

# 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](http://www.aiwdgroup.net)

*Thank you for your support!*

**TECHNIWELD USA**

**Trendex**  
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	<b>Golf Tournament/Lunch &amp; Awards: Seaview Golf Club (8:30a Shotgun)</b>	Chartered Transportation provided
10:00a	2:30p	<b>Guest Tour: Historic Philly Walking Tour and Lunch</b>	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 <sup>rd</sup> Floor)
5:00p	9:00p	Hollins Exposition Preliminary Load-In	Palladium Ballroom A-C ("Exhibits")
6:00p	8:00p	<b>Members-Only: Vendor-Sponsored Pre-Show Reception</b>	Circus Maximus Theatre

## SUNDAY May 5

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

## MONDAY May 6

6:30a	7:50a	Breakfast Buffet (Full Member/Vendor registrants only)	Laurel Lounge (2 <sup>nd</sup> 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	<b>Speed Networking – Morning session</b>	Palladium Ballroom A-C 'Exhibits'
12:00p	1:00p	Lunch Buffet (Full Member/Vendor registrants only)	Seven Stars Lounge
1:15p	2:30	<b>Speed Networking – Afternoon session</b>	Exhibits
2:30p	4:30p	<b>Open Contact Booth with Sponsored Trade Show Recep</b>	
<b>4:30p</b>	<b>6:30p</b>	<b>VENDOR MOVE-OUT</b>	
4:30p	8:30p	Exhibits Breakdown	
<b>FREE NIGHT for Member-Vendor Dinner Engagements</b>			

## TUESDAY May 7

<b>7:30a</b>	<b>9:00a</b>	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)	
		<b>Winners of Vendors of the Year and Primary to be announced in email</b>	

# *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](mailto: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](mailto: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](mailto:BrianD@TWusa.com)



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Lock-on Switch**  
[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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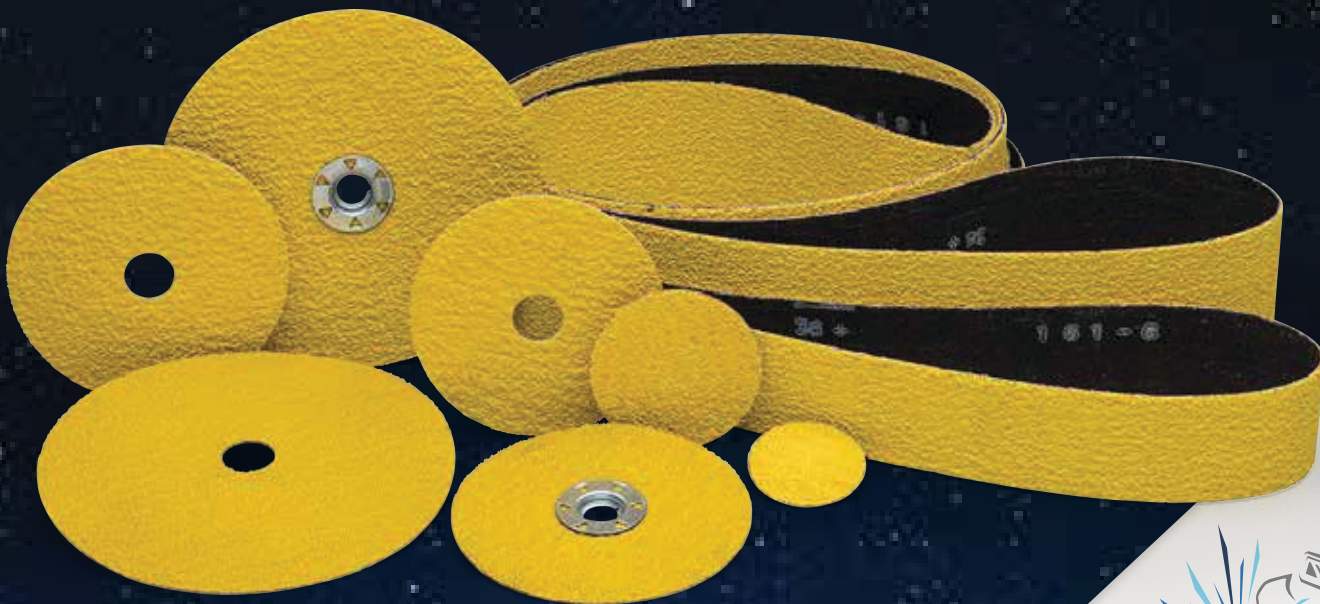
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**2024 ANNUAL CONVENTION**

Atlantic City, NJ  
May 5th-7th

# SHOW SPECIALS



**Booth#**  
**202**

## HIGH PRESSURE CYLINDERS

80CF	<del>\$144.06</del>	\$139.74
125CF	<del>\$168.24</del>	\$163.16
150CF	<del>\$184.36</del>	\$178.83
220CF	<del>\$260.79</del>	\$249.49
250CF	<del>\$262.93</del>	\$251.43
300CF	<del>\$275.75</del>	\$262.17

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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

## HEAVY-WALLED CYLINDERS

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8BC250HW		
Heavy-Walled 250CF	QTY: 0-299	QTY: 300+
(One Color Paint, No Valve)*	\$210.34	\$197.20

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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 19<sup>th</sup>. If you have not received yours by then, contact Diane or PJ by phone (817.914.5245) or via email ([dcalhoun@aiwdgroup.com](mailto:dcalhoun@aiwdgroup.com) or [pjcalhoun@aiwdgroup.com](mailto: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 5<sup>th</sup>. 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 6<sup>th</sup> 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  
[khorton@aiwdgroup.com](mailto:khorton@aiwdgroup.com)  
409.289.3282

### Operations & Events Director

Diane Calhoun  
[dcalhoun@aiwdgroup.com](mailto:dcalhoun@aiwdgroup.com)  
817.602.9488

### Treasurer

Connie Hoyt  
[connie@maxsweldingsupplies.com](mailto: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](mailto: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](mailto:paul@ravencommercialsolutions.com)

E: [corey@ravencommercialsolution.com](mailto:corey@ravencommercialsolution.com)

# WHY ONLY HAVE 1 SAFETY VENDOR WHEN YOU CAN

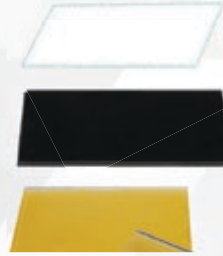
**METAL MAN**



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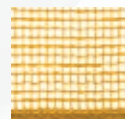
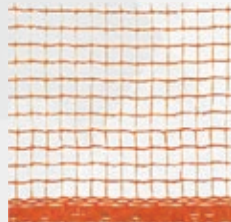
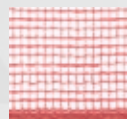


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WELDING GLOVES



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# Y PRIMARY N HAVE 4?



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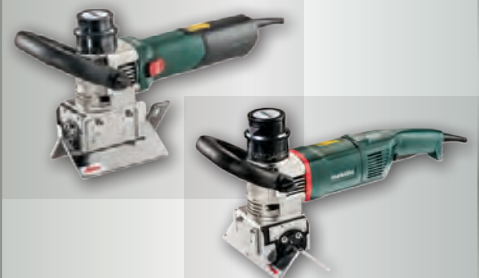
### DIE GRINDERS



### BENCH GRINDERS



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# WELDCOA



## 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 3<sup>rd</sup> Floor

All Attendees!

OPEN



Trade Show  
*Reception*

Monday May 6

*Immediately following Speed Networking*

Sponsored by:

**ORS NASCO**

*and*

**VICTORY**

**WELDING ALLOYS**

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



# THE PRORACK BRAND SIGNIFIES QUALITY, RELIABILITY AND INNOVATION.

Providing secure and reliable transport for your valuable assets.



**STOP BY BOOTH #516 for  
TRUCK LOAD SHOW SPECIALS**





# THE NAME ON YOUR TANK IS JUST AS IMPORTANT AS WHAT'S IN IT

FOR EVERY PRODUCT. FOR EVERY VOLUME.  
**ASK FOR WORTHINGTON.**



**AIWD 2024 ANNUAL CONVENTION SHOW SPECIAL:  
5-30% OFF SELECT LPG & 260 RATED CYLINDERS**

VISIT US IN BOOTH #210

Contact Scott Evans for more information.  
614.458.8943 | [scott.evans@wthg.com](mailto:scott.evans@wthg.com)



AIWD Sponsored Activity

Saturday May 4

Depart: 10:00a Return 2:30p

*Historic Philadelphia Walking Tour and Lunch*

11<sup>TH</sup> ANNUAL AIWD GOLF TOURNAMENT

Sunday May 6

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



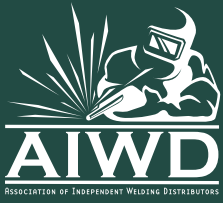
AIWD Sponsored Activity

Sunday May 6

Depart 11:30a Return 3:00p

*Historic Renault Winery and Lunch*





# SHOW SPECIALS 2024

# metabo®

PROFESSIONAL POWER TOOL SOLUTIONS

## TOP SELLING METABO ABRASIVES

**10% OFF**  
REGULAR PRICE

**PALLET PRICING  
AVAILABLE**



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

**Visit us at Booth #108**

*Not combinable with any other Metabo promotional offers*



**MONDAY, MAY 5**

*Actor/Comedian*

# **JEFF ALLEN**

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

As seen on:

**DRYBAR Comedy**

**Dennis Miller Show**

**Comedy Central**

**VH1**

**Huckabee**

**Neflix**

**Amazon**

**HBO**

**Showtime**

**Grand Ole Opry**

**Monday, May 6**

**8:15 am**

**OPENING SESSION**

**Circus Maximum Theatre**

*All Attendees*

[www.jeffallencomedy.com](http://www.jeffallencomedy.com)



# Serial Number Tracking Simplified



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

Browser based software means programs and data are stored on your main server



Simple software allows truck driver to scan serial numbers of cylinders returned or cylinders shipped to customer

Serial numbers are instantly validated with our Trendex ERP software and all transactions are updated on line to your main server

Graphical easy to use touch screens for the truck driver

## Integration to the following Trendex modules

- Accounting
- Order/Invoice Entry
- 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...



# SPECIAL OFFER FOR AIWD MEMBERS

## 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.

PRESENTING AS A NEW POTENTIAL VENDOR AT THE SHOW THIS YEAR

ALL **AIWD MEMBERS** WILL ENJOY OUR ENTERPRISE LEVEL (MAXIMUM) DISCOUNT OF 30% OFF.

## The competitive advantage that you stand to gain is:

- **Cost Reduction** - NLPA's recent salary report shows that Procurement Professionals with the NLPA Credentials achieved an average of \$498,000 more cost savings and avoidance per person per year than those who hadn't completed a certification program. •
- **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)**