

1. CoMetrics - Session Title: Breakthrough opportunities and insights – NASA’s Benchmarking initiative.

Session Description/values/who should attend: What does it take to be a Top Performer? Paul Giudice, CEO of CoMetrics - NASA’s new partner for benchmarking and performance metrics - provides an overview of what’s possible. CoMetrics’ modern platform securely aggregates your detailed financial data to highlight and quantify areas of potential improvement based on a peer-to-peer comparison of financial, and operational metrics.

During its 20-year history, co-ops using the CoMetrics platform have benefited from benchmarking by identifying opportunities, developing a plan to improve performance, and using the benchmarks to set targets, monitor progress, and reward the team. When successful, performance data accessed on the CoMetrics platform is used to make informed decisions that lead to stronger, more profitable companies.

As an owner, principal, CEO or CFO, learn more about participating in NASA’s new offering.

2. RT Beers - Session Title: Are you using Risk Management technology to your advantage?

Session Description/values/who should attend: We all contend safety is of the utmost importance, but injuries are on the **RISE** for small and mid-sized Metal Service Centers. A recently published article states that Metal Service Centers with less than 100 employees are experiencing three times the amount of injuries as organizations with 100+ employees. These injuries have a devastating impact on employee morale, performance and profits. How do you get your hands around safety? How do you create and drive a safety culture?

The key is through employee performance monitoring, training to lay the foundation for safe work practices and continuous coaching. R.T. Beers & Company has built the turn-key *Risk Management Center* to allow you track near misses, accidents, and employee performance. All available with an internet connection and click of a button. It houses trainings and resources specific to metal service centers from Job Hazard Analyses to Coaching Tools for Supervisors. This tool will streamline your processes and give you the ability to achieve a zero-incident environment.

Technology is there to help your business in every facet. If you feel that you’re not using technology fully to its advantage to create and maintain a competitive edge then this session is for you. Owners, Managers, CFOs, Human Resources will all gain from attending the session. To know more, see our article published in Modern Metals, “Expert Advice” (<http://www.modernmetals.com/item/12987-expert-advice.html>).

Industry Expert Presenter: Kelly Parker & Ralph Beers of RT Beers & Co. RT Beers has been helping metal service centers for 25 years. They’ve had numerous articles published on their forward-thinking approach on mitigating risk.

3. Sawblade.com – Session Title: Exploiting vast new flows of information can radically improve your company’s performance, profits, and markets. But first you’ll have to change your decision-making culture.

Session Description/values/who should attend: The aim of this session is to highlight a proven-successful marketing strategy for NASA members. In this session you will:

- Learn how to obtain and use Big Data to increase and retain Customers
- Use Data to maximize profits and willingness to pay.
- Why satisfied customers defect - *Harvard Business School Case Study - Why satisfied customers defect*

Who should attend? NASA members interested in increasing sales through: Data acquisition, marketing and strategy

Sawblade.com’s experience and results: SawBlade.com is a supplier of band saw blades and other sawing related products; its management has been in the sawing industry for the past 30 years. SawbBlade.com’s innovative marketing ideas have propelled it to consistent double digit annual growth for the past 7 years running. They have expanded sales into other new and untapped but related metal industries as one avenue to their success.

4. Fastenal – Session Title: Vending Best Practices – are you managing operational costs?

Session Description/values/who should attend: What are your operational supply costs? How are you controlling them? How can I make my employees more efficient? All of these are questions facing the modern day business no matter what industry they are in.

Operation costs for years have been put on the backburner as more pressing procurement activities are at the forefront of cost management efforts. When it comes to operation supplies most companies say the same thing – “Just don’t let me run out!”. This mindset leads buyers ordering hundreds of items from many different vendors. This is all done without understanding, “Where do we use it? How many should we order? Who uses it?”

What if there was a way to ensure that you always have the product in stock, you have the right amount of product, and you know who is using the product in your facility? During this session we will discuss what to look for in a supply chain partner and what particular stocking method will work best for you. By understanding the partner, the software, and the reporting you can make sure you are efficiently tacking your materials within your facility, while making sure all product is readily available when and where it is needed.

5. Big Ass Solutions – Session Title: Efficiency-as-a-Service is a subscription model that gives you new and better equipment at no risk.

Session Description/values/who should attend: Businesses understand that they can save money with energy efficient equipment upgrades, but widespread adoption in the industrial sector has been slow, primarily due to the upfront capital investment required. The As-a-Service model removes the hassles involved with purchasing, ownership, and maintenance.

The As-a-Service or subscription-based business model shift that is driving growth in the technology and consumer products industries (think music, cell phones, Netflix, razors, etc.), is poised to have the same impact on the energy efficiency and industrial equipment industries.

The "Light as a Service" model has been exploding in Europe, and is now gaining popularity elsewhere. This approach is allowing companies to upgrade their entire facilities to LED, pay for the service with a portion of their energy savings, and pocket the rest.

When you start asking.... "What do I need from my equipment?" rather than "What equipment do I need" owners, principals, CEO's and operations managers will start looking at their facilities in a whole new light.

6. Cintas - Session Topic: Meeting the OSHA requirements for First Aid kits and Eyewash Stations

Session Description/values/who should attend: Businesses are not always informed on what the latest changes are in OSHA/ANSI requirements when it comes to First aid kits and Eyewash Stations for a facility. There are risks and fines associated with these items if they are not met. Not only could the fines be high, but employees at your businesses could be at risk of injury which would incur workman's comp claims to increase. This session will educate and equip your business to comply with OSHA/ANSI requirements.

Attendees will learn and be able to answer the following questions:

- What are the OSHA regulations for both First Aid kits and Eyewash stations?
- Do I need to have first aid kits and eyewash stations in my facility?
- How many employees should I have in order to follow these regulations?
- Why should I be providing this to my employees and I am liable if I do not provide it?
- Where should I place my first aid kits and eyewash stations, and how do I know how many to have?
- What are the benefits to having a company service my facility vs providing these items myself?
- What are the consequences and financial impact if I do not follow the requirements?
- Is your business up-to-date with the latest ANSI changes to the first aid cabinets and the new products that got added?
- Do you know the difference between Class A and Class B first aid kits?

7. Praxair - Session Title: “New Developments in mechanized plasma cutting technology; emerging trends.”

Session Description/values/who should attend: A market overview of new products and emerging trends involving mechanized cutting and plasma processes. An industry expert from *Hyperthem* will discuss new products and future market developments so you can position yourself for growth opportunities.

Emerging technology in cutting processes and equipment:

- What new products are on the horizon?
- How am I positioning myself versus my competition?
- What new products or processes will help differentiate my services versus my competition?
- What products are available for existing processing equipment so I can get better utilization out of existing Cap Ex?
- What processes can I add to my current services to gain additional market share?