

## Membership Application

### Mr. President:

We herewith make application, subject to your Bylaws, for membership in the Automobile Dealers' Association of Indiana, Inc., for which we attach our check hereto, covering payment of dues for the association's next fiscal year.

OWNER (PLEASE PRINT)

DEALERSHIP NAME

STREET

P.O. BOX

CITY

ZIP CODE

DEALER NUMBER

MAKES SOLD

PHONE NO.

FAX NO.

E-MAIL

\*NOTE: This application must be accompanied by remittance in favor of the Automobile Dealers' Association of Indiana, Inc.

Mail to:

Automobile Dealers Association of Indiana  
Attn. Membership Services Manager  
150 W. Market St., Suite 812  
Indianapolis, IN 46204



Automobile Dealers  
Association of Indiana

150 W. Market Street, Suite 812  
Indianapolis, IN 46204

Phone: 317.635.1441 or 800.872.0363  
Fax: 317.685.1028  
E-mail: mep-adai@indy.rr.com

Automobile Dealers  
Association of Indiana

## Association Information And Membership Application

*“Let ADAI open the  
door to a profitable  
relationship.”*



# About A.D.A.I.



The Automobile Dealers Association of Indiana, Inc., better known as ADAI was founded in 1937. ADAI is a trade association made up of 615 franchised new vehicle dealers both import and domestic throughout the State of Indiana focusing on government relations, education and customer satisfaction.

The Association's office is located in Indianapolis at 150 W, Market Street, Suite 812, Indianapolis, IN 46204. The day-to-day activities are carried out by a staff of four, including the Executive Vice President, Regulatory Agency Liaison, a Lobbyist and Membership/Services Manager. Association policy is determined by 35 Board of Directors including 24 District Directors who are elected by association members from their respective districts.

The Association, in addition to working with Indiana policy makers, also serves as a conduit to Indiana's regulatory agencies including the Bureau of Motor Vehicles, Indiana Attorney General and the Departments of Revenue, Insurance and Transportation. Legal issues are an intricate part of the membership services provided by ADAI.

ADAI sponsors dealership personnel training seminars and develops business forms used in dealership operation. Although lobbying the Indiana General Assembly is the primary purpose of ADAI, the Association also serves as liaison between dealer members and local government agencies throughout Indiana.

## Purpose Statement

The purpose of the Automobile Dealers Association of Indiana, Inc. is to maintain and enhance the franchise distribution system of motor vehicles in Indiana. The ADAI believes the franchise system of independently owned and operated licensed new vehicle dealers best serves the interest of manufacturers and consumers by insuring the most competitive and efficient means of distributing and servicing high quality new and used motor vehicles.

## Position Statement

A level playing field, with fair and open competition among all dealers, is the best assurance Indiana consumers will continue to obtain the highest level of value and service for their automobiles, trucks and motorcycles. ADAI is committed to taking whatever actions are necessary to accomplish this mission, including enacting legislation to protect dealers in their relationship with the manufacturer. The ADAI will work to protect members from overreaching an unfair manufacturer restrictions on their ability to operate and sell the businesses they have worked hard to build. The ADAI will also work to support legislation to protect members from perceived abuses and oppressive acts by the manufacturer.

The ADAI believes any Indiana state budget surplus is a result of over taxation. The ADAI believes in maintaining a 'rainy day fund'; however, all additional surpluses should be either returned to the taxpayers in the form of tax cuts or invested in economic development. The ADAI will work for and support legislation aimed at increasing Indiana's economic development. The ADAI will work against and oppose legislation harmful to members and their employees.



## Grass Roots Legislative Network

A franchised new car, truck or motorcycle dealer in Indiana honors their annual dues request for one and only one reason: To protect his business from statutory, regulatory and predatory laws, rules and industry special interests that might otherwise lend to a devaluation or destruction of his business. For this reason the ADAI should first and foremost provide members with the best and most comprehensive government relations effort possible.

To accomplish this the ADAI established a grass roots political action network. The grass roots political action network includes member dealers contributing to Indiana Dealers Election Action for Survival (IDEAS), the political action committee (PAC) of ADAI, identifying members who personally know members of the Indiana General Assembly and matching them with other dealers in their respective legislative districts. Additionally, coordinating PAC contributions to legislators within these same members' districts. The result of the network is ADAI dealer members can instantly respond to requests to contact legislators considering both pro and adverse legislation affecting ADAI (franchised auto dealers), ITDA (franchised heavy duty truck dealers), and MDAI (franchised motorcycle dealers) members.

## ADAI Schedule of Annual Dues

Based on previous year's sales, or in the event of a new dealer, on anticipated sales for the next calendar year.

0-199	Vehicles	\$225	Small MC Dealer
200-499	Vehicles	\$400	\$125
500-999	Vehicles	\$500	Large MC Dealer
1000+	Vehicles	\$700	\$250