

ABOUT US

THE NATIONAL ASSOCIATION OF MANUFACTURERS

The nation's largest and most influential industrial trade association, the National Association of Manufacturers — the millions of people who make things in America — is the leading voice of industry in the United States. Supported by careful research and analysis, an aggressive media presence and member companies of all sizes in all regions of the country, the NAM is a powerful advocate for economic growth and opportunity.

Key Facts:

- ▶ The NAM consists of 14,000 companies and their subsidiaries, of which more than 80 percent are small manufacturers, plus 350 member associations in all 50 states.
- ▶ NAM member companies and affiliated associations together employ more than 18 million workers.
- ▶ NAM members are politically active, working directly with their Senator and Representatives, conferring unparalleled influence upon the organization.
- ▶ The NAM has repeatedly demonstrated its ability to form coalitions and mobilize diverse constituencies in support of key business issues.
- ▶ The NAM aggressively advocates legislation and policies that foster a healthy business climate for U.S. manufacturers.
- ▶ The NAM comprises a top-notch staff of 175 professionals and support staff working side-by-side with members to achieve the organization's goals.
- ▶ The NAM in 2001 was ranked 10th among Washington's 25 most powerful lobbying groups by Fortune magazine, even though the NAM has the smallest staff and budget of any of the top 25.

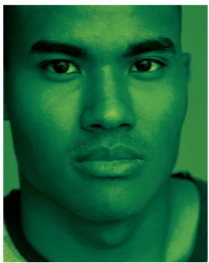
The National Association of Manufacturers

Dedicated To Enhancing the Competitiveness of American Industry

The NAM is a dynamic, proactive business lobby uniting 14,000 companies and their subsidiaries in a single mission: to improve the ability of U.S. manufacturers to compete in the global marketplace.

The NAM: Helping the U.S. Economy Thrive

A Potent Force in Washington. The NAM unites and leads the business campaign to achieve key legislative and policy goals set by the members. Our comprehensive direct-lobbying program includes congressional office visits, meetings with executive branch officials, position papers,



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press conferences and congressional and regulatory testimony.

Concentrated on Manufacturing. Manufacturers' policy priorities — determined by our members — decide our agenda. Our voice is not compromised by non-industry interests; we're focused on a unified policy agenda.

Member-Driven. Our nationwide member-involvement network is first-rate — and unique among business groups in Washington. The nation's best professional lobbying staff is supported by an expanding network of activist members. Direct communication between members and their elected legislators contribute to meaningful victories.

Wired. One of the only groups that can lay legitimate claim to the designation "e-association," the NAM provides its members with real-time information on timely issues. We constantly track — and act on — every current or potential regulation or piece of legislation that will affect the bottom lines of manufacturers. Through our Web site, e newsletters and e-mail updates, as well as traditional forms of communication, our members get the latest news on critical issues brewing in Washington. Our growing stable of e-business services and the NAM Virtual University allow members to participate in the e-marketplace and to effectively and economically train their workers.

In the News. Nurturing and educating the media before an issue breaks has long been the focus of our media efforts. That's why business reporters and news agencies nationwide seek the NAM first as the source of proven credibility on matters of industry and the economy. Frequent NAM member and staff television appearances and op -eds educate both local and national publics.