

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

Includes: Manufacturers,
Vendors and Rep Companies

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, vendors, and reps come gather to share information, attend workshop sessions and build stronger partnerships. NCWA's business meetings, workshops, reception, 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 accomplished through member tours. These tours are arranged through both Manufacturer and Distributor facilities throughout our 5 state region.

- ♦ **NCWA's Membership Directory**, 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 names will be listed as Vendor or Rep members.
- ♦ **NCWA's Facebook & Linked In Page** keeps you connected to NCWA member news, association events, member services, and is a promotional tool for our sponsors.
- ♦ **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
- ♦ **Event Discounts.** Members receive discounts on registrations for the NCWA & ASA annual conventions and tours as well as ASA University training discounts.
- ♦ **Annual Sponsorships** are available at various levels to add convention benefits and increase your exposure throughout the year.
- ♦ **Leadership Opportunities** are available through participation in the 9-member board of directors, charting the direction of the association. The Leadership Development Council allows up and coming leaders in the industry to develop leadership skills and build a strong network.

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
\$275.00