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4th Quarter 2023

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Plus:

“How **A.I.** Will Affect Our Futures”
by Doug Seaman

Director’s Chair: *by Kelly Horton*
The Boardroom: *by Max Hoyt*

Photos from GAWDA Hawaii
Our Newest Members

insider **NEWS**

SAVE THE DATE! Convention 2024
Registration Opens Jan 15th

Happy Holidays!



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TECHNIWELDUSA

The logo for Trendex Information Systems Inc. features the word "Trendex" in a bold, blue, sans-serif font. A red dot is positioned above the letter 'i'. A blue swoosh underline starts under the 'T' and extends to the right. Below "Trendex" is the text "INFORMATION SYSTEMS INC." in a smaller, blue, sans-serif font.

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Greetings from Maui! GAWDA 2023 Annual Convention

AIWD Executive Committee Members Kelly Horton and Diane Calhoun represented the Membership at GAWDA's Annual Convention in Maui this past October, where they were able to meet with both potential new Members as well as a few possible new vendors for the group. It was also great to see and spend time with some of our current members and very supportive current vendors that also attended! Thanks to Norton Abrasives, ORS Nasco and Uniweld for hosting our team for some lovely, evening dinners.



Member Update

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

Patriot Welding Supply Member 969

Leo Hernandez, Owner
4437 US Hwy 27 S
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P: 863.658.5236

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It Takes a Village: ***“Serving on the board is a well worthwhile thing to do.”***

Lumberton, TX – Greetings, Members. I know I have mentioned in the past how important the Board of Directors are to the group. The Board of Directors represents each of you in your respective areas. The five board members and the treasurer are one of you. They volunteer their time to help make sure the group continues to move in the direction that benefits each of you. Serving on the board is a well worthwhile thing to do. If you have not ever done it, talk to me about the upcoming opportunities for your region. If you have done it in the past and would like to consider doing it again, talk to me about it.



With all that being said, I want to inform you of some updates and improvements we are making to the website about the board and updates we are making to the board members themselves. First, Diane had recently updated the page that lists all the board members and the executive team. Mostly a new format and we have now added the board members years they are serving. This way, members will be able to look at the board member terms and know when their region may have an opening. You can find the board members page by logging onto the website and going to the orange bar at the bottom of any page. You will see a clickable link “Executive Committee & Board Members”. Click on that and it will take you to the page. Everyone’s email and phone number are listed along with their picture.

The second update to the website is the addition of past presidents. I will talk about why past presidents are so important in just a moment. We often reach out to past presidents to get their feedback about how something was done in the past or for a suggestion for in the future. Their experience and time commitment were and is extremely valuable. So, Diane has created another page to list the past president of the group. You will find this in the same orange bar at the bottom of the page “Past Presidents”. Currently when you click on that link it will create a PDF of the past 10 years of presidents. Soon this will be a page just like the current board members. So far, we have the last 10 years of presidents. We will build on this and hopefully be able to post all the past presidents since the beginning of the group. So, if you are one of them or know who served when, please send Diane or myself that information, along with a head shot if possible, and we will get it added to this page. If you see yourself and don’t like the head shot that was used, please send Diane another one and she will update that picture. We value and honor all of those that served on the board.

I cannot count the number of times in my short tenure as a board member and now as the executive director that a board member says that they really become good at being a board member after the first year or two. They then have a short time to utilize this experience and knowledge on behalf of the group. For this reason, we are making a small adjustment to the board president tenure on the board. The current board president will often call a past board president to ask for advice or suggestion in certain matters. For this reason, the board felt it important to not lose the knowledge and experience of a board president. To gain more time and wisdom the board has decided to keep the past two presidents on as advisors to the current board president. They will be known as the First Past President and Second Past President. The First Past President being the most recently rotated off board president. They will not have voting rights as the current board members will. They will simply add longevity and experience to the board and be able to add additional insight on matters they have experienced while serving on the board.

One example for doing this is for contract renewals for contractors such as myself and Diane. Since our contracts are done in three-year increments, there was concern that adjustments or reasonings for various aspects of contracts would be lost since the board could completely change during the time period of the contracts. Keeping past presidents allow there to be continuity in these types of discussions. Also, as the group grows and we make more and more decisions about the financial health and growth of the group, it is important to have good representation of the members to make sure we are doing all that we can to grow in meaningful ways to benefit the members.

These past presidents will be able to attend the monthly board meetings as their time allows. They will be fully involved in matters of importance while trying to respect the fact that they have already contributed 3 years to the group. It was considered to simply extend the board member terms to 5 years. But five years as a full-time board member is a big ask. I know when we ask members to serve for three years it seems like a big ask. But every board member I have ever spoken to says the same thing. They cannot believe how quickly it went.

The group is growing and changing. It is amazing to be part of it. I am very blessed to be able to serve as your executive director. I know great things are coming our way. I am extremely excited for the future and look forward to doing it with each of you.

Kelly Horton



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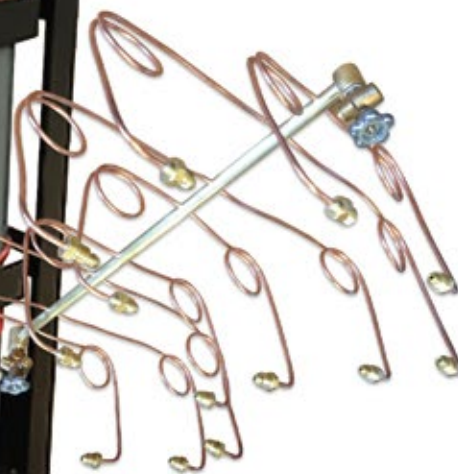
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Too many Chiefs and not enough Indians? How to Run a **Successful** Family Business

El Dorado, KS – Anyone who has operated or participated in a family-owned business knows of the struggle and rewards of being involved with this type of business.



The main secret of a family business is there having to be a leader who can take the information and situation and make the final decision. Having too many Chiefs and not enough Indians makes for a difficult working environment. The leader could be the original owner who started the business or the next generation who has new fresh ideas or an outside individual who is there for the best interest of the company.

Problems occur when too many people are struggling to be the main leader and only chaos ensues. All family members need to come to an agreement on the chain of command. The business will operate smoother and be more productive. Egos and feelings have to be put to the side to make that family business a success. A lack of leadership can bring the business to ruins not only for the family members but also the employees.

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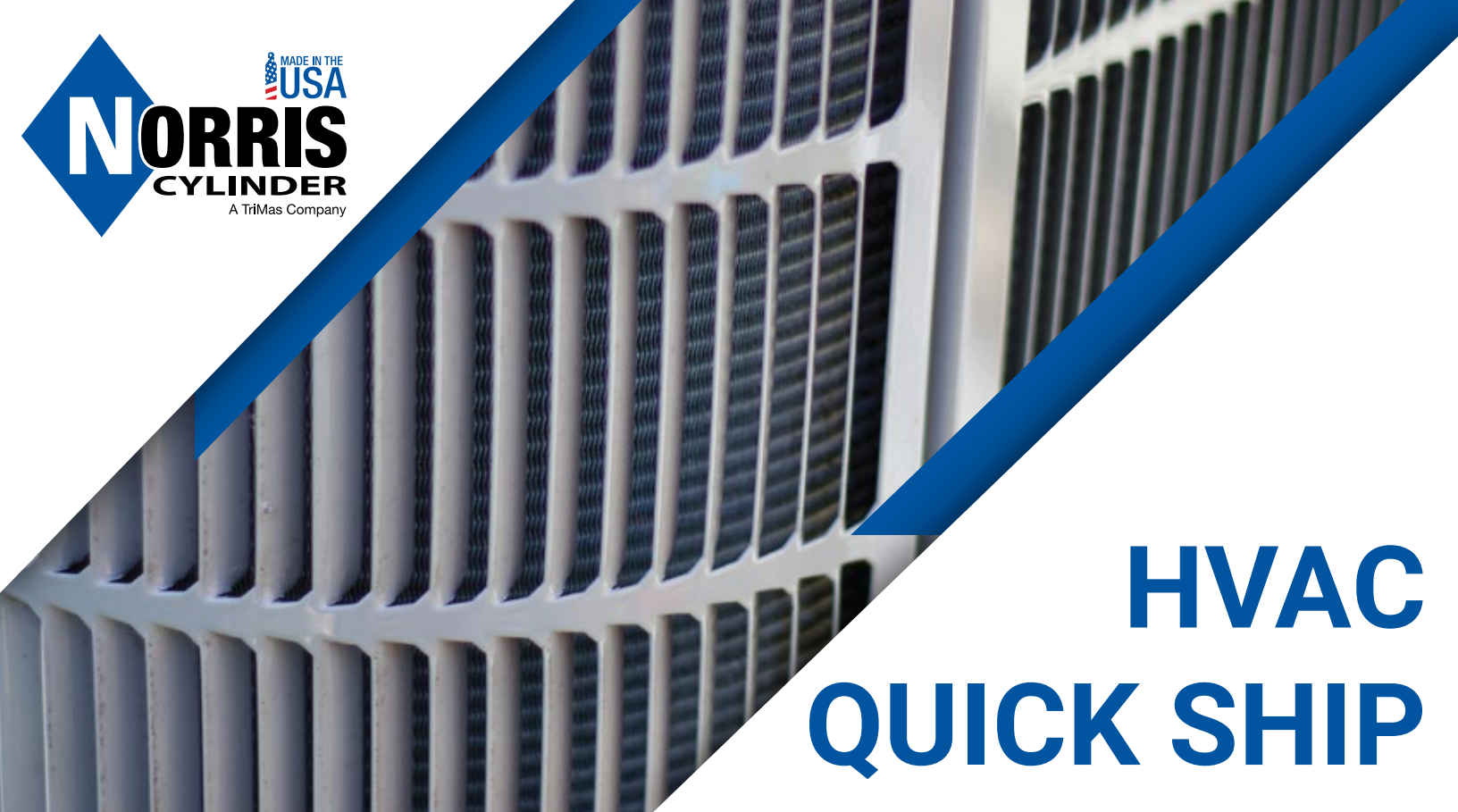
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NC20-540-GRN	20 Cu.Ft.,DOT3AA/TC,CGA540-CAV	Green
NC40-540-GRN	40 Cu.Ft.,DOT3AA/TC,CGA540-CAV	Green
NC40-580-BLK	40 Cu.Ft.,DOT3AA/TC,CGA580-CAV	Black
NC55-540-GRN	55 Cu.Ft.,DOT3AA/TC,CGA580-CAV	Green
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How **ARTIFICIAL INTELLIGENCE** Will Affect Industry & Economic Futures

By Douglas Seaman

There is much being written, talked, and speculated about when it comes to Artificial Intelligence (AI) and the future of our lives in general. While this article is written with the intention of identifying the changes possible on the horizon, much is still being planned as to how changes will be implemented. So as a result, this article is being written with the focus on “*possible*” changes.

There are specific jobs that will be targets:

1. Data Entry and Manual Data Processing Specialists

Jobs that AI and automation will impact include those that require data entry and manual data processing. Manual data entry refers to information added to or changed in a computerized database. Specialists in this field transfer data from documents such as invoices, receipts, quotes, ledgers, and product details. Since technology has advanced, systems and tools can now process data and carry out operations like data entry much more quickly and accurately than human workers. As more artificial intelligence (AI) tools emerge to automate data entry, those working in this industry can anticipate its decline in the coming years.

Most industrial gas distributors have made a change to computer printed invoices, ordering inventory, to utilize rent or demurrage for cylinder tracking, to bill our customers and other activities. So rather than multiple office staff handwriting and counting cylinders, a simple push of a button, does the manual work for us in the blink of an eye.

2. Assemblers

Toys, electronics, motor vehicles, and airplanes are just some of the products that rely heavily on the work of assembly line workers. Assemblers, however, are rapidly becoming extinct as machines and robotics take over assembly processes and repetitive tasks across various industries. With the advancement of industrial robots and automation systems powered by super AI, machines can now perform repetitive tasks more efficiently and accurately. In fact, the US Bureau of Labor Statistics projects a 6% decline in this field from 2021 to 2031. That’s why more workers in this sector are at risk of unemployment, as this is one of the jobs that will disappear by 2030.

3. Telemarketers

Ever received unwanted sales calls offering you a product or service? You might be pleased to hear they’re one of the ten jobs that will disappear by 2030, but still, it’s not good news for actual telemarketers. Telemarketers are people whose job is to call potential customers and ask them to buy something or donate over the phone. Their responsibilities include maintaining customer contact lists, selling their services, and collecting payments when required.

With AI’s proliferation, automated sales calls are becoming more common, thus risking human telemarketer jobs. Companies in the telemarketing industry have quickly adopted this new method because it eliminates the need for new hires and allows them to interact with potential clients at any time of day or night. In other cases, however, such as when dealing with complex negotiations or sales strategies, a human touch is still necessary.



4. Content Writers and Content Generators

With content writing, you can write anywhere and anytime you want. But how long does it take a human to write one unique page of content when it comes to any topic? Most of us need considerable time to prepare, deliberate, and carry out the required action. Writing and content creation are likely among the jobs affected by AI and automation because an AI-powered entity can execute the task in a matter of seconds. With the development of language models like Chat GPT and Jasper AI, many mundane writing tasks have become fully automated, including creating news summaries, product descriptions, blogs, and basic reports. However, creative writing, such as fiction and poetry, and content editing and reviewing offered by professional resume services still have significant exceptions that humans can only write due to the high emotional intelligence, empathy, and critical thinking required.

5. Financial Analysts and Record-Keepers

Financial analysis and record-keeping are now within reach with the help of AI-powered tools that can do a better job than humans. Before, professionals manually did record keeping and analysis. They investigate discrepancies in the books and make notes about their findings. Now, many of the mundane tasks in these industries can be carried out automatically with little to no human intervention required. Even though this is one of the jobs that will be gone by 2030, humans will still be needed for complex financial analysis, interpreting financial data, and making decisions.

CONCLUSION

Millions of jobs have already been affected and millions more will be affected by Artificial Intelligence. This is not the first-time jobs have been lost and shifted to newer technologies. The “Horseless Carriage” changed that as an example. However, the human touch in multiple business models will be affected but will not go away. We are fortunate that human interaction with customers in our industry will probably not go away. However, online ordering has already affected some jobs. The welding supply, the industrial gas industry, will revamp as A.I. takes a more dominant position in our business. My crystal ball isn’t able to look that far forward. I do hope that I live long enough to see how far it can go.



<Douglas Seaman is the President of Arizona Welding Supply, owner of Sentry Welding Supply and Brown’s Welding Supply in Arizona. He is a current AIWD Board Member, representing the Southwest Region.>



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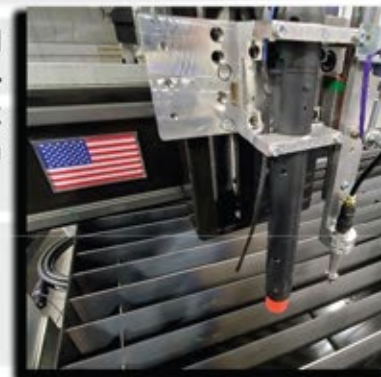


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A Q&A on the Perks of Your AIWD Membership

Every type of business is looking for an extra edge right now. In fact, it's our hope that's part of why you're a member in the first place: a competitive edge to help you go farther.

As a partner of AIWD, Savings4Members exists to help make hitting your business targets easy. By partnering with our group and hundreds like it, Savings4Members has built a cooperative network entirely focused on connecting members with powerful scale, cost-cutting benefits, and a full team to help you take advantage. With this in mind, we talked to *Veronica Pratt, Senior Account Relationship Manager* at Savings4Members to learn how members can cut costs without cutting corners by making the most of every tool available, including their membership.

So, how can members access their member benefit programs?

V.P.: It's very easy. Members can visit their AIWD Savings Page at aiwd.savings4members.com or call 844-346-3746 and talk to a Savings4Members Savings Consultant immediately. In addition to monthly email updates on new, updated, or recommended perks - our Savings Consultants are happy to help by checking-in from time to time to see how we can make the process painless.

Are there certain types of members that should be using your service?

V.P.: Honestly, no. Your AIWD benefits can make an impact whether you're a large company or small and family-owned. With over 20+ cost-cutting opportunities, there really is something for everyone. For some members, that means saving money on everyday expenses like office supplies and uniforms.

For others, it's cheaper fuel for company vehicles. But one benefit I encourage every member to start with is credit card processing, and the reason is pretty simple. Because with our close partnership with CardConnect AIP, every member can know with complete certainty that they're getting the best possible rate. Getting started with that is really easy too, all a member needs is a copy of their most recent processing statement. Last year, the average member saved over **\$20,300 in processing fees.**

What common misconceptions prevent some members from taking advantage?

V.P.: We hear all the time that members don't have time to look into their benefits or that they already have the lowest offering. What's great about our service is we have a team here to do the legwork for each of them.

Another common misconception we hear is about their vehicles. AIWD members have access to some incredible fuel discounts for fleets. Often, we hear, "I don't have a fleet - just a few trucks." But that's more than enough to qualify and you can get a nice discount on every drop of gas.

How should members learn more about the benefits available through their AIWD membership?

V.P.: If you're a member and you haven't done it yet, visit your AIWD Savings Page - aiwd.savings4members.com. It's easy to access your benefits, see what programs you're already taking advantage of, and any next steps required. Also, follow Savings4Members on our social channels, Facebook and LinkedIn, to stay updated on the latest news.

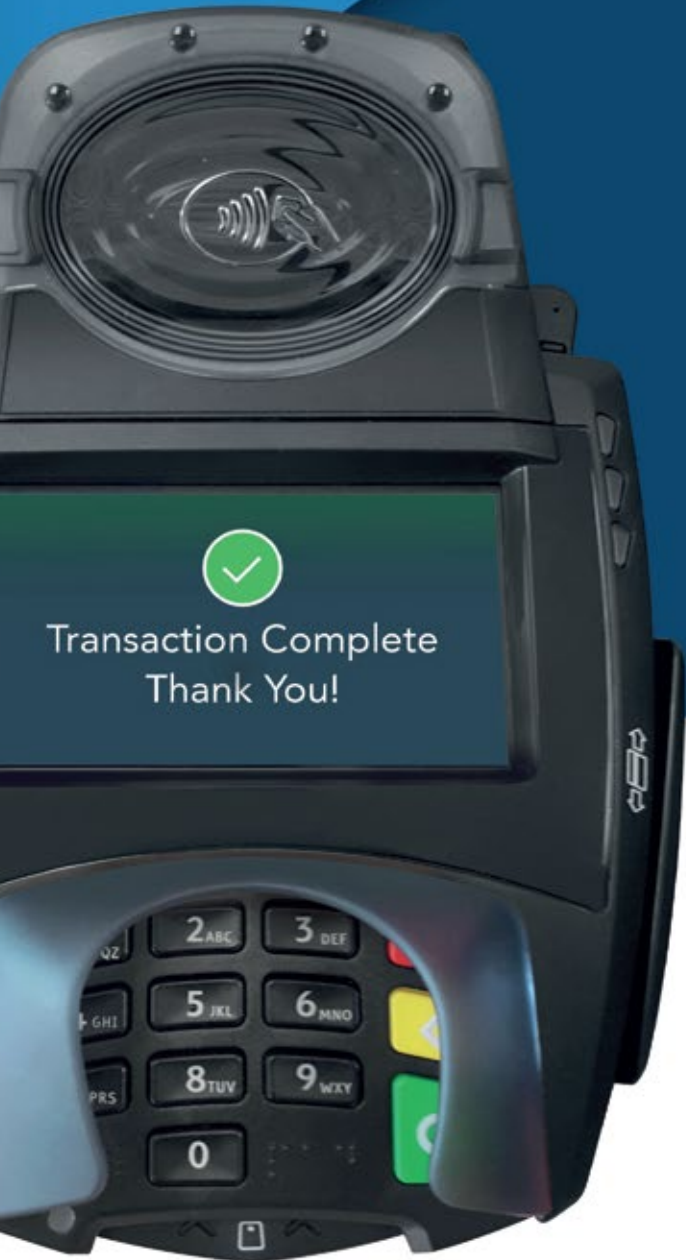


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About Veronica Pratt, Senior Account Relationship Manager & Savings4Members

For over a decade, as Savings4Members' Senior Account Relationship Manager, Veronica works directly with members of America's best organizations to connect them with the powerful value of the Savings4Members network. Savings4Members has been partnered with AIWD since 2009 providing substantial savings to members. Savings4Members works with dozens of purchasing cooperatives, buying groups and associations across many different industries to supply members with significant cost savings on services and products, they use every day. With easy access to over 20 categories of discounts and a team that handles the details for you, we help navigate the best benefits for you and your business.

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