



WHO IS THE OUTDOOR FABRIC PRODUCTS ASSOCIATION OF NEW ZEALAND?

The Outdoor Fabric Products Association of New Zealand (OFPANZ) is affiliated to the Specialised Textiles Association (STA) of Australia and is a country sector of the Industrial Fabrics Association International (IFAI), based in the United States. OFPANZ members are committed to excellence and awarded for innovation and ingenuity.

OFPANZ provides a range of benefits to our members and is a forum for increasing their industry knowledge, developing new skills, legislation and technology, and networking with other like-minded companies. It is a chance to have an “industry voice” at a local, national and international level.

BUT, WHAT'S IN IT FOR ME?

Here is what our members define as the intangible benefits of belonging to OFPANZ:

- Network with NZ’s top fabricators and suppliers – learn how the industry experts run their companies.
- Learn the skills and gain the confidence to convert your one man band to a fully-fledged business.
- Business mentoring:
 - Talk to other experienced OFPANZ members about strategy and problem solving in your business.
- Keep up with Technology:
 - Use the right equipment, fabrics and techniques.
- Workshops for equipment development on:
 - Welding, plotting, design and sewing machines.
- Workshops for Business Owners on:
 - Employment issues, resource consents, health and safety, marketing strategies for your products.
- Exclusive access to OFPANZ Website information:
 - View catalogues of award winning projects online to inspire your clients.
 - Put your company in full view of clients and take advantage of OFPANZ advertising.
- Keep up with trends and developments with the quarterly Industry magazine *Cutting Edge*.
- OFPANZ was instrumental in setting up the Apprentice training scheme with MITO to future-proof the industry.
- Discounts on Health and Safety and Employers assistance.
- Free copy of *The World’s Best Textile and Hardware Buyers* magazine (Specialty Fabrics Review).
- Annual conference and trade exhibition:
 - The only trade show for NZ outdoor fabric and equipment suppliers -in one place at one time

- The platform for new business relationships and information sharing.
- Conference venues change and move around New Zealand on a regular basis.
- A great way to see the country, our people and national business opportunities.
- Take advantage of our membership benefits with overseas organization in the USA (IFAI) and Australia (STA):
 - Communication with and learning from other fabricators abroad.
 - IFAI have a number of LinkedIn groups that are actively communicating and responding to technical queries.

What else do I receive?

Membership includes a full membership to IFAI, the largest international organisation representing the specialty fabrics industry worldwide. Members receive a free subscription to *Specialty Fabrics Review* magazine. You'll also receive free directory listings, a free subscription to the OFPANZ quarterly newsletter, discounts on registration and exhibiting at industry events, and unlimited use of IFAI's INFOcentral. OFPANZ recently launched a New Zealand based Occupational Health and Safety membership benefit, tailored specifically for your organisation along with an Employer Assistance programme offer exclusive to our members.

(please see separate flyer on the exclusive Health and Safety and Employer Assistance membership benefit)

I'M INTERESTED IN JOINING

What next? Complete the Membership Application form and forward it to the Executive Officer, as per the following details.

Amanda Newport

Executive Officer

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Ahuriri

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Subscription Rates:

- | | |
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| - Company annual turnover under \$400,000 | \$405, excluding GST |
| - Company annual turnover \$400,000 to \$1 million | \$725, excluding GST |
| - Company annual turnover greater than \$1 million | \$1100, excluding GST |

OPPANZ ANNUAL AWARDS FOR EXCELLENCE

Industry recognised, our annual Awards for Excellence are a great way to be acknowledged for the products you make. Our winners in each category also receive international exposure via IFAI, often a platform to new markets for our members.

Quote from Rowan Boot, Origin Tents (Motueka)

Our business won an award of excellence in the OFPANZ awards 2013 with a contemporary version of the Mongolian Ger or as it is commonly known 'Yurt' that complied with the NZ building code.

The entry then went on to be entered in the IFAI awards for 2013 and also received an award.

Our own perception of our business and our products was enhanced and improved by gaining this recognition and gave us fresh impetus to keep refining our package. We have enjoyed displaying our awards in our showroom and have had some great local articles about winning the awards.

We continue to reference the award in correspondence that relates to the products that won the award, along with our website on the homepage and in the literature relating to the winning product. When I think about why another fabrication business should enter the awards I would say unless you put your best work forward as your best work, then you won't know how good you can be.