



# The Distributor

## Doing Business: People to People

### 2006 Convention Highlights

The sky was clear and the temperature was in the upper 70's—It must have been another WAID convention week! Wonderful weather was only the beginning when it came to the 2006 Annual WAID Convention. Friends, old and new, gathered in beautiful Carmel-By-The-Sea on the Monterey Peninsula for a few days of education, golf, and loads of networking. Those who understand the value and necessity of networking come back year after year to the one association event that guarantees ample, quality time for building personal and business relationships.

WAID's convention began with a casual reception in the award

winning gardens of the La Playa Hotel. Attendees hooked up with one another and hit the restaurants of Carmel and Monterey for the first night of dining on the fabulous cuisine offered by many world-renown chefs.

Monday morning started bright and early as we wanted to give our featured speaker as much time as possible. The members' business meeting went smoothly and after a short break President Eldon DeHaan introduced Brian Parsley from TrainOne, Inc. Brian is a Certified Professional Behavioral Analyst who can actually be a stand-up comedian. He engaged the members from be-

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### From President Kurt Weinheimer

WOW! What else can be said about the fantastic 2006 convention. Or as Brian Parsley, our highly charged and don't forget well educated speaker would say, it was a Plus I! The welcome reception on Sunday benefited from the fantastic September weather that Carmel, CA is known for. As a result, there was more Sunday networking taking place than in many years past. And after all, in addition to the educational component of our convention, it is the networking opportunities that make the WAID convention such a unique event.

Speaking of the educational experience, remember Brian Parsley's three R's; react, respond, and recover. Not only was this great insight as to how best to

impact our business relationships, I personally observed it taking place on the golf courses as well. With customer loyalty becoming more critical than customer satisfaction, Brian's presentation reminded all of us as to the importance of looking inward for solutions to today's complex business needs. Brian's presentation ranked among the best programs our group has experienced over the years.

Golf committee chair, Bill Wood, certainly did not disappoint the golf crowd at this year's convention. As in the past, the golf committee strives to bring a great golf outing to WAID. This was the case this year, and I understand that Bill has some great ideas already for next year's event.

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#### 2006-2007

#### Board of Directors

President	Kurt Weinheimer
Vice President	Chuck Hatfield
Secretary/Treasurer	Jack Roper, Jr.
Sergeant-At-Arms	Steve Philpott
Director	Chuck Conrad
Director	Don Morris
Director	Tom Tesoro
Immediate Past Pres	Eldon DeHaan
Membership Chair	Steve Hoyt
Golf Chair	Bill Wood
Executive Director	Connie Seitz

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The membership committee, as successful as it has been in recent years, is always seeking referrals from the membership at large. If you know of any one that would benefit from the association please let a Board member know or Connie at the office. We can get the information out quickly to potential members.

The Board is pleased to announce that the La Playa Hotel has been reserved for the 2007 convention. Mark your calendars, the dates for this popular outing is September 23 – 25, 2007. The La Playa Hotel, with all its Carmel qualities continues to reach out to WAID and its attendees in an effort to serve our every need. The food, the staff, and the grounds all come together to provide the unique atmosphere that is important to our membership. After all, it is your association.

Lastly, I would like to thank the association for the opportunity to be the President of such a wonderful group of professional people. I have grown personally and professionally as a result of my association with this group. Lastly, having been a Board Member for the last several years, I would like to acknowledge the tremendous energy that WAID receives from our Executive Director, Connie Seitz. Along with the dedication of the Board of Directors, Connie works hard to insure the ongoing success of our association.

Sincerely, Kurt Weinheimer

It was over there and it had big claws...



Big plans for all that money.



Golf shoe models... Need I say more?



Zero to 3 mph in 120 seconds...

## 2006 Golf Sponsors

### Hole In One Sponsor

Schaeffler Group

### Tee Sponsors

Bearing Belt Chain Co. Inc.  
 Bearings Limited  
 Diamond Chain Co.  
 Drives Incorporated  
 Emerson Power Transmission  
 Hitachi  
 IDC-USA  
 Martin Sprocket & Gear  
 McGuire Bearing Company  
 NSK Corporation  
 Rexnord Industries  
 SKF Sealing Solutions  
 SKF USA Inc.  
 The Timken Corporation  
 Thompson Industrial Supply  
 US Bearings & Drives  
 US Tsubaki  
 USMetrics, Inc.

## In Memoriam

### Hiliary Turner

Passed away November 09, 2005 in Portland Oregon at the age of 87. Mr. Turner was active in WAID when it was known as Associated Bearing & Power Transmission Distributors (AB&PTD). He worked for the Hoffmeyer Company in San Jose for many years before moving on to President and General Manager of McGuire Bearing Company.

### Albert Dye

Passed away October 19, 2006. Al retired from Chicago Rawhide several years ago and settled in Paso Robles, California. He was awarded Honorary Life Membership to WAID in 2003 and attended several conventions since that time. Services were held in Pacifica, California.



Al Dye during 2005 WAID Convention

# 2006 Convention Photos

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ginning to end, shared real life experiences, and allowed the audience to have a good time. Brian's message was so interesting that it was difficult to end the session. Members commented over and over throughout the rest of the convention that Brian was the best speaker WAID has ever had. We may just see him back in the near future!

Monday evening brought the group back together for the traditional La Playa Buffet dinner and entertainment. Dave Hosley returned this year for an encore presentation of his dynamic musical talents. Dave literally *rocked the house* as attendees jumped, twisted, and swayed to his music.

WAID's annual golf tournament started soon after sunrise and was the setting for many an arborist's nightmare...WAID golfers and trees just don't mix! This year, Kurt Weinheimer had a little trouble with a crowd too, and with this group, nothing goes unnoticed. Kurt was presented with some helpful tools during the Tuesday night awards banquet that were intended for the next time he encounters one of those spiny little lobsters. The evening included the golf awards, retiring Board Member awards and the traditional passing of the gavel. But 2006 held additional excitement with the new drawing that had cash awards. The big winner of the first place \$5,000 prize was John Purstell of Bearings Limited.

The 2006 Convention ended on a high note with everyone excited for next year. The WAID Board of Directors would like to thank everyone who participated and encourage everyone to return in 2007 to the La Playa Hotel where we will once again celebrate *Doing Business: People to People*.



**2006 Drawing Winners**

5th Prize \$100	Gene Martin
4th Prize \$200	Bill Wood & Jackie Maguire
3rd Prize \$300	Chuck Hatfield & Gary Thompson Sr.
2nd Prize \$500	Steve Philpott
1st Prize \$5,000	John Purstell



# 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.



**Future Dates**  
Sunday, September 23 - Tuesday, September 25, 2007  
Sunday, September 21 - Tuesday, September 23, 2008

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 21, 2007

*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 Hotel.*

*If you have any questions, please give the WAID office a call at (916) 932-2248.*

## 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.



*Doing Business: People to People*

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