

# POWERFUL **BUSINESS INTELLIGENCE** TOOLS TO HELP YOU MAKE SOUND DECISIONS



## **ASA OPERATING PERFORMANCE REPORT**

The must-have business intelligence report for the PHCP-PVF wholesalers. The annual report is jam-packed with almost 100 pages of critical benchmarking data designed to provide easy-to-understand guidelines for identifying business performance improvement opportunities. The report includes comparative financial ratios and statistics by type of firm, sales volume size and high-profit firms.



## **ASA MONTHLY SALES REPORT**

ASA's Monthly Sales Report provides distributor members with a snapshot of performance for the PHCP & PVF industry and how it relates to the broader economy. This flash report offers timely and actionable information designed to improve business intelligence regarding the market and industry segments in which a given company operates.

## **MATERIALS MARKET DIGEST**

The new Materials Market Digest, presented by ASA's Industrial Piping Division, provides critical updates on commodities pricing, news and market trends. Published monthly.

## **VOICE OF BUILDER/ VOICE OF CONTRACTOR**

ASA's Business Intelligence Unit zeroes in on your customers with surveys targeted to contractors, builders and engineers/specifiers.



## **CROSS-INDUSTRY COMPENSATION STUDY**

Every other year, ASA partners with more than 20 different distribution-related associations to publish the Cross-Industry Compensation Report. This report represents the most detailed look at compensation and benefits for wholesaler-distributors throughout the U.S. Companies that participate in the survey receive a confidential company-specific report.



# ASA CHIEF ECONOMIST KEEPS ASA MEMBERS FOCUSED ON THE FUTURE



ASA Chief Economist **Dr. Chris Kuehl** keeps members abreast of all the latest economic topics and trends of keen interest throughout the PHCP & PVF supply chain via live **monthly webinars and weekly podcasts** - both free to ASA members!

The live webinars, now co-hosted by fellow Armada Corporate Intelligence Managing Partner **Keith Prather**, provide attendees with an overall update on economic conditions, while his “**Keeping it Real With Dr. Kuehl**” podcast, published three times a month, zeroes in on a specific economic topic.

11

Monthly Economic Webinars  
Viewed More than **1,700** Times

38

Weekly Podcasts Listened To  
More Than **7,000** Times

## MONTHLY ECONOMIC REPORT

ASA's Monthly Economic Report is available as a free member benefit to all ASA member companies. The report is **loaded with the latest economic and commodities data**, plus the latest Producer Price Index statistics, as well as detailed monthly construction outlooks. This economic data, specific to the PHCP & PVF supply chain is available each month at the click on a button!

## ASA DISTRIBUTOR AND MANUFACTURER MEMBERS

### Come Together to Create Product Data Standard

The ASA Embracing the Future Strategic Council's mission is to support our members' ability to succeed in the future by providing data, insights and best practices to address disruption and innovation within the industry.

To help accomplish the council's mission, ASA formed a task group of distributor and manufacturer members to tackle the challenges of product data within the industry.

To address the inefficiencies within the data-sharing process between distributors and manufacturers, the task group created and launched a product data standard for the PHCP-PVF industry. That standard debuted at **NETWORK2024** last November in Chicago.

The goal of the standard is to increase efficiency in data sharing and, in turn, reduce time, effort, and costs associated with the current data transfer process.

The Product Data Standardization Task Group continues to review, revise, and provide updates to the standard initiative.

