NATIONAL ASSOCIATION OF CHEMICAL DISTRIBUTORS

NACD Membership

Experience the Value

In a Changing World,
NACD is Your Compass

Members and Affiliate Overview

NACD has over 240 member companies that distribute chemical products.

- Collectively our members generate $19.7 billion in sales/year, have 1,554 sites and employ 20,812 employees.
- Our average member has $21.1 million in sales, 3 sites and 26 employees

NACD also has over 100 companies representing suppliers, handlers, and service providers participating in our Affiliate programs.

A complete list can be found on our web site at http://www.nacd.com

NACD's Purpose

Knowledge and Information on Legislative and Regulatory Actions

Quality and Stewardship via Responsible Distribution Process℠

Premier Authority for U.S. Chemical Distribution

Community and Connections

Cost Savings and Professional Development

In a Changing World, NACD is Your Compass

Did You Know?

- Enhanced member support for RDP being launched -- new mentoring program
- Enhanced orientation process for new members being implemented
- 4th cycle RDP being planned
- More credit with stakeholders

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Did You Know? OPSEM2009

- September 16-18, 2009, Crowne Plaza Hotel/Cleveland Conv. Center
- Top notch information, at low cost.
  - Hotel is only $145/night. Registration fee is low for three days of training.
- Direct value to your company
  - 97% state that this meeting brings them measurable value
  - Networking and educations sessions are rated as highest value in participating
- Attendees say they come to:

"To keep up on industry standards and to learn new applications for the work that we do."

"To learn about the most recent rules and regulations. To be up to date with the RDP program and to network with the many friends that I have met in the last ten years."

"I go yearly to keep up with the industry issues. I try and get information to take back to my company. I also try to stay up with regulatory changes."

NACD Responsible Distribution Process

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Did You Know? UID

NACD is proud to co-sponsor the **University of Industrial Distribution (UID) Conference** offered each March. As a member of NACD, your staff can:

- Attend along with along with the leading industrial distribution professionals
- Receive credits from the Industrial Distribution Program of Purdue University.
- After earning 9 CEUs (or attending UID 3 times), your staff can receive a Professional Certificate of Industrial Distribution.

What can this certification do for your company and staff?

✓ Encourage your staff to continually update their skills

✓ Demonstrate to them that you are willing to invest in their careers

✓ Ensure that your staff is learning from the top experts in the field

NACD Responsible Distribution Process

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UID Sample Courses

- Creating a Winning Marketing Plan/ Marketing Strategies
- Improving the Distributor's Bottom Line
- Five Fundamentals of Sales Management
- Leadership & Delegation for Distribution Managers
- Negotiation Skills for Distributors
- Differentiating Your Distribution Company – A Winning Strategy
- Managing the Account Portfolio
- Pricing Strategies
- The Psychographics of the Emerging Consumer
- Leadership and the Emerging Generations
- Personnel Productivity Improvement
- Customers: How to Keep Them for Life
- Increasing Your Sales Force's 'EQ'
- And more

Did You Know? Online Training

- NACD Webinars/Archives
- Access to over 500 courses online at costs as low as $50/course accessible from your desktop:
  - Environmental Health & Safety (OSHA)
  - Hazmat/RCRA (DOT)
  - Hazwoper (US EPA)
  - Safety, Business, HR/Legal Series, Mgt Skills, Sales and basic finance Series
- Safety and regulatory compliance manuals for hazmat and safety at 10% discount rates

Resources and Relationships

Resources

- Learn what you need to know, when you need to know it. NACD's magazine, *Chemical Distributor* offers new insights/in-depth analysis of trends
- Critical business and industry tools are produced each year for and with the membership including:
  - Membership Performance and Data Report (demographic and safety info)
  - Company Productivity Report (CPR) (sales and inventory data)
  - Compensation and Benefits Survey (CBS)
  - Membership Directory and Resource Guide (contacts)
  - On-line Advocacy/Election Tools and Information (www.nacd.com)

LinkedIn – What is it?

Relationships

- Business networking Web site
- 38 million members in 200+ countries
- Represents 170+ industries
- Exists to connect professionals

LinkedIn – Why join?

- Free
- Serves as a contact manager
- Find, be introduced to, collaborate with professionals in the industry
- Manage publicly available information about yourself and your company

NACD Group on LinkedIn

- A forum for individuals interested in NACD
- Connects you with colleagues -- know what your peers are doing
- Post discussions, articles, and job listings

NACD Group on LinkedIn

- Go to www.linkedin.com
- Create a profile
- Search groups for NACD
- Join the group
- Get connected and stay informed!

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Cost Saving Programs

through Strategic Partnerships

Active member companies regularly receive more in savings and benefits each year than the cost of their annual dues.

Savings can be found on:

- **Environmental and General Liability Insurance** through *Environmental, a division of AIU Holdings, Inc.* — 10% Savings on annual premiums
- **Personal Umbrella Insurance** premiums at group rates through *Private Client Group, a division of AIU Holdings, Inc.*
- **Shipping and Transportation** — 70% savings on national and regional shipping costs through YRC
- **Compliance Resources** — 10% savings on courses through JJ Keller
- **Office Supply discounts** — savings through OfficeMax online or in stores
- **Travel discounts** — 10% savings on car rentals through Hertz

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Take full advantage of your membership.

Experience the Value Today.

For more information contact:

Lucinda Schofer
VP, Marketing & Member Programs
703/527-6223 x 3044 or
lschofer@nacd.com

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