

# AIWD

First Quarter Issue - 2023

*insider*  
**News**

## *Featuring*

Allied Distribution  
Equigas  
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The Boardroom:  
"The **NEW** Normal"  
by Clinton Bush

Director's Chair:  
"Looking Back and  
Looking Forward"  
by Kelly Horton

New Members

2023 Convention

# 2023

is **FIRING UP** to be our

# BEST Year YET

[www.aiwdgroup.net](http://www.aiwdgroup.net)  
[www.aiwdconvention.com](http://www.aiwdconvention.com)

*Thank you for your support!*

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1ST QTR 2023 NEWSLETTER

# Looking Back and Looking Forward



Lumberton, TX – Hello, AIWD Family. I hope everyone had a great holiday season. Thanksgiving, Christmas and New Years are fun times. I am fortunate to live near much of my side of the family and have the opportunity to do things with them throughout the year. But during the holidays, we get together a bit more often and just enjoy playing games and spending time together. My wife and kids are huge Christmas fans. They are all about the decorating and making things look that certain way. Me, I could take or leave the decorations. I have a rule that Christmas music cannot be played until the day after Thanksgiving. **Not that I don't like those things** but have to somewhat control the intake. My daughter Peyton, who is 10, listens to Christmas music all year round when she goes to bed. The things we do for kids. 😊



This article will have a little bit of a few things. Usually in between the newsletters, I will have an experience that will spark an idea for an article. But since the first of the year, I have had several things that have sparked some thought a caused pause for reflection, in a good way. The first is how we as a group work together. As I have mentioned in articles in the past, this group is obviously owned by each of you members. As I have reached out to many of you about potential new members, ideas of how to make a program work, or to simply get some updated information. Each of you have taken time out of your schedule to help. It is greatly appreciated. As many of you are aware, I have sent out a survey about a basic member to member gas program. The idea was originally simple and sparked from a conversation that I had with one of our members. As the board and I have worked through the steps of putting something together, we have caught a vision of the future. We are seeing something with a lot of potential and promise. One of the root goals that I had when starting this was for members to work together. Some members and where they are located will make it hard to participate. This is unfortunate. But, as we work together and utilize the experience and knowledge that this group has, we will be an amazing group.

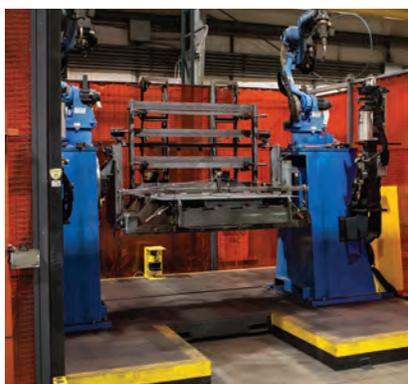
One of the comments I have heard lately about one of the other groups is that the deals of the group were made by someone that did not even understand the product or the vendor. This is an easy trap to fall in. But the message could not have come at a better time. Even though I worked for a distributor for 17 years. There are plenty of things that others of you know much better than I do. This is why I may have reached out to one of you to help me understand something. As we move forward and try to build meaningful programs for the group, I will continue to utilize those of you that I have discovered have unique or amazing skills. I have learned so much about the members form that simple gas survey that I would not have otherwise known. I appreciate the time that was taken to fill those out and for any additional comments that were sent.

In the last few months, I have continually been reminded to the importance of a good website and for current member information. We know **the website is lacking in some areas. We are excited that our "Web Guy" Steve Indian is working on some improvements and look forward to seeing them.** His improvements will allow us to have more visibility and extractability of member information. But no matter how amazing the website is or is not, it will not function with old or outdated information. Making sure we know who the main point of contact is and where your locations are is vital to me when determining if a potential member is within 50 air miles of one of your locations. Please make sure whomever in your company is responsible for keeping your profile updated is doing so.

Please know that your comments are heard. I value every call, email or text that I get from you, the members. The influence and help direct the progress of the group. It may not always go the way that you would prefer. But the board, myself and Diane each value your opinion. Speak up and share your thoughts with us. Some of you are great at it and not bashful in any way. I respect that. Keep it up. But those of **you that feel unseen or unheard, let's talk.**

In closing, I am sure many of you don't remember something that I said in one of my first articles. But I mentioned that something big was going to come that would change the group in a big way. But at the time, I didn't know what it was. I believe I am seeing it crest over the horizon. It will take time to get there. But I believe I see the light.

*Looking forward to a great 2023!*



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# The “New” Normal



Pasco, WA – I was really hoping that in the beginning of 2023, all the issues from the covid pandemic would be behind us and we would be back to business as usual. But unfortunately, our company is still feeling the aftermath of some major struggles that are impacting our day-to-day business dealings. It seems that as soon as one problem clears up, another one emerges.

Heightened product demand, factory closures and rising freight rates are just a few of the widespread challenges we have been facing.

The worldwide supply chain continues to be affected by challenges relating to the COVID-19 pandemic including delays and disruption which then trickle down to local businesses like us. Now, 2 years later, items like repair parts and manufacturing components are still in short supply. With excessively long lead times on welders and some welding wires, our bottom line is feeling the impact. In order to attempt to accommodate these issues we have upped the inventory stocking levels on many items as they become available. This, in turn, creates warehousing issues and changes in our inventory costs and ordering methods. **Gambling that the items you brought in don't drop in price and leave you with overpriced stock. It seems as if ordering product from just one supplier is almost impossible.**

I do believe that the positive outcome for us was recognizing ways to adapt to an ever-changing landscape. Learning more about the suppliers we have, and always looking for potential new ones, offers us the flexibility to have the backup suppliers we need. I feel that when the supply-chain does recover, we will have a very strong relationship with our customers. **They didn't stop working, and we didn't let them run out of product. This is no small feat in today's market.**

Change is not always fun. But it is a necessity in business. If we chose to stay the same, and the market changed, we would have most likely lost in a big way. Looking for ways to improve makes us a better partner for our customers and in the long run, makes us a more viable and profitable company. I am very optimistic going forward, and feel the past 2 years have prepared us for anything the future can throw at us.

## Member Update

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

Pennsylvania Tool & Service – Member 954  
 Thomas Hilton, Owner  
 625 Bev Rd  
 Youngstown, OH 44512  
 P: (678) 525-9743  
 E: [thilton@penntss.com](mailto:thilton@penntss.com)

Advanced Welding Supply – Member 955  
 Tim Meyers, Owner  
 2212 19<sup>th</sup> Street North  
 Bessemer, AL 30520  
 P: (205) 481-1880  
 E: [advancedweldingsupply@gmail.com](mailto:advancedweldingsupply@gmail.com)



**Hurry! Early Reg Discount Ends March 1st**

April 14-16  
 Loews Coronado Bay Resort  
 Coronado, CA

To register, click the convention banner on our AIWD website, or go to:

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

**Come Early!**  
 Golf Tournament  
 & Tours begin  
 April 13

# FR PROTECTION? *Check!* METAL SNAPS? *You bet!* PLAID? *You got it!*

## **NEW** Black Stallion® FR Cotton Work Shirt

- 7 oz. flame-resistant cotton twill meets ASTM D6413
- Generously cut for a comfortable relaxed fit
- Chest pockets with protective flaps & snap closure
- Durable metal snaps on front & wrists
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🌐 [www.BlackStallion.com](http://www.BlackStallion.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



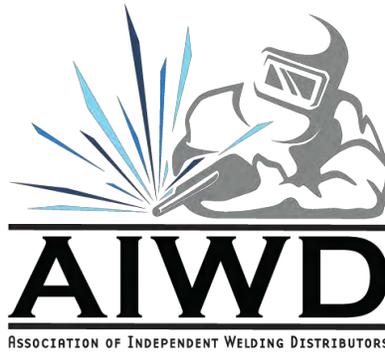
Simple software allows truck driver to scan serial numbers of cylinders returned or cylinders shipped to customer

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

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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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- Document Imaging
- Credit Card Processing
- And Even More...



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North: Tim Robb  
Torco Supply  
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Midwest: Max Hoyt  
**Max's Breathe Easy Gases**  
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South: Tim Makool  
Kool Gas  
870.318.5509

Southwest: Douglas Seaman  
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