



# The Distributor

## Doing Business: People to People

### From President Eldon DeHaan

In late September 2005, at the beautiful LaPlaya Hotel in Carmel, California we celebrated WAID's 50<sup>th</sup> anniversary. The time was used to reestablish relationships, reminisce, relax, and have some fun. We were privileged to have Wendy McDonald as the honored guest speaker. She shared her history within the Bearing and Power Transmission Industry, beginning in 1936. Despite all sorts of adversity, she has led the BC Bearing Group for the past 60 years. Her passion for family and community was evident during her presentation. She continues to be involved in community organizations as well as sit on various businesses board of directors.

Every year the WAID Board discusses the primary purpose of our organization. We always try and have fun, have pertinent training for our industry and network. After all the discussion, we decided that WAID is about relationships. After all, this is what our industry is all about. WAID creates an environment that encourages and embraces this philosophy. We look forward to building on this concept in the future.

I would like to thank those who helped make last year's meeting a success. A special "thanks" to Connie Seitz, who organizes and coordinates the meeting every year.



### 2005 Golf Tournament Marks First Hole-In-One!

WOW!!!!!!!!!!!!!!!!!!!!!!!!!!!!!! First ever Hole-In-One in the history of our tournament.

Congratulations to Debbie Brock, wife of Jerry Brock (Applied Industrial Technologies), for her Hole-In-One on the 105 yard 8<sup>th</sup> hole. Ok guys, now you have a new challenge.

Debbie, in case you were wondering, the rest of the group had a FABULOUS time also enjoying the perfect California Coastal Golf weather, making of new friendships, and renewing old ones, and celebrating your accomplishment at the 19<sup>th</sup> hole.

Congratulations also are in order for Chuck Hatfield (Thompson Industrial Supply Inc). Chuck turned in a blazing low gross score of 71, to win the overall

men's tournament.

We had 44 men golfers and 12 lady golfers, a great turnout for sure. Let us top this in 2006 by personally sharing this wonderful event with other business associates throughout the year.

It is rumored that both Chuck and Debbie will offer lessons.

**"A SPECIAL THANKS TO ALL THE GOLF SPONSORS FOR MAKING THIS EVENT POSSIBLE."** Please see the complete list on page 2.

Submitted by Bill Wood, Golf Chair, who would like to also thank Chuck and Lovette Conrad and Kate and Mike Mc Clister for their help with the golf activities.



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#### 2005-2006

#### Board of Directors

President	Eldon DeHaan
Vice President	Kurt Weinheimer
Secretary/Treasurer	Chuck Hatfield
Sergeant-At-Arms	Jack Roper, Jr.
Director	Jerry Bartel
Director	Chuck Conrad
Director	Don Morris
Immediate Past Pres	Gary Thompson, Jr.
Membership Chair	Steve Hoyt
Golf Chair	Bill Wood

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## 2005 Convention Photos



### *Doing Business: People to People*



2005 marked the La Playa Hotel's 100th anniversary. General Manager Tom Glidden and Banquet Captain Antonia Ihnot helped WAID celebrate 50 years!



## 2005 Golf Awards and Sponsors

### Men's Tournament

Closest to Pin # 8 - Donn Vennhuis

Closest to Pin # 14 - Chuck Hatfield

Long Putt # 15 - Rick Williamson

Long Drive # 3 - Todd Lucich

Low Gross - Chuck Hatfield

1st Low Net - Jerry Bartel

2nd Low Net - Bob Highland

Team Low Gross - Tim McGuire, Don Morris, John Amarez, Jerry Bartel

1st Team Low Net - Bob Highland, Devin Wakem, Chuck Hatfield, Gene Martin

2nd Team Low Net - Kurt Weinheimer, Chuck Coffin, Gary Thompson Sr., Mike McClister

### Ladies Tournament

Ladies Long Drive # 3 - Rose Tesoro

Ladies Closest to the Pin # 14 - Cheryl DeHaan

Hole In One # 8 - Debbie Brock

Team Low Gross - Debbie Brock, Shirley Brooks, Joey Wakem, Shamra Hatfield

1st Team Low Net - Kate McClister, Rosemary Tesoro, Melanie Thompson, Heather Webb

2nd Team Low Net - Cheryl DeHaan, Dona Williamson, Linda Thompson, Mary Veenhuis

### 2005 Sponsors

Bearing Belt Chain Co. Inc.  
 Bearings Limited  
 Diamond Chain Co.  
 Emerson Power Transmission  
 General Bearings  
 Hitachi  
 IDC-USA  
 Koyo Corporation of USA  
 Maguire Bearing Company, LTD  
 Martin Sprocket & Gear  
 Power Industries  
 R.H. Dobberpuhl  
 Rexnord Industries  
 SKF Sealing Solutions  
 The Timken Corporation  
 Thompson Industrial Supply  
 US Bearings & Drives  
 US Tsubaki  
 USMetrics, Inc.

## 2006 Annual Convention Schedule



### Featured Speaker Brian Parsley, CPBA

Brian Parsley is a Certified Professional Behavioral Analyst and a Human Capital Strategist who speaks to companies on sales, customer loyalty, and employee retention. Brian's seminars provide real-world insights into the connection be-

tween employee behavior and bottom-line results.

Brian is the President of TrainOne, Inc. ([www.trainone.com](http://www.trainone.com)). He works with businesses to develop best practices, and helps managers create office cultures that retain employees, keep customers loyal, and increase revenue by serving the needs of customers.

He also served as Chairman of the national online recruitment site, USA-hire.com.

Brian was recently named one of Charlotte, North Carolina's top 40 executives under 40 years old.

### ~ Sunday ~

Start your convention by attending the Welcome Reception in the fabulous gardens of the La Playa Hotel. Registration packets will be handed out in the gazebo area where you can then choose your favorite beverage and get reacquainted with old friends.

Later, grab a friend and venture out to one of the world famous restaurants in Carmel or anywhere along the Monterey Peninsula. Reservations are recommended for parties larger than four. Don't know where to go? See dining guides located in the hotel lobby or there is always the award-winning Terrace Grill right under your nose. The La Playa Hotel's own restaurant is a delectable treat, and close to home! Sunday night is a premier networking opportunity.

### ~ Monday ~

Monday is the Annual Members' Meeting and Educational Seminar. We are proud to present Brian Parsley speaking on sales, customer loyalty, and employee retention.

Spouses may enjoy a hosted Continental Breakfast from 9:00 - 10:30 a.m. in the Executive Suite. This is a wonderful place to meet some fabulous people, plan your golf strategy and maybe set up a stroll among the Hansel-and-Gretel style shops on Ocean Avenue!

Later in the evening, join the Board of Directors for an evening of fabulous food and entertainment. Back by popular demand, Dave Hosley will entertain the crowd with his magical keyboard and unbelievable voice. One song from Dave and you will know he thoroughly enjoys what he does! This will be a rousing evening of fun and dance.

### ~ Tuesday ~

The Annual Golf Tournament will be held at the Laguna Seca Golf Club, featuring the golfers' buffet breakfast, refreshments and box lunches. If golf isn't your thing, try a visit to a tasting room at one of the area's world famous wineries. Tuesday morning is another excellent opportunity for networking.

The conclusion to the Convention is the always popular Farewell Dinner featuring hosted cocktails and a sumptuous meal. Golf prizes will be awarded along with the traditional "Passing of the Gavel." New this year will be a drawing for \$5,000!



### \$5,000 Drawing!

Tuesday night will have a whole new excitement in 2006 when one person will win \$5,000. Tickets are now available from any board member or the WAID office. You need not be present to win the grand prize so get your tickets now and start planning how to spend your winnings!

### Sunday, September 24, 2006

- 2:00 pm Board of Directors Meeting
- 3:00 - 6:00 pm Registration & Welcome Reception
- 4:00 pm Hotel Check-In

### *Sunday Dinner is on your own*

### Monday, September 25, 2006

- 7:00 am Continental Breakfast
- 7:30 am Annual Meeting
- 8:15 am Educational Seminar - Brian Parsley
- 9:00 am Hosted Spouse Breakfast
- 1:00 pm Networking Opportunities
- 6:00 pm Hosted Cocktails, Dinner & Entertainment

### Tuesday, September 26, 2006

- 7:30 am Golfers' Breakfast Buffet & WAID Annual Golf Tournament, Laguna Seca Golf Club
- 6:30 pm Hosted Cocktails, Dinner & Awards Ceremony

### Wednesday, September 27, 2006

- 8:00 am Board of Directors Meeting

### **Conclusion of the 2006 Annual Convention!**

# La Playa Hotel Information

Located conveniently in the heart of Carmel, the La Playa Hotel is two blocks from Carmel Beach and just a step away from fine dining at Carmel's world famous restaurants.

The hotel is easily reached from both Hwy 1 and Hwy 101, and is just 15 minutes from the Monterey Airport or 90 minutes from the San Jose Airport.

Make all hotel reservations directly with the La Playa Hotel.

Reservations: (800) 582-8900  
Group ID: WAID  
Room Rates: \$200 Village View  
                  \$225 Ocean/Garden View  
Group Rate Deadline: August 22, 2006

*All Rooms: Add 10% Room Tax*

*Lodging cancellation with less than 7 days notice prior to scheduled arrival will be charged for all nights cancelled.*

*Space is limited and the hotel rooms go fast. Make sure to register early!*

*Please note that there is no elevator at the La Playa.*

*If you have any questions, please give the WAID office a call.*



## Dress Code

During this "No ties allowed" Convention, business casual attire is requested.

Translation: No neck ties, and sports jackets are optional.

Sunday evening is a reception only. Dinner is on your own!

Join us Monday and Tuesday nights for dinners in the Poseidon Room of the La Playa Hotel



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