**[](http://fpda.org/aws/FPDA/pt/sp/home_page)**

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**FPDA’s Value Statement**

Our Annual Conference, co-sponsored with the International Sealing Distribution Association, attracts the leading motion solution providers of fluid power, automation and electro-mechanical technologies, distribution services and key partner suppliers.   More than 200 individuals typically attend and here is a list of the overall value:

* Networking with distributors and manufacturers who sell through distribution
* UID (University of Innovative Distribution) in a day educational opportunities (See UID details below)
* Sales Professional Training opportunities (see details below)
* Dynamic Keynote speakers who provide innovative perspectives about the future of our businesses
* Great meeting location sites!

As one member testified recently, ***“Attending the FPDA gave me insight into our industry that I would not be able to attain otherwise. The educational programs were stimulating and enlightening.”***

University of Innovative Distribution (UID)?

UID is co-hosted by 30 associations and last year’s program attracted more than 530 individuals.  The curriculum has been described as “An MBA in a week” with a practical focus on Senior Manufacturing and Distributor executives. Topics include Hiring Practices, Pricing Strategies and Increasing Share Holder Value You can customize your curriculum based on your interests. [Click here for further information](http://www.univid.org/aws/AEA/pt/sp/uid_home).

Sales Professional Training

Through our affiliation with the Association Education Alliance, we also co-sponsor programs, such as the Sales Boot Camp, scheduled for each spring and fall.  Don Buttrey and his 4 pillars sales training program offers the young salesman an opportunity to learn what it takes to be a successful sales professional. [Link to Don’s website here](http://salesprofessionaltraining.com/).

Young Executive Networking and Training – YES

YES members (under 40 years of age) have the opportunity to share information with industry peers; to network for professional development by discussing similar management challenges and solutions with other young executives in the industry; and to participate in YES-Sponsored educational programs designed specifically for professional development and advancement.

FPDA or NFPA?

The leadership of FPDA and NFPA meet regularly to discuss how we can work together to support our industry. Both organizations bring a value to the marketplace.

When we consider organizational focus, FPDA concentrates on the sustainability of its distributor organizations through a focus on business best practices and by enhancing their relationships with manufacturers and vendors. NFPA concentrates on relationships across the fluid power supply chain. Suppliers, manufacturers, distributors, machine builders, and machine users. Viewing the two organizations along these lines clearly delineates their distinct zones of focus and influence and emphasizes the reason two organizations make sense for the fluid power industry. As our two organizations continue to pursue their own strategies we will work together as partner associations.

FPDA Membership Benefits

FPDA is committed to providing insightful benchmarking data to its members.  Our current offerings include:

* Profit Report conducted annually by Profit Planning Group provides a financial and operating profile of the entire industry.
* Compensation Survey conducted every two years by Profit Planning Group – Learn how your firm’s compensation package stacks up in the industry.
* Snapshot Survey – online, interactive monthly index of fluid power distributor sales, orders, and inventory levels providing customizable graphs.
* Monthly Key Economic Indicators Report.
* The weekly NAM Economic Update.

FPDA has also partnered with a variety of companies to provide business discounts to its members including, but not limited to:

* Service First, a leading provider of credit card and ACH / check processing services designed to help you reduce your cost of credit card processing while improving your level of service and support.
* Profiles International offers assessment solutions that enable organizations to select the right people and develop them to their full potential.
* Connex International, global conferencing provider to bring audio and web conferencing solutions to you at discounted rates.
* YRC Freight - FPDA has negotiated special rates for members on qualifying LTL shipments.
* ISS – Integrated Shipping Solutions – provides discount on small parcel packages.