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Dec. 31,2009	TOTAL	HPBA	AFF TOTAL	NEHPBA	MAHPBA	SEHPBA	MSHPBA	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	**1,734**	5	**1,729**	287	173	156	119	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	**2,286**	**10**	**2,276**	**355**	**222**	**195**	**145**	**163**	**133**	**131**	**37**	**110**	**110**	**51**	**in**	**212**	**412**
TOTAL MEMBERS	**2,566**	**284**	**2,282**	**355**	**222**	**195**	**145**	**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%**

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(December 31, 2009)

December 31, 2008	TOTAL	HPBA	AFF TOTAL	NEHPBA	MAHPBA	SEHPBA	MSHPBA	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%**

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December 31, 2007	TOTAL	HPBA	AFF TOTAL	NEHPBA	MAHPBA	SEHPBA	MSHPBA	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		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		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%**		**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%**

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December 31, 2006	TOTAL	HPBA	AFF TOTAL	NEHPBA	MAHPBA	SEHPBA	MSHPBA	MWHPBA	NCHPBA	SCHPBA	AHPBA	RMHPBA	NWHPBA	OHPBA	HPBAP,S	HPBAP	HPBAC
New Members	**521**	100	**421**	42	39	32	22	23	34	28	16	35	34	11		52	53
Loss of Members	**399**	92	**298**	39	22	67	26	24	27	8	5	14	2	4	**Merged**	33	27
															with		
Total Manufacturer Members	**395**	**389**	**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	**25**	0	**25**	0	0	2	0	3	6	0	1	0	2	1	**in**	1	9
Distributor	**199**	0	**199**	16	10	29	14	21	10	7	10	11	12	3	**2006**	8	48
Manufacturers' Representative	**133**	4	**129**	11	12	16	7	11	11	5	5	6	12	1		20	12
Non-Profit	**9**	0	**9**	0	1	2	2	1	0	0	0	0	1	1	**Merged**	0	1
Retailer	**1,825**	6	**1,819**	240	168	190	151	114	144	113	31	101	106	50	**with**	144	267
Service	**155**	0	**155**	13	17	14	7	10	9	3	2	8	4	2	**HPBAP**	16	50
Total Non-Manufacturer Members	**2,346**	**10**	**2,336**	**280**	**208**	**253**	**181**	**160**	**180**	**128**	**49**	**126**	**137**	**58**	**in**	**189**	**387**
TOTAL MEMBERS	**2,741**	**399**	**2,342**	**280**	**208**	**253**	**181**	**160**	**180**	**128**	**49**	**126**	**137**	**58**	**2006**	**189**	**393**
Per Cent of Non-Manufacturer Members	**NA**	**NA**	**100%**	**12%**	**9%**	**11%**	**8%**	**7%**	**8%**	**5%**	**2%**	**5%**	**6%**	**2%**		**8%**	**17%**
Change in Membership from 2005 to 2006	**5%**	**3%**	**5%**	**3%**	**9%**	**-13%**	**-3%**	**-1%**	**3%**	**11%**	**29%**	**20%**	**32%**	**16%**		**13%**	**7%**
Retention Rate	**85%**	**76%**	**87%**	**86%**	**88%**	**77%**	**86%**	**85%**	**84%**	**93%**	**87%**	**87%**	**98%**	**92%**		**65%**	**93%**
Turnover Rate	**15%**	**24%**	**13%**	**14%**	**12%**	**23%**	**14%**	**15%**	**16%**	**7%**	**13%**	**13%**	**2%**	**8%**		**35%**	**7%**

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December 31, 2005	TOTAL	HPBA	AFF TOTAL	NEHPBA	MAHPBA	SEHPBA	MSHPBA	MWHPBA	NCHPBA	SCHPBA	AHPBA	RMHPBA	NWHPBA	OHPBA	HPBAP,S	HPBAP	HPBAC
New Members	**489**	103	**386**	42	33	109	37	28	22	14	2	9	10	3	5	11	61
Loss of Members	**411**	60	**351**	39	28	28	19	14	21	16	3	22	22	12	49	39	39
Total Manufacturer Members	**385**	**378**	**7**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**7**
Associate	**25**	0	**25**	0	0	3	0	3	4	0	1	0	2	1	1	0	10
Distributor	**195**	0	**195**	15	10	32	15	19	9	8	11	11	8	3	6	7	41
Manufacturers' Representative	**141**	3	**138**	14	13	18	8	12	13	6	4	8	12	2	7	11	10
Non-Profit	**7**	0	**7**	0	1	2	1	1	0	0	0	0	0	0	0	0	2
Retailer	**1,737**	8	**1,729**	231	149	221	160	118	145	101	21	81	80	42	57	71	252
Service	**120**	0	**120**	11	18	14	3	8	3	0	1	5	2	2	2	6	45
Total Non-Manufacturer Members	**2,225**	**11**	**2,214**	**271**	**191**	**290**	**187**	**161**	**174**	**115**	**38**	**105**	**104**	**50**	**73**	**95**	**360**
TOTAL MEMBERS	**2,610**	**389**	**2,221**	**271**	**191**	**290**	**187**	**161**	**174**	**115**	**38**	**105**	**104**	**50**	**73**	**95**	**367**
Per Cent of Non-Manufacturer Members	**NA**	**NA**	**100%**	**12%**	**9%**	**13%**	**8%**	**7%**	**8%**	**5%**	**2%**	**5%**	**5%**	**2%**	**3%**	**4%**	**16%**
Change in Membership from 2004 to 2005	**3%**	**13%**	**2%**	**0%**	**-1%**	**39%**	**14%**	**8%**	**1%**	**-2%**	**0%**	**-11%**	**-5%**	**-18%**	**-39%**	**-23%**	**7%**
Retention Rate	**84%**	**83%**	**84%**	**86%**	**85%**	**87%**	**88%**	**91%**	**88%**	**86%**	**92%**	**81%**	**80%**	**80%**	**59%**	**69%**	**89%**
Turnover Rate	**16%**	**17%**	**16%**	**14%**	**15%**	**13%**	**12%**	**9%**	**12%**	**14%**	**8%**	**19%**	**20%**	**20%**	**41%**	**31%**	**11%**

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December 31, 2004	TOTAL	HPBA	AFF TOTAL	NEHPBA	MAHPBA	SEHPBA	MSHPBA	MWHPBA	NCHPBA	SCHPBA	AHPBA	RMHPBA	NWHPBA	OHPBA	HPBAP,S	HPBAP	HPBAC
New Members	**395**	53	**342**	25	26	39	11	17	15	17	7	19	13	14	50	41	48
Loss of Members	**512**	81	**431**	28	31	105	62	39	23	19	14	8	20	7	3	15	57
Total Manufacturer Members	**340**	**334**	**6**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**6**
Associate	**28**	0	**28**	0	0	2	0	3	3	0	1	1	1	1	4	0	12
Distributor	**182**	0	**182**	13	9	22	13	16	9	9	11	12	8	4	7	8	41
Manufacturers' Representative	**147**	3	**144**	15	13	16	10	14	12	8	3	10	14	2	9	10	8
Non-Profit	**8**	1	**7**	0	1	2	1	1	0	0	0	0	0	0	0	0	2
Retailer	**1,686**	5	**1,681**	229	153	146	138	107	146	99	23	90	86	50	89	100	225
Service	**140**	0	**140**	14	16	20	2	8	3	1	0	5	1	4	10	6	50
Total Non-Manufacturer Members	**2,191**	**9**	**2,182**	**271**	**192**	**208**	**164**	**149**	**173**	**117**	**38**	**118**	**110**	**61**	**119**	**124**	**338**
TOTAL MEMBERS	**2,531**	**343**	**2,188**	**271**	**192**	**208**	**164**	**149**	**173**	**117**	**38**	**118**	**110**	**61**	**119**	**124**	**344**
Per Cent of Non-Manufacturer Members	**NA**	**NA**	**100%**	**12%**	**9%**	**10%**	**8%**	**7%**	**8%**	**5%**	**2%**	**5%**	**5%**	**3%**	**5%**	**6%**	**15%**
Change in Membership from 2003 to 2004	**-3%**	**-6%**	**-3%**	**-1%**	**3%**	**-24%**	**-23%**	**-12%**	**-4%**	**-2%**	**-5%**	**11%**	**-3%**	**17%**	**61%**	**24%**	**-2%**
Retention Rate	**80%**	**78%**	**81%**	**90%**	**83%**	**62%**	**71%**	**77%**	**87%**	**84%**	**65%**	**92%**	**82%**	**87%**	**96%**	**85%**	**84%**
Turnover Rate	**20%**	**22%**	**19%**	**10%**	**17%**	**38%**	**29%**	**23%**	**13%**	**16%**	**35%**	**8%**	**18%**	**13%**	**4%**	**15%**	**16%**

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December 31, 2003	TOTAL	HPBA	AFF TOTAL	NEHPBA	MAHPBA	SEHPBA	MSHPBA	MWHPBA	NCHPBA	SCHPBA	AHPBA	RMHPBA	NWHPBA	OHPBA	HPBAP,S	HPBAP	HPBAC
New Members	**594**	68	**526**	41	48	138	81	60	27	35	7	15	8	5	1	4	56
Loss of Members	**492**	75	**417**	36	26	30	13	15	20	11	11	27	9	18	68	80	53
Total Manufacturer Members	**363**	**359**	**4**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**4**
Associate	33	0	33	1	0	3	0	4	4	1	1	0	1	1	3	0	14
Distributor	187	1	186	17	9	23	15	16	11	8	11	12	7	2	7	10	38
Manufacturers' Representative	137	3	134	13	10	17	9	11	9	7	6	9	16	3	7	11	6
Non-Profit	6	0	6	0	1	2	1	0	0	0	0	0	0	0	0	0	2
Retailer	1,751	2	1,749	231	153	210	181	130	153	101	22	79	87	41	49	74	238
Service	141	0	141	11	14	19	7	9	4	2	0	6	2	5	8	5	49
Total Non-Manufacturer Members	**2,255**	**6**	**2,249**	**273**	**187**	**274**	**213**	**170**	**181**	**119**	**40**	**106**	**113**	**52**	**74**	**100**	**347**
TOTAL MEMBERS	**2,618**	**365**	**2,253**	**273**	**187**	**274**	**213**	**170**	**181**	**119**	**40**	**106**	**113**	**52**	**74**	**100**	**351**
Per Cent of Non-Manufacturer Members	**NA**	**NA**	**100%**	**12%**	**8%**	**12%**	**9%**	**8%**	**8%**	**5%**	**2%**	**5%**	**5%**	**2%**	**3%**	**4%**	**15%**
Change in Membership from 2002 to 2003	**5%**	**-1%**	**7%**	**3%**	**15%**	**67%**	**48%**	**40%**	**5%**	**23%**	**-13%**	**-12%**	**0%**	**-17%**	**-45%**	**-41%**	**3%**
Retention Rate	**80%**	**80%**	**80%**	**86%**	**84%**	**82%**	**91%**	**88%**	**88%**	**89%**	**76%**	**78%**	**92%**	**71%**	**49%**	**53%**	**85%**
Turnover Rate	**20%**	**20%**	**20%**	**14%**	**16%**	**18%**	**9%**	**12%**	**12%**	**11%**	**24%**	**23%**	**8%**	**29%**	**51%**	**47%**	**15%**

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December 31, 2002	TOTAL	HPBA	AFF TOTAL	NEHPBA	MAHPBA	SEHPBA	MSHPBA	MWHPBA	NCHPBA	SCHPBA	AHPBA	RMHPBA	NWHPBA	OHPBA	HPBAP,S	HPBAP	HPBAC
New Members	**507**	79	**428**	34	16	25	20	13	19	14	14	18	10	12	45	34	154
Loss of Members	**491**	61	**430**	42	63	56	54	28	29	23	8	39	26	9	8	11	34
Total Manufacturer Members	**363**	**361**	**2**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**2**
Associate	31	0	31	0	0	2	2	3	4	1	1	0	1	2	5	1	9
Distributor	179	0	179	18	8	19	12	12	10	8	10	12	6	2	9	13	40
Manufacturers' Representative	126	4	122	11	7	14	8	8	10	7	3	8	14	4	11	13	4
Non-Profit	5	0	5	0	0	1	1	0	0	0	0	0	0	1	0	0	2
Retailer	1,628	5	1,623	224	136	119	119	92	145	79	31	91	90	46	95	132	224
Service	153	0	153	13	12	9	2	6	3	2	1	9	2	8	14	11	61
Total Non-Manufacturer Members	**2,122**	**9**	**2,113**	**266**	**163**	**164**	**144**	**121**	**172**	**97**	**46**	**120**	**113**	**63**	**134**	**170**	**340**
TOTAL MEMBERS	**2,485**	**370**	**2,115**	**266**	**163**	**164**	**144**	**121**	**172**	**97**	**46**	**120**	**113**	**63**	**134**	**170**	**342**
Per Cent of Non-Manufacturer Members	**NA**	**NA**	**100%**	**13%**	**8%**	**8%**	**7%**	**6%**	**8%**	**5%**	**2%**	**6%**	**5%**	**3%**	**6%**	**8%**	**16%**
Change in Membership from 2001 to 2002	**3%**	**12%**	**1%**	**-4%**	**-20%**	**-15%**	**-16%**	**-9%**	**-7%**	**-7%**	**18%**	**-14%**	**-10%**	**5%**	**43%**	**22%**	**54%**
Retention Rate	**80%**	**81%**	**79%**	**85%**	**69%**	**71%**	**69%**	**79%**	**84%**	**78%**	**79%**	**72%**	**79%**	**85%**	**91%**	**92%**	**84%**
Turnover Rate	**20%**	**19%**	**21%**	**15%**	**31%**	**29%**	**31%**	**21%**	**16%**	**22%**	**21%**	**28%**	**21%**	**15%**	**9%**	**8%**	**16%**

Dues collected for 2002 include renewing Former BIA members who gained membership through the 2001 HPA and BIA merger Agreement

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December 31, 2001	TOTAL	HPBA	AFF TOTAL	NEHPBA	MAHPBA	SEHPBA	MSHPBA	MWHPBA	NCHPBA	SCHPBA	AHPBA	RMHPBA	NWHPBA	OHPBA	HPBAP,S	HPBAP	HPBAC
New Members	**476**	61	**415**	33	23	44	27	26	39	25	9	56	24	8	29	32	40
Loss of Members	**498**	60	**438**	30	69	73	51	32	19	13	6	17	14	13	10	17	74
Total Manufacturer Members	**320**	**316**	**4**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**4**
Associate	37	0	37	0	1	3	4	3	3	1	1	0	2	2	5	0	12
Distributor	173	0	173	16	13	22	13	12	5	7	9	14	12	2	6	8	34
Manufacturers' Representative	131	5	126	13	9	16	9	8	10	5	3	11	15	4	6	11	6
Non-Profit	4	0	4	0	0	0	0	0	1	0	0	0	0	1	0	0	2
Retailer	1,669	8	1,661	234	169	145	141	103	161	90	26	110	94	44	72	111	161
Service	82	0	82	13	11	8	5	7	5	1	0	5	3	7	5	9	3
Total Non-Manufacturer Members	**2,096**	**13**	**2,083**	**276**	**203**	**194**	**172**	**133**	**185**	**104**	**39**	**140**	**126**	**60**	**94**	**139**	**218**
TOTAL MEMBERS	**2,416**	**329**	**2,087**	**276**	**203**	**194**	**172**	**133**	**185**	**104**	**39**	**140**	**126**	**60**	**94**	**139**	**222**
Per Cent of Non-Manufacturer Members	**NA**	**NA**	**100%**	**13%**	**10%**	**9%**	**8%**	**6%**	**9%**	**5%**	**2%**	**7%**	**6%**	**3%**	**5%**	**7%**	**10%**
Change in Membership from 2000 to 2001	**0%**	**-5%**	**1%**	**0%**	**-19%**	**-10%**	**-11%**	**-5%**	**14%**	**18%**	**22%**	**44%**	**14%**	**-9%**	**22%**	**15%**	**-11%**
Retention Rate	**79%**	**83%**	**79%**	**89%**	**73%**	**66%**	**74%**	**77%**	**88%**	**85%**	**81%**	**82%**	**87%**	**80%**	**87%**	**86%**	**69%**
Turnover Rate	**21%**	**17%**	**21%**	**11%**	**27%**	**34%**	**26%**	**23%**	**12%**	**15%**	**19%**	**18%**	**13%**	**20%**	**13%**	**14%**	**31%**

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December 31, 2000	TOTAL	HPBA	AFFTOTAL	NEHPBA	MAHPBA	SEHPBA	MSHPBA	MWHPBA	NCHPBA	SCHPBA	AHPBA	RMHPBA	NWHPBA	OHPBA	HPBAP,S	HPBAP	HPBAC
New Members	**248**	61	**187**	17	43	47	18	11	5	10	3	4	2	3	6	2	16
Loss of Members	**349**	67	**282**	21	14	35	22	20	14	18	14	23	16	14	12	28	31
Total Manufacturer Members	**340**	**331**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**9**
Associate	50	0	50	3	1	4	3	4	3	1	1	0	3	3	6	0	18
Distributor	181	1	180	11	21	24	17	14	6	7	5	13	12	3	6	7	34
Manufacturers' Representative	131	5	126	16	9	12	11	12	11	6	1	7	10	4	7	10	10
Non-Profit	6	0	6	0	1	0	0	0	0	0	0	0	0	1	0	0	4
Retailer	1,636	11	1,625	235	202	169	158	103	138	74	24	70	83	47	53	99	170
Service	83	0	83	11	17	6	4	7	4	0	1	7	3	8	5	5	5
Total Non-Manufacturer Members	**2,087**	**17**	**2,070**	**276**	**251**	**215**	**193**	**140**	**162**	**88**	**32**	**97**	**111**	**66**	**77**	**121**	**241**
TOTAL MEMBERS	**2,427**	**348**	**2,070**	**276**	**251**	**215**	**193**	**140**	**162**	**88**	**32**	**97**	**111**	**66**	**77**	**121**	**250**
Per Cent of Non-Manufacturer Members	**NA**	**NA**	**100%**	**13%**	**12%**	**10%**	**9%**	**7%**	**8%**	**4%**	**2%**	**5%**	**5%**	**3%**	**4%**	**6%**	**12%**
Change in Membership from 1999 to 2000	**-2%**	**0%**	**-2%**	**13%**	**28%**	**9%**	**3%**	**-5%**	**0%**	**-12%**	**-33%**	**-27%**	**-8%**	**-18%**	**-14%**	**-21%**	**-6%**
Retention Rate	**86%**	**81%**	**87%**	**91%**	**93%**	**82%**	**88%**	**86%**	**91%**	**82%**	**71%**	**83%**	**87%**	**83%**	**87%**	**82%**	**88%**
Turnover Rate	**14%**	**19%**	**13%**	**9%**	**7%**	**18%**	**12%**	**14%**	**9%**	**18%**	**29%**	**17%**	**13%**	**18%**	**13%**	**18%**	**12%**

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December 31, 1999	TOTAL	HPBA	AFFTOTAL	NEHPBA	MAHPBA	SEHPBA	MSHPBA	MWHPBA	NCHPBA	SCHPBA	AHPBA	RMHPBA	NWHPBA	OHPBA	HPBAP,S	HPBAP	HPBAC
Total Manufacturer Members	**352**	**336**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**16**
Associate	46	0	46	6	1	3	3	4	4	1	1	0	1	4	3	1	14
Distributor	164	1	163	11	18	22	13	12	8	5	6	10	11	4	9	8	26
Manufacturers' Representative	143	5	138	16	10	16	11	11	11	5	1	10	10	6	7	11	13
Non-Profit	9	0	9	1	0	1	1	0	0	0	0	0	0	1	0	0	5
Retailer	1,693	7	1,686	204	162	149	155	117	133	88	38	110	96	57	66	125	186
Service	68	0	68	7	5	6	5	4	6	1	2	2	2	8	5	8	7
Total Non-Manufacturer Members	**2,123**	**13**	**2,110**	**245**	**196**	**197**	**188**	**148**	**162**	**100**	**48**	**132**	**120**	**80**	**90**	**153**	**251**
TOTAL MEMBERS	**2,475**	**349**	**2,110**	**245**	**196**	**197**	**188**	**148**	**162**	**100**	**48**	**132**	**120**	**80**	**90**	**153**	**267**

December 31, 1998	TOTAL	HPBA	AFFTOTAL	NEHPBA	MAHPBA	SEHPBA	MSHPBA	MWHPBA	NCHPBA	SCHPBA	AHPBA	RMHPBA	NWHPBA	OHPBA	HPBAP,S	HPBAP	HPBAC
Total Manufacturer Members	**295**		**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	
Associate	53																
Distributor	149																
Manufacturers' Representative	147																
Non-Profit	23																
Retailer	1,638																
Service	75																
Total Non-Manufacturer Members	**2,085**																
Total	**2,380**																

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June 30, 1997	TOTAL	HPBA	AFFTOTAL	NEHPBA	MAHPBA	SEHPBA	MSHPBA	MWHPBA	NCHPBA	SCHPBA	AHPBA	RMHPBA	NWHPBA	OHPBA	HPBAP,S	HPBAP	HPBAC
Total Manufacturer Members	**248**		**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	
Associate	58																
Distributor	126																
Manufacturers' Representative	148																
Non-Profit	21																
Retailer	1,198																
Service	64																
Total Non-Manufacturer Members	**1,615**																
Total	**1,863**																