



# MEMBERSHIP

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THE CONNECTED ADVANTAGE

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# CONNECTED ADVANTAGE

North American Steel Alliance (NASA) provides independently-owned metal service centers a strategic advantage in the market. We build relationships and make connections that foster a platform for integrity, credibility and growth in the North American steel industry.

## OUR PRINCIPLES

NASA operates for the inclusion of its member-owners, suppliers and associations in a value-creating atmosphere. The co-op functions within a participatory environment that promotes the importance of being a contributing member and facilitates the transaction of business that is professional, ethical and accountable.

## OUR VALUES

### Contribution

Through participation in cooperative purchasing programs.

### Collaboration

Through the sharing of ideas and best practices.

### Selection

Of members and suppliers who share our common values and purpose.

### Integrity & Credibility

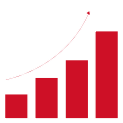
By maintaining the highest standard of ethics.



# STRATEGIC ADVANTAGE

Members join NASA to benefit from the combined power of 122 independently owned metal service centers. Gain a competitive advantage in the marketplace through business development opportunities and financial rewards.

## BENEFITS



### BENCHMARKING

Improve performance and increase productivity with tools to help your strategic initiatives.



### NETWORKING

Connect 1:1 with other member-owners and suppliers at our Annual Meeting, Forecast Conference and regional events. Use our online tools to reach the NASA community.



### COMMUNITY

Share best practices with other leaders at independently-owned steel service centers. Get involved in a committee or help shape the future of the steel industry and NASA.



### BOTTOM-LINE IMPACT

As a NASA member-owner, you are eligible to participate in rebate programs and earn annual dividends based on your individual performance within the co-op.

***"The opportunities to network with other members have been incredible. Most members have similar issues and concerns. Hearing from them helps validate what we are doing."***

- Longtime NASA Member

# THE NASA NETWORK

NASA's primary objective is to strategically link our members with the highest quality preferred metal and operational suppliers. NASA is built around an environment that motivates members and suppliers to partner together resulting in mutual benefit and growth. We have over 75 preferred suppliers, including steel mills and operational suppliers.

## METALS PROGRAMS

- Tubing
- Flat Roll Sheet
- Plate
- Merchant Bar
- Beams
- Cold Finish Bar
- Rebar
- Expanded Metal
- Bar Grating
- Specialty Pipe
- Stainless Steel

## OPERATIONAL PROGRAMS

- Industrial Supplies
- Material Handling
- Plant/Facilities
- Managerial Services
- Processing Equipment
- Transportation & Logistics

## NASA ANNUAL EVENTS

**2021 Annual Meeting, October 13-15, 2021 - Phoenix, AZ**

**Two Targeted Regional Meetings Per Year (TBA)**

**2022 Forecast Conference, October - Rosemont, IL**

**2022 Annual Meeting, April 2022 - Dallas, TX**

# HOW TO JOIN

Potential NASA members need to meet minimum requirements to be accepted into the co-op. These requirements ensure the mutual benefit and value for all NASA member-owners and suppliers. In addition to the application process, you must:

- Be independently owned
- Meet with NASA management at your facilities
- Provide product tonnage and supplier information
- Submit a basic credit check and financial review

## TAKE THE NEXT STEP

Contact us with questions or to get started with the membership application process:

**Ryan Thomas**  
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**CONTACT US TODAY!**

***"Being a member of an entity that has the purchasing power of more than \$9 billion allows us to become more relevant in the big picture of service centers."***

- Dave Rownd, President, Stark Metal

