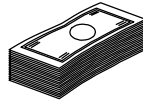


2002 Employee Compensation Study



Will You Be Competitive When The Economy Improves?

Whether you are the owner of a distribution company that struggles to offer competitive compensation and still make a profit, or the owner of a manufacturing firm engaging in negotiations with distributors, dealers or manufacturer representatives (i.e., your outsourced sales force) regarding costs of sales and margins, you need to recognize the necessity of fair and competitive compensation if you wish to retain top performers and key personnel. This will be especially true as the economy improves in 2003. The Employee Compensation Study provides you with the data you need to make informed decisions.

The Largest Dealer/Distribution Compensation Study Ever Undertaken

This survey aggregates data from over 2,300 companies in over 30 distribution industry trade associations! When it comes to employee recruitment and retention, companies don't just compete for employees with other industry companies on a national basis, they compete with other industry distribution or manufacturing companies across the street or on the other side of town. What makes this survey so useful is **the large database permits 15 statistically meaningful regional breakouts.**

Compensation Data Includes

- Sales volume analysis for twenty different ranges from under \$1 million to over \$250 million
- Geographic breakouts for over 15 major metropolitan areas
- Executive compensation
- Employee compensation
- Sales commission plans
- Outside sales policies
- Benefit programs including:
 - Health care plans
 - Retirement income plans
 - End of year bonus
 - Paid vacation & holidays

Cost & Availability

The 2002 Employee Compensation Study is available on CD-Rom to all NAGASA members, and industry related distribution and manufacturing members who are not members of NAGASA.

Cost: \$100 members; \$300 non-members. Checks payable to NAGASA in U.S. funds

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