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S.T.E.P. Purchasing Info in the Mail and in Members Only Section!

S.T.E.P. Purchasing will take place **July 14 & 15, 2008**, at the Las Vegas Hilton, just prior to the MAATS Show. S.T.E.P. Purchasing is open **ONLY to NMDA members** and offers the opportunity to schedule your own appointments for the length and time that you want.

You will register for both S.T.E.P. Purchasing and MAATS at the [MAATS website](#), with registration beginning in late April. While you cannot yet register for S.T.E.P. or MAATS, you are encouraged to book your hotel room now! The rate this year is only **\$99/night** and reservations can be made by going to [www.maats.net](#) and click on the hotel/travel tab. If you have trouble with the hotel link just copy the link from the MAATS site and paste it into the browser's address bar.

NEW! You can find the information letter, tentative agenda and contact sheet in the Members Only area of the NMDA web site. This area of the web site is new, so you need to request your login and password (case sensitive). Contact [Kathy](#) for your login and password. Or you can simply email [Kathy](#) and request the information.

Supplier of the Year

Supplier of the Year information will be sent to distributors the week of April 7. You will nominate your top 10 in the Gold & Platinum categories. Then the top eight to ten nominees in each category are sent to the distributors for voting.

Only distributors vote for Supplier of the Year.

Watch your mailbox for more information coming soon.

NAW Wholesale Distribution Manager's Course

June 9-13, 2008
Ohio State University in Columbus, OH
Cost: \$3,875 - Before May 1st, 2008
\$4,075 - After May 1st, 2008

Visit [www.naw.org/wdmc08](#) for more information or to register.

Join other distribution managers for 5 intensive days focused on elevating their distribution skills to the next level. Course Topics will include:

- Sales Management
- Value-Added Services
- Market-Focused Planning
- Financial Management and Control
- Human Resources Management and Teamwork
- Supply Chain Management

You will learn how to:

- utilize a technique for matching products and services to market segments
- estimate the "value" of value-added services and use this in your pricing strategy
- calculate return-on-assets and measure both customer and product line profitability
- use a computer model to evaluate profitability
- appraise your human resources strategy
- manage your supply chain inventory and service levels
- assess your financial profitability compared to your peers
- evaluate your customers' willingness to pay for products and services
- employ a framework for evaluating environmental impacts on your business.

Visit [www.naw.org/wdmc08](#) for more information or to register.

2008 Profit Report Overview

NMDA has the *2008 Profit Report Overview* available for purchase. The report is the compilation of the 2007 data from the distributors who participated in the Profit Report and includes an Executive Summary (net sales, gross margin, payroll expenses, etc.), formulas used for ROI, expenses in relationship to Gross Margin, productivity ratios and more.

The cost is \$250 for NMDA members. Contact Nancy at executivedirector@nmdaonline.com to order your copy.

Facing the Forces of Change: Lead the Way in the Supply Chain available from NAW

The report features the never-before-published data on industry segmentation, emerging trends affecting the supply chain, sales management, and supply chain technology forecasts.

For more information, or to order, visit: [www.naw.org/ftf07](#)