

"The NFDA compensation survey has been an extremely valuable tool for us. I have it on my desktop and look at it almost daily. Not only is it useful for the hiring process, but also for benchmarking ourselves against the rest of the industry and allowing our employees to see how they stack up with their peers in terms of pay and benefits. You can't put a number on the value it provides."

*Kevin Miller (Executive Vice President, Bamal Corporation)*



"NFDA is one of my primary sources for gaining information on current market and industry trends. I'll start with The ITR Economic update. The Beaulieu brothers have provided our industry great insight into business cycle opportunities and provided accurate economic forecasts to keep us ahead of the curve. Every presentation provides opportunity to get back to the office and review strategic decisions on balance sheet activities, pricing, personnel decisions, management objectives, etc. This has been and will continue to be an important tool in the tool box of our success."

"One of my favorite and educational aspects of any NFDA meeting is listening and talking to other industry leaders. An NFDA meeting is a real-time environment where knowledge and ideas can be shared. These discussions can lead to best practice solutions, the formulation of new excitement in risk and/or opportunity or simply the forming of new relationships that might be invaluable to a future business success."

*Matt Ulrich (President, Assembled Products)*

## UPCOMING MEETINGS

**November 2-4**

Executive Retreat  
Ritz-Carlton Beach Resort  
Naples, Florida

**February 26-28**

Winter Meeting  
Francis Marion Hotel  
Charleston, South Carolina

**June 10-11**

Annual Meeting  
Crowne Plaza  
Chicago O'Hare Hotel  
Rosemont, Illinois  
*(in conjunction with  
Fastener Tech '15)*

## NFDA MEMBERSHIP

**IS WORTH MORE  
THAN IT COSTS.**

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Los Alamitos, CA 90720  
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Email: [nfda@nfda-fastener.org](mailto:nfda@nfda-fastener.org)  
[www.nfda-fastener.org](http://www.nfda-fastener.org)



The core purpose of the NFDA is to help members thrive in the global marketplace.



**INCREASE REVENUE**

**DECREASE COSTS**

**IMPROVE PRODUCTIVITY**

**YOU ARE THE NFDA!**

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## BUSINESS IS ALL ABOUT RELATIONSHIPS.

Relationships with our customers, our vendors, our employees and coworkers. Where do you go for advice on challenges you have with your business relationships? The NFDA has hundreds of experienced professionals who share your concerns, your values, and probably some of them have experienced your challenges as well. Get advice, ideas, and inspiration from people who understand your business.

## PARTICIPATE IN THE NFDA. YOU ARE THE NFDA!

Company \_\_\_\_\_

First Name \_\_\_\_\_

Last Name \_\_\_\_\_

Title \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State/Province \_\_\_\_\_

Zip/Postal Code \_\_\_\_\_

Telephone \_\_\_\_\_

Fax \_\_\_\_\_

Email Address \_\_\_\_\_

Website \_\_\_\_\_

Membership Category (circle one)

**Distributor Member**

**Associate Member**

**Service Provider Member**

Sales Category

- |   |                       |
|---|-----------------------|
| <input type="checkbox"/> Sales Level 1 - Annual sales up to \$3 million         | (Annual Dues \$850)   |
| <input type="checkbox"/> Sales Level 2 - Annual sales \$3.01 to \$5 million     | (Annual Dues \$1,450) |
| <input type="checkbox"/> Sales Level 3 - Annual sales \$5.01 to \$10 million    | (Annual Dues \$1,780) |
| <input type="checkbox"/> Sales Level 4 - Annual sales \$10.01 to \$25 million   | (Annual Dues \$2,160) |
| <input type="checkbox"/> Sales Level 5 - Annual sales \$25.01 to \$50 million   | (Annual Dues \$2,485) |
| <input type="checkbox"/> Sales Level 6 - Annual sales greater than \$50 million | (Annual Dues \$2,730) |
| <input type="checkbox"/> Service Provider                                       | (Annual Dues \$850)   |

**"The main reason we joined the NFDA was for the networking. The business relationships you make are invaluable. The friendships you make are priceless."**

*Kelly Lehman (Vice President of Sales, Pacific Warehouse Sales)*

Reasons for joining \_\_\_\_\_

\_\_\_\_\_

Member References (Please list at least two NFDA member companies)

\_\_\_\_\_

\_\_\_\_\_

## REDUCE COSTS AND IMPROVE PRODUCTIVITY

**Business intelligence** to learn local and global market trends, technology changes, and more.

**Discount** programs on business services and products (freight, energy, e-business etc.)

**Employee training** programs through the Fastener Training Institute®.

**Executive education** on topics that directly relate to running your fastener business.

Participation in review and development of **fastener consensus standards**.

**Government relations** and advocacy on behalf of fastener distributors.

**Online article archive** at [www.nfda-fastener.org](http://www.nfda-fastener.org).

Employee compensation and profit **surveys**.

Efficient **vendor/customer visits** and contacts through professional meetings and events.



## INCREASE REVENUE

**Expand** your geographic markets.

Turn business relationships into **business partnerships** for long-term growth.

Gain **market exposure** and recognition.

Become aware of industry and **market trends** in order to make informed business decisions.