

Floor Care Division Sales Volume Report for 2011 Dues

(Confidential and Used Only
to Calculate Membership Dues)



1111 19th Street NW > Suite 402 > Washington, DC 20036
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COMPLETE THE FOLLOWING INFORMATION AND RETURN BY JULY 31, 2010

COMPANY NAME:

COMPANY ADDRESS:

PREPARED BY:

TITLE:

TELEPHONE:

EMAIL:

RETURN TO PFRANK@AHAM.ORG OR MAIL TO:

ASSOCIATION OF HOME APPLIANCE MANUFACTURERS (AHAM)

PETER FRANK

VP, FINANCE & ADMINISTRATION

1111 19TH STREET NW, SUITE 402

WASHINGTON, DC 20036

TELEPHONE: 202.872.5955 x312

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PLEASE READ DETAILED INSTRUCTIONS ON PAGE 2 BEFORE COMPLETING THIS FORM

	Check the powered products your company markets in the US.	Enter net Factory Sales Dollars for the 12 months ending June 30, 2010.
Upright Vacuum Cleaners	<input type="checkbox"/>	\$ _____
Canister Vacuum Cleaners	<input type="checkbox"/>	\$ _____
Hand Held Vacuum Cleaners (AC or Cordless)	<input type="checkbox"/>	\$ _____
Stick Vacuum Cleaners/Powered sweepers	<input type="checkbox"/>	\$ _____
Central Vacuum Cleaners	<input type="checkbox"/>	\$ _____
Floor Scrubbers	<input type="checkbox"/>	\$ _____
Steam Surface Cleaners (e.g. Steam Mops)	<input type="checkbox"/>	\$ _____
Extractors	<input type="checkbox"/>	\$ _____
Wet/Dry Vacuum Cleaners	<input type="checkbox"/>	\$ _____
Other powered floor cleaning appliances	<input type="checkbox"/>	\$ _____
Accessories	<input type="checkbox"/>	\$ _____
TOTAL NET SALES		\$ _____

OFFICER VERIFICATION

I have examined the above Confidential Sales Volume Report. To the best of my knowledge the sales information presented on this form is complete and accurate, in accordance with the instructions and definitions.

Signature _____

Title _____

Date _____

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INSTRUCTIONS

Net factory sales dollars are defined as follows: Published cost to customers less (a) freight, (b) all cooperative advertising incorporated in manufacturer's price, (c) any changes which may be made for replacement beyond regular warranty, and (d) excise taxes, if imposed.

Sales apply to the above products that are marketed in the United States (including imported products). Sales include accessories sold at retail such as, but not limited to: filters, vacuum bags, cleaning chemicals, belts, hoses, wands, attachment tools. This does not include service parts sold through the product service organization. This includes all sales (company brand, private labels, etc.) fitting this description EXCEPT as noted below.

To avoid duplication, when one member ships to another AHAM member (see attached list of members) for resale under the purchaser's brand, the purchaser, and not the seller, should include the sale of such items in his report.