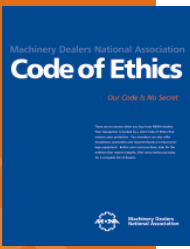


Key Benefits of MDNA Membership



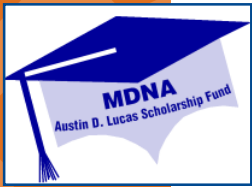
Code of Ethics

MDNA members adhere to a stringent Code of Ethics and renew that pledge annually. The Code of Ethics ensures buyers and sellers of used metalworking and capital machinery that they can deal with confidence when doing business with MDNA members.



Symbol of Excellence

Only members in good standing may display the MDNA logo which instantly increases your credibility among potential customers and other dealers. You may use the logo on your letterhead, web site, business cards, and other advertising and promotional materials.



Warranty Protection

Members can protect their bottom line and entice prospective customers with an exclusive one-year warranty that covers electrical and mechanical breakdown. This exclusive warranty is fully underwritten by the Hartford Steam Boiler Inspection and Insurance Company.

Advertising Discounts

LOCATOR Services offers MDNA members a 10% discount off of their advertising.

Renowned Accreditation

The Association of Machinery and Equipment Appraisers (AMEA) was founded in 1983 as a non-profit accrediting association to promote high standards and procedures in the appraisal of machinery and equipment. AMEA accreditation is available only to people who have worked for MDNA member firms for more than one year.

Maximum Exposure

The MDNA spends substantial sums to promote the advantages of dealing with our members. We participate in the International Manufacturing Technology Show (IMTS) in Chicago, IL and other regional and national exhibitions. We share the sales leads generated from the trade shows with all members. In addition, the MDNA maintains a web site that enables customers worldwide to easily find our member dealers and the machines that they have listed with LOCATOR Services.

A Network of Peers

Our 14 Chapters hold more than 70 meetings every year that generally are open to all MDNA members. Members traveling on business often attend other Chapters' meetings to increase their business and social contacts.

Continuing Education

The MDNA provides educational programs and opportunities to develop business contacts with fellow members. Our primary meetings include an annual, four day convention every spring, a fall educational training program called, "Weekend with the Pros," and periodic Business Owners Success Seminars (B.O.S.S.).

Detailed Auction Reports

Members receive quarterly a list of machines sold at auctions. The reports include the type of machine, manufacturer, auction price, serial number, age, description, location and date of the sale.

eBay Partnership

The MDNA logo is on eBay's Metalworking, Woodworking, Plastics Equipment and Process Equipment pages which serve as a portal to a special MDNA page. Here, users will not only learn more about the MDNA, but will be able to view a listing of all merchandise for sale by MDNA dealers.

Direct Capital Corp. Equipment Leasing

MDNA members can offer equipment leasing to customers and earn a 2% (of the final cost) referral fee each time a product is leased through Direct Capital Corp., a leading nationwide provider of equipment financing.

Used Machinery Buyer's Guide

This annual directory of MDNA members, arranged alphabetically, geographically and by specialty, is distributed to potential customers by direct mail, at trade shows, and in U.S. Consulates across the globe.

MDNA News

Published six times per year, this newsletter is a valuable source of information about MDNA events and programs, industry news, updates on chapter activities, government programs, and auctions.

Informative Publications

The MDNA annually publishes the *Truckers & Riggers Directory* which includes a *Technical Services* section. This directory lists only vendors whom MDNA members have had favorable dealings.

Investments in the Future

The Austin D. Lucas Scholarship Fund awards annual grants for tuition to students in college, graduate, and vocational school. All children whose parents work for MDNA member firms (not principals) are eligible.

Unmatched Resources

The MDNA Library boasts more than 30,000 operating manuals, specification sheets, sales catalogs and other publications vital to the metalworking industry.

Machine Tool Reference Guide

MDNA Members enjoy a substantial discount when purchasing this guide (formerly known as the Serial Number Reference Book for Metalworking Machinery).

A Unified Voice in Washington

Our close proximity to the nation's capitol enables the MDNA to be an effective watchdog of Congress and Federal Agencies on issues of importance to machinery dealers.

Special Perks

MDNA member firms and their employees may receive discounts on hotels, long-distance phone service, magazine subscriptions, and rental cars. We also offer cost-saving programs through our membership in the National Association of Wholesaler-Distributors that include: Shipping, Health and Business Insurance and Data Interchange.

