

The Distributor

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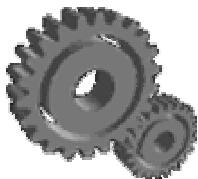
Bill Wood
Torrington Company

Membership Committee Chairman

Chuck Conrad
Chicago Rawhide

Executive Director

Connie Seitz
Association Resource Center



2001 Convention went on...

Despite the events of September 11th, the WAID Annual Convention went on as planned with only a few last minutes adjustments because of travel difficulties. "It was an emotional decision to even hold the event," stated WAID President Ron Watts, "but we decided we needed to continue on. We did a lot of healing by coming together for those few days." The entire event began with Mike McClister of Martin Sprockets offering some touching words of

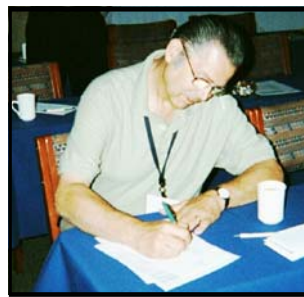


Some Industry Heavy-weights...
(L-R) Tim McGuire, Donn Veenhuis, Ron Watts

thought, love, and comfort. Thank you Mike.

Sunday evening kicked off the week with dinner and entertainment. The cool jazz sounds of Lee Durley's tribute to Nat King Cole had everyone singing and swaying throughout the night. You could even see couples dancing by their tables. Monday began with the members together in the Annual Membership meeting. Bylaw changes were adopted, along with the election of the new Sergeant-At-Arms (see related article). During the break, a visitor stopped in to tell tales from his steamboat days...Samuel Clemens a.k.a. Talan Thomas,

Continued on back...



Chuck Conrad taking notes during Eldon DeHaan's presentation at the 2001 Seminar

"From the President"

Industrial distribution.....
Now more than Ever!

We can all be proud that Industrial Distributors were among the first companies to donate support for the firemen, policemen and other aid workers at the World Tower disaster. Hardhats, safety products, batteries, flashlights, breathing equipment... the list goes on and on. And it doesn't stop with just products. Our industry lines up to donate money, donate blood, donate

time....whatever it took, we were there! We can all stand proud.

At our recent 2001 Annual Convention (Which by the way was a big success) our featured speaker, Eldon DeHaan, reminded us all that in tough times we need to sell our value. We are there for American manufacturing the same way we are there for our Country. We should all be proud of that, and we should resist selling on price alone. Anybody can cut a price and get

an order, but crashing our prices means we can no longer afford to provide service or value, and that's not really what our customers want, nor is it in their best interest.

Let's all remember that industrial distribution keeps American Manufacturing running at world class production efficiencies. It's hard to hang a price on that!!!

~ Donn Veenhuis

Oh, this looks like trouble!



...Continued from front

mesmerized the members and provided a wonderful distraction while staff worked to fix the projector problems!

Eldon DeHaan was the featured speaker this year. His presentation, *Distribution, A Clear Blurred Vision*, was well received and spurred a healthy discussion afterward. We would like to thank Eldon for his extraordinary effort to arrive in Carmel after being stranded in Alaska!

Monday evening was the Second Annual Manufacturers' Sponsored Dinner. The barbeque buffet was complimented by the country western sounds of Sidesaddle. The evening provided quality networking time, which most everyone took advantage of. It also gave golf teams a chance to plan their strategy for the big tournament!

And what a tournament it was! Back at Rancho Cañada this year, golfers swung, drove, walked, climbed, putted, and even swam their way through the course. Everyone had a fantastic time, but the trees will never be the same!

Tuesday night's Awards Dinner concluded the Convention with an always entertaining presentation of the golf tournament prizes. A hearty thank you to Mike and Kate McClister for running a fabulous tournament and once again matching up the perfect prize with just the right recipient.

For all of you who were unable to attend, for any reason, we thought of you often and hope you will be able to join us next year.

Thank you to everyone who helped make this unique event happen!

But most of all, have safe travels everyone...

WESTERN ASSOCIATION OF INDUSTRIAL DISTRIBUTORS

Formerly:

Associated Bearing & Power Transmission Distributors (AB&PTD)

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Membership Corner

Chuck Conrad, Chairman

I trust everyone returned home safely from Carmel. Eldon DeHaan's presentation was a highlight for me. As was noted, attendance was down due to the events on September 11. Membership as a whole has been consistent, with a current membership of 38 companies. Recruitment is an ongoing function that we all need to participate in, if our organization is to flourish and grow. There are common issues of what we face as an industry. This is a wonderful forum to learn and discuss those issues which apply directly to your size business.

If you have a prospect and need membership packets, please do not hesitate to contact one of your Board members, Connie Seitz at phone: (530) 295-2000, fax (916) 447-5194, or myself at: phone: (800) 323-8024 x4824, fax: (510) 531-9119. An application is also posted on our website www.waidonline.org

ANNUAL CONVENTION

September 29-October 1,
2002

La Playa Hotel
Carmel, California

Welcome to New Board Member

Russ Hosier of Motion Industries was elected as Sergeant-At-Arms during the 2001 Annual Membership meeting in Carmel, California.

Russ joins the eight-member Board of Directors as one of the four officers and will serve a five-year term. "You begin with Sergeant-At-Arms and move through the offices each year" explains new President Donn Veenhuis. "By the time you get to President, you have a good working knowledge of the organization. Then you move to Immediate Past President and act as an advisor to the Board." Long-time WAID member and the Manufacturers' Representative on the Board, Mike McClister adds, "Russ is a wonderful addition to the Board. We have had fantastic Board members consistently for the past several years. It makes a world of difference."

The Board of Directors meet twice a year and again at the Annual Convention. Congratulations Russ!