



HDAW DISTRIBUTOR QUALIFICATION POLICY

Heavy Duty Aftermarket Week (HDAW) is a business to business conference developed by a Joint Operating Committee (HDAW JOC) of sponsoring distributor and supplier organizations. The event is owned and organized by three (3) industry associations: CVSN, HDDA and HDMA. Conference Management is contracted to W.T. Glasgow, Inc., an independent event management firm.

The HDAW JOC is made up of members of the event's sponsoring organizations' leadership. The HDAW JOC is limited to organizations and associations in the independent HD aftermarket, the independent shop operator and those company's suppliers.

The HDAW JOC consists of the following organizations:

- American Council of Frame & Alignment Specialists (ACOFAS)
- Association of Diesel Specialists (ADS)
- Auto Care Association/HDDA: Heavy Duty
- Commercial Vehicle Solutions Network (CVSN)
- HDA Truck Pride
- Heavy Duty Manufacturers Association (HDMA)
- Heavy Duty Remanufacturing Group (HDRG), a division of APRA
- International Truck Parts Association (ITPA)
- Overseas Automotive Council (OAC)
- Power Heavy Duty
- Service Specialists Association (SSA)
- VIPAR Heavy Duty

The HDAW Conference is constructed specifically for the purpose of strengthening this important independent market segment in the heavy duty parts and service industry.

To qualify to attend HDAW under the "Distributor" registration or specialty classification, attendees must be in one of the following categories:

- Members of the HDAW JOC Organizations, excluding suppliers (#1 - #2)
- Independent HD aftermarket distributor (#2)
- Independent truck service specialists (#2)
- Non-Exhibiting Consultant (#3)
- HD Industry trade association
- HD industry marketing group
- HD industry or other general trade press editors and publishers

Note #1: All suppliers are restricted by published policy to registering as HDAW exhibiting suppliers or as qualifying non-exhibiting suppliers.

Note #2: Restrictions: Registration admittance to HDAW under these classifications are limited to current listed members of the 12 HDAW JOC sponsoring organizations (on record, as required each year) or their guests- and then only as approved on an individual basis by a majority of the Conference Organizers.

Note #3: Ad Agency/Consultant personnel must register as part of their client's exhibitor company and are not permitted to solicit their services in the exhibit hall.