

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.



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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**

**WHOLESALE
MEMBERSHIP**

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

Benefits of Membership

Dual Membership

NCWA membership includes automatic membership in the American Supply Association (ASA) at no extra cost. Your company will benefit from member discounts on the variety of educational, insurance, and discount programs that both these organizations offer you and you will open new networking opportunities with other wholesalers and suppliers that are unavailable elsewhere.

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. Affiliate Members 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.
- ◆ **Reports on wholesaler business conditions.** Approximately 30 PHCP wholesalers representing more than 170 locations in Ohio, Indiana, Michigan, Western Pennsylvania and West Virginia share information about sales performance for each quarter as well as the year-to-date. The reports also includes data on average number of days accounts receivable.
- ◆ **Periodic Industry Reports.** Reports are published on many topics including Holiday Hours, changes members made during the recession, volume done by members online and other issues as they arise.
- ◆ **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 US. Your company and contact name will be listed in the "Affiliate Member" section of this directory.
- ◆ NCWA's **Monthly newsletter**, keeps you updated on industry and member news, association meetings and events, and member services.
- ◆ **Credit report, workers' comp group rating.** NCWA provides an online a monthly credit report in Michigan and offers a workers' comp group rating program in Ohio
- ◆ 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
- ◆ Wholesale Members receive substantial **discounts** in registrations for the annual convention.
- ◆ **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. Participation are member only benefits.
- ◆ **ASA Benefits** are also included in your membership which include: **ADVOCACY** on Capitol Hill. (regarding all industry related legislation) - **EDUCATION** - The ASA Education Foundation's online University has many industry specific training products - **BENCHMARKING** covering monthly data nationwide - **SAFETY** - Strategic relationships with OSHA for offering a safe work environment.