

NAHAD Executive Update

Dear NAHAD Members and Industry Colleagues:



Here we are again, gathering for NAHAD's Annual Convention. Unlike last year, we had a bit more stability planning this year's show, and NAHAD's overall programs and services we offer our members throughout the year. This is not to say that the past

year did not bring challenges to NAHAD (as I know it did to each of your businesses), but like the NAHAD community, leadership was well equipped to evaluate and offer new initiatives that bring benefit to the ever-changing marketplace.

So, where has NAHAD focused its efforts during these past twelve months? Really in three places: education and training, networking, and collaboration.

EDUCATION & TRAINING

NAHAD Academy has been full steam ahead, with more than 2,000 Hose Safety Handbook and Fabrication certifications earned in the past two years. Training efforts have been widely embraced by the NAHAD membership, with new courses being added every year related to additional specialties, like NAHAD's ducting guide, Distribution 101 courses, and others.

Looking ahead, NAHAD is increasing its training expertise and offerings, launching podcasts related to technical topics later in 2022, as well as translating fabrication courses into Spanish to help increase NAHAD Academy's reach across a wider member company base. We have focused on adding more in-person technical training opportunities, including this year's Regional Training (taking place next month in Chicago) as well as reigniting our partnership with Hose +Coupling World taking place this October in Texas.

Late last year, NAHAD also launched NAHAD 365 – educational offerings that showcase NAHAD's learning potential all year long. These efforts include technical webinars and seminars, online industry resources and data metrics, and presentations on key workforce challenges and new business advancements. Look for much more on NAHAD 365 through the remainder of 2022 and into next year.

NETWORKING

At the very heart of NAHAD is a spirit of community, reinforced through networking and idea sharing. When we held NAHAD's Annual Convention last year in Scottsdale, we had no idea what to expect. We just kept listening to our members that this industry wanted to meet face and face and network as distributors and manufacturers alike. For anyone who didn't attend, I am pleased to report that more than 600 industry professionals met for what was one of the first in-person gatherings the industry had seen since 2019. We experienced top notch educational programing and speakers, the opportunity to meet with suppliers and plan company meetings, the occasion to once again, walk the Showcase of Hose Solutions with more industry suppliers under one roof than had been in years.

Building on the success of the 2022 Convention, this year's show has networking as its number one focus. We built a program designed to encourage interaction and facilitate opportunities to conduct business, all while enjoying each other and a beautiful property. This is truly the NAHAD-way.

COLLABORATION

Going hand and hand with networking is collaboration. In October, NAHAD's Board of Directors met for their annual strategy session and collaboration was at the forefront of everyone's mind. One such element that emerged from our

discussions was embarking upon a formal mentorship program that connects up-and-coming professionals with seasoned veterans in this industry. Study after study illustrates the value mentorship provide to both the mentee and the mentor, and look for this program to launch in early 2023.

We also are looking into launching Executive Roundtables as time and time again, being able to connect and collaborate with your peers has proven invaluable to the NAHAD community. We welcome suggestions on the best format, as well as key whitepaper topics we can develop to provided information related to crucial industry questions to help you and your business.

Another key initiative undertaken by NAHAD this year is reformatting our committee structure to engage more of the membership in relevant and timely ways. Under the guidance of NAHAD President Jeff Scheininger, NAHAD is launching a brand-new committee structure, targeted in scope with clear objectives, term outlines, and deliverables. If you are interested in learning more about the new structure, which includes education, hose safety, membership, industry insights, and technology needs, please let me know directly. We want each and every member to get involved in this organization, to help steer its course and industry relevancy.

While NAHAD is embarking many new initiatives, please know we are always here for the products and services you have come to expect: our research offerings, including the industry trends reports, financial benchmarking, and manufacturing updates, as well as public policy insights. We continue to produce our quarterly printed newsletter, monthly e-newsletter, website, and social channels, to showcase industry news and members announcements. Please share information with often so we can highlight new industry developments and other happenings.

The NAHAD leadership was incredible this year, led by President Jeff Scheininger, and joined by the full Executive Committee and Board of Directors. The board experienced some changes during the past twelve months, due to retirements and the passing of board member John Tattersall. Without delay, leadership was able to reach out to exceptional NAHAD volunteers who stepped it and have led the association exceptionally during times of turbulent change. Much gratitude to each and every NAHAD board member for their exceptional leadership, and constant commitment.

I continued to be honored to serve as your Executive Vice President and thank each and every member for your support. Please share your comments, thoughts and suggestions with me anytime at mmullins@nahad.org. I truly hope you will consider volunteering to get involved and help lead this association into its next chapter of success.

Sincerely,



Molly Alton Mullins
NAHAD Executive Vice President

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