



NATIONAL ASSOCIATION OF  
WHOLESALE-DISTRIBUTORS

## AFFILIATE MEMBERSHIP

Are you looking to elevate your firm to new heights within the wholesale distribution space? The first step of that journey is joining the National Association of Wholesaler-Distributors (NAW) as an Affiliate Member. By joining NAW, you gain access to exclusive benefits that will help you meet the c-suite executives of the largest distribution companies in the world, target new customers, increase profit, improve operations, stay up-to-date on the industry, and get you ahead of the competition.

### Our Industry

- Employs over 6 million workers
- Is 1/3 of U.S. GDP - \$8.2 Trillion
- Has over 250,000 distribution companies
- Operates hundreds of thousands of locations all across the USA

### Inviting you to join the National Association of Wholesaler-Distributors: America's Premier Distribution Trade Association

The National Association of Wholesaler-Distributors (NAW), is one of America's leading trade associations, representing the entire \$8.2 trillion wholesale distribution industry. Founded in 1946, NAW comprises national, regional, and state employers of all sizes, industry trade associations, partners, and publishers spanning all distribution sectors. In 2024 NAW acquired Modern Distribution Management, the gold standard in distribution news, thought, and research.

Our industry employs more than 6 million workers throughout the United States, accounting for one-third of the U.S. GDP. Across North America, 250,000 wholesale distribution companies operate in hundreds of thousands of places of business, across all 50 states.

NAW's mission is to deliver world-class programs and services to help the wholesale distribution industry's most dynamic companies succeed. Our programming is specifically tailored for CEOs and senior executives of hundreds of companies doing \$100M+ in annual revenue.

### Learn More

 [List of NAW Affiliate Members](#)

 [List of NAW Distributor Companies](#)

 [VIDEO: About NAW](#)



# BENEFITS

## **Executive Conferences, attend our flagship events in Washington, DC & Denver, CO**

**The Executive Summit** is held in the heart of Washington, DC each January and welcomes over 450 c-suite leaders from the nation's largest and most successful distribution firms. This is your chance to rub elbows with the most influential CEOs and senior executives from across the wholesale distribution industry during this three-day event.

**The SHIFT Conference** is held in Denver, CO each May and welcomes over 250 executives in operations, technology, and sales divisions of companies. This is the ultimate networking and business development opportunity to connect with peers, colleagues, and current / potential customers.

## **Affiliate Directory, see your company showcased on NAW.org**

Your company will have a dedicated landing page on the NAW.org website in our Affiliate Directory. Thousands of distributors per month turn to our website as a resource to find their next consulting firm or technology partner. [www.NAW.org/Affiliate-Program](http://www.NAW.org/Affiliate-Program)

## **Digital Warehouse, upload your content to our education portal**

The NAW Digital Warehouse, an online portal, is a one-stop-shop for educational content and consulting. Send us your reports, blogs, white papers, and educational content. This database of trusted information is used by thousands of our industry professionals to consult and educate themselves. [www.NAW.org/MyNAW/Digital-Warehouse](http://www.NAW.org/MyNAW/Digital-Warehouse)

## **MDM Premium Subscription, stay on top of the latest industry news**

In 2024 NAW acquired Modern Distribution Management, the gold standard in distribution news, thought, and research. Affiliate Members receive complimentary access to **MDM Premium Membership (\$1,000 per login value)**. Stay on top of competitor news, access exclusive industry reports, and keep track of the distribution industry. [www.MDM.com](http://www.MDM.com)

## **Speakers Bureau & Editorials, qualify for speaking and sponsor opportunities**

NAW doesn't do pay for play, but as a member, your firm will be placed on the short list for potential speaking opportunities and have the chance to partner with MDM in editorials each year. Share your proposals for topic presentations and we will consider your firm.

## **Discounted Advertising, leverage our massive audience**

As an Affiliate Member, you can receive special discounts on select digital advertising opportunities, tailored to your specific package.

## **Use the NAW Logo, leverage our A+ brand**

NAW is one of the most trusted names in the distribution industry and using our logo lends some instant credibility to your business when seen by our federation of over 100,000 companies. Customers will recognize your affiliation with NAW as a seal of approval.

**Contact [Partners@NAW.org](mailto:Partners@NAW.org) to learn more**

Membership is billed on a 12-month annual basis.