

SMACNA ASSOCIATE MEMBER PROGRAM



The Sheet Metal & Air Conditioning Contractors' National Association, Inc. [SMACNA] represents most of the major sheet metal and HVAC contractors operating in the construction and service industries. Membership in SMACNA is by firm as opposed to individuals and the full membership today is international with member firms located around the globe. The majority of SMACNA's member contracting firms are in the United States and Canada. These are firms that collectively purchase millions of dollars worth of products and contract services from industry vendors annually.

SMACNA strongly believes that it is important that its members and industry vendors build effective and profitable business relationships. It is committed to the concept of fostering the development of working partnerships with the ultimate goal of providing the end user the highest quality product possible as economically feasible in terms of money, time, and durability. The major SMACNA initiative that provides opportunity and incentive for this effort is the **SMACNA Associate Member Program**.

The SMACNA Associate Member Program provides six levels of affiliation. They include:

Platinum Associate Member	(\$20,000 annual membership fee)
Gold Associate Member	(\$15,000 annual membership fee)
Silver Associate Member	(\$7,500 annual membership fee)
Bronze Associate Member	(\$3,000 annual membership fee)
Special Associate Member	(\$1,500 annual membership fee)

Each level of associate membership includes a package of benefits which increases in number and value with the highest level being Platinum. The Special level is designed exclusively for Canadian vendors that only conduct business in Canada; other Canadian vendors must affiliate at the Bronze or higher level.

The benefits provided by SMACNA are all designed to introduce, promote, and market an associate member's company, products, and services to the SMACNA contractor membership. The ultimate goal is the development of new working partnerships or enhancement of existing partnerships between industry vendors and SMACNA member contractors.

More specific information is available on SMACNA's web site at www.smacna.org or by contacting Mike McCullion at SMACNA, [703] 803-2980 or mmccullion@smacna.org.