



# **NEW SERVICE PROVIDER OFFERINGS**

## Examples of *Electrical Marketing's* Product Sales Estimates

- [illegible]

## Electrical Price Index Historical Data for NEMRA Members:

- 28 electrical product categories published monthly in Electrical Marketing's Electrical Price Index (EPI)
- NEMRA Exclusive** – Members would get monthly feed of EPI updates with all historical data each month. Regular subscribers just get monthly EPI pricing data
- NEMRA Exclusive** – Members get analysis and alert of product categories with unusual activity
- EPI historical data compiled back to 1990 by S&P Global

## Examples of Electrical Product Pricing Data

DATE	TOTAL INDEX	MTM % Change	YOY % Change	BUILDING WIRE & CABLE	MTM % Change	YOY % Change	POWER WIRE & CABLE	MTM % Change	YOY % Change	CONDUIT FITTINGS	MTM % Change	YOY % Change	METAL CONDUIT	MTM % Change	YOY % Change	NONMETALLIC CONDUIT	MTM % Change	YOY % Change	SWITCHGEAR	MTM % Change	YOY % Change
Jan-21	1.60	0.7	4.4	2.01	1.5	9.7	2.31	3.1	10.1	1.75	1.8	10.5	1.90	0.4	3.3	1.77	1.4	8.5	1.74	-0.1	-0.1
Feb-21	1.60	0.6	5.2	2.04	1.3	12.1	2.36	1.8	11.0	1.77	0.8	11.9	1.91	0.3	3.7	1.78	0.7	9.6	1.76	1.4	2.3
Mar-21	1.64	2.0	7.5	2.13	4.6	18.9	2.39	1.5	14.7	1.86	5.2	16.1	1.95	2.2	5.9	1.85	4.0	12.7	1.75	-0.6	3.1
Apr-21	1.67	2.3	10.2	2.23	4.4	25.3	2.56	7.2	23.3	2.02	8.6	27.7	1.97	1.0	6.8	1.98	7.0	21.8	1.79	2.2	4.7
May-21	1.69	1.2	11.7	2.31	3.7	29.9	2.59	1.0	25.9	2.05	1.8	32.5	2.00	1.6	8.7	2.01	1.6	25.5	1.79	0.2	4.9
Jun-21	1.73	2.0	13.5	2.38	3.3	33.6	2.89	11.8	41.8	2.09	1.8	33.0	2.03	1.3	9.9	2.06	2.3	27.0	1.79	0.2	4.5
Jul-21	1.76	1.7	14.6	2.42	1.4	33.0	2.91	0.4	38.5	2.23	6.8	37.8	2.10	3.2	12.9	2.18	5.9	31.5	1.86	3.8	7.0
Aug-21	1.77	1.0	14.8	2.46	1.7	32.7	2.98	2.6	39.2	2.27	1.6	38.6	2.12	1.1	13.7	2.23	2.3	33.4	1.85	-0.5	9.8
Sep-21	1.81	1.9	16.2	2.47	0.3	31.2	3.01	1.1	38.5	2.42	6.6	43.0	2.15	1.5	14.9	2.36	5.9	37.7	1.95	5.2	13.7
Oct-21	1.81	0.2	16.1	2.55	2.2	34.7	3.37	11.8	52.7	2.28	-5.8	33.7	2.18	1.1	15.3	2.26	-4.4	30.9	1.90	-2.7	10.4
Nov-21	1.84	1.6	17.1	2.58	1.5	33.6	3.44	2.2	52.5	2.40	5.3	40.8	2.20	1.0	16.0	2.36	4.5	36.6	1.91	0.8	10.4
Dec-21	1.84	-0.3	15.9	2.54	-1.6	28.0	3.43	-0.3	52.8	2.34	-2.7	35.6	2.23	1.4	17.5	2.32	-1.7	33.1	1.94	1.5	11.8
Jan-22	1.90	3.5	19.2	2.55	0.2	26.4	3.36	-2.0	45.4	2.61	11.7	49.8	2.26	1.6	18.9	2.55	9.9	44.3	1.96	0.8	12.8
Feb-22	1.92	1.1	19.8	2.58	1.4	26.4	3.37	0.3	43.2	2.63	0.8	49.8	2.28	0.7	19.3	2.58	1.1	44.8	2.16	10.3	22.7
Mar-22	1.96	1.9	19.7	2.70	4.4	26.3	3.50	3.7	46.3	2.59	-1.4	39.5	2.28	0.1	19.9	2.56	-0.7	38.3	2.07	4.0	16.6

**NEMRA Exclusive – Member only \$99 Bundled Rate**





# DISC CORP

## DISC Economic Forecasting for NEMRA Members:

Gain access to the same data sets that your major electrical distributors and leading manufacturers use.

- **NEMRA Exclusive** – Disc training and support included at no additional charge.
- **NEMRA Exclusive** – Disc will create custom reports upon request at a discounted rate of \$125/hour and set up territories for a negotiated fee.
- **NEMRA Exclusive** – Member only rates per below

Product	Attributes	Uses
<b>DataSearch™</b>	<ul style="list-style-type: none"> <li>• 5 Year Annual Forecast of Industry Sales</li> <li>• National, State, County</li> <li>• Contractor, Industrial, Utility, Institutional</li> <li>• Customize Sales Territories</li> <li>• Develop Product Databases</li> </ul>	<ul style="list-style-type: none"> <li>• Market Planning</li> <li>• Competitive Analysis</li> <li>• Strategic/Long Range Planning</li> <li>• Territory Management</li> <li>• Budgeting/Quotas</li> </ul>
<b>MarketTrack™</b>	<ul style="list-style-type: none"> <li>• NAICS Code Database</li> <li>• Forecast Industry Purchases from Distributors</li> <li>• National, State, County, Zip Code</li> <li>• \$ Purchases, Employees, Locations \$/Employee Multipliers</li> </ul>	<ul style="list-style-type: none"> <li>• Territory/Sales Management</li> <li>• Point of Sale Analysis</li> <li>• Account Management/Potential</li> <li>• National Account Management</li> <li>• Prospect for New Business</li> <li>• Quotas</li> </ul>
<b>MetroCast™</b>	<ul style="list-style-type: none"> <li>• Long Range Annual Forecast</li> <li>• Distributor Sales for 150 Metro Areas</li> <li>• Updated Quarterly</li> <li>• Contractor, Industrial, Utility, Institutional</li> </ul>	<ul style="list-style-type: none"> <li>• Sales Planning/Analysis</li> <li>• Competitive Analysis</li> <li>• Strategic/Long Range Planning</li> <li>• Mergers/Acquisitions</li> <li>• Performance Measurement</li> <li>• Budgeting</li> </ul>
<b>MetroPro™</b>	<ul style="list-style-type: none"> <li>• Product Forecast</li> <li>• Includes 11 Major Product Categories</li> <li>• 150 MSAs</li> <li>• Long Range Outlook</li> </ul>	<ul style="list-style-type: none"> <li>• Short/Long Range Product Planning</li> <li>• Budgeting</li> <li>• Quotas</li> <li>• Joint Distributor/Vendor Planning</li> <li>• Product Sales Analysis</li> </ul>
<b>MetroPulse™</b>	<ul style="list-style-type: none"> <li>• Quarterly Industry Outlook</li> <li>• Distributor Sales for 150 Metro Areas</li> <li>• Contractor, Industrial, Utility, Institutional</li> </ul>	<ul style="list-style-type: none"> <li>• Sales Planning/Analysis</li> <li>• Competitive Analysis</li> <li>• Mergers/Acquisitions</li> <li>• Performance Measurement</li> <li>• Budgeting</li> </ul>

NEMRA 2022 Product Price Sheet	NEMRA MEMBER Price Each	MEMBER PRICE 5 or More	Length	Update Schedule
Combined DataSearch/ MarketTrack Per State	\$1,300	\$1,100	1 Year	Bi-annual Spring and Fall
Flash Update / Report	\$895	N/A	1 Year	Monthly
PAST BOD or NMG Committee Member	\$795	N/A	1 Year	Monthly
Quarterly Flash Update Report	Free With Paid Data Base Subscription		1 Year	Quarterly
Metro Pulse	\$3,000	N/A	1 Year	Quarterly
Metro Cast	\$2,500	N/A	1 Year	Quarterly
Metro Pro	\$2,000	N/A	1 Year	Quarterly
Manufacture Full Site License All Products	\$20,000	N/A	1 Year	As Above



# T.I.P.S. 4 REPS

## SuccessIN Planning Tools:

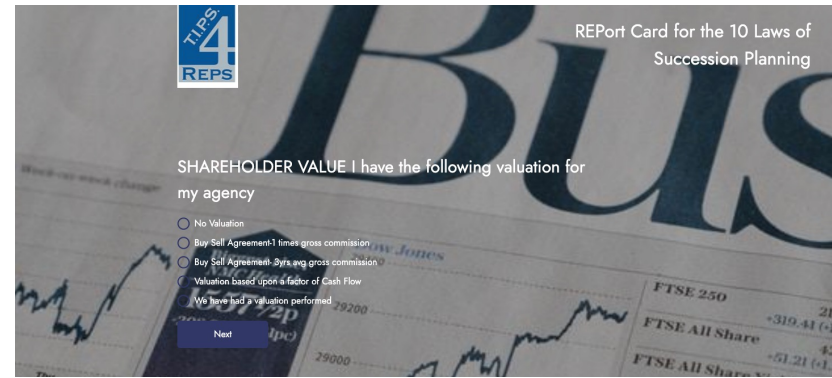
Learn about REP Management (Retirement and Exit Plan) and RISK Management (Retention, Incentive and Succession of Key People)

- **Complimentary** - REPort Card Assessment
- **Complimentary** - "SuccessIN Planning" White Paper.

## Professional Business Valuation:

Gain a clear understanding of the current worth of your business with the rep specific REPresentative Valuation™ professional business valuation.

**NEMRA Exclusive** - Member only rate of \$3,500.





# mEtAL cloud

## Founding Principles:

- Nothing to install
- No sales data stored
- Secure communication
- No CRM lock-in

## Professional Business Valuation:

B2B CRM automation of Sales Opportunities and Data between Manufacturers, Representatives and Distributors.

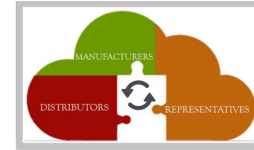
**NEMRA Exclusive** - Unlimited integrations, 33% off.

### Process

- Opportunities
- Quotes
- Renewals
- Updates
- Approvals

### Details

- Accounts
- Products
- Notes
- Attachments
- Pricing

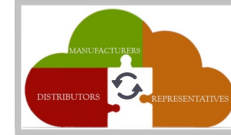


Automate



On Demand Or  
Continuous

☑  
NBO



☑  
DR



Synchronize

Any Company

Any CRM



Any Location



Connect



# Rides & Rentals

## About:

This service program is a NEMRA Affinity Service Program that allows NEMRA members to **receive exclusive rates and substantial savings anytime you need to rent or purchase a vehicle.**

## What to Expect:

- Big discounts the next time you need to replace a fleet vehicle, or buy a new delivery truck
- Substantial savings on vehicle rentals, or used-vehicle and new vehicle purchases and leases
- Get a 'corporate-like' discount for your personal trips

THE COMBINED POWER OF

**enterprise** **National.**

**enterprise** **car sales**

**Enterprise** provides NEMRA members with:

- Vehicles for Rental (pre-negotiated rates)
- Low-Mileage, Used Vehicles for Purchase

**View NEMRA Services by Enterprise**

**PENSKE/CARS**

**Penske** will provide NEMRA members with:

- New or Used Vehicles for Lease
- New Vehicles for Purchase

**View NEMRA Services by Penske**

