



iapd

international association
of plastics distribution

Company Name:	
Years of Membership:	
Sales Range:	
Employees:	

Training Your Employees	2013	2014	2015	Top Performing Peers
Webinar Attendance	78	78	46	20.44
Annual Convention	9	9	11	4.95
IAPD Plastics Certificate Program Level I	18	18	20	10.14
IAPD Plastics Certificate Program Level II	8	8	1	3.50
Excellence in Sales Certificate Program	18	18	2	4.00
PVF Certificate Program	N/A	N/A	0	2.00
Annual Leadership Summit	3	3	5	2.82
Plastics Champions Fly-In	1	1	0	0.00
University of Industrial Distribution (UID) Annual Event	4	4	4	3.30
IAPD Committee Involvement	1	1	1	1.00
IAPD Board of Directors Involvement	0	0	0	1.00
Plant/Warehouse Site Visits (host legislators)	0	0	11	4.20
National Association of Wholesaler Distribution Meetings	0	0	11	4.20

Promoting Your Brand

Plastics Showcase Exhibit Booth	\$0.00	\$0.00	\$0.00	\$2,500.00
Annual Convention Sponsorship	\$0.00	\$0.00	\$0.00	\$2,250.00
Regional Golf Tournament Sponsorship	\$750.00	\$750.00	\$2,690.00	\$502.50
<i>Plastics Performance Magazine Advertising</i>	\$285.00	\$285.00	\$300.00	\$1,875.94
IAPD Website Advertising	\$0.00	\$0.00	\$0.00	\$0.00
Customized Marketing Kits	N/A	N/A	0	0.00
Present Webinar	2	2	0	1.00
Sponsor Webinar	\$500	\$500	0	0.00
Write <i>Performance Plastics</i> magazine article	0	0	0	1.44
Plant/Warehouse Site Visits (host legislators)	0	0	0	1.00
Education Circle of Champions Award	1	1	0	1.00
Marketing Excellence Award	N/A	N/A	0	1.00
Environmental Excellence Award	1	1	1	1.00

Making the Right Connections

Annual Convention	9	9	11	4.95
Regional Golf Tournaments	23	23	32	6.92
IAPD Committee Involvement	4	4	4	3.30
IAPD Board of Directors Involvement	1	1	1	1.00
Plant/Warehouse Site Visits (host legislators)	0	0	0	1.00
Leadership Summit	3	3	5	2.82

Engaging in Solutions

IAPD Committee Involvement	4	4	4	3.30
IAPD Board of Directors Involvement	1	1	1	1.00
Present Webinar	2	2	0	1.00
Write <i>Performance Plastics Magazine Article</i>	0	0	0	1.44