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### S.T.E.P. Training Has Been Cancelled

Recognizing the difficult economic times and the tight budgets being experienced by many members, the NMDA Board took a proactive step and cancelled S.T.E.P. training for 2009. It's obvious NMDA members understand the benefits of our training programs, as we had close to 20 companies/vendors who had signed up to participate. That did make the decision a little more difficult as NMDA is committed to training.

At the same time, the economy is going to take some time to recover and we know our industry tends to lag behind. It makes sense to acknowledge that reality and allow our members to direct their resources into areas that may help them boost their bottom-lines more rapidly.

Feel free to contact [Nancy](#) or any of the Board members for more information.

### We Need Your 2009 Distributor Show Dates

As a service to members, NMDA publishes a calendar of member Dealer Shows. This helps prevent double-booking and ensures each distributor will have a successful show. We also provide this information to NMMA for their industry calendar.

Please submit your meeting dates to [info@nmdaonline.com](mailto:info@nmdaonline.com) before the end of 2008.

### Manufacturers - Promote Image Library to Your Customers

The Image Library is getting good use. Manufacturers, remember to promote the library to NMDA members and to your other customers. It saves you the time and hassle of locating and sending images.

Members, don't forget to visit the [NMDA Image Library](#) when you are preparing catalogs, flyers, booklets or other promotional pieces. It saves you the hassle of searching multiple vendors' sites or CDs for images.

The following manufacturers are included in the NMDA Image Library:

- o ASA/Jensen
- o Bennett Marine
- o ITW Philadelphia Resins
- o Johnson Pumps
- o Meguiars
- o Moeller
- o Perko
- o Sierra Teleflex
- o Swobbit

If you are a distributor member and would like a login and password, please [contact us](#). If you are a manufacturer, you can view pricing information [here](#).

### New FMLA Regulations Announced

The Department of Labor recently announced changes to the Family Medical Leave Act (FMLA). To download the full text of the new regulations as well as a summary document, [click here](#).

### Educational Opportunities from MHEDA

#### Objective Based Selling Seminar

Tuesday, January 13, 2009  
McCormick Place South — Chicago, Illinois  
\$349 per person

Presented by Gary T. Moore

What is Objective Based Selling? Objective Based Selling is a sales model designed specifically for material handling equipment and services. It's a process dedicated to focusing on the customer, instead of the product.

[Click here for more information or to register now!](#)

#### Strategic Excellence: Planning for Success

**Date:** Monday, January 26  
**Time:** 12:00 p.m. — 1:00 p.m. CT  
**Speaker:** Joe Ellers of Palmetto Associates  
**Cost:** \$149 per company location for each session in the series

Part of MHEDA's Sales Management Webinar Series

Learn how to create, develop and analyze an action - driving strategic plan for your organization. This program will also be instrumental in laying out the foundation for these sales programs because sales need to be part of an overall strategic vision.

[Click here to register now!](#)

### S.T.E.P. Purchasing 2009

**S.T.E.P. Purchasing**  
**When:** July 13 & 14, 2009  
**Where:** Westin Imagine, Orlando, FL

S.T.E.P. Purchasing will be held at the Westin Imagine, **not at the Convention Center and not at the Rosen Centre Hotel.**

Shuttle service will **only** be available during MAATS (Wednesday, July 15th through Friday, July 17th). **There will be no shuttle service on Sunday, July 12th through Tuesday, July 14th.**

If you would like to make sure you have a room at the Westin, it is not too early to book a room [using the attached housing form](#).

To book a room at either the Westin or the Rosen Centre Hotel, visit <http://events.ambassadors.com/mat09>.

Click here to see a [map of the hotels and their distance](#) from the Orange County Convention Center and each other.