

AIWD

April 2024

insider
NEWS

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New Level Purchasing

Plus!

MEMBER CHECKLIST for show week

Convention Entertainment and
Receptions

New Member Announcements

PRE-CONVENTION
Issue

Atlantic City...
Here we COME!

www.aiwdgroup.net

Thank you for your support!

TECHNIWELDUSA

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INFORMATION SYSTEMS INC.

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2024 PRE-CONVENTION
NEWSLETTER



2024 FINAL Schedule of Events

Updated Apr 15


FRIDAY May 3 Phase I - Early Guest Arrival for Saturday Golfers and Tours

SATURDAY May 4			
		Phase II Early Guest Arrival (all Members plus presenting Vendors on Sunday)	
8:00p	9:00p	*Gen Session only @ 8a / *Exhibits @ 5p	Palladium Ballrooms A-C
7:00a	3:00p	Golf Tournament/Lunch & Awards: Seaview Golf Club (8:30a Shotgun)	Chartered Transportation provided
10:00a	2:30p	Guest Tour: Historic Philly Walking Tour and Lunch	Chartered Transportation provided
12:00p	5:00p	Registration Desk Open	Palladium Foyer
3:00p	4:00p	Board Meeting	Apollo
5:00p	6:00p	New Members Orientation	Tiberius Ballroom (3 rd Floor)
5:00p	9:00p	Hollins Exposition Preliminary Load-In	Palladium Ballroom A-C ("Exhibits")
6:00p	8:00p	Members-Only: Vendor-Sponsored Pre-Show Reception	Circus Maximus Theatre

SUNDAY May 5

		Phase III Guest Arrival: <i>all remaining Vendors</i>	
6:30a	7:50a	Breakfast Buffet (Members and Vendors)	Seven Stars Lounge
7:30a	5:00p	Registration Desk Open	Palladium Foyer
8:00a	5:00p	Member Meetings: Board Speakers, Treasurer Report & Presentations:	Circus Maximus Theater ("Gen Session")
		8:30a – 10:00a: Primary Vendor Presentations	
		:15 Break	
		10:15 – 12:00p: Potential NEW Vendor Presentations	
10:00a	1:30p	Guest Tour: Renault Winery with Lunch	Chartered Transportation provided
12:00p	1:00p	Member-Vendor Lunch (full registrants)	Tiberius Ballroom (3 rd Floor)
12:00p	6:00p	Vendor Booth Move-In	Palladium Ballroom A-C ("Exhibits")
1:30p	5:00	Vendor Breakout Presentations (<i>includes one :10 break</i>)	Zeus, Spartacus, Romulus
6:00p	8:00	Welcome Reception / All Attendees	Caesars Rooftop Pool

MONDAY May 6

6:30a	7:50a	Breakfast Buffet (Full Member/Vendor registrants only)	Laurel Lounge (2 nd Floor)
8:00a	9:15a	Opening Session with Guest Speaker Jeff Allen	"Gen Session" Circus Max Theater
	9:15a	<i>Vendors dismissed to go to their booths</i>	Exhibit Hall
9:30a	12:00p	Speed Networking – Morning session	Palladium Ballroom A-C 'Exhibits'
12:00p	1:00p	Lunch Buffet (Full Member/Vendor registrants only)	Seven Stars Lounge
1:15p	2:30	Speed Networking – Afternoon session	Exhibits
2:30p	4:30p	Open Contact Booth with Sponsored Trade Show Recep	
4:30p	6:30p	VENDOR MOVE-OUT	
4:30p	8:30p	Exhibits Breakdown	
FREE NIGHT for Member-Vendor Dinner Engagements			

TUESDAY May 7

7:30a	9:00a	Member/Vendor Breakfast	Laurel Lounge
8:30a	9:30a	Vendors-Only Meeting with AIWD Exec Committee	Tiberius
10:00a	11:15	Member Roundtables & Voting Ballots collected	Empire Ballrooms A & B
11:30a	12:00p	Final Wrap-Up	"Gen Session" "Circus Max Theatre"
12:00p	1:00p	Lunch Buffet (All Attendees)	Seven Stars Lounge
		MEETING ADJOURNED (no final reception for 2024)	
		Winners of Vendors of the Year and Primary to be announced in email	

Welcome Reception



Cocktails ■ Hors D'oeuvres

Featuring Live Entertainment by
SpringLight Jazz Quartet



Sunday May 5
6:00 -8:00
Rooftop Pool

All Attendees
(Badges Required)

All Members and their Guests

Please join us for our

PRE-SHOW RECEPTION

Saturday Evening
6:00p - 8:00p

CIRCUS MAXIMUS THEATRE

Cocktails

Heavy Hors D'oeuvres

Business Casual Attire

Event Badges Required

Sponsored by:





PRESS RELEASE

Techniweld USA Announces Acquisition of Welding Material Sales

Shared vision, creative synergies, larger footprint, and significant resources will redefine what it means to be a welding alloy manufacturer

Techniweld USA has acquired Welding Material Sales, the nation's leading private labeler of Filler Metals. Welding Material Sales is known for its Blue Demon brand of filler metals and welding products, online social media presence, innovative welding safety products, and dominance in the small pack filler metal category. The collaboration brings together the strengths and resources of both organizations and as a result, Techniweld USA will now offer all of the combined customers a larger distribution footprint with 7 locations, a larger breadth of filler metals, and an even more expansive offering of specialty welding supplies.

Techniweld USA and Welding Material Sales recognized that the vision, culture, and values of their respective organizations were aligned. The combined ownership realized the value in being a family-owned business and are jointly looking forward to continuing this legacy. Like the name of Blue Demon's innovative new welding gloves, this is truly a "game changer" for the welding market. The acquisition will create opportunities for all customers of the combined entity offering the entire Welding Material Sales product line along with Techniweld USA's extensive offering of welding-related products. Terms and freight prepaid minimums for customers previously buying from both entities will merge over to Techniweld's current freight prepaid minimums effective immediately. We believe the combination of both entities will make freight prepaid minimums much easier to achieve resulting in higher and faster fill rates for your customers!

We are honored Brian DePaul, President of Welding Material Sales, will join Techniweld USA as Senior Vice President and a shareholder. His entire organization will join the Techniweld USA team. Please continue to process your orders through Welding Material Sales in St. Charles, IL. Alternatively, you may email sales@twusa.com. By Summer 2024 we will maintain inventory of all top items at all facilities to ensure timely and high fill rates to improve delivery times and your overall customer experience. We look forward to your continued support with our new addition of Welding Material Sales to Techniweld USA. Starting 8/1/2024, for purposes of hitting freight prepaid minimums distributors may issue a single purchase order for both brands. This strategic timeline allows us the necessary time to efficiently relocate inventory, ensuring that our distributors receive the best possible customer experience. We are committed to making this a seamless transition. If you are a current Welding Material Sales customer with recent purchase orders you will receive a confirmation of any open purchase orders from Techniweld USA for the same product, quantity, price and billing terms as your original purchase order to Welding Material Sales.

All invoices going forward will come from Techniweld USA. Please note that all payments for these orders will need to remit to Techniweld USA from this point forward unless you are a member of a buying group with consolidated billing. A copy of our W9, sample invoice, and ACH/Check/Wire Payment instructions can be found at this link for your records.

If you require anything additional or would prefer that we handle your order differently, please feel free to reach out to customer service at (888) 905-6737. We would be happy to assist in any way.

Regards,

Hunter Johnson
President Senior
Techniweld USA
6205 Boat Rock Blvd. SW
Atlanta, GA 30336
Phone: (800) 445-2152
Email: HunterJ@TWusa.com

Brian DePaul
Vice President, Filler Metals
Techniweld USA
3940 Stern Ave.
St. Charles, IL 60174
Phone: (888) 905-6737
Email: BrianD@TWusa.com

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Angle Grinder w/
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[WP11-125 Quick]



**6" 13.5 Amps
Angle Grinder w/
Non-Locking Paddle Switch,
Electronics**
[WEP 15-150 Q]



**4.5" / 5" 11 Amps
Angle Grinder w/
Non-Locking Paddle Switch**
[WP 1100-125]

Part #	Item #	Tool Description
603623420	W 11-125 QUICK	4.5" / 5" Angle Grinder - 11,000 RPM - 11.0 Amps - w/ Lock-on
603624420	WP 11-125 Quick	4.5" / 5" Angle Grinder - 11,000 RPM - 11.0 Amps w/ Non-Locking Paddle
603632420	W 13-150 Quick	6" Angle Grinder - 10,000 RPM - 12.0 Amps - w/ Lock-on
603633420	WP 13-150 Quick	6" Angle Grinder - 10,000 RPM - 12.0 Amps - w/ Non-Locking Paddle
603645420	WPB 13-150 Quick DS	6" Angle Grinder - 10,000 RPM - 12.0 Amps - w/ Non-Locking Paddle, Brake, Tether Point
600488420	WEP 15-150 Quick	6" Angle Grinder - 9,600 RPM - 13.5 AMP w/Electronics, Non-Lock Paddle
600464420	WE 15-150 Quick	6" Angle Grinder - 9,600 RPM - 13.5 AMP w/Electronics, Lock-on
613111420	WEP 19-150 Q M-Brush	6" M-Brush Angle Grinder - 9,600 RPM - 14.5 AMP w/Electronics, Non-Lock Paddle
613117420	WEPBA 19-150 Q DS M-Brush	6" M-Brush Angle Grinder - 9,600 RPM - 14.5 AMP w/Brake, Non-Lock Paddle, Auto-balancer, Electronics, Drop Secure
603608420	W 850-125	4.5" / 5" Angle Grinder - 11,500 RPM - 8.0 AMP w/Lock-on
603610420	WP 850-125	4.5" / 5" Angle Grinder - 11,500 RPM - 8.0 AMP w/Non-Locking Paddle
603614420	W 1100-125	4.5" / 5" Angle Grinder - 12,000 RPM - 11.0 AMP w/Lock-on
603612420	WP 1100-125	4.5" / 5" Angle Grinder - 12,000 RPM - 11.0 AMP w/Non-Locking Paddle

Offer Valid: May 5th through May 7th, 2024 Only | While supplies last

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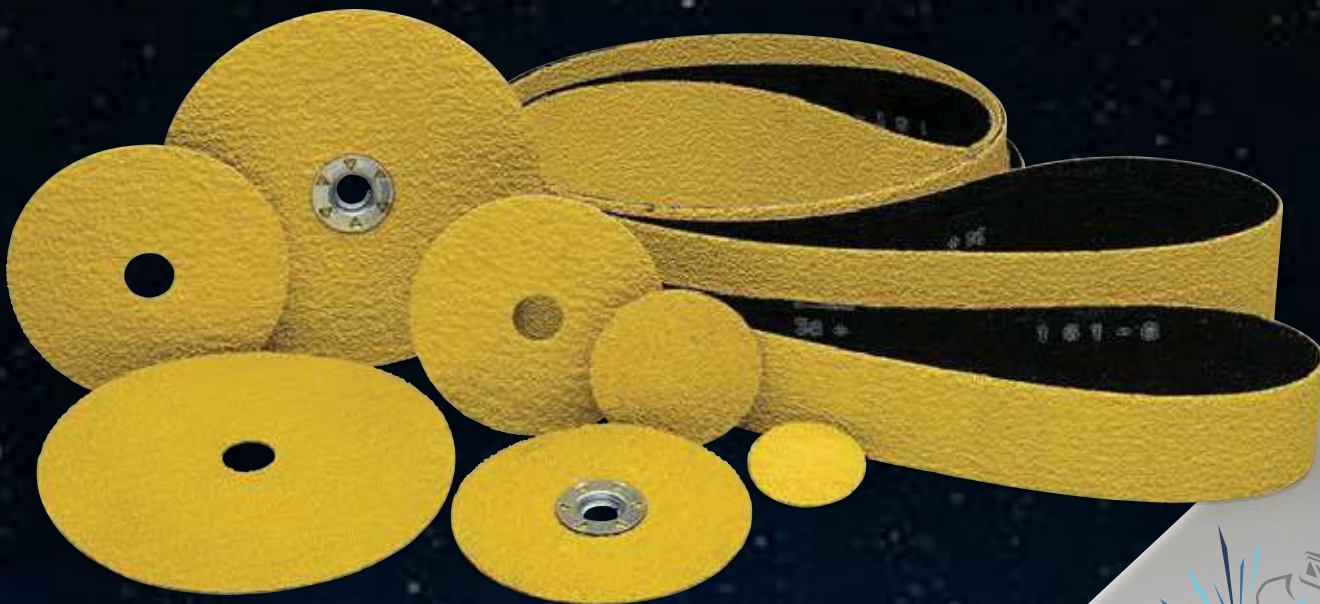
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2024 ANNUAL CONVENTION

Atlantic City, NJ
May 5th-7th

SHOW SPECIALS



**Booth#
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80CF	\$144.06	\$139.74
125CF	\$168.24	\$163.16
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250CF	\$262.93	\$251.43
300CF	\$275.75	\$262.17

20CF	Black/Green (CGA 540/580 Valve)*	\$76.70
40CF	Black/Green (CGA 540/580 Valve)*	\$118.07
55CF	Black/Green (CGA 540/580 Valve)*	\$134.56
MC10	Black (CGA 200 Valve)*	\$54.24
40B	Black (CGA 520 Valve)*	\$93.18

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*SPEED*Networking 2024

Monday, May 6

Starting at 9:30am

Up to 14 One-on-One, B2B Meeting Slots!

Members' 2024 Convention



Checklist!

Are YOU ready?

NETWORKING SCHEDULES!

These very important meeting schedules were selected by our vendors and will be emailed to you by Friday, April 19th. If you have not received yours by then, contact Diane or PJ by phone (817.914.5245) or via email (dcalhoun@aiwdgroup.com or pjcalhoun@aiwdgroup.com). Note: Participating in the Networking event is not optional. Please be sure to print your schedule and do some research in advance, if needed, to familiarize yourself with the vendor you will be meeting with.

VENDORS OF THE YEAR SURVEY:

This survey was sent to all 140 members of our group, not just the ones attending our show! If you have still not placed your vote, please complete this ASAP. The link was emailed to all of you on April 5th. If you do not see this email, let us know and we'll resend it to you.

BREAKOUT SESSIONS:

All Members are required to participate in these sessions by selecting one of the three Breakout Sessions scheduled per time block on Monday May 6th to attend. Please do not hesitate to complete your selections so that we may complete our plans on this end.

TOUR ATTENDEES:

We will be emailing all those that registered to participate in an off-site Tour a manifest of everyone that is on the manifest. Please be sure to review the list and if there is someone on the your tour (yourself, a colleague, friend or spouse) whose plans have changed and can no longer participate, please let us know ASAP as we do have people on a waiting list!

ATTIRE:

All of the events at this year's show are Business Casual. Although our show is in May, it may be a bit cool or windy on the rooftop where our Welcome Reception will be held. So please be prepared and bring a light jacket! Over and out....

AIWD EXECUTIVE COMMITTEE

North: Tim Robb
AIWD President 2023-24
Torco Supply
510.577.9733

West: Clinton Bush
A-L Compressed Gases
509.534.1595

MW: Max Hoyt
Max's Breathe Easy Gases
620.208.6100

South: Tim Makool
Kool Gas
870.318.5509

SW: Douglas Seaman
Arizona Welding Supply
602.570.4492

Executive Director

Kelly Horton
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Operations & Events Director

Diane Calhoun
dcalhoun@aiwdgroup.com
817.602.9488

Treasurer

Connie Hoyt
connie@maxsweldingsupplies.com
316.323.0348

PO Box 154 • Statesboro, GA 36459

Welcome New Members!

Please join us in welcoming the newest members
of the AIWD Buying Group!

Industrial Repair, Inc

Member 977

Frank Miller, President
551 Westgate Blvd. #111
Lehigh, FL 33971
P: 239.368.7435

E: industrialrepair@hotmail.com

Raven Commercial Solutions LLC

Member 978

Paul Deiss & Corey Perkins, Owners
708 N. Memorial Fwy
Nederland, TX 77627
P: 409.679.9373

E: paul@ravencommercialsolutions.com

E: corey@ravencommercialsolution.com

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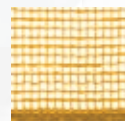
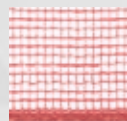


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GR6030-GB



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Insurance Strategies from the Experts

Increasing Costs And Lead Times

The welding and gas industry has seen its fair share of disruption: increased costs, gas prices going up and longer lead times for ordering, just to name a few. The insurance marketplace has now seen the 25th consecutive quarter of rate increases, and it is looking like all of 2024 is not going to change that.

Let's talk about ways you can improve your risk profile and become more attractive to underwriters. This will lead to the best value the marketplace has to offer.



Will Cray
will.cray@
thehortongroup.com
262-347-2645



Tony Hopkins
tony.hopkins@
thehortongroup.com
262-347-2663



The Horton Group Can Help...

Strategize ways to ensure you're getting the best deal in the marketplace. We specialize in working with welding and gas distributors. As such, we are the most experienced at shopping the insurance for this industry. We will work with you to help:

- Shop your insurance to all markets accessible to you – we have access to more markets than any other broker.
- Tell your story to the underwriter to paint you in the best light and bring the most aggressive price the market has to offer.
- Formalize the driver hiring and MVR best practices.
- Reduce risk via in-depth analysis of contracts (major gas suppliers, vendors, contractors, etc.).
- Benchmarking – are you buying too much or too little insurance? How do your costs stack up?

Horton's welding and gas distributor program has been around for over 30 years...and we know how to market your insurance to obtain the most competitive rate without sacrificing coverage. We've been a long-time member of the Association of Independent Welding Distributors (AIWD) and work with over 100 distributors across the nation.

FLAP DISCS



CUT-OFF WHEELS



GRINDING WHEELS



FOR NEW MEMBERS and
FIRST-TIME MEMBER ATTENDEES:

See you at our
New Members Orientation

Saturday May 4 ▪ 5:00p – 6:00p ▪ Tiberius Ballroom 3rd Floor

All Attendees!

OPEN



3p – 5p ▪ Show Floor
Cocktails ▪ Hors d'Oeuvres

Trade Show
Reception

Monday May 6
Immediately following Speed Networking

Sponsored by:

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AIWD Sponsored Activity

Saturday May 4

Depart : 10:00a Return 2:30p

Historic Philadelphia Walking Tour and Lunch

11TH ANNUAL AIWD GOLF TOURNAMENT

Saturday May 4

Shotgun Start: 8:30a Return 2:30p



AIWD Sponsored Activity

Sunday May 5

Depart 11:30a Return 3:00p

Historic Renault Winery and Lunch

TOP SELLING METABO ABRASIVES

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GRINDING WHEELS



FLAP WHEELS



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MONDAY, MAY 5

Actor/Comedian

JEFF ALLEN

One of the funniest, most inspirational, clean
comics in America today!

As see on:

DRYBAR Comedy

Dennis Miller Show

Comedy Central

VH1

Huckabee

Netflix

Amazon

HBO

Showtime

Grand Ole Opry

Monday, May 6

8:15 am

OPENING SESSION

Circus Maximum Theatre

All Attendees

www.jeffallencomedy.com

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Rugged Mobile 4.7" Android Handheld with integrated 2D Bar Code Scanner that is in constant communication with your office server over a cellular connection

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Integration to the following Trendex modules

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- Cylinder Tracking
- Lot Number Tracking
- Cylinder Rental/Lease
- Inventory/Purchasing
- Hazmat/Fuel Charge
- Kit Work Order Entry
- Sales Analysis
- Quotation Module
- Counter Sales
- Equipment Rental
- Warranty Control
- Multi-Warehousing
- Email Module
- Bar Coding
- Mobile Invoicing
- Document Imaging
- Credit Card Processing
- And Even More...



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Experience Major Cost Reduction in your Purchasing!

Next Level Purchasing Association is the world's largest procurement community, with over 197,000 purchasing professionals from across the globe. For over 20 years NLPA has also been the leading procurement certification and education provider. We help leaders develop successful teams and equip Procurement Teams with the most up-to-date tools and skills to significantly increase cost avoidance and cost savings.

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- **Performance** - Strengthening your teams' performance across 48 major procurement competencies and 217 sub competencies.
- **Improved Relationships** - Techniques and practices to improve the supplier/buyer relationship.
- **Sourcing Security** - Improving and adding additional security to sourcing procedures.
- **Agile Strategies** - Driving Strategies for upside/downside agility

BE SURE TO VISIT US AT BOOTH #207

AIWD MEMBERS PURCHASING CPOS DURING THE CONVENTION WILL RECEIVE OUR **SKILLS ASSESSMENT PROGRAM FREE (A \$250 VALUE)**