

Back for another year and **Better** than **EVER**

In this issue:

'22 **Convention** Update

What-When-Where

The Pipeline:

“Life As We Knew It”

by Diane Calhoun

New Members of 2021

Vendor Promos:

Cyl-Tec

Nikkiso Cryogenics

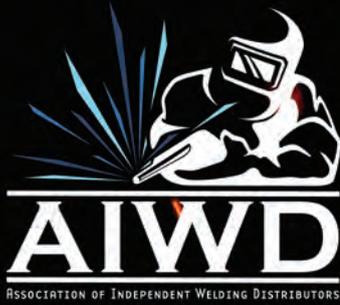
CK Worldwide

Inweld

Alliance Distributors

Trendex





FREE Convention Registration through our **NEW** Member

REFERRAL PROGRAM

It is not uncommon for our vendors (and yes, even some members) to come in contact with a distributor they believe could be a great addition to our group. We believe this thoughtful gesture deserves real recognition and has motivated the Executive Committee to develop the following Referral Incentive program that can be earned by both Vendors and Members. The process is simple. Read on to see how it works!



	PER YEAR	AWARD	\$ VALUE
MEMBER	1st lead	Free Reg for one attendee at next show	\$575
	2nd lead	Free Tour/Activity of choice @ next show	\$125 - 300
	3rd lead	Annual Membership discount 50% @ next billing	\$775
	4th lead	100% Membership Fees waived @ next billing	\$1550
VENDOR	1st lead	Free Reg for one team member at next show	\$575
	2nd lead	Free Tour or Golf at next show	\$125 - 300
	3rd lead	Free Vendor Booth at next show	\$895
	4th lead	Repeat of 1st-2nd Tiers	

- Leads must result in successful new membership
- All successful leads generated in last 6 months prior to program launch will be retroactive
- Multiple team members from same vendor may qualify for their own tier level award (1st or 2nd)
- Send an email to Pete or Diane with the lead information and use the New Member Form on the AIWD website when possible.



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IN TIG WELDING**

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TIG Machines

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N₂, O₂, Ar
Up to 2.76 GPM/10.46 LPM



P1100
CO₂, N₂O
Up to 2.76 GPM/10.46 LPM



P2K Heavy Duty
N₂, O₂, Ar, H₂, Methane LNG
Up to 6.6 GPM/25 LPM



- World leader in the design and manufacture of cryogenic pumps.
- Our cryogenic pumps service liquid Nitrogen, Argon, Oxygen, CO₂, Hydrogen, and LNG.
- Exchange Program minimizes downtime, keeps operation running, and saves money.
- Two FREE Training classes at each location, focusing on preventative maintenance, proper installation, and repairs.

STORAGE FILLING



SGV
N₂, O₂, Ar, H₂, Methane (LNG)
Up to 26 GPM/98.8 LPM



X9
N₂, O₂, Ar, H₂, Methane (LNG)
Up to 37.1 GPM/140.1 LPM

TRAILER/TRANSFER



TC-21 Beltbox
N₂, O₂, Ar,
Up to 180 GPM/680 LPM



TC-30 Close-coupled
N₂, O₂, Ar,
Up to 630 GPM/2,350 LPM



Scan the barcode above for information on our pumps, quotes, exchange rates, and training schedule for 2022.

- Atlanta GA - 404-696-8118
- Houston TX - 281-590-4800
- Irvine CA - 949-724-8636
- Pittsburgh PA - 724-695-1910
- Red Deer - 403-352-4436
- Toronto - 416-502-1950

Sleep Better at Night



Inweld Offers Solutions to Distributors' Top Concerns

Things that Keep Distributors Up at Night

- Competing with my supplier is difficult
- How do I stop freight costs from killing my business
- I don't want to be stuck with products I can't sell
- I don't want to sell inferior product
- I want to sell more items to the same customers
- Suppliers are not rewarding my loyalty

Inweld's Solutions

- Only sells to distributors
- Has multiple ways to obtain free freight on every order
- Takes back its products back with an offsetting order
- Guarantees all products to work
- Has complementary products to its top selling items
- Provides rebates from dollar one, with additional incentives for loyalty and growth



Inweld values being the Primary Vendor for the AIWD for Filler Metals and wants to continue our growth with every AIWD member.



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MORE**

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WHO IS XTRWeld... Xtreme Tough Reliable

- Product Manufactured to be the BEST In performance and Cost
- Easily Combinable orders with Alliance Distribution to meet Prepaid Freight
- Products are combinable to your Buying Group Rebate Program
- Work with a Vendor that can meet your Expectation and Needs
- Sales Force that knows Welding, Industrial & Safety Products like you do



**ALL THE RIGHT PRODUCTS
THE BEST MANUFACTURERS**

WHO IS Alliance Distribution... Your Partner

- A Clear Favorite for Combining ALL YOUR NEEDS
- Lower Total Product Costs with Increased Selling Opportunities
- Products are combinable to your Buying Group Rebate Program
- Work with a Vendor that can meet your Expectation and Needs
- Top Brands, Like:



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Alliance Distribution Partners offers over 300,000 products from 200 leading industry brands across a number of reseller channels. Founded as an industrial supply wholesaler, Alliance now also serves as a supply chain resource for retailers, omni-channel wholesalers and integrated supply resellers across the United States. For every channel we serve, the Alliance team is dedicated to helping our customers win in the marketplace.



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Life as we knew it:

How Important Events of the Past 60 Years Have Impacted Our World

Ft Worth, TX: You may not remember what you had for lunch a couple of days ago but, if you were born in the 50s, surely you remember **your school's "duck and cover" air raid drills and, later, regular fire drills.** You probably also remember being marched into your school auditorium to watch the news (on a small TV with rabbit ears) about the assassination of President Kennedy. Although scary times for adults, kids at that time were too young to have any perception of what the big deal was. However, watching The Beatles make their first US appearance in 1964 on the Ed Sullivan Show? Now, that was a big deal! **I'm one of you,** and I also remember the night our astronauts first landed on the moon, 5 years later. I even **grabbed my dad's** 8mm movie camera and filmed my family clustered around the TV, watching the grey, grainy footage unfold live in front of our eyes.



Fast forward a few years: I remember watching President Nixon land in China as the first American President to step foot on Chinese soil. I saw him wave to the crowd from Air Force One that historic day, and again soon afterwards from the door of Air Force Two, following his unfortunate resignation from office. One good memory, one not-so-much.

If you ask anyone over the age of 30 what they were doing when the Twin Towers were attacked, few will tell you they **"don't remember,"** although they may recall their mother checking them out of school early that day for reasons they **weren't old** enough to understand. I was one of those moms, also. I lived in Houston, home to both NASA and the largest field of oil refineries in the world and we all feared an attack on us might be next. No matter who you were or where you lived, that awful day in 2001 completely changed the world we know today, especially for those who lost someone in the tragedy.

One event that had a profound effect on me happened years before the attacks of 9/11. I was living in Los Angeles in 1984, which was also the host city of the **'84 Summer Olympics.** **The entire** city was adorned with Olympic Flags. A friend and I were driving down Wilshire Boulevard when we approached a road barrier and noticed all the people standing on sidewalks on other the side with their heads turned in one direction. Was there a parade headed our way, we thought? We decided to park and join the crowd of other onlookers that also had no clue what was going on. Shortly thereafter, we heard sirens and noticed bright red and blue flashing lights from the dozens of CHP motorcycle officers slowly riding toward us. Not far behind them was the reason for all the hoopla: A final runner carrying the Olympic Torch was sprinting solo down Wilshire Blvd toward the Coliseum. I remember the pride and emotion on his face as he passed us and how that same feeling spilled over onto me. Determined to acknowledge every person standing on the street cheering him on, the runner held the Torch high with his right arm and waved to the cheering crowd with is left. At that moment in time, we were all sisters and brothers, with hope and pride in our country. 1984 was **during "The Reagan Years,"** when it was OK to voice a different opinion to pretty much anyone, about pretty much anything, without fear of being harassed or attacked. I moved to L.A. from my



home state of Louisiana, and although my views were much more conservative than my new friends in California, I was allowed to express them without the fear of being harshly ridiculed or silenced. We respected each other, we agreed to disagree and work together for a better world. Remember when **"cancelled"** simply meant the weather prevented you from going to a special event, or your favorite **TV show wouldn't be returning in the fall?** Times sure have changed.

Over the past two decades, all of us can recount many other events that have helped to reshape our lives or our world. We surely can agree, however, that the one event that has literally changed every life in on this earth is this dreaded C19. No matter how you feel about it its origins or how it has been handled, it has impacted us all in a negative way. Few of us remember the first moment news of this health scare reached the general US public, but all of us can remember exactly where we were and what we were doing on our first day of the **"temporary, two-week shutdown."** For me, it felt like a vacation. It was a beautiful day in Houston, unusually mild, and crystal clear. I lived 2 blocks away from a heavily travelled and very noisy street, but on this day, it was peaceful and quiet. I sat on my patio for hours, enjoying the soft breeze blowing through the trees and the birds chirping. I recall **thinking "I need to be still and enjoy this peace and quiet as long as I can, because it won't last long."** I now realize it was the calm before the storm.

As history is still writing itself on this subject, how do you think this period of time it will be remembered? What will be different tomorrow, next week, next month? 20 years from now? It changes daily, **but what is for certain is that we don't take the bad lying down.**

Although a few of our AIWD partners have left the group during the past couple of years, just as many others have eagerly joined to replace them. What you should ask yourself is: Is your glass half-empty or half-full? One of the things that makes Americans unique **is the vast majority of us are "glass-half-full"** people. We are old enough to remember the past, both the good and the bad. Change is not always welcomed, but it is always a part of life. The AIWD had had no other choice but to cancel the 2020 show. However, in spite of some questioning our decision to push forward with the 2021 show, we did and it proved to be the right decision. The weather was gorgeous, the show was a huge success **and I've never seen so many happy people in one place!** I'm proud to say we are now known in our industry as trailblazers, continuing to inspire other industry events to get back to business. **Don't worry about the Vax mandate in D.C.,** they are not required at our show and neither are masks in our private event space, but do bring one for common areas and for going out in public.

There is no better group of people than our AIWD Members and Vendors, all proud American business owners and all exceptional partners. It may take a while to get back to stabilizing prices, no more product shortages and freight delays, **but we'll get there and we'll** come out swinging on the other side. We always **do, which is why I couldn't be prouder to represent you all.**

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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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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

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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
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April 22-24

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- Speakers ▪ Receptions ▪ Tours
- Breakout Sessions ▪ Golf Tournament

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or go to:
www.aiwdconvention.com

AIWD EXECUTIVE COMMITTEE

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Operations & Events Director	Diane Calhoun 817.602.9488 dcalhoun@aiwdgroup.com

Welcome!

to the following companies that joined the
AIWD Buying Group in 2021:

Bill's Welding Equip Repair
Kaye Sellon, President
Oklahoma City, OK

Alpha Supply LLC
Clark Kelly, President
Mobile, AL

Colorado Compressed Gases
Mark Frydenberg, President
Colorado Springs, CO

T&M Welding Supply
Taos Robinson, Owner
Big Spring, TX

Southwestern Welding Supply
Gayle Raley, Co-Owner
Anadarko, OK

Williamson Welding Supply
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