

National Precast... connect, learn, grow.



- Connect with precast manufacturers
- Promote your business and products
- Ensure your employees are up to date
- Get new sales leads
- Influence the Standards and codes that affect your business



MARKET...

you and your products

We get you and your products out there via:

- Presentations at National Precast Members' Meetings
- The National Precast website
- Industry conferences, exhibitions & workshops
- Social Media



"People are always trying to sell me something and I simply have to switch off to most of it. National Precast acts as a filter; I get to know the suppliers at our meetings that support the industry and these are the types of people I want to deal with."

– Cathy Inglis, Austral Precast (member since 2010)



"Presenting at industry seminars reinforces our position as an industry leader."

– Niki Jackson, Grace Construction Products (member since 2000)

"Industry Supplier membership is definitely a very cost effective tool that supports our marketing strategy – we get targeted exposure through multiple channels and direct feedback from the key people in our industry."

– Chris Brooks, Ancon Building Products (member since 2008)



"The quarterly Members' Dinners help me to get to know my suppliers better, which is great for our business relationship."

– Matt Perrella, Delta Corporation (member since 1990)



LEARN...

get ahead of the pack

Meetings, site visits, factory tours, newsletters and our many other resources provide you with an understanding of:

- Who's who in the precast industry
- Who's doing what
- Who needs what
- Business and industry trends
- Changes to Standards and codes
- Opportunities for new business



"Membership has allowed us to better understand and stay abreast of the issues that affect the precast industry, which has in turn helped us to develop and market products that the industry is looking for."

– Gary Chalmers, ERICO (member since 2013)



"The Association is a great platform for us to better understand the industry and tell the best in the business about our software."

– Mark Demmrich, Strusoft (member since 2013)



"I trust the suppliers who are involved with the Association, because I know they are up-to-date and industry leaders."

– Colin Ginger, Precast Concrete Products (member since 1990)

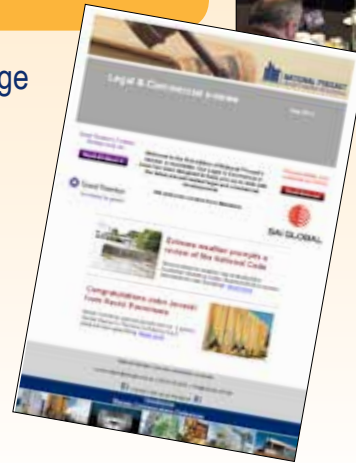
ADVISE...

position yourself as an industry leader



Lift your profile by offering your expert support. Get your message out there to the industry via:

- Presenting at quarterly national Members' Meetings
- Presenting at industry conferences, exhibitions & workshops
- Giving advice at industry exhibitions
- Contributing to National Precast member, industry & specifier newsletters
- Contributing to new National Precast publications



"Being a Supplier member not only allows us to access industry advice ourselves, but by helping to solve problems as well, we form better relationships within the industry and we win long term business."

– Peter Tutbury, Active Minerals International (member since 2011)



"Before we joined National Precast we were seen as just another supplier in the market. Now, we are recognised by precasters as being ahead of the game, and they regularly come to us for advice."

– Tim Bower, Parchem (member since 2011)

GROW...

get new business

Grow your business through:

- New sales leads from Precaster members
- Referrals to architects, engineers and builders
- Be part of our exhibition stands and talk to architects, engineers and builders
- Using the National Precast member logo to get the recognition your business deserves



"We hear about projects that are coming up and can get involved early."

– Tony Watling, Nawkaw (member since 2005)

"Manning the National Precast stand at exhibitions puts me in front of architects and wins me work."

– John Joveski, Reckli (member since 2006)



CONNECT...

develop meaningful relationships

Our events let you:

- Make industry contacts
- See your customers & potential customers in one place
- Form genuine friendships with Precaster members
- Get help and advice
- Generate new sales leads
- Learn from industry leaders



"We like to support the businesses that support the industry. I always make the time to meet with suppliers who are members."

– Richard Lorenzin, Hanson Precast (member since 1990)

"The quarterly meetings are a cost effective and easy way for me to regularly meet with many of my customers and those I'd like to do business with."

– Steve Bratan, Lanxess (member since 2012)



"The personal relationships that membership has allowed me to make have won me new business."

– Graeme McGregor, OneSteel Reinforcement (member since 2000)



INFLUENCE...

make your voice heard



Improve and drive our industry by working with others to influence:

- Standards committees
- WorkCover authorities
- Safe Work Australia
- Roads authorities
- Allied industry & professional associations



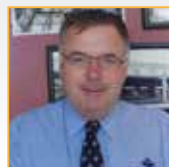
"By being a National Precast member, our company was able to get on a Standards committee to ensure the right outcomes were achieved."

– Leonard Samuel, Actech (member since 2003)



"Our involvement with the Association and the specification authorities has helped ensure that precast concrete remains competitive within the construction industry."

– Jeff Stratford, Reid Construction Systems (member since 1991)



"We like to deal with suppliers who use their expertise to advocate for the industry – it tells me they're a leader who is committed to the industry."

– Peter Healy, Hollow Core Concrete (member since 1990)

Who we are...

National Precast has been the peak body for the Australian precast concrete industry since 1990. We are the industry's recognised voice... comprising members both large and small, in all product categories and across all states. We are an energetic group of individuals, passionate about precast, working vigorously to continue the remarkable growth of precast and represent its interests.

Looking to grow your business...

Would you like to be talking regularly with the leaders of the precast industry... in the one place, in a neutral, convivial environment? Would you like the opportunity to showcase your products to them, without having to travel to see every one of them and without the hard sell? That's what a National Precast membership gives you.

A National Precast membership is your gateway to the precast concrete industry. Become part of National Precast and allow us to introduce you to our members. Let us help you to really get to know the major players in the industry. Learn about what they are doing and what they need from you, to help them do it. We provide you access to a wealth of information, experience, support and networking opportunities. To make contacts, develop meaningful relationships and grow your business.

Memberships now available!

We understand that every business has its own unique objectives and targets. With this in mind, we offer two types of membership to help you achieve your goals – **Industry Supplier membership** and **Industry Partner**.



Membership options

Industry Supplier - \$6,000pa (ex GST)

If you want connections, information and opportunities, our Industry Supplier membership is for you. This is your gateway to the precast concrete industry.

Marketing, information, advice, new business, connections, influence... it's all included in Industry Supplier membership.

Industry Partner - \$15,000pa (ex GST)

If you want to involve the industry's peak body in your marketing strategy and collaborate with us to position your products ahead of your competitors, then Industry Partnership is for you. With a range of unique and exciting services which can be tailored to suit your needs, let us help you to get your products out there.



How to apply...

Applying for membership involves downloading an Application Pack from our website, www.nationalprecast.com.au. Please fill out the forms and send them to us. On receipt, one of our team will be in touch to get the ball rolling. Your application will then be considered by the National Precast Board of Directors.

And if you would like to chat with us, please call our CEO Sarah Bachmann on (08) 8294 0833, or email exec@nationalprecast.com.au.



Product Disclosure Statement: Industry Partner Membership Cost: \$15,000 (ex GST)



Standard Supplier member benefits:

- Network with Precaster members and other suppliers at quarterly national Members Meetings, Dinners & Social Events.
- Present at quarterly national Members' Meetings.
- Participate in industry conferences & workshops.
- Nominate for Standards committees.
- Participate in project working groups.
- Receive member newsletters.
- Purchase publications at member rates.
- Use the Industry Partner member logo to promote your membership.
- Listing in the National Precast online directory.
- Website logins for you and your staff to access member only information and resources.
- Referrals to architects, engineers & builders.
- Attend member events at member rates.
- New sales leads from Precaster members.

Additional Partner benefits examples – a selection of services tailored to your marketing needs:

- Present at and represent your company at, exhibitions in which National Precast is involved (eg DesignBUILD).
- Exposure on the Industry Partner section of the National Precast website homepage.
- Sponsorship of a Members' Meeting or Dinner – have your logo printed on materials associated with the event (agendas, menus etc), verbal acknowledgement of your support at the start and conclusion of the event, the opportunity to distribute a printed item (A4 format, maximum 8 pages) and two complimentary registrations for the event.
- Sponsorship of (non-member) Precast Industry electronic newsletters – banner advertisements acknowledging the Industry Partner's support.
- Sponsorship of member electronic newsletters – banner advertisements acknowledging your support.
- Electronic mail-outs on your behalf, to the precast industry (Precaster members & non-member precasters).
- Physical mail-outs on your behalf, to the precast industry (Precaster members & non-member precasters).
- Receive National Precast tenders so you can get in early with specifiers.
- Marketing products at heavily subsidised Partner rates (e.g. case studies, editorials, videos & websites etc).
- Regular collaborative consultations with your marketing people to identify mutually beneficial opportunities.
- Exposure via National Precast's social media pages
- Exposure via National Precast's media partners (e.g. Construction Engineering Australia).

Terms:

- Membership of National Precast is in accordance with the Constitution of National Precast Concrete Association Australia Limited (email info@nationalprecast.com.au to request a copy).
- Industry Partner applicants are subject to a certification process (refer to National Precast website for details). Applicants that do not meet the minimum requirement will be refused membership. The Board of Directors has final approval of all Industry Partners. Their decisions are final and will be based upon the merit of each application.
- Exclusivity is offered only for a company's key product line.
- National Precast will only accept one Industry Partner member per key product line and no other member with a similar key product line, will be accepted as an Industry Partner (this does not preclude companies with competing key product lines from becoming Industry Supplier members).
- Industry Partners will be automatically renewed for a further 12 months each year on 1st July, unless an application is received for the same key product category.
- In the case of a new applicant applying for a membership with a key product category that is currently held by an existing Industry Partner member, the application will not be considered until the existing member's (current holder of that key product category) membership has expired (June 30). At this point if the existing member wishes to renew their membership within the same key product category, then both the existing member and the new applicant will be required to submit an application. Both will be assessed based on merit, by our Board of Directors.
- Partners are free to use their membership to promote products from outside their nominated key product line providing those products do not directly conflict with another Industry Partner's key product line.
- When claiming membership, members must notate their category of membership (i.e. Industry Partner) and can only use the National Precast logo supplied for their specific membership category.
- Nominations to Standards committees are subject to a nominations and approval process.
- Member discounts will be set by National Precast and are subject to change.
- Presentations at quarterly national Members' Meetings are subject to approval by National Precast, subject to availability and may be limited in frequency and duration.
- Resignations must be submitted in writing before 1st July; failure to do this will result in fees being payable for the following 12 months.

Membership Application Form: Industry Partner



APPLICANT DETAILS:

Company Name: _____ ABN: _____

Contact Name: _____ Email: _____

Address: _____

Suburb/Town: _____ Postcode: _____

Postal Address (if different to above): _____

Suburb/Town: _____ Postcode: _____

Telephone: (_____) _____ Website URL: www. _____

COMPANY PROFILE:

What products/services does your company supply? _____

Are you a member of any other industry associations? **No / Yes** (details): _____

Do you currently participate in any industry activities (Standards committees, exhibitions etc)? **No / Yes** (details): _____

Do you currently supply precast manufacturers? **No / Yes** (please list two): _____

Which states do you supply? **All / QLD / NSW / ACT / VIC / TAS / SA / WA / NT**

In which states do you have facilities/warehouses/offices? **All / QLD / NSW / ACT / VIC / TAS / SA / WA / NT**

Has your product/service undergone any third party certification/testing? **N.A. / No / Yes** (details): _____

What product related expertise/qualifications/licensing etc do you have? (details): _____

(Please tick) I have read and understood the Product Disclosure Statement: Industry Partner

Signed: _____ Position: _____

Name: _____ Date: _____

Please send this Membership application form, together with a cheque for \$500 (or proof of bank transfer to National Precast Concrete Association Australia BSB: 032 060, Account: 138 964) to National Precast, Suite 2, 13 Brighton Rd, Glenelg SA 5045. This will apply towards your first year's fee.

How did you hear about National Precast?

Website Social Media Referral (by _____) Other (please specify) _____