



Exclusive Distributor Member Benefits





Unlock the Full Power of Your PTDA Membership

Whether you're already part of our growing network or exploring what membership can do for your business, the Power Transmission Distributors Association (PTDA) puts the tools, knowledge and connections you need right at your fingertips.

Inside this brochure, you'll find a wealth of exclusive resources designed to help you and your team stay competitive—from cutting-edge industry research and ready-to-use business tools to professional development and peer-to-peer networking opportunities. Many are included in your company-wide membership and available to all of your fellow employees. The "Designed for" listing below each benefit will guide you as to which roles benefit the most from the specific resource.

No matter where you are in your power transmission/motion control (PT/MC) journey, PTDA is here to help you grow, lead and thrive.

Access these resources anytime at ptda.org/ResourceLibrary or shop at ptda.org/Store (login required).

Need support? We're here to help—email ptda@ptda.org.

Networking Events

Time and again, members grow their business as a result of the unparalleled industry networking provided through their PTDA membership. With at least two conferences annually, PTDA creates unmatched opportunities for channel partners to strengthen relationships and spark new business through meaningful, face-to-face connections.

Industry Immersion Conference

Designed for branch management, education, inside sales, operations management, outside sales

Transform a good team into a great one by investing in their development. The biennial Industry Immersion Conference, happening March 25, 2026, is a one-day intensive program built to strengthen the skills and confidence employees who are new to the industry need to build lasting, productive relationships. Designed and led by PT/MC practitioners, the curriculum combines real-world scenarios with practical strategies to help participants sharpen communication, expand networks and become solution-oriented partners in today's competitive marketplace.

Send someone from your team to this intimate industry gathering and watch them return with actionable skills, fresh perspectives and stronger confidence—delivering more value to your company while deepening their commitment to your success.

Learn more at ptda.org/IndustryImmersion



Networking Events

Industry Summit: Where Connections Drive Business Forward

Designed for education, executive management, marketing, outside sales, purchasing

The PTDA Industry Summit is the must-attend event for decision-makers in the PT/MC industry. Held each October, this dynamic three-day gathering brings together top executives for powerful networking, insightful education and meaningful collaboration.

Whether you're a veteran attendee or considering joining us for the first time, here's what you can expect:

- Timely insights from expert-led presentations on the economy and key trends shaping the PT/MC channel
- Strategic connections through MD-IDEX, where industry executives meet face-to-face during one-on-one meetings to explore opportunities and strengthen partnerships
- High-level networking with others from across the PT/MC industry



Save the date for our 2026 Industry Summit, October 28-30 at The Broadmoor in Colorado Springs, Colo. Registration will open in June 2026.

Learn more at ptda.org/IndustrySummit.

Manufacturer-Distributor Idea Exchange (MD-IDEX)

Designed for executive management, inside sales, marketing, outside sales



If you've ever tried to get on the calendar of a top manufacturer, you know how tough it can be. That's why MD-IDEX at the PTDA Industry Summit is such a game-changer. With nearly 75 manufacturers in one place, it's optimal for one-on-one conversations that move your business forward. Giving distributors direct access to manufacturer executives—all without

endless travel—MD-IDEX is networking at its smartest. Past attendees regularly proclaim it as the most effective use of time and resources.

Learn more at ptda.org/MD-IDEX

"The ability to make contact with manufacturing companies is endless."

– J.J. Wyly, Top Industrial Service & Supply Inc.

Networking Events

Canadian Conference

Designed for education, executive management, IT, marketing, outside sales, purchasing

Featuring a balance of networking and presentations on industry-relevant insights and advancements, the Canadian Conference is ideal for PT/MC Canadian distributors and all manufacturers looking to level up their business in Canada. It is held every June in Canada.

The conference's Distributor-Manufacturer Idea Exchange (DM-IDEX) gives senior executives from potential and prospective channel partners a venue to discuss current sales plans, determine new pathways for growth or collaborate on solving problems.

Save the date for the 2026 Canadian Conference June 2-4 in Montreal, Quebec. Registration will open in March 2026.

[Learn more at ptda.org/CanadianConference](https://ptda.org/CanadianConference)



Distributor-Manufacturer Idea Exchange (DM-IDEX)

Designed for executive management, inside sales, marketing, outside sales

Similar to MD-IDEX, the DM-IDEX offers focused, one-on-one meetings at your designated table. It's your mobile on-site office, prepped and ready for conversations to help you diversify your vendor base, strengthen key relationships and grow your executive network. Whether you're meeting new partners or reconnecting on current projects, DM-IDEX is your streamlined opportunity to build lasting business connections.

Networking Resources

Member Lists and Locators

Designed for executives, outside sales

Expand your network and uncover new business opportunities with PTDA's member resources. The *Find a Manufacturer* and *Find a Member Executive* features are two of the most visited sections of ptda.org, helping you quickly identify prospective suppliers and see exactly what product categories they manufacture, saving you time and opening doors to new partnerships.

Want deeper connections? The PTDA Directory gives you instant access to corporate contact details, while the Member Contact Database—available exclusively to members—delivers executive-level names, titles, phone numbers and emails. Use it to get in front of key decision-makers faster and grow your business relationships.

	Member	Non-member
Membership Directory	Included with membership	\$500
Member Contact Database	\$100	Not available

Purchase at ptda.org/MemberList

Business Solutions

PIE Technology Platform™

Designed for financial, IT, marketing, operations management, purchasing

No matter where you are on your digital journey, the PIE Technology Platform™

(PIE) helps you work smarter, serve customers better and stay competitive in a digital-first world. As the industry's most powerful hub for real-time product information across 35 categories, PIE makes it fast and easy for distributors to pull certified data directly from suppliers. The result? Complete, accurate catalogs that provide continuous information to your team to simplify the customer online shopping experience, giving you the edge to make the sale.

Register or view a list of participants at PIETechnologyPlatform.org.

Available PIE categories

Adjustable/Variable Speed Drives	Linear Bearings: Round Shaft
Angular Contact Bearing	Lubrication
Ball Bearing (Conrad, or Deep Groove)	Material Handling
Bearing Accessories	Miniature Bearings
Bearing Tools	Motors
Belt Drives (Synchronous & V Belts)	Mounted Ball Bearings
Bushings (Hub Fitting devices)	Mounted Insert Bearings
Cam Follower	Mounted Roller Bearings
Chains	Needle Bearings
Conveyors	Precision Bearings
Cross Roller Bearing	Seals
Cylindrical Roller Bearing	Shaft Couplings
Double Row Ball Bearing	Sleeve Bearings
Enclosed Gearing	Spherical Plain Bearings
Gearing (open)	Spherical Roller Bearing
Iron Sheaves (Standard and Synchronous)	Sprockets
Linear Bearings: Profile Rail	Tapered Roller Bearing
	Thrust Bearings

Annual Registration

Members: \$5,000

Non-members: \$9,000

"The data is generated by those in our industry who know it best—engineers, salespeople, executives—the people with the expertise in the product categories."

– Joe Savage, Bearing Service Inc.

Product & Price Information Format (PPIF)

Designed for financial, IT, operations management, purchasing

The Product & Price Information Format (PPIF) takes the headache out of updating product and pricing data. By standardizing how information is transmitted, PPIF ensures consistency every time—no more messy files or rework. Instead of typing thousands of keystrokes, you can upload updates in just a few clicks, saving hours of time and reducing costly errors.

Download PPIF templates at ptda.org/PPIF



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Industry Insights

PTDA Market Forecast Report

Designed for executive management, operations management, outside sales

Backed by the expertise of Oxford Economics and released quarterly, the PTDA *Market Forecast Report* equips you with the insights you need to make smarter, more confident, data-driven strategic decisions.

Inside, you'll find:

- Industrial production forecasts for the U.S., Canada and Mexico, plus analysis of 11 key customer markets.
- Macroeconomic trends and commentary that help you see the bigger picture.



And to make the data actionable, PTDA hosts two exclusive webinars each year (March & August) led by Oxford Economics, giving you practical guidance to apply the trends directly to your business planning.

Download the report or register for a webinar at ptda.org/MarketForecast

Power Transmission & Motion Control Market Size Report (2025 revision)

Designed for executive management, financial, marketing, outside sales

According to this complete 2025 revision, the North American market for PT/MC products continues to represent a massive opportunity for PTDA members. Valued today at more than \$104 billion—a growth of over 30% in just five years—the market spans \$85 billion in the U.S., \$10 billion in Mexico, and \$9 billion in Canada. The report gives a clear view of this opportunity, analyzing revenue potential by geography, customer segment and product category to help you strategically target growth.

Members: \$1,995

Non-Members: \$2,995

Purchase at ptda.org/SizeOfTheMarket



Industry Insights

End-User Market Briefing Reports

Designed for education, inside sales, marketing, outside sales

Make faster, smarter business moves with PTDA's *End-User Market Briefing Reports* (EMBRs), created in partnership with Dun & Bradstreet, a global leader in market intelligence. These reports help sales and marketing teams pinpoint opportunities, anticipate challenges and close more deals.

Each report delivers:

- A clear industry overview and key business trends
- Executive insights and company-level challenges
- Quarterly updates, forecasts and growth ratings
- Opportunities, critical issues, financial benchmarks and more

With over 50 reports available, EMBRs cover the end markets most vital to PTDA members, including:

- Agricultural Machinery Manufacturing
- Automobile Parts Manufacturing
- Construction Machinery Manufacturing
- Food Manufacturing
- Industrial Machinery Manufacturing (U.S. focus)
- Material Handling Equipment Manufacturing
- Oil & Gas Exploration & Production
- Steel Production
- Water & Sewer Utilities

Download EMBRs at ptda.org/EMBR



Industry Insights

EPTDA Product Line & Market Intelligence Reports

Designed for education, inside sales, marketing, outside sales

Gain a deeper edge with EPTDA's *Product Line and Market Intelligence Reports*—your go-to resource for understanding specific markets and production line processes. These reports are designed to help you spot opportunities, anticipate customer needs, and sharpen your sales strategy.

Each report delivers:

- **Industry intelligence:** Market size, coverage and current/future trends
- **Production line insights:** Key processes, customer challenges, major product groups and common maintenance projects—plus where new opportunities for distributors are likely to emerge

NEW! Voices from the Channel: Insights to Improve Partnerships

Designed for executive management, marketing, operations management, outside sales, purchasing

This new report—the first of its kind in the PT/MC industry—delivers powerful insights into how manufacturers and distributors view their relationships, expectations and opportunities for growth. By comparing perspectives from both sides, the report highlights areas of alignment and where gaps exist, so members can strengthen collaboration, improve transparency and build trust. Here's a snapshot of some of what you'll learn.

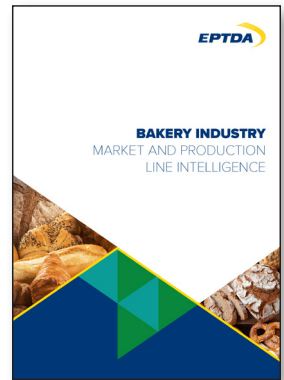
- **Built on trust:** Members on both sides of the channel agree: one factor consistently rises above all others when it comes to lasting partnerships.
- **Mind the gap:** There's a surprising disconnect between how distributors see their training needs and how manufacturers rate their product knowledge.
- **Timing is everything:** One issue—shared by nearly everyone—continues to make or break customer relationships.

Use these findings to enhance your partnerships, anticipate challenges and uncover strategies that drive stronger business outcomes across the PT/MC channel.

Members: \$250

Non-members: \$500

Purchase at ptda.org/VDM

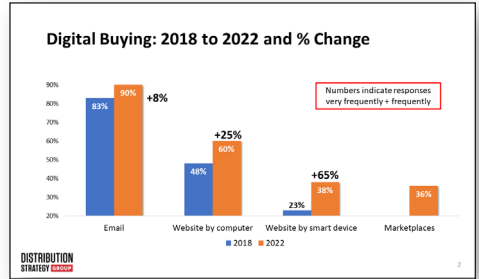


Industry Insights

Voice of the Customer Report (2023 revision)

Designed for executive management, marketing, operations management, outside sales, purchasing

Get inside the minds of your customers. The *Voice of the Customer Report* reveals how PT/MC end users shop, buy and communicate. Use these insights to stay relevant, strengthen relationships and grow sales by delivering exactly what your customers expect.



Download at ptda.org/VoiceOfTheCustomer

Stay Informed with PTDA Publications

Transmissions & Spotlight

Designed for branch management, education, executive management, financial, HR, inside sales, IT, marketing, operations management, outside sales, purchasing

Stay ahead of the curve with *Transmissions*, PTDA's quarterly magazine packed with in-depth features on trends shaping the PT/MC channel, member-written articles and insights and other relevant PTDA content.

Download the latest issue at ptda.org/Transmissions

For more frequent updates, *Spotlight* delivers timely PTDA news, event highlights, member news and interviews twice a month, keeping you connected to what matters most in the industry.

Download sample issues at ptda.org/Spotlight

PTDA
POWER TOOL DISTRIBUTORS ASSOCIATION

Transmissions

2023 VOLUME 9

The Power Tool Distributors Association celebrates its 50th anniversary with this special issue featuring member-written content.

Adapting, Evolving and Thriving Post-Pandemic

This is the final of a three-part series offering a retrospective look at the recent past and a preview of the future. The PTDA's research and analysis are available at ptda.org/Research to read the previous articles.

Five years after the COVID pandemic brought global supply chains to a standstill, those in the PT/MC industry reflect on the lessons learned and how inventory management, technology and relationships have changed.

Reflecting on five years of change: Before the pandemic, many companies used just-in-time, predictable supply chains based on historical demand. "Inventory was very stable," said Michael Chapman, CEO, Master Power Transmission, Inc. "Our systems worked well. COVID had very little effect on our business in the first six months. The follow-on impacts, however, forced us to manage things we hadn't had to think about in years, such as price."

Others described similarly efficient and demand-driven operations prior to the pandemic. Ryan Williams, mechanical power transmission business manager, State Electric Supply Company, recalled that pre-COVID there were "very reactive, relying on state-of-the-day shipping times from most manufacturers. We shored it up and high fill rates locally and ordered slower-moving parts in order to keep inventory costs low while still serving customers quickly."

For others, the pandemic simply exposed weak points that hadn't been noticed during more stable times. Gerald O'Reilly, general manager, Laffer North America noted that while his organization had a more established framework, there were uncertainties aspects in production and logistics that had a serious impact on their order management. "Typically our production period was eight weeks; however, it increased to 24 weeks toward the middle and end of COVID. Simultaneously, our transportation lines increased from five weeks to 23 weeks. From the onset of transportation more than tripled. We went

4 Defined economic glimpse forecast for remainder of 2023

7 How real-time offers practical insights, real results

15 PTMC insights in action

PTDA Learning Hub

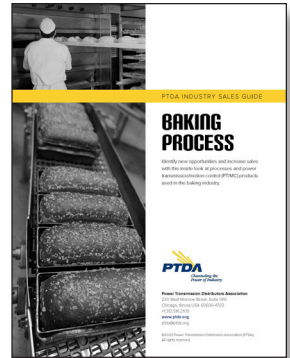
The PTDA Learning Hub is your one-stop destination for training and development in the PT/MC industry, equipping your team with resources to sharpen skills, grow expertise and stay ahead of industry change, many at little or no cost.

Industry Sales Guides

Designed for branch management, education, inside sales, operations management

Discover where and how PT/MC products are used in specific industries to identify new markets, increase add-on sales and support team training. *Industry Sales Guides* are available for key sectors including aggregate, food & beverage, HVAC, material handling, mining, pulp & paper, steel, wastewater and more.

Download at pathlms.com/ptda



Elements of Industrial Distribution

Designed for branch management, education, inside sales

This comprehensive overview explains the industrial distribution business model, the critical role distributors play in the supply chain and how they build lasting relationships with suppliers and end users. It's the perfect introduction for new employees or anyone transitioning into the PT/MC distribution channel.

Members: \$150

Non-members: \$200

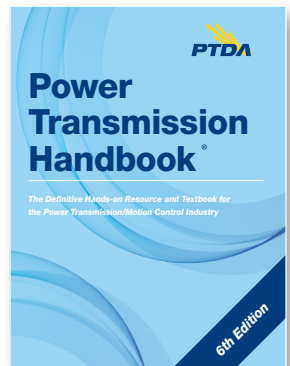
Purchase at pathlms.com/ptda

Power Transmission Handbook® (6th Edition)

Designed for branch management, education, inside sales, outside sales, purchasing

Build customer trust and loyalty by giving your team the knowledge they need to solve problems with confidence. PTDA's *Power Transmission Handbook®* is the definitive training resource for the PT/MC industry, covering 17 product categories with easy-to-understand explanations, application guidance and diagnostic tips. The companion *Power Transmission Workbook* and corresponding *Answer Guide* reinforce and validates understanding of all 17 chapters, using multiple-choice, true/false and short-answer questions.

View pricing, excerpts, available formats, and other accompanying materials for purchase at ptda.org/store



PTDA Learning Hub

Power Transmission Workbook Online Modules

Designed for branch management, education, inside sales, outside sales, purchasing

Based on the *Power Transmission Workbook* (see next page), these 17 micro-learns provide self-paced, brand-agnostic product training. Modules can be purchased individually to target specific needs or as a complete subscription series to support broader teams and training programs. Each module reinforces key concepts with interactive content and awards a certificate of completion—giving employees knowledge they can apply immediately.

	Member	Non-member
Individual modules	\$79.95	\$129.95
Complete 17-module series	\$599	\$1,595

Annual subscription

# of Learners	Member	Non-member
1-5	\$999	\$1,699
6-10	\$1,999	\$2,699
11-15	\$2,999	\$3,699
16-20	\$3,999	\$4,699

Add \$1,000 for every five learners beyond 20.

Learn more at the ptda.org/LearningHub or purchase in the PTDA store

Chapter 5: Clutches & Brakes

This workbook complements the PTDA Handbook Chapter 5 – Clutches & Brakes.

There are two sections:

- The true-false quiz is an opportunity to review some key points
- The assessment is your opportunity to demonstrate your knowledge

You must complete the true-false section and pass the assessment to complete this chapter.

Select a section to begin.

True/False Quiz

Assessment

PTDA Learning Hub

“Power Plays” Vodcast Series

Designed for education, inside sales, operations management, outside sales

PTDA's newest professional development resource, *Power Plays: PT Solutions for Performance & Savings* vodcast series, delivers short, engaging conversations with industry experts on timely topics that matter to your business. Check out these 20 minute episodes to help you bring fresh perspectives you can put into practice—anytime, anywhere.



- **Challenges in the Baking Industry:** Navigating High Pressure Applications and Extreme Operating Temperatures
- **Enhancing Performance** in the Pulp & Paper Industry Through Proper Coupling Selection
- **Sealing the Deal:** Boosting Efficiency with Dynamic Seals & Bearing Isolators in the Aggregate Industry

[Listen at pathlms.com/ptda](https://pathlms.com/ptda)

Selling Solutions Webinar Series

Designed for education, inside sales, operations management, outside sales

Strengthen your team's sales skills with PTDA's *Selling Solutions Webinar Series*. Designed specifically for the PT/MC channel, these pre-recorded sessions deliver practical strategies and real-world insights to help sales professionals uncover customer needs, position value and close more deals. Each webinar features industry experts sharing proven approaches that can be applied immediately, giving your team tools to build stronger customer relationships and drive measurable results.

View webinar recordings for the following industries:

- Beverage
- HVAC
- Meat and Poultry Processing
- Steel
- Wastewater

[Download at ptda.org/LearningHub](https://ptda.org/LearningHub)

Recruitment and Retention Resources

Now more than ever, employers need tools and resources to help them navigate the new realities of the workplace. As the charitable arm of PTDA, the PTDA Foundation supports the PT/MC industry with education, outreach and workforce initiatives designed to help companies build stronger and more talented teams.

Building Awareness Recruitment Toolkit

Designed for HR



The *Building Awareness* campaign helps tackle one of the toughest challenges in employee recruitment: explaining what you do in a way that resonates with future talent. This customizable suite of tools connects the work of PT/MC companies with what matters most to Millennials, Gen Z and Gen Alpha—industries they know and value like travel, entertainment, food and beverage.

Created for use by companies with or without HR teams, the toolkit includes brochures, postcards, social media templates and now a ready-to-use video—which can be customized with your company logo and website—that employers can easily add to their websites or social channels, making it simple to capture attention with professional, “drop-and-go” content. Whether at career fairs or online, these resources help you stand out, spark interest and showcase the critical role PT/MC plays in powering everyday life.

“The toolkit offers valuable resources, like brochures and postcards we can distribute at recruiting events. I’m also considering using the social templates to advertise open positions on LinkedIn.”

– Madeline Hickey, Lafert North America

Learn more at ptdafoundation.org/BuildingAwareness



Recruitment and Retention Resources

Scholarships

Designed for anyone pursuing PT/MC education

Scholarships do more than ease financial burdens—they unlock pathways to rewarding careers in the PT/MC industry. Through its targeted scholarship program, the PTDA Foundation is cultivating the next generation of industry professionals. Since launching in 2024, demand has surged. In 2026, nearly \$40,000 in scholarships will be awarded to support future talent.

- **Student Scholarships:** Up to eight awards of \$3,000 each for students pursuing education in PT/MC-related fields.
- **Employee Scholarships:** Up to six awards of \$2,500 each for full-time employees of PT/MC distributors or manufacturers in North America, studying engineering, technology, business or pursuing industry-relevant certifications.

Learn more at ptdafoundation.org/Scholarships



“This scholarship empowers me to strengthen the leadership and business skills our industry needs, while also showing that as a woman in engineering and a first-generation student, this path is possible for others too.”

– Isabel Walsh, 2025 employee scholarship recipient, University of Illinois



“Ultimately, this scholarship allows me to focus more on my passion and chasing the dream, and less on funding it.”

– Colin Kipp, 2025 student scholarship recipient, Milwaukee School of Engineering



“This scholarship not only helps me ease the financial burden of my tuition and school supplies but also reminds me that I am supported by a strong community of industry leaders. This recognition further motivates me to study, grow, and contribute to the PT/MC industry.”

– Stanis Arcel, 2025 employee scholarship recipient, Université du Québec à Chicoutimi

