

August 2007

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Please Join Our Image Library Community

The NMDA Image Library provides many benefits for manufacturers and members. As of today, the following companies have joined; however, we need additional manufacturers to make this a truly valuable resource.

- Swobbitt
- Moeller
- Sierra/Teleflex
- ITW Philadelphia Resins
- Meguiar's
- Perko

If you haven't made the decision to add your product information and photos to the NMDA Image Library, please consider doing so. *If you make the commitment to join the Image Library before September 30, 2007, you will earn an ongoing 10% discount that applies to every year you participate!*

- **Manufacturer Benefits**
 - Upload photos and product information to a single source, so digital content will always be current
 - Allow access to other customers, for your specific area of the web site only—even if they are not NMDA members
 - Once your images are uploaded, the Image Library will save your marketing staff valuable time, as they can simply direct users to the NMDA Image Library and know customers are getting up to date materials
- **Distributor Members**
 - A single source for product data, logos and images from manufacturers/ vendors
 - Access to images and product data is available 24/7—since projects don't always occur at a convenient time
 - You can download a single photo or add many different images from a variety of manufacturers to a shopping cart, saving time and hassle
 - Easily find new products/image updates each time you access the site—this ensures you have the most up-to-date information possible, making co-op compliance a cinch

For more information about the Image Library, [download the PDF](#) or email us at info@nmdaonline.com. If you are a distributor member and need a username and password, [email us](#).

Private Labeled Products -- Opportunity is Not Without Risk

With the future trend toward private label products and the recent recall of allegedly-defective Chinese-manufactured tires, product liability issues are again the topic of discussion for wholesaler-distributors.

Although it is an attractive opportunity, private labeling has some legal and financial risks, particularly for the U.S. wholesaler-distributor who sources product from overseas for resale in the U.S.

To read NAW's complete Legal Advisory on the topic, visit: <http://www.naw.org/privlabel>.

Clarification on Supreme Court Ruling on Minimum Pricing Agreements

NAW Legal Counsel has updated their advisory for your clarification. Specifically, note the information added in red text.

To view the clarified advisory, go to <http://www.naw.org/minprices>.

The Habit Of Selling Seminar - October 2-4, 2007

Your association is offering a 2-1/2-day seminar in Dayton, Ohio, that will focus on each attendee's selling situation. Sales Professionals will learn how to document their organization's value-added services and sell them to their customers. With the help of the logical and systematic "5 A's Selling Process," attendees will work on a target account of their choice to gain practical, hands-on tools for better face-to face selling.

Selling skills will be covered through high-energy discussions, workshops and role-plays. Topics such as building relationships, communications, people skills, and selling benefits and value will be covered.

For complete details, [view the brochure](#).

Customized Shipping Discounts for NMDA Members!

Through a unique partnership, NMDA has made it easy for members to save on all types of shipping services. We've teamed up with the leading transportation providers in the industry, including **Yellow Transportation, Roadway Express, UPS Supply Chain Solutions, DHL, USF & New Penn**.

Whether you ship envelopes, packages, or heavy freight, these carriers have a solution:



- Save at least **64%** with Yellow and Roadway on North American LTL freight
- Save **20%** on International air freight and **45%** on heavy North American air freight with UPS Supply Chain Solutions
- Save up to **25%** with DHL on express air, ground, and international services
- Save at least **64%** with USF and New Penn on regional, next day less than truckload freight services throughout the U.S. and parts of Canada regional next day less than truckload

To take advantage of your NMDA member benefits, or to find out how much you can save on your next shipment, call your shipping benefit consultants at **1-800-MEMBERS (636-2377) Ext 303**.

For more information about the NMDA Shipping Program, visit <http://secure.membersales.com/NAW/shippingplus.asp>.

2007 Wholesale Distribution Economic Reports

If you're looking for key economic data on your particular line of trade, order one or more of the **2007 Wholesale Distribution Economic Reports**, written by Adam J. Fein, Ph.D., Pembroke Consulting, Inc., and only available from NAW. He provides his expert commentary to help you interpret the sector data in light of the latest macroeconomic trends.

These Reports supply a wealth of channel benchmarking data, including revenue and employment growth trends, the number and size distribution of companies, gross margins, wages, and many other operating statistics.

Go to the [NAW website](#) to download the **2007 Wholesale Distribution Economic Reports**. Quantity discounts apply when you order two or more reports.