

# Executive's Update 2013

## *Strategy, Resources & Leadership*



**Joseph Thompson - NAHAD Executive Vice President**

Dear NAHAD Members and Industry Colleagues:

As the only trade association in the world addressing hose assembly safety, while serving the needs and interests of hose Distributors, Manufacturers and Suppliers, NAHAD is uniquely positioned to help our members stay “connected” to the issues that impact their success, and the success of their various customers and markets.

I am pleased to report that 2012 was a good year for NAHAD, and for many of our member companies. In addition to a very successful Las Vegas Annual Convention, the association added several new member benefits and, through the efforts of many committed volunteers, completed the expansion and redesign of our Hose Assembly Guidelines, culminating with the new *Handbook for the Design & Specification of Hose Assemblies* and five new online exams. See more details about this, and NAHAD’s *Hose Safety Institute*, below and on our web site.

The theme of NAHAD’s 2013 Convention, *Capitalizing Strategy, Resources & Leadership* speaks to NAHAD’s ongoing commitment to support our members as they plan and execute their business goals. It’s also timely, as the NAHAD leadership prepares to engage in its triennial Strategic Planning process later this year. You’ll soon be asked for your input, to help guide the board’s decisions about how to best meet your needs in the coming years.

The NAHAD web site (NAHAD.org) is where you’ll connect with all of the valuable resources and programs that NAHAD offers to you and your employees, including these important services:



NAHAD’s *Hose Safety Institute* provides a forum for distributors, manufacturers, suppliers, end-users and industry organizations to support and promote hose assembly safety, quality and reliability. The Institute serves as the focal point for delivering the benefits of NAHAD’s *Hose Assembly Guidelines*, available in the new *Handbook for the Design & Specification of Hose Assemblies* and in the online *Hose Assembly Fabrication Guides*.

Since their introduction in 2000, the NAHAD Hose Assembly Guidelines have become the industry standard for hose assembly safety, quality and reliability. These unique and powerful reference, training, and marketing tools offer best-practice guidance for the specification, fabrication and design of Industrial, Hydraulic, Composite, Corrugated Metal and Fluoropolymer hose assemblies as well as Ducting and Custom Made hose.

Under the direction of NAHAD’s Standards Committee (comprised of NAHAD Institute distributor and manufacturer members) and guided by the *Hose Safety Institute Advisory Council* (comprised of key end-users, agencies, academics and industry organizations) the Institute further strengthens the success of members committed to hose safety, quality and reliability. The Institute’s ten online Exams offer valuable training support, with successful participants earning Certificates of Completion for each exam. To date over 4,000 Certificates have been earned.



**New for 2013!** NAHAD is now a strategic partner with the New Market Export Initiative of the U.S. Chamber of Commerce, U.S. Commercial Service, providing expert advice and counsel to NAHAD members seeking to expand their export business worldwide. NAHAD and the U.S. Commercial Service’s network of worldwide offices work together on marketing, education programs and events leveraging both entities’ expertise to help make U.S. businesses—and particularly small and medium-sized firms—more export savvy.



The annual **NAHAD Convention** is our industry’s ‘Main Event,’ where distributors and manufacturers come to build relationships and do business in a highly cost-effective and convenient four-day format. The combination of top-notch educational and business sessions and presentations, coupled with the *Showcase of Hose Solutions* exhibit program and opportunities for socializing and business networking have always been a hallmark of the NAHAD event.



In partnership with the National Association of Wholesaler-Distributors (NAW) and the National Association of Manufacturers (NAM), NAHAD is an active member on numerous Washington, DC-based coalitions, addressing a wide variety of legislative and regulatory matters that affect NAHAD member businesses. Among other issues, NAHAD has supported coalitions opposing the misnamed Employee Free Choice Act; seeking full enforcement of U.S. trade laws, supporting relief from excessive corporate taxes, and supporting continuation of LIFO accounting, among other things. Keeping our members abreast of these important issues and working on behalf of their interests nationally is an important benefit of NAHAD membership.



NAHAD's *TeleCONNECT e-seminars* offers online training and educational seminars, delivering both technical and business topics so that employees in various positions will be able to participate in programs that are the most helpful for their own area of interest and expertise. Each TeleCONNECT seminar lasts 60 - 75 minutes and includes opportunities for Q&A. Sessions are scheduled at mid-day to allow participants to conduct lunch-time training sessions. And, each seminar is also recorded and available for purchase from NAHAD's online store.



NAHAD's *University of Industrial Distribution* has, since 1994, successfully delivered exceptional professional education for distribution and manufacturing leaders throughout the world. Hundreds of NAHAD members have increased their competency and capabilities by attending the four-day UID program, with many earning their *Certificate in Industrial Distribution* from Purdue University. The program is co-sponsored by 35 distribution trade associations, with the support of Purdue University and is held each March in Indianapolis, Indiana.



In addition to the popular bi-monthly *NAHAD News*, mailed to all members and archived on NAHAD.org, the monthly e-newsletter, *Hoseconnections* keeps you well-informed and up-to-date, while also providing industry best practices that you can share with your trading partners and customers. Members are encouraged to submit news updates about new products, personnel changes and facility expansion for free publication in both newsletters.



A highlight of every NAHAD Convention is the presentation of the *George Carver Award for Industry*

*Excellence*. Past recipients include **Sam Foti - Hose Master, Inc.**, **Chuck Connors - Omni Services**, **Harry 'Buzz' Hooper - Rubber & Accessories, Inc.**, **Ed Fabacher - Fabacher Inc.**, **Robert A. Lyons, Sr. - TIPCO Technologies, Inc.** and **Keith Collett, Retired – Goodyear Engineered Products / Veyance Technologies**. For 2013, the Carver Award recipient is **Richard L. Goodall, CEO of Dixon Valve & Coupling Company**.



For members age 40 and under, NAHAD's *Young Executives* program serves up-and-coming industry leaders with special events at the Annual Convention, regular conference call updates, a mentoring program connecting them with industry veterans and targeted educational webinars. More details at NAHAD.org.



In response to the critical need of members to recruit qualified employees, and to support candidates for positions in industrial distribution, the *Industrial Careers Pathway (ICP)* links eligible students to career paths in industrial distribution through partnerships with local educators and employers. NAHAD is an Alliance Partner of ICP, giving all members access to the tools and training they provide. Be sure to check out the *ICP Job Board* and the Elements of Industrial Distribution on line courses at NAHAD.org.



In partnership with Cleveland Research Company, the free *Industry Trends Report* provides a quarterly snapshot of NAHAD member sales activity, new orders, market trends and business forecasts, as compiled from NAHAD member input on a simple, quick, completely confidential online survey.

Essential to the success of any association is the membership who support, and participate in, its programs and activities throughout the year. Guided by its elected Board of Directors and its appointed volunteer committee members, the Association is blessed with strong and committed leaders, who ensure that the principles that were the foundation of the organization in 1984 continue to this day. The board, committees and staff continue to focus resources on improving the business of each member company, and the professionalism of their employees. At the end of 2012, NAHAD company membership included 298 Distributors, 148 Manufacturers, 25 Associates, and 17 Affiliates, along with 409 branch operations, totaling over 3,000 individuals. Since January 1, 2013 sixteen new members have joined NAHAD.