

# WE ARE ISA

## GREAT MEMBERS. GREAT BENEFITS. BEST PRACTICES.

In a nutshell, that describes the strength of the Industrial Supply Association. Simply put, membership in ISA can make you a better company because it provides opportunities that you couldn't obtain on your own.

The mission of the Industrial Supply Association is to help our members increase sales, decrease expenses and improve profitability. That mission is the driving force behind every service and program that we provide to our members. Our objective is to be the premier source of INFORMATION, EDUCATION and RELATIONSHIPS that drive success for ISA members and their customers. Regardless of whether your company is large or small or somewhere in between, membership in ISA pays big dividends.

Here's a brief look at how membership in the Industrial Supply Association benefits distributors, manufacturers, independent manufacturers' representatives and service providers in the industrial supply channel.

INFORMATION  
EDUCATION  
RELATIONSHIPS



**ISA**  
INDUSTRIAL SUPPLY ASSOCIATION

*Linking Channel Partners*



## PRODUCT SHOW AND CONFERENCE

Our annual Product Show & Conference is the preeminent event for the maintenance, repair, operations and production (MROP) supply channel. It's the one place where members can preview new products offered by manufacturers, conduct face-to-face meetings with executives from trading partner companies, meet new prospects, attend educational sessions geared toward improving their business, and network with their peers, all in one convenient location.

## ECONOMIC AND MARKET REPORTS

The Industrial Supply Association offers multiple reports to help members who are searching for industry-specific data.

The **North American Industrial Markets Report** is a compilation of data for U.S. and Canadian markets across 14 industrial product categories. The data is designed to give ISA members a clearer picture of existing markets, market potential and benchmarks for establishing sales and growth goals.

The quarterly **ISA Economic Outlook Report** is a detailed industrial production outlook prepared by leading business economist Alan Beaulieu of the Institute for Trend Research. It focuses on major macroeconomic indicators and the current business cycle.

The monthly **ISA Economic Indicators Report** summarizes business activity for both manufacturers and distributors in one easy-to-read synopsis.

Annual **ISA Profit Reports**, developed by the Profit Planning Group, provide the most comprehensive set of benchmarks available for financial performance in the industry. Each report details financial and operating benchmarks for industrial distribution firms.

Monthly **Machine Tool Trends** reports, developed by Equipment Data Associates (EDA), compile monthly statistical data on UCC financing activity in the U.S. for sale and lease transactions of equipment. It's a snapshot of machine tool sales.

Published every other year, the **Employee Compensation Report** helps ISA members quickly determine how their employee compensation packages stack up against other distribution companies.



## BUSINESS DISCOUNTS

ISA members benefit from a number of cost reduction programs, including discounted pricing for insurance, financing and payment processing, shipping and freight, office supplies, sales and marketing tools and training. For details about the service providers that currently offer ways for ISA members to save money, visit [www.isapartners.org](http://www.isapartners.org) and click on "Membership Benefits."

## PROFESSIONAL DEVELOPMENT

From classes to increase your knowledge of the industrial supply channel, seminars and Webinars on important topics pertinent to your business, sources for potential new employees and more, ISA offers a variety of professional development opportunities for members.

The annual **ISA Executive Development Retreat**, sponsored by the Young Executives Forum but open to all members, is a great way to gather with fellow ISA members for a learning opportunity on a topic of interest to ISA members, a community outreach event that benefits a local charity, and a night on the town at a local point of interest.

The **Independent Manufacturers' Rep Summit** is a must-attend event for anyone looking to network with the top manufacturers' representatives and manufacturers that utilize manufacturers' representatives in the nation.

The **University of Industrial Distribution** is a concentrated educational program focused on the unique needs of the industrial wholesale distribution industry.

ISA sponsors seminars and webinars on a variety of topics, from sales and marketing, to social media and Web site development. ISA members earn discounted rates for participating in these events that are led by presenters with expertise in the industrial supply channel.



INFORMATION  
EDUCATION  
RELATIONSHIPS

# INFORMATION EDUCATION RELATIONSHIPS



## PROOF OF PERFORMANCE

We understand the pressures that companies face on a daily basis from customers to prove their worth. Customers expect you to demonstrate – in real dollars and cents – the value that your company provides to the marketplace. You expect no less from your association. The list below shows the actual dollar value of a selection of reports that ISA makes available to members at no cost.

▶ Monthly Economic Indicator Report subscription.....	\$249
▶ Quarterly Economic Outlook Report subscription.....	\$300
▶ ISA Advisor and the ISA Research Center subscription.....	\$100
▶ North American Industrial Markets Report subscription.....	\$500
▶ ISA Employee Compensation Report.....	\$150
▶ ISA Profit Report.....	\$500
▶ Distribution Software Guide.....	\$50
<b>TOTAL VALUE ANNUALLY</b>	<b>\$1,849</b>

The list above is only a partial representation of the programs and services that ISA offers to members. When you add in the discounted rates that ISA members pay to attend association events, Webinars, the University of Industrial Distribution, educational events and seminars, plus the savings generated from cost reduction programs offered by service providers, the value far surpasses your annual membership investment in ISA.

## HOW TO MAKE THE MOST OF YOUR ISA MEMBERSHIP

ISA members benefit year-round through access to industry information, financial reports, business services, programs, education, information and much more that makes their companies more competitive than ever.

To learn more about the benefits of belonging to the premier association for the industrial supply channel, visit us online at:

[www.isapartners.org](http://www.isapartners.org).

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