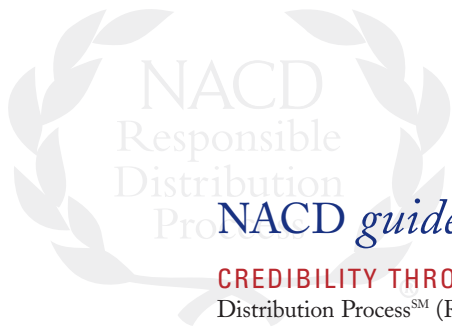




In a Changing World,  
**NACD** is Your Compass





# In a Changing World, NACD

**NACD guides the industry through stewardship and leverages resources for maximum success.**

**CREDIBILITY THROUGH PERFORMANCE** - the Responsible Distribution Process<sup>SM</sup> (RDP)

Members of NACD are industry leaders in health, safety, security, and environmental performance through implementation of RDP.

**IMPACT** - NACD members follow 12 Codes of Management Practice which address every critical phase of responsible chemical distribution.

**LEADERSHIP** - RDP provides guidance and direction to members regarding the continuous improvement of general practices used by chemical distributors, leveraging the expertise of the membership.

**INTEGRITY** - RDP includes a third-party verification once every three years.

**COMMUNITY** - Through RDP, NACD members play an active role in the community, providing assistance and leadership on issues relating to the safe handling, storage, transport, use, and disposal of chemical products.

*“RDP is a great tool for establishing and implementing an EHS&S quality management system. Nowadays, there is not enough room in margin spread to make mistakes that can lead to financial losses.”* Doug Brown, President and CEO, Brown Chemical Co., Inc.

## NACD's Advocacy Tools help members *navigate* Regulatory and Legislative Issues.

*“We lean heavily on NACD for legislative and regulatory changes. They are on top of the issues and it helps us to keep up with the changes impacting our operations.”*

J. Michael Coates, LCI, Ltd.

**Connect to Capitol Hill and Government Agencies from Your Desktop** - Environment, Health, Safety, Security, Transportation, National/International/State - NACD connects members with the pressing issues affecting the chemical distribution industry.

**Stay Current on the Issues!** - NACD tracks activities of Congress and federal regulatory agencies daily and provides timely updates to its membership through NewsBriefs, a bi-weekly e-newsletter, Regulatory Alerts, workshops, and on-line training.

**Get Involved!** - Members steer NACD's advocacy through a Government Affairs Committee and task groups on important issues. The Political Action Committee (PAC) provides another way for members to participate in the process.

**Communicate the Distribution Industry's Message!** - Through the submission of comments on legislative and regulatory proposals and the annual Washington Fly-In where members join forces to meet with legislative personnel and key Congressional decision makers, NACD represents the voice of the distribution industry.

## Distributor

To qualify for membership, your company must:

- Take title to products and resell them.
- Attribute >50% of annual revenue to the distribution of chemicals.
- Comply with the Responsible Distribution Process<sup>SM</sup> (RDP).
- Examples include - blenders, re-packers, factory-pack, traders, and brokers.

## Chemical Supplier Affiliate

To qualify as a Chemical Supplier Affiliate, your company must:

- Report >50% annual revenue to the manufacturing of chemicals.
- Have an active risk management program, such as the Responsible Distribution Process<sup>SM</sup> (RDP), Responsible Distribution (RD), or Responsible Care<sup>®</sup>.
- Share the interests of NACD members in promoting continuous improvement in health, safety, security, and environmental performance.

# is Your Compass

NACD *charts a course* to the Best Education, Resources & Relationships in the industry!

## EDUCATION

- ▶ OPSEM, NACD's annual Operations Seminar and Tradeshow
- ▶ NACD Annual Meeting
- ▶ University of Industrial Distribution
- ▶ Young Distribution Professionals Conference
- ▶ On-line learning courses and workshops on regulatory issues, RDP, sales, etc.

## RESOURCES

- ▶ *Chemical Distributor Magazine*
- ▶ NewsBriefs (bi-weekly e-newsletter)
- ▶ Membership Performance and Data Report
- ▶ Company Productivity Report (CPR)
- ▶ Compensation and Benefits Survey
- ▶ Membership Directory and Resource Guide
- ▶ On-line Advocacy/Election Tools and Information
- ▶ [www.nacd.com](http://www.nacd.com)

## RELATIONSHIPS

- ▶ NACD Committees
- ▶ Annual Meeting
- ▶ OPSEM — Operations Seminar & Trade Show
- ▶ Regional Meetings
- ▶ Compliance Workshops

*"I participate in NACD events because I know I'll talk to my peers, people who are experiencing the same challenges each day. Whether it's from a conversation in the hallway or from a formal presentation, I'm always learning something that can benefit my company and help us succeed."*

Roger T. Harris, President, Producers Chemical Company

NACD *points* its members to valuable cost saving opportunities.

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

Members receive cost savings on:

- ▶ Insurance – both environmental and group umbrella policies.
- ▶ Shipping/Transportation – 70% savings.
- ▶ Education and Training – reduced fees at conferences, workshops, and on-line training.
- ▶ Compliance Resources – 10% savings on compliance products.
- ▶ Travel – discounts on rental cars and airlines.
- ▶ Office Supplies – discounts on office supplies on-line and in stores.

## Chemical Handler Affiliate

To qualify as a Chemical Handler Affiliate, your company must:

- ▶ Provide equipment/services to the industry and handle chemicals; or
- ▶ Transport chemicals, provide third-party chemical logistics; or
- ▶ Provide chemical warehousing.
- ▶ Have an active risk management program, such as the Responsible Distribution Process<sup>SM</sup> (RDP), Responsible Distribution (RD), or Responsible Care<sup>®</sup>.
- ▶ Examples include public warehouses, recyclers, carriers, etc.

## Non-Chemical Handler Affiliate

To qualify as a Non-Chemical Handler Affiliate, your company must:

- ▶ Be an equipment/service provider to the chemical industry, that does not qualify for Regular NACD membership and does NOT handle chemical products.
- ▶ Examples include consultants, insurance providers, equipment manufacturers, etc.

[www.nacd.com](http://www.nacd.com)

Let NACD be your *compass* to success.

**NACD Mission** ▶ To enhance and communicate the professionalism and stewardship of the chemical distribution industry.

**NACD Vision** ▶ It is the vision of NACD to be the premier authority for chemical distribution in the United States, to strive for excellence in its Responsible Distribution Process<sup>SM</sup>, to advocate sound government policies, and to promote the continuous improvement of member companies.

*"Ten years ago, we purchased our company and it has grown steadily from a little over \$1 million in sales to sales approaching \$40 million annually. A large part of this growth was due to my involvement with the NACD and its members. The networking opportunities that exist at meetings have allowed me to interact with fellow members and grow our customer base. Participation in the NACD has meant continued growth for our company."* Bruce H Schechinger, President, BHS Marketing LLC

*"Through the NACD's annual Fly-In I created relationships with my Congressman's office that helped our company successfully navigate international visas for our China office staff. Without those connections we would not have been able to get this essential staff to our sales meeting in the U.S."*

Anthony M. Ridnell, CEO/Owner, TRInternational, Inc.

Join today [www.nacd.com/benefit](http://www.nacd.com/benefit)

▶ For more information call 703/527-6223