



ISD is working hard to continuously increase the value of the organization to its members through improving existing programs and creating new ones. As one new member writes:

“ In the grand scheme of things the seal industry is a fairly small fraternity. ESP International has benefitted in the past with its association with the ISD and is very excited to have returned to those roots. The experience and knowledge of the market that is shared among members is invaluable as we strive to meet the opportunities of the global marketplace. We have been welcomed with open arms and look forward to the future with the ISD.” Don Grawe, ESP International.

Here’s a quick look at just some of the many member benefits available...

ISD has created a **Technical Committee** to support Associate-Distributor networking on technical topics. This will include updates to the CFSP program, technical content at the annual Summit, and a new series on technical issues of interest, the **Sealing Your Success e-Seminars**. This is an excellent way to keep your organization up to date on new technical developments and opportunities.



ELI supports the development of industry leaders by providing them with a venue for discussion, debate, networking, and the opportunity to learn from established industry leaders. ELI connects members interested in brainstorming ways to creatively bring the industry into the future through the delivery of workshops and sessions at ISD's Annual Sealing Summit focusing on topics and content geared towards strengthening their position as professional industry leaders.

Each year’s **Sealing Summit** provides tools, new ideas, and strategies for succeeding in challenging times, as well as positioning your company for on-going success. The opportunity to network directly with your peers, learn more about existing and emerging technologies as well as new products, and to hear from the experts is a huge asset you can’t afford to pass up.



Designed to bring together CEO’s within our industry, the **CEO Forum** provides distributor principals, owners and CEO’s with a powerful forum for discussing and sharing mutual operational experiences and opportunities. It’s like having your own personal Board of Directors available for consulting support whenever you need it. For many ISD members, the CEO Forum is one the biggest benefits of membership.

The **CFSP program** is designed to recognize and promote those individuals engaged in the fluid sealing industry in any of the application, sales, service, installations, or manufacturing processes. A rigorous two- part, online open book examination, this is an excellent way to train employees and demonstrate to your customers your commitment to excellence in the industry!



Now in its 19th year, **UID** is presented by the leading industry trade associations and delivered by content experts and nationally recognized university faculty members. Participants select their own courses for each day of the four-day program, including such topics as: Distribution Marketing; Branch Management; Sales & Sales Management; Value-Added Selling; Business Leadership; Distribution Profitability; Consumer Psychographics; and, Channel Alignment.

Conducted annually, this report uses industry-wide distributor research to create a state-of-the-art practical guide designed to help you evaluate your company's financial and operating performance. Improve your productivity, cash flow & expense savings, and create a financial plan to secure your future. You will have access not only to an analysis of your own company, but a report on how you compare with the industry.



ISD continually seeks out **great business discount deals** for its members on a variety of services. Some of these include: ISS – Small parcel shipping value program, CCR – Exclusive Experian credit reports, Sentry Insurance – Product Liability insurance programs, YRC – Freight management program on inbound and outbound LTL shipments



**INTERNATIONAL SEALING
DISTRIBUTION ASSOCIATION**

Connecting World Class Sealing Distributors and Manufacturers