

NAEIR Fact Sheet

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Authorized for use by Gary C. Smith, President/Chief Executive Officer

- **NAEIR Founded:** January, 1977
- **Number of CATALOG members:** Approx. 4,300
- **Number of MEMBER's CHOICE members:** Approx. 8,600
- **Value of merchandise allocated to members:** '07-'08 fiscal year: \$106.5 million (based on NAEIR's catalog values-- includes catalogs, Grab Bag, Specials, and Member's Choice)
- **Average allocation to each catalog member per year:** \$20,000 (more than 30 times their dues), based on NAEIR's catalog values (Does not include materials distributed through Special Offers, NAEIR e-xpress, or Member's Choice)
- **Total value of merchandise donated since NAEIR's founding:** Over \$2.4 billion
- **Types of products distributed:** Office supplies, computer software and accessories, toys and games, sporting goods, arts & crafts, books, clothing, personal care products, paper goods, housewares, maintenance items, hand tools, janitorial supplies, electrical & plumbing fixtures, seasonal decorations--all brand new.
- **Major donor corporations:** 3M, Snap-On, Russ Berrie, S.C. Johnson & Son, Rand McNally, American Express Publishing, Esselte, ACCO North America, Intuit Inc., W.W. Grainger., Newell Home Hardware, School Specialty, Delta Faucet Company, A.T. Cross Company
- **Number of donors:** Approximately 7,500; several hundred active, regular donors
- **Value of inventory donated during 2007-2008 fiscal year:** Over \$145 million ('04-'05 Record yr. - Over \$160 million)
- **Number of regular NAEIR employees:** 125
- **Size of warehouses:** Galesburg, IL National Distribution center: 450,000 square feet; Galesburg Alternate Distribution Center: 70,000 square feet.
- **Catalogs:** Published every 10 weeks: Summer, Fall, New Year, Winter, Spring
- **Special Offer fliers:** Issued semi-monthly in groups of 3; approx. 70 per year
- **Web requesting site:** *NAEIR e-xpress*; Approx. 75 different items available at all times
- **Membership dues:** **1 Year program:** \$595. 5 Catalogs; handling charge based on allocation value. 5 Grab Bag visits.
10 Month program: \$495; 4 Catalogs; handling charge based on allocation value. 4 Grab Bag visits.
8 Month program: \$395; 3 Catalogs; handling charge based on allocation value. 3 Grab Bag visits.
Month to Month program: \$175 initial fee, \$49.50 per month, handling charge based on allocation value. Grab Bag visit each active catalog at \$40 each.

Member's Choice program: \$39.50 one-time registration fee.

Member's Choice Plus option: \$79 annual fee. Allows Member's Choice member access to Member's Choice NAEIR e-xpress web site.

Moneyback Guarantee for Catalog Program: "As a new, first-time member of NAEIR, your organization will be granted a second comparable membership FREE or a full refund of your membership dues, if, at the end of your first membership period, your organization has not received twice the amount of its dues in merchandise, based on NAEIR published catalog values." (Refund or free membership must be requested in writing within 60 days after completion of your membership period).