NFPA is an association of supply chain partners, manufacturers, distributors, and suppliers.

*By joining this network, you’ll have powerful opportunities to connect with industry colleagues from across the country and across the industry.*

Make the Right Connections

Connect with people at all levels, from CEOs and senior executives to market analysts, engineers and purchasing managers, at NFPA networking events. Events range from large conferences, such as the NFPA Annual Conference and the Industry and Economic Outlook Conference, to smaller gatherings like our Regional Events.
Leading the Way with Standards Development

NFPA serves as the focal point in representing U.S. interests in international standards development, ensuring a fair playing field for U.S.-based fluid power manufacturing while advocating for standards that make fluid power an easier technology choice for customers. Members take their seat at the table by offering their expertise to develop such standards. The TAG administrative fee is waived for NFPA members.

Engaging with Committee and Governance Opportunities

Influence the Association: Members have opportunities to participate in association governance and help make decisions that benefit the association and the entire industry by joining a special-interest committee or the Board of Directors.

Influence the Industry: NFPA has an active Roadmap Committee. The committee participants share their expertise to create documents, such as the NFPA Technology Roadmap, that provide leverage for government funding opportunities.

Develop Future Industry Leaders: Up-and-coming leaders at member companies have the opportunity to participate in extra education and networking opportunities provided by the NFPA Future Leaders Network at NFPA events and through the NFPA Executive Leadership Program to better themselves and their businesses.

“For me it’s really the richness of the discussions that we have in the committee meetings. You’re involved with other experts. We all maybe come at the questions with a little bit different experience, but collectively, it’s a great way to learn.”

–Dan Ricklefs, Global Marketing Director, Danfoss

Opportunities to Share and Grow Expertise

Visit NFPA.com for more on fluid power standards.
NFPA members have access to exclusive industry and market data sources that provide critical insight.

Visit NFPAHub.com/stats/ for more on NFPA industry statistics and forecast services.

**Providing Essential Market Information Resources**

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Participation-based programs: Participation in these programs is needed to receive these reports.

The Confidential Shipments Statistics (CSS) Program presents data on monthly orders and shipments and helps users understand trends and anticipate change in the industry. Data is collected from participating manufacturers, compiled by a third party to maintain confidentiality, and results are then only sent to CSS participants.

The State of the Fluid Power Industry Survey is a quick and easy electronic survey designed to identify monthly industry expectations based on the opinions of participants using multiple choice questions concerning the current and future state of the industry. There is a version for manufacturers and another for distributors. Participants receive results from both surveys.

The Confidential Shipments Statistics (CSS) Program presents data on monthly orders and shipments and helps users understand trends and anticipate change in the industry. Data is collected from participating manufacturers, compiled by a third party to maintain confidentiality, and results are then only sent to CSS participants.

The Customer Market Survey provides analysis of fluid power customer market and sales channel segmentation. This survey is conducted among NFPA member companies every year. The survey's fluid power sales data is collected through an independent market research firm to maintain confidentiality. Only survey participants have access to the annual results.

Non-participation-based programs: Reports are available to all NFPA members.

Customer Market File is a monthly file containing data and trend graphs for several key U.S. customer markets, popular economic indicators, and producer pricing. The data can be used for your company's internal analysis needs and is easily transferred into analytical tools such as NFPA's Stats Toolkit.

Global Market Reports and Forecasts are a collection of reports covering our global marketplace, from high-level macro data and leading indicators to very detailed analysis and forecasts of popular customer markets, including specific by-country analyses and forecasts. The report is done by Oxford Economics.

NFPA Forecast: U.S. Customer Markets is a quarterly report by ITR Economics and includes an outlook, trend graph, and commentary on the current year and two years ahead for fluid power, hydraulics, pneumatics, and 29 customer markets, plus articles and insights into other economic events, topics, overviews, indicators, and questions.

The Annual Survey of Fluid Power Manufacturers includes fluid power market and product-level shipment dollar data for the U.S. fluid power industry, making it an indispensable tool for determining market size, share, and segmentation.

International Trade Data is collected by the U.S. Census Bureau, Foreign Trade Division and is summarized with a particular focus on fluid power products. This report also includes country-by-country breakouts. The report is semiannual.

The U.S. Fluid Power Regional Demand Estimates Report profiles the geographic distribution of fluid power products to end-use industries by state, including fluid power sales dollars, sales percentage, and number of establishments.
NFPA members get a lot of useful data. NFPA helps you use that data with tools that fit your needs and the needs of others in your company.

Making Sense of the Data

The Stats Toolkit is a cloud-based software you can use with NFPA data and other sources. The tool has an easy setup process and highly intuitive interface, which allows users to easily create graphs and perform analyses. Users can also save their analysis configurations and export their finished charts.

“We use the CSS Report, which gives us really good inside knowledge on how we’re doing versus other people in our space. We also use the NFPA Stats Toolkit, which is a really important way to keep tabs on market share, 12-month moving averages, keeping tabs on how you line up in the overall growth of your entire industry, so it’s really valuable.”

–David Price, Global Marketing Manager, Hydraforce

Key Toolkit Features

- Identify company/product market share and industry segmentation.
- Create domestic shipment and order projections using a customer market weight allocation model.
- Create global shipment and order projections using a country or region weight allocation model.
- Analyze multiple data series to identify trends and benchmark performance.
- Use lead/lag relationships to discover leading indicators and recognize trend relationships.

>> Tip: NFPA members can take advantage of customized training for the Toolkit and other NFPA market information resources to make better informed decisions for their businesses.
Connecting with Customers

Our trade show, IFPE, is co-located with CONEXPO-CON/AGG, the largest show in the Western hemisphere. Held every three years, IFPE consistently draws thousands of engineers from more than just mobile hydraulics, but also end-use markets such as aerospace, manufacturing automation, machine tools, and a vast array of off-highway vehicles.

**Significant discounts are available to NFPA members.**

NFPA offers opportunities to reach your customer markets through our co-owned IFPE trade show and by spreading the word of fluid power’s applications and advantages.

Promoting Fluid Power’s Advantages

NFPA provides its members with the latest information about fluid power technology’s applications and advantages to help them educate themselves and their current and potential customers. We spread the word using a variety of channels:

- **Podcast:** Fluid Power Forum is a fluid power industry-focused podcast that highlights the people, technologies, and unique applications that are moving the industry forward.

- **NFPA Technology Roadmap:** This document provides an industry consensus on the pre-competitive research objectives that are needed for fluid power to stay competitive. Reflecting the changing marketplace, the Roadmap identifies both new customer needs and new fluid power capability improvements in order to meet those needs.

- **Annual Report on the U.S. Fluid Power Industry:** This report offers a quantified summary of the impact of the fluid power industry on the U.S. economy. The information the report provides is useful to fluid power professionals, customers, and prospects alike.

- **Social Media:** The NFPA Twitter and LinkedIn feeds feature unique and innovative applications of fluid power technology under #Onlyfluidpowercan.

Visit IFPE.com for more about the show.

**Helping Members Promote Fluid Power**

**Connecting with Customers**

172,000+ square feet of floor space

400+ exhibitors
NFPA members enjoy multiple opportunities to connect with promising students at a wide range of grade levels, creating customized talent development pipelines in their local communities.

The NFPA Education and Technology Foundation is a tax-exempt, charitable organization, affiliated with NFPA, that is dedicated to meeting this workforce development need. Through the generous support of our donors and member volunteers, our programs are helping to change the talent pool available to our industry. Members donate money, time, equipment, and expertise while forging connections with promising students and the schools that prepare them for fluid power careers.

>> Learn more about these efforts and donate to help support them at NFPA.com.

Making Connections with Students and Educators at all Education Levels

NFPA student outreach and education programs bring fluid power to middle schools, high schools, and community colleges to create a pathway for educated technicians into the fluid power industry. Students learn about fluid power and develop an interest in fluid power careers. NFPA members get involved through a number of volunteer activities ranging from mentoring students to hosting their own events.

Providing Students and Schools the Tools for Success

Fluid power scholarship and grant programs engage students and faculty alike. Scholarships make it possible for students to pursue fluid power education opportunities while grants help provide instructors funding to conduct research, create curriculum, and bring teaching equipment into their classrooms. NFPA members help the process when they volunteer to evaluate scholarship and grant applications.
NFPA membership is a tremendous value. NFPA and its members accomplish as a group what companies cannot do alone.

**Connect with industry leaders**

>> Visit NFPAHub.com/events/ to learn more about connection opportunities for NFPA members.

**Impact the future of the industry**

>> Visit NFPA.com to learn more about association governance, standards development, and other engagement opportunities.

**Get market information for better business decisions**

>> Visit NFPAHub.com/stats/ to learn more about the reports and data available to NFPA members.

**Use exclusive tools**

>> Visit NFPAHub.com/stats/ to learn more about the NFPA Stats Toolkit.

**Reach customers and promote the industry as a whole**

>> Visit IFPE.com to learn more about the IFPE trade show and NFPA.com to check out fluid power industry information to share with your customers.

**Benefit from a growing workforce**

>> Visit NFPA.com for the latest updates on our workforce development programs.

Apply to become a member at NFPA.com