







MEMBERSHIP SUMMARY REPORT
(October 13, 2009)

Oct 13, 2009	TOTAL	HPBA	AFF TOTAL	NEHPBA	MAHPBA	SEHPBA	MSPBA	MWHPBA	NCHPBA	SCHPBA	AHPBA	RMHPBA	NWHPBA	OHPBA	HPBAP,S	HPBAP	HPBAC
New Members	374	51	323	68	28	21	10	20	10	18	9	15	18	9		40	57
Loss of Members	639	123	516	42	34	136	44	30	33	23	9	17	25	10	Merged	54	59
															with		
Total Manufacturer Members	280	274	6	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	HPBAP	N/A	6
Associate	21	0	21	0	0	0	0	2	1	1	1	1	2	1	in	1	11
Distributor	178	0	178	20	10	15	11	19	8	9	7	10	11	3	2006	9	46
Manufacturers' Representative	126	4	122	12	10	16	8	8	10	6	7	7	9	2		17	10
Non-Profit	9	0	9	0	2	0	3	1	0	0	0	0	0	1	Merged	0	2
Retailer	1,735	5	1,730	287	173	156	120	119	110	113	20	83	84	42	with	163	260
Service	218	1	217	36	27	8	4	14	4	2	2	9	4	2	HPBAP	22	83
Total Non-Manufacturer Members	2,287	10	2,277	355	222	195	146	163	133	131	37	110	110	51	in	212	412
TOTAL MEMBERS	2,567	284	2,283	355	222	195	146	163	133	131	37	110	110	51	2006	212	418
Per Cent of Non-Manufacturer Members	NA	NA	100%	16%	10%	9%	6%	7%	6%	6%	2%	5%	5%	2%		9%	18%
Change in Membership from 2008 to 2009	-9%	-17%	-8%	8%	-3%	-38%	-19%	-6%	-15%	-4%	0%	-2%	-7%	0%		-6%	1%
Retention Rate	77%	64%	79%	87%	85%	56%	76%	83%	79%	83%	76%	85%	79%	80%		76%	86%
Turnover Rate	23%	36%	21%	13%	15%	44%	24%	17%	21%	17%	24%	15%	21%	20%		24%	14%

**MEMBERSHIP SUMMARY REPORT
(October 13, 2009)**

December 31, 2008	TOTAL	HPBA	AFF TOTAL	NEHPBA	MAHPBA	SEHPBA	MSPBA	MWHPBA	NCHPBA	SCHPBA	AHPBA	RMHPBA	NWHPBA	OHPBA	HPBAP,S	HPBAP	HPBAC
New Members	482	51	431	45	46	115	50	30	21	18	4	12	11	5		37	37
Loss of Members	482	94	388	26	21	35	23	23	29	13	22	24	31	12	Merged	71	58
															with		
Total Manufacturer Members	339	334	5	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	HPBAP	N/A	5
Associate	24	0	24	0	1	1	1	3	2	2	1	0	2	1	in	1	9
Distributor	195	0	195	19	12	24	12	22	12	7	7	8	11	3	2006	8	50
Manufacturers' Representative	139	4	135	14	11	16	10	7	8	7	9	6	10	1		24	12
Non-Profit	12	0	12	0	3	1	2	1	0	0	0	0	0	3	Merged	0	2
Retailer	1,897	4	1,893	269	175	249	151	130	129	120	19	88	90	40	with	171	262
Service	211	0	211	28	26	21	4	11	5	1	1	10	5	3	HPBAP	21	75
Total Non-Manufacturer Members	2,478	8	2,470	330	228	312	180	174	156	137	37	112	118	51	in	225	410
TOTAL MEMBERS	2,817	342	2,475	330	228	312	180	174	156	137	37	112	118	51	2006	225	415
Per Cent of Non-Manufacturer Members	NA	NA	100%	13%	9%	13%	7%	7%	6%	6%	1%	5%	5%	2%		9%	17%
Change in Membership from 2007 to 2008	0%	-10%	1%	4%	10%	34%	18%	3%	-5%	3%	-24%	-10%	-14%	-16%		-15%	-5%
Retention Rate	83%	75%	84%	92%	90%	85%	85%	86%	82%	90%	55%	81%	78%	80%		73%	87%
Turnover Rate	17%	25%	16%	8%	10%	15%	15%	14%	18%	10%	45%	19%	22%	20%		27%	13%

MEMBERSHIP SUMMARY REPORT
(October 13, 2009)

December 31, 2007	TOTAL	HPBA	AFF TOTAL	NEHPBA	MAHPBA	SEHPBA	MSPBPA	MWHPBA	NCHPBA	SCHPBA	AHPBA	RMHPBA	NWHPBA	OHPBA	HPBAP,S	HPBAP	HPBAC
New Members	503	66	437	68	25	43	14	23	21	21	8	15	20	9	X	89	81
Loss of Members	412	85	327	29	24	61	43	15	37	19	8	16	19	7	Merged	14	35
															with		
Total Manufacturer Members	372	368	4	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	HPBAP	N/A	4
Associate	25	0	25	1	0	1	1	3	3	0	1	0	2	1	in	1	11
Distributor	210	0	210	21	14	25	11	22	12	8	10	10	11	4	2006	9	53
Manufacturers' Representative	143	5	138	11	12	19	8	11	11	6	8	7	10	1	X	21	13
Non-Profit	10	0	10	0	1	1	2	2	0	0	0	0	0	2	Merged	0	2
Retailer	1,877	8	1,869	265	162	173	126	119	131	117	29	99	108	52	with	206	282
Service	194	0	194	18	18	14	5	12	7	2	1	9	7	1	HPBAP	27	73
Total Non-Manufacturer Members	2,459	13	2,446	316	207	233	153	169	164	133	49	125	138	61	in	264	434
TOTAL MEMBERS	2,831	381	2,450	316	207	233	153	169	164	133	49	125	138	61	2006	264	438
Per Cent of Non-Manufacturer Members	NA	NA	100%	13%	8%	10%	6%	7%	7%	5%	2%	5%	6%	2%	X	11%	18%
Change in Membership from 2006 to 2007	3%	-5%	5%	13%	0%	-8%	-15%	6%	-9%	4%	0%	-1%	1%	5%		40%	11%
Retention Rate	85%	79%	86%	90%	88%	76%	76%	91%	79%	85%	84%	87%	86%	88%		93%	91%
Turnover Rate	15%	21%	14%	10%	12%	24%	24%	9%	21%	15%	16%	13%	14%	12%		7%	9%