



MEMBER BENEFITS

4 *Reasons* to Become an AFA Member

AFA leadership and staff are striving to assure your investment in the American Fence Association helps you prosper in these exciting times for the fence, deck, railing and perimeter security marketplaces.

AFA's mission is to benefit the industry and the fence consumer by offering continued education and certification programs at special discounts to its members.



Certified Fence Professional (CFP)

The CFP designation recognizes individuals who have demonstrated an ongoing commitment to quality and improving standards within the fence industry.



Fence Installation School (FIS)

Learn the best practices and standards-based installation techniques through our Certified Fence Installer Curriculum.



Operator Installer School (OIS)

This intensive one-week course combines a small class size with the practicality of both classroom and hands-on instruction that covers nine topics of gate installation. Curriculum is beneficial in achieving the CAGOI.



Automated Gate System Designer School (AGSD)

Learn how to properly design an automated gate operator system in compliance with all automated gate and gate operator standards and prepare for the CAGSD exam and certification.

Sales Training School (STS)

Find out how to determine customer needs and deliver the products and services to not only meet, but exceed, those needs in this intense program led by some of the industry's most successful sales experts.

Certified Automatic Gate System Designer (CAGSD)

Also offered jointly from AFA, IDEA, DASMA, IDA, and NOMMA, this certification is designed to validate exceptional expertise rather than just fundamental knowledge.

Certified Automatic Gate Operator Installer (CAGOI)

Offered jointly from AFA, IDEA, DASMA, IDA, and NOMMA, the purpose of this program is to promote the safety awareness and professionalism of the gate operator installers.

AFA FENCETECH

Receive substantial discounts to our annual convention and trade exhibition.



FENCETECH® is the largest trade show in our industry with about 4,000 attendees and 300 exhibitors. Learn about the newest products and techniques, attend industry-specific seminars, get motivated by keynote speakers and participate in continued education and certification classes.

Learn more at Fencetech.com.

REASON 2

MEMBER SAVINGS PROGRAM

AFA Members receive valuable discounts on more than 25 operating expenses that can reduce overhead costs and increase profitability through existing AFA partnerships with vendors. These savings were previously only available to mutli-million dollar companies but are now accessible to our members via an exclusive, AFA web-based portal. Plus, you can rest assured that all participating programs are held to the highest level of customer service.

OUR MEMBER SAVINGS PROGRAM
INCLUDE DISCOUNTS WITH THE
FOLLOWING VENDORS:

WorldPay

UniFirst
Uniforms • Services • Solutions



ExxonMobil

OfficeMax

Office
DEPOT



GE Capital

GRAINGER
FOR THE ONES WHO GET IT DONE

ADP

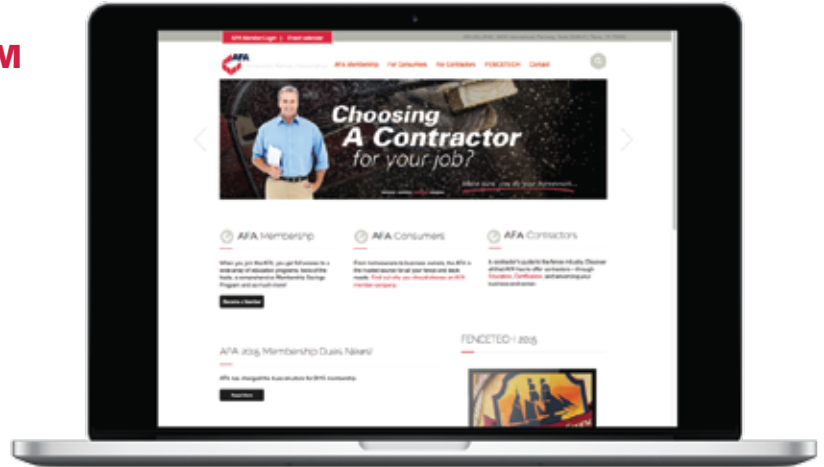
THE PROOF IS IN THE SAVINGS!

EXPENSE CATEGORY	AVERAGE SAVINGS
CREDIT CARD PROCESSING	\$4,700
PAYROLL PROCESSING FEES	\$1,450
SHIPPING SERVICES	\$700
FLEET MANAGEMENT	\$1,150
OPERATIONAL SUPPLIES	\$1,300
OFFICE SUPPLIES	\$700
UNIFORMS	\$750
TOTAL SAVINGS	\$10,750

AFA gives you a competitive edge through resources and products developed specifically for the fence industry.

AFA's WEBSITE, AMERICANFENCEASSOCIATION.COM

Connect with potential customers and industry professionals on AFA's website, which allows consumers to request quotes and search for fence and deck information. It also gives each AFA member a personalized web page and access to resources in the Members Only section. Search the online Buyer's Guide, locate contractors, suppliers and manufacturers; and register for FENCETECH® or AFA schools and certification.



FENCETECH® BUYER'S GUIDE

Use the industry's most comprehensive resource on manufacturers and suppliers to find the products you need online in the Members Only section of the AFA website.

WHO'S WHO MEMBERSHIP DIRECTORY

Quickly and easily search for contractors/retailers, suppliers and manufacturers. A searchable version of Who's Who is included in the Members Only section of the AFA website.

SHOP DRAWINGS

Save time and hundreds of dollars by using AFA's extensive online Shop Drawings to create professional presentations for prospective customers.

OSHA-COMPLIANT SAFETY PROGRAM

Reduce accidents by teaching workers safety precautions, using Tool-box Safety Talks and the Employee Safety Handbook, both in English and Spanish.

SAFETY MANUAL

Use AFA's OSHA-approved Employee Safety and Health Program Manual with safety lessons and regulations to comply with written safety policy requirements.

RESOURCE MANUAL

Find many of the business tools you need in the newly updated Resource Manual that contains everything from sample contracts, press releases, legal agreements, customer checklists, office procedures, etc.

ASTM SPECIFICATIONS MANUAL

To guarantee your jobs are up to standards, AFA has partnered with ASTM to provide its valuable Specifications Manual to members at a discounted price.

REASON 4

PUBLICATIONS

AFA Members receive free subscriptions to these publications designed specifically for fence professionals.

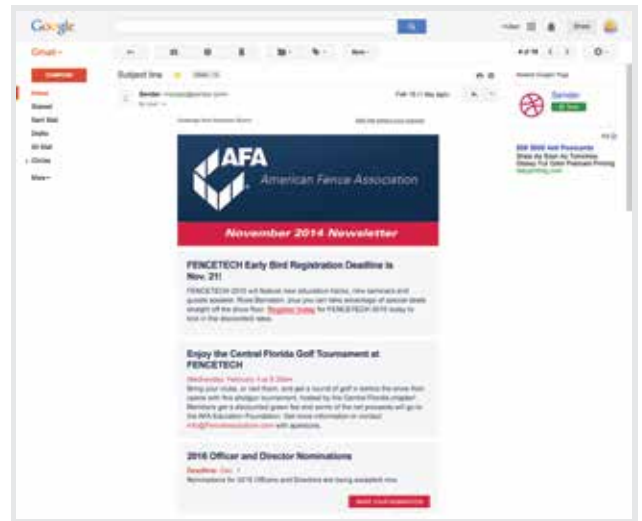
FENCEPOST MAGAZINE

Discover industry news, product information and articles to help you succeed in this high-quality quarterly magazine.



ACROSS THE FENCE NEWSLETTER

Learn what the association and its Chapters are doing in this electronic newsletter.



ADDITIONAL MEMBER BENEFITS

AFA provides its members with opportunities for recognition, leadership and increased prestige.

CHAPTER INVOLVEMENT

AFA membership provides valuable information and recognition through participation in your local Chapter.

CHAPTER EDUCATION

Talk with your peers about local and regional issues facing your company, i.e., underground utilities, truck regulations, workers compensation, sales tax and regulatory codes, and learn about the industry from valuable guest speakers.

COMMUNITY INVOLVEMENT

Participate in a community project in your area and raise your level of awareness. Be recognized by submitting your project for Chapter Project of the Year.



NETWORKING OPPORTUNITIES

Attend FENCETECH® as a group with your local Chapter and develop lasting friendships and connections in your area.

INDUSTRY LEADERSHIP

Develop your leadership skills by participating on AFA chapter or national committees and boards.

ANNUAL AWARDS

Earn distinction for your dedication and support in strengthening the industry with our annual awards:

DISTINGUISHED SERVICE AWARD

AMBASSADOR AWARD

FENCE PROJECT OF THE YEAR AWARD

HALL OF FAME

CONTRACTOR OF THE YEAR AWARD

VMA DIVISION

Connect with others in your industry segment on the important issues such as standards, codes, market statistics and more. Plus, our new certification program will verify to customers (distributors, contractors, code officials, consumers and specifiers) that the products of certified companies meet or exceed industry standards and are made through a quality process.

AFA EDUCATION FOUNDATION

Funded by donations and proceeds from our fundraisers, scholarships for any level of education beyond high school, including college, junior college, graduate school and trade school are available to fence, deck and railing professionals, their children and/or their employees. Recipients are chosen based solely on need and do not have to be an AFA member to apply.

BLUE RIBBON CONTRACTOR

As part of AFA's commitment to Setting the Standard of Excellence, we've launched the new Blue Ribbon Contractor program that recognizes those who demonstrate the highest ethical and professional industry standards and are actively engaged for the advancement of the profession. Find out more about this program online at americanfenceassociation.org/blue-ribbon-contractor.