	Territory: _				
MANUFACTURERS REPRESENTED To include more manufacturers, please provide additional pages with the details below as necessary. Company:	Email:								
MANUFACTURERS REPRESENTED To include more manufacturers, please provide additional pages with the details below as necessary. Company:	Prefix: Name:	Tit	tle number: (fro	om list above)	Territory: _				
To include more manufacturers, please provide additional pages with the details below as necessary. Company:Contact name:Represented since:	Email:								
Company: Contact name: Represented since: Mailing address: Phone: Product(s): Company: Contact name: Represented since: Represented since: Mailing address: Phone: Represented since: Represented since: Mailing address: Phone: Product(s): Company: Contact name: Represented since: Represented since: Mailing address: Phone: Product(s): Represented since: Represented since: Mailing address: Phone: Product(s): Represented since: Represented since: Mailing address: Phone: Product(s): MEMBERSHIP DUES \$395 dues, payable in U.S. funds, is required for annual membership as an IMR. ARA FOUNDATION CONTRIBUTION The ARA Foundation is here to assist the industry through educational and community support. Please donate today. In thereby authorize an annual donation of to be charged with my ARA membership dues. (initial) I would like to contribute a one-time donation of to the ARA Foundation. (initial) PAYMENT INFORMATION If you pay with credit card, ARA will continue your membership without interruption unless you tell us otherwise. At the end of the initial membership term and before the start of your new term, ARA will simply charge your credit card at the dues rate in effect at that time. Should terms or rates change, ARA will notify you in advance. If ARA cannot charge your credit card, the association will send you a bill for your dues. To opt out of this membership offer, check the box below: I choose to opt out of the ability to continue my ARA membership via the above-mentioned credit card payment system. Check or money order enclosed. Please charge my: Visa MasterCard Discover American Express Credit card number: Expiration Date: Name: (as it appears on card)	MANUFACTURERS REPRE	SENTED							
Mailing address: Phone:	To include more manufacturers, p	lease provide addition	onal pages with	the details below as	necessary.				
Phone:	Company:		Contac	t name:		Represented since:			
Company: Contact name: Represented since:	Mailing address:								
Mailing address:	Phone:	Product(s):							
Phone: Product(s):	Company:		Contac	t name:		Represented since:			
Contact name:	Mailing address:								
Mailing address: Phone: Product(s):									
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Name: (as it appears on card)	☐ Check or money order enclo	sed. Please charg	e my: 🔲 Vi	sa 🛮 MasterCai	rd 🛮 Discove	er 🛘 American Express			
	Credit card number:				Expiration	Date:			
Signature:	Name: (as it appears on card)								
	Signature:								
I understand that my membership is not official until it is approved by ARA.	I understand that my membersh	nip is not official ur	ntil it is approv	ed by ARA.					

Inventory Product Codes

Please check all categories as you would like them to appear in ARA's files and publications.

CO	NST	RUCTION/INDUSTRIAL	1485			2240		Concrete: Curb Extruders, Guniting
1000		Mobile Elevated Work Platforms (MEWP)			Toilets and Washrooms, Portable			Machines
1005		MEWP: Inspection	1510		Tracks, Track Pads, Track Carriers	2250		Cutters: Brick, Tile
1007		MEWP: Training	1520		Tractors and Tractor Attachments	2255		Cutters: Brush
1120		Air Compressor: Towable	1530		Traffic Control: Cones, Signs, Signals	2260		Cutters: Cable, Pipe, Rebar
1020		Asphalt Paver	1533		Traffic Control: Barricades, Manhole	2265		Dehumidifiers
1030		Backhoe Attachments			Guards	2270		Dethatchers, Power Rakes, Verti-
1040		Backhoes	1535		Trailers: Equipment, Dump, Enclosed			Cutters
1060		Breakers: Hand Operated	1540		Trenchers: Ride-on and Attachments	2273		Document Shredders: Commercial
1070		Breakers: Machine-mounted			Trucks: Box, Moving	2280		Drain, Sewer Cleaning Machines
1080		Bucket Attachments	1565		Trucks: Dump and Articulated Dump	2285		Drills: Concrete, Masonry
1085		Compaction Equipment: Attachments	1570		Trucks: Utility	2290		Drills: Pneumatic, Electric
1110		Compaction Equipment: Ride On and			Vibratory Plows	2293		Drywall Hand Tools
		Trench Rollers	1610		Water Trucks, Trailers, Portable	2295		Drywall Lifts
1100		Compaction Equipment: Walk Behind,			Misters	2297		Dust Suppression Equipment/
		Handheld	GEI	NER	AL TOOL/HOMEOWNER	0005	_	Accessories
1130		Concrete Batch Plants			Aerators	2305		Edgers: Groundskeeping
1135		Concrete: Buggies	2010		Air Conditioning, Chillers: Job Site			Engine Hoists, Stands
1137		Concrete: Mixers	2015		Air Scrubbers, Negative Air Machines	2315		Engines: Large (25 HP and Greater)
1140		Concrete: Trailers			Angle Grinders	2320		Engines: Small (Less than 25 HP)
1150		Conveyors	2020		Animal Traps, Snares, Cages	2330		Extension Cords
1170		Cranes	2030		Automotive Tools, Equipment, Supplies	2335		Fans: Pedestal, Drum, Misting, Tent
1190		Dozers	2040		Batteries, Battery Chargers	2340		Fastening Tools, Fasteners
1210		Drill Rigs: Mining	2045		Benders: Pipe, Rebar	2345		Fencing: Safety, Construction
1050		Earth Boring Machines, Horizontal	2050		Bits: Drills, Hammers, Chisels	2300		Floor Care: Edgers
		Directional Drills	2055		Blades: Abrasive, Diamond	2355 2357		Floor Care: Finishers, Polishers, Buffers Floor Care: Sanders
1200		Dumpsters	2060		Blades: Lawn Mower, Edger	2361		
1215		Electrical Distribution Equipment	2070		Blades: Saw	2365		Floor Care: Sweepers, Cleaning Machines Gas Cans, Caddies
1220		Excavator: Attachments			Concrete Power Tools, Dustless	2370		Generators: Small, Portable
1230		Excavators	2080		Blowers, Circulating Fans	2385		Hammers: Demolition, Chipping
1240		Excavators: Mini			Blowers: Leaf, Straw, Bark	2390		Hammers: Rotary
1260		Forklift: Attachments			Brakes: Aluminum Bending			Hand Truck Dollies, Pallet Jacks,
1290		Forklifts: Industrial	2103		Brush Cutter: Walk Behind, Ride-on,	2413		Loading Ramps
1295		Forklifts: Industrial Training			Attachments	2400		Heat Guns: Electric
1270		Forklifts: Rough-terrain	2105		Brush Cutters: Hand Held	2395		Heaters: Electric, Gas, Propane
1275		Forklifts: Rough-terrain Training	2110		Buffers: Automotive	2405		Hoists, Slings, Winches
1300		Generators: Towed, Skid-mounted	2115		Buffers: Floor	2420		Insulation: Applicators, Blowers
1310		Graders, Box Scrapers	2120		Buildings: Portable	2425		Jacks, Jack Pads
1490		Ground Heating Equipment	2125		Cable Pullers	2430		Ladders, Accessories
1330		Light Towers	2145		Carpet Dryers			Landscaping Hand Tools
1340		Loader: Attachments	2150		Carpet Installation Tools	2438		Laser Levels, Measuring Tools
		Loaders: Heavy Wheel	2140		Carpet: Upholstery Cleaning Equipment	2442		Lawn Mowers: Ride-on
1360		Loaders: Mini Skid Steers, Stand On,	2155		Cartop Carriers	2490		Lawn Mowers: Walk Behind
		Walk Behind	2160		Chainsaws, Chainsaw Accessories	2445		Lawn Vacuums
1380		Loaders: Skid Steer	2165		Chimney Cleaning Equipment	2453		Lighting Stands, Work Lights
1390		Loaders: Compact Track	2175		Chutes: Debris, Trash	2455		Locators: Pipe, Cable, Underground
1395		Marsh Equipment	2185		Cleaners: Steam			Utility
1405		Offices: Mobile	2193		Clothing: Protective	2460		Log Splitters
1410		Power Buggies	2195		Compressors: Portable	2470		Masonry Hand Tools
1600		Pressure Washers: Towable	2200		Concrete Additives: Hardening,	2485		Metal Detectors
1420		Road Plates, Trench Boxes			Curing, Coloring	2500		Nailers
1430		Rollers: Trench	2205		Concrete Drying, Heating	2510		Paint, Texture Sprayers
1440		Rollers: Vibratory	2210		Concrete Hand Tools: Floats, Darbies,	2513		Personal Protective Safety Equipment
1445		Screening and Crushing Plants,			Striking Tools, Forms, Stamps	2515		Pipe Inspection: Video
	_	Portable			Concrete Planers, Grinders, Scarifiers	2517		Pipe Thawing, Heating Equipment
1455		Signs: Trailer-mounted, Arrow Boards,			Concrete Power Trowel	2520		Plumbing Equipment
		Message Boards			Concrete Pumps	2530		Post Hole Diggers, Earth Augers,
1460		Skid Steer: Attachments	2222		Concrete Saws			Post Drivers, Post Pullers
1465		Surveying Equipment	2223		Concrete Scabblers	2535		Powder-actuated Tools, Accessories
1470		Sweepers: Street, Pavement	2225		Concrete Screeds	2545		Pressure Washers: Cold
1480		Tanks: Portable	2230		Concrete Vibrators	2547		Pressure Washers: Hot
1280		Telescopic Handlers	2235		Concrete: Cleaners, Sealers	2550		Propane Tank

2555		Pullers: Bearing, Gear	4060		Balloons, Helium Tanks	4670		Toilets, Restroom Trailers,
		Pumps: De-watering	4070		Banners, Pennants, Flags			Wash Stations
		Pumps: High-pressure	4080		Bars, Portable	4680		Torches, Party
		Pumps: Submersible	4020		Beds, Cots	4330		Vases, Urns
		Pumps: Test	4090		Bleachers	4685		Video Projectors, Projector Screens
2580		Pumps: Trash	4110		Bunting	4725		Waste Containers
2600		Rebar Tools	4120		Candelabra	4730		Wedding Decorations, Runners
		Rollers: Floor	4140		Casino Equipment	4960		
		Rollers: Lawn	4150		Centerpieces			
		Roofing Tools	4155		Ceremonial Scissors, Shovels	SE	RVI	CES/CONSUMABLES
2640		Sandblasting Equipment, Abrasives, Accessories	4160		Chafers	3000		Accounting Services
2645		Saws: Microtrench Concrete Slit	4220		Chair Covers	3010		Advertising and Marketing Programs
2645 2650			4170		Chairs: Folding	3020		Advertising Specialties, Promotional
			4175		Chairs: Stackable	0020		Products
		Saws: Concrete Walk-behind	4178		Charging Stations, Personal Electronic	3060		Auctioneers, Equipment Brokers, Appraisers
2660		Saws: Cut-off	4180		China, Dinnerware	3065		Background Searches
		Saws: Handheld	4195 4390		Concession Equipment			•
		Saws: Miter, Chop	4200		Concession Equipment Costumes and Accessories	3130		Business Consulting Services
		Saws: Reciprocating	4230		Crowd Control: Fencing, Ropes, Stanchions	3190		Business Forms, Rental Contracts
		Saws: Tile	4270		Dividers, Partitions, Pipe & Drape	3040		Erosion Control/Retention Dams
			4280		Drapery and Swagging	3075		Chair, Tent Cleaning Equipment
2712		Seeders: Hydro, Slit, Drop	4285		Drones, Aerial Photography	3085		Cleaning Chemicals
		Sewer Cleaning Equipment	4290		Dunk Tanks	3100		Collection Agencies
2730		Shoring Equipment	4300	ö	Easels	3150		Decals, Tags, Signs, Labels
2732		Shot Blasting Equipment	4570		Flatware, Serving Ware	3155		Dishwashing Equipment Commercial
2738		Silica Dust Collection Devices	4320		Flooring: Carpet and Turf	3160		Employee Training: Non-equipment
2740		Snow Removal Equipment	4240		Flooring: Dance, Portable	3165		Engines: Parts
2745		Sod Cutters, Bed Cutters	4190		Food Refrigeration, Coolers	3175		Fabric Steamers, Presses
2751		Sprayers: Tank, Backpack, Trailer	4365		Food Transport, Bussing Equipment	3330		Facility Security Systems
		Mounted	4370		Fountains: Champagne, Chocolate	3170		Financing, Leasing
		Spreaders: Fertilizer, Seed	4380		Frozen Drink, Ice Cream Machines	3353		Trucking/Logistics
		•	4385		Furniture: Home, Office	3355		Fleet Mgt. Systems, Telematics, GPS,
		Staplers: Pneumatic, Manual, Electric	4395		Furniture: Lounge, Vintage	3333		Meters
		Storage: Containers, Units	4700		Furniture: Patio and Umbrellas	3185		Gloves: Work, Safety
		Stripers: Paint, Stencils Strippers: Carpet, Floor, Tile	4130		Games			
		Stump Grinders	4400		Gazebos, Arbors, Arches and Columns	3195		Hoses, Hose Couplers, Accessories
		Sweepers: Magnetic	4410		Glassware	3200		Hydraulic Parts, Surge Brakes
2815			4350		Grills, Stoves, Ovens, Cookers, Fryers		_	and Accessories
		Testing Equipment: Electrical,			Heaters: Patio, Space			Laundry Commercial
2020	_	Environmental, Quality Control	4425		Heaters: Tent			Legal Services
2825		Threading Tools	4430		Ice Tables, Molds	3235		Lubricants, Sealants and Fuel Additives
		Tiedowns, Load Binders, Cargo	4450		Inflatables, Bounce Houses	3270		Merger, Acquisition Services
		Control Systems	4460		Karaoke Machines, Jukeboxes	3273		On-Line Rental Marketplace
2835		Tillers, Garden Cultivators	4480		Lecterns, Podiums	3275		Pressure Gauges, Regulators
2855		Tools, Homeowner	4485 4495		Lighting: Props, Furniture Lighting: Search	3285		Racks: Storage, Washing
2875		Torches: Acetylene, Propane	4505		Lighting: String, Holiday Decorations,	3320		Radios, Two-way
2885		Trailer Accessories: Tow Bars,	4303		Candles	3120		Rental Software
		Tow Dolly, Ball Hitches	4490		Lighting: Tents	3125		Retail Disposable Paper, Plastic Goods
			4515		Lighting: Theatrical	3135		Safety Equipment: Products, Training
2905		0,	4500		Linens	3145		Stake Pullers, Drivers
		Utility Vehicles, RTV's, Golf Carts	4340		Party Machines: Bubble, Fog, Smoke, Snow	3335		Stationery, Invitations, Imprinting Machines
2920		•	4535		Photo Booths, Photography Equipment	3340		Stolen Equipment: Recovery, Anti-Theft
		Vacuum: Wet, Dry, Floor, HEPA Filter	4540		Props, Theme Decorations	0010		Devices
2935 2940		· · · · · · · · · · · · · · · · · · ·	4550		Racks: Garment	3350		Store Displays, Fixtures
2945		Wallpaper Steamers, Tools and Accessories Welders, Ele. Fusion & Accessories	4565		Raffle Drums, Bingo Cages			Tent Stakes, Anchors and Poles
2945	_		4566		Ramps: Walk, Wheelchair	3365		Tool, Blade Sharpening
2170		Wood Chippers	4567		Recreation, Camping Equipment	3380		
			4580		Skirting: Table, Stage	3385		Tires, Tracks, Undercarriage Accessories
PAF	₹TY	//SPECIAL EVENT	4600		Stages, Platforms, Risers, Trussing	3370		Uniforms, Clothing
4030		Air Conditioning, Tents	4630		Tables	3375		Telephone On-Hold Messages
4040		Amusement Rides	4640		Tent Water Barrels, Blocks	3390		Web Services
4000		Audio Amplifiers, P.A. Equipment	4660		Tents, Canopies, Temporary	3395		Wrappers: Shrink Wrap, Tape
4010		Baby Furniture, Cribs, Strollers			Structures			