

SUPPLIER MEMBERSHIP INFORMATION



NAMI
NORTH AMERICAN
MEAT INSTITUTE

OUR INDUSTRY & YOUR BUSINESS
ARE NAMI'S TOP PRIORITIES.

Supplier and Allied Members: Your Valued Responsibility to the Industry

NAMI and its packer/processor members view suppliers as partners in corporate and industry success. Both Supplier and Allied Members play a key role in collaborating to find innovative ways to produce better, safer and more nutritious meat and poultry products in ways that ensure the safety of our employees, protect the environment and treat animals humanely.

In fact, each year, NAMI honors a supplier who truly embodies the spirit of partnership with the NAMI Supplier of the Year Award.

More than 300 Suppliers and Allied Members call NAMI their association and appreciate the networking and sales opportunities that their membership provides.

**NAMI represents North
American meat and poultry
packers, processors and
their suppliers.**

Supplier members are engaged in supplying non-meat products, services or equipment to General members or Allied members and do not have a federal- or state-inspected facility or an internationally inspected facility recognized by USDA.

Allied members are engaged in buying, taking possession of and selling meat or meat/food products and do not have a federal- or state-inspected facility or an internationally inspected facility recognized by USDA.



SUPPLIER MEMBERSHIP

BENEFITS TO SUPPLIER AND ALLIED MEMBERS INCLUDE:

Discounted Expo Exhibit Rate – NAMI Supplier members receive discounts on exhibit space at NAMI's Annual International Meat Expo, part of the International Production and Processing Expo. In fact, the savings that can be derived from the NAMI Member exhibit rate in many cases cover the cost of your annual dues.

Conference Exhibit Opportunities – Exhibiting at NAMI conferences like the Spring Management Conference, the Fall Outlook Conference, Animal Care and Handling Conference, the Annual Meat Conference and Beef Safety Workshop is reserved for members only. Many suppliers find these affordable conference exhibits to be a targeted outreach strategy for key customers and potential customers.

Sponsorships – NAMI Supplier Members also have the opportunity to increase their profile within the NAMI membership and the industry through sponsorships of events, speakers and more. Sponsorships are an exclusive, members-only benefit.

NAMI Membership Lists – As part of the association, NAMI members have the opportunity to utilize targeted membership lists consisting of contacts from NAMI packer/processor members. This list comes at no additional charge outside of membership dues and is a great way to introduce your company to the NAMI membership and reach out to potential customers.

Participation in Key Committees and NAMI Board of Directors – Supplier and Allied members play an active role in many committees like the Supplier Committee, Member Services Committee, Animal Welfare Committee, Environmental Committee, Worker Safety Committee, plus many more. Additionally, NAMI Supplier and Allied members hold seats on the NAMI Board of Directors, and all active members are eligible for nomination to the board. Two suppliers also serve on the NAMI Executive Board.

Regulatory Assistance – NAMI's regulatory experts can assist Supplier and Allied members with regulatory approvals, labeling claims and other issues as they arise.

Technical and Issue Advisories – Timely technical and issue advisories keep Supplier and Allied members informed about new developments that can impact their companies and products.

Affinity Programs – NAMI leverages the power of many to provide affinity programs offering member discounts on key services like energy and shipping.

Best Practices and Timely Education – Supplier and Allied Members benefit from best

practice documents and training rooted in these practices on topics that include animal handling, worker safety, human resources, the environment and food safety. These best practice documents represent a unique combination of technical knowledge and practicality.

Crisis Management Services - Supplier and Allied members benefit from NAMI's Crisis Management Team. Whether it's responding to a crisis or trying to avoid one, NAMI offers advice, assistance, referrals and resources.

Up to the Minute News - NAMI members receive the weekly *Lean Trimmings*, jam-packed with news you can use and links to resources. Instant news blasts also keep members informed of breaking events that can't wait.

PILLAR AREAS

NAMI is organized into five key policy areas that support the industry's overall mission.

Regulatory Affairs – Continuous inspection oversight both strengthens and challenges our industry every day. NAMI's Regulatory Affairs Team has the knowledge and experience to help you navigate regulatory issues, whether they arise from USDA, FDA, OSHA, EPA or any host of other federal agencies. Our Team will become part of your establishment's team, providing guidance and assistance that protect your company's interests.

Legislative Affairs – Every day, our experienced lobbyists walk Capitol Hill's halls to convey the industry's perspective on a variety of issues before Congress and to the House and Senate Members and committees with the potential to impact your business. Grassroots outreach and a Political Action Committee make your voice heard.

Public Affairs – Our experience in interfacing with media and our long-established relationships with reporters' positions help us advocate in an increasingly complex communications landscape. We are proactive in traditional media as well as Facebook, Twitter, blogs and the Web. If a potential crisis is looming, we aim to tell you first and arm you with what you need.

Scientific Affairs – As an association, we monitor and analyze scientific developments in the fields of microbiology, pathogen reduction and nutrition. The policy positions we take are rooted in science.

International Trade – The global landscape is fluid and complex. NAMI's International Trade Team fights for policies that maintain open, free trade. Our team helps members troubleshoot problems with other nations when issues arise.







WHY INVEST IN NAMI?

Just ask any current members:

NAMI is passionate about this industry and the products and information we produce. We'll work tirelessly to serve you so you can serve your customers.

Our experience and expertise are unparalleled in the industry!

Every day, NAMI is working behind the scenes for the industry, for all meat & poultry packers and processors, who benefit from our expertise. Now is the time to invest in NAMI and invest in your business. You owe it to the industry and you owe it to your company. We'll do our very best to help you with quality information, networking, education and advocacy.

Many companies say we are like an insurance policy in the event of a crisis: NAMI stands ready to help turn your bad day into a better one.

Join the association today. You'll be glad you did.

NAMI Member Services Department

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