



National Association of  
**Chemical Distributors**

# Delivering Member Value

September 22, 2011 Northeast Region Meeting

**Andrew K. Skipp, Hubbard-Hall Inc.  
and Chairman of the Board, NACD**

Advancing **Stewardship**, Creating **Connections**<sup>TM</sup>

# NACD is... *Celebrating!*

1971 - 2011

40

YEARS OF  
CONNECTIONS



National Association of  
Chemical Distributors

1991 - 2011

20

YEARS OF  
STEWARDSHIP



# New Brands – Are You Using Them?



Inside your Facility?



Or Outside too?

# NACD Is Where We...

- Connect
- Learn
- Grow
- Advance our Industry



# Strategic Sustainable Growth

*Best Practices*      *Company Productivity Report*  
NACD Staff      NewsBrief      Annual Meeting  
Regulatory Compliance      *Webinars*  
*Training*      Assistance      Washington Fly-In  
Advocacy      *Chemical Distributor Magazine*  
*Networking*  
Regional Luncheons      Regional Meetings  
*Responsible Distribution*      *Sharing*  
*Mentoring Program*      Responsible Distribution  
*Community Outreach/CEF*      Workshops  
OPSEM      Verifications      Medical Insurance  
*Compensation and*  
*Benefits Report*      Captive

# 3 Critical Goals Driving Our Activity

## Advocacy

- Fly-In – 215 visits, 80 participants, 39 states covered
- PAC – Over \$25,000 at Fly-in; over \$100,675 to date

## Responsible Distribution

- Communicating resources for member support
- Security Code
- Auditing v. Verification

## Member Value

- Succession
- Member Challenges
- Sustainable Growth

# Your Ideas – Driving Value

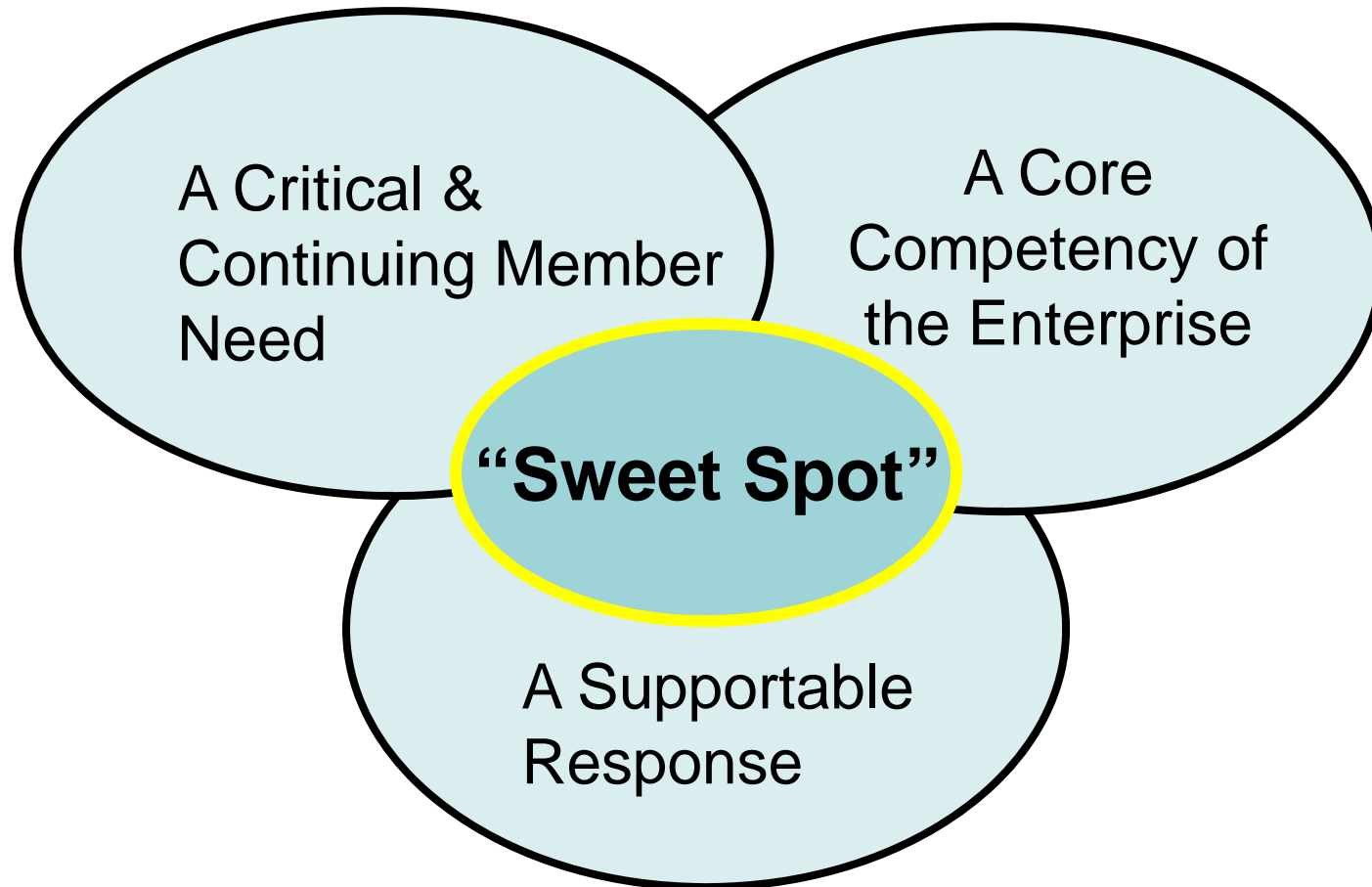


Diagram courtesy of Tecker  
Consultants, LLC

# What's Strategically Important to You?

- **Responsible Distribution** – signature program, what you have is foundation for mgt system; define how you behave as a company; CEOs need to push these programs further
- **Sr Leadership** – need to be involved in Responsible Distribution processes
- **Women's Leadership** – networking group to discuss and share leadership, sales, other business issues and/or work/life issues too.
- **Diversity of Membership** – continue to provide relevant programming for type of member/size of member, etc.

# What's Strategically Important to You?

- **More support on EPA/OSHA guidance-** experience has been that they are visiting members more often/more aggressively.
- **Include State level support** in key states where regulation is more aggressive – e.g., California, New Jersey, Massachusetts
- **Strategic Partners/Sponsors** — providing value and savings to members – here today: CHARTIS, ATC, Pilot Catastrophe
- **Hiring new talent/succession planning**

# What's Strategically Important to You?

- **Risk Audits are a tool**, look to Responsible Distribution as your foundation. A regulatory/risk audit can provide support too.
- **Health Care** – can the association help more? Reviewed Captive.

# Conclusion

**Let's continue this dialogue over the next day....and beyond.**

**Feel free to talk to me, Chris, Steve, and each other.**

**I look forward to hearing your thoughts.**

**Thank you!**