

Partnership

None of the changes in the PHC, PVF and water systems wholesaling industry are more evident than those in the manufacturer/rep/wholesaler relationship. Never has it been more important for these industry partners to have a close and effective relationship.

Building strong, mutually profitable relationships between wholesalers and their suppliers has been NCWA's primary objective since its beginning. NCWA's meetings, seminars and Annual Conventions are prime opportunities to become better acquainted with your industry peers, and to build stronger relationships with your business partners.



North Central Wholesalers Association
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The North Central Wholesalers Association is one of the regional associations affiliated with the American Supply Association. North Central Wholesalers Association serves wholesale distributors of plumbing, heating, cooling and piping products in Indiana, Michigan, Ohio, Western Pennsylvania and West Virginia.

Members belong to North Central Wholesalers Association which was created by a merger of Central Wholesalers Association and Michigan Association of Distributors in 2003.

During the year NCWA offers its members seminars, workshops, newsletters, industry statistics, annual regional convention and other traditional trade association programs

Through its sponsored programs and activities, NCWA continuously exerts its best efforts toward the development of more efficient, effective and economical distribution of the products of the industry for the benefit of all.



**BUILDING
PARTNERSHIPS**

**ASSOCIATE
MEMBERSHIP**

**Serving the PHC, PVF and
water system industry**

Benefits of Membership

Association Meetings & Educational Programs

Through our meetings and conventions, NCWA acts as a sounding board for solutions to today's problems, and for ideas to shape your approach to tomorrow's challenges. Associate Members consist of manufacturers affiliated with our member companies and are eligible to attend most NCWA educational conferences at the lower member rate.

- ◆ At NCWA's **Annual Convention** each summer, wholesalers and vendors come gather to share information, attend workshop sessions and build stronger partnerships. NCWA's Tabletop Program, reception, business meetings and banquet offer plenty of opportunities to exchange ideas and information. bringing suppliers, reps and wholesalers together in a more casual setting.
- ◆ NCWA's **Industry specific seminars** feature workshops aimed at a wide variety of personnel, best practices, and training topics. While the training is invaluable, attendees also value the opportunity to meet and socialize with their peers. The meetings are held in several convenient locations in NCWA's region.

Information & Communications

- ◆ **Learn from each other.** One of the benefits of membership is the ability to learn from the industry experts...each other. This is often accomplished through member tours. In recent years we have arranged tours thorough Lute Supply, Trumbull Industries, Wayne Pipe & Plumbing Supply, Eastway Supply and Robertson Heating Supply.

- ◆ NCWA's **Membership Directory**, which is updated annually, is a "who's who" of the PHC, PVF and water systems wholesale -distribution industry in the North Central. Your company and contact name will be listed in the "Associate Member" section of this directory.
- ◆ NCWA's **Monthly newsletter**, keeps you updated on industry and member news, association meetings and events, and member services.
- ◆ NCWA's **Wage Report**, compiles wages paid by wholesalers in 15 key categories...outside sales, inside sales, sales manager, branch manager, warehouse manager, showroom attendant, showroom manager, computer/IT manager, office/HR manager, credit manager, purchasing agent, clerical counter, warehouse, truck driver
- ◆ Associate Members receive substantial **discounts** on registrations for the annual convention.
- ◆ Associate Members can **increase their exposure** at NCWA's Annual Convention by taking advantage of the variety of sponsorship opportunities available.
- ◆ **Leadership Opportunities** are available through participation in the 9-member board of directors that charts the direction of the association. The Young Executives Group allows the up and coming leadership in the industry to get together and discuss the new and innovative directions of the industry.

Application

Please complete all of the following:

Company: _____

Main Contact: _____

Title: _____

Address: _____

City: _____ St: _____ Zip: _____

Phone _____

Fax: _____

Email _____

Signature: _____

Date: _____

What percentage of your sales are to PHC or PVF wholesalers?

____ 80-100% ____ 20-39%
____ 60-79% ____ Less than 20%
____ 40-59%

List four PHC, PVF, or water systems wholesalers with whom you do business:

1. _____
2. _____
3. _____
4. _____

List major categories you represent or sell:

Annual Associate Member Dues
\$225.00