

AIWD

May – June 2022

insider NEWS

Featuring:

The Harris Products Group
Revco
Techniweld USA
Computers Unlimited
TEC Welding Products
Coxreels

Plus:

Director's Chair
Kelly Horton

New Member Updates

New Vendor
Announcement

2022 Vendors of the Year

www.aiwdgroup.net

Greg Strovilas (Welding Material Sales)
with **Paul Kimbar (Liberty Weld)**





FREE Convention Registration through our NEW Member

REFERRAL PROGRAM

Vendors: When you come in contact with a distributor that may be a great candidate for our buying group, tell them about the AIWD! Any distributor who chooses to join us from your referral can earn you free registration, free golf or free tour at our next convention. All they need to do is go to our www.aiwdgroup.net website, fill out the online New Member application and enter your name under "referred by." **So far this year, eight (8) vendors awards have been earned. Great job!**



PER YEAR	VENDOR AWARD	\$ VALUE
1st lead	Free Reg for one team member at next show	\$600
2nd lead	Free Tour or Golf at next show	\$125 - 300
3rd lead	Free Vendor Booth at next show	\$995
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)
- Direct all potential candidates to our website www.aiwdgroup.net. In the orange menu bar on the left side of the screen are marketing materials that they will find helpful and a link to a New Member Application.

WHY REPAIR

WHEN YOU CAN REPLACE?



FROM WEAR AND TEAR TO BEYOND REPAIR, YOUR CUSTOMERS CAN TRADE IN ANY BRAND FOR NEW HARRIS EQUIPMENT.

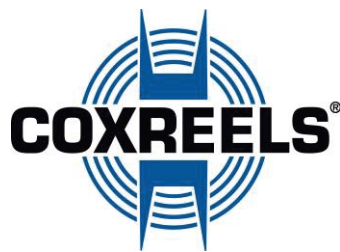
GET STARTED NOW WITH THE BEYOND REPAIR TRADE-IN PROGRAM!

- + Replace customers' beat up regulators, flowmeters and cutting torches with new, quality Harris products!
- + Participating distributors will get the marketing support needed for the program to succeed, plus a discount to keep or pass along to their customers.



A LINCOLN ELECTRIC COMPANY

FOR MORE INFO, CONTACT YOUR HARRIS SALES REP OR VISIT THE PROMOTION TAB AT HARRISPRODUCTSGROUP.COM



Press Release

FOR IMMEDIATE RELEASE
Media Contact: Annette Volcan
800-269-7335 x146
avolcan@coxreels.com

Coxreels is excited to announce the new addition to our safety line: **High-Visibility Safety Hose Reels**

Safety is the first and foremost consideration in business today. Slips, trips and falls constitute the majority of general industry accidents, which cause 15% of all accidental deaths.

Power up your safety with high visibility hose by Coxreels. When not in use your hose and cable is safely retracted on your Coxreels reel, but when in use the hose can become a hazard. With the addition of high visibility hose to your hose reel, awareness and visibility are increased to create the safest environment possible.

Featured on P, SH and T series, Hi-Vis hose is hybrid yellow hose with a white glossy stripe available in $\frac{3}{8}$ " and $\frac{1}{2}$ ". Hybrid hoses (PVC + Rubber blend) offer similar performance to rubber with the weight of PVC, combining positive features of both hose types. They have increased hose flexibility and better low temperature behavior while maintaining strength and toughness. With enhanced kink resistance and reduced coil memory, they lay flat for a reduced trip hazard potential. Hybrid hoses also feature a less sticky jacket surface than PVC for better stacking performance and an improved non-marring quality. With a working pressure of 300pSI, this hose is perfect to be used in applications involving air and water. Adding EZ-Coil® controlled retraction and Hi-Vis hose to your Coxreels reel, it will create the maximum safety environment for your workplace.



As the industry leader in hose, cord and cable reels, Coxreels is making a commitment to provide our customers with the ultimate and most complete, diverse line of reels and reeling accessories.

For more information on Coxreels and our new Hi-Vis Hose Series, please visit www.coxreels.com.

Congratulations to our **2022 Vendors of the Year!**



Primary

First

CK Worldwide

Second

**Norton
Saint-Gobain**

Third

ORS Nasco

Approved

**Washington
Alloy**

**Victory
Welding Alloys**

Powerweld

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(TF2510)



(TF2510-GY)

(TF2510-NV)

(TF2510-OR)

(TF2510-LM)

Stretch-Back
FR Cotton
Welding Jacket
(JF1625)

Cooler.
Breathable.
Protection.



(JF1625-NG)

(JF1625-TG)

(JF1625-OR)

GlareBlocker™
Welding Helmet
Glare Guard
(AH3035-NS)

Blocks Glare of
Over-the-Shoulder
Light



ToolHandz® CORE
Mossy Oak® Multiuse
Mechanics Glove
(GX4640-MB)

CORE Comfort.
CORE Value.



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www.BlackStallion.com



Chris, Robbie and family (from Weldquip in Danville, KY) enjoying the final DC party along with a very special guest!

Member Updates

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

Charles E Scott Welding Supplies

Shane Driver or Jeremy Skaggs
3944 State Route 111
Pontoon Beach, IL 62040
P: 618-931-1010

E: cesweldingsupplies@yahoo.com

G&E Welding Supply Co.

Wayne Rapine, President
281 Airport Rd
New Castle, DE 19720
P: 302-328-9353

E: waynerapine@gmail.com

Nozzle Clean LLC

Mike Allard, Owner
339 North Munsert Ave
Oconto Falls, WI 54154
P: (920) 604-2918

E: mikea@nozzleclean.com

AWG (American Welding & Gases)

Jason Krieger, President/CEO
4900 Falls of Neuse Rd, Suite 150
Raleigh, NC 27609
P: 984-200-1014

E: jason.krieger@awggases.com

Weld Shop Supply / Bad Ass Welding Products

Jon Lawson, Owner
102 S Main
Morrill, KS 66515
P: 816-352-4097

E: sales@weldshopsupply.com

Rainier Welding Supplies

Jeff Michaelson, Owner
2624 112th St. S, #C2
Lakewood, WA 98499
P: 253-951-9699

E: jeff@rainierweldingsupplies.com

RGV Welding Supplies

Luis Luna, Owner
1121 W Expressway 83
Weslaco, TX 78596
P: 956-272-1068

E: info@rgvwelding.com

DavenCorp

Mike Brown, COO
300 Oak St, Unit 730
Pembroke, MA 02359
P: 781-924-1756

E: Davencorp@gmail.com

Thanks to the following AIWD Vendors for these New Member Referrals;

ORS Nasco ■ Inweld ■ Uniweld ■ The Horton Group

Communication

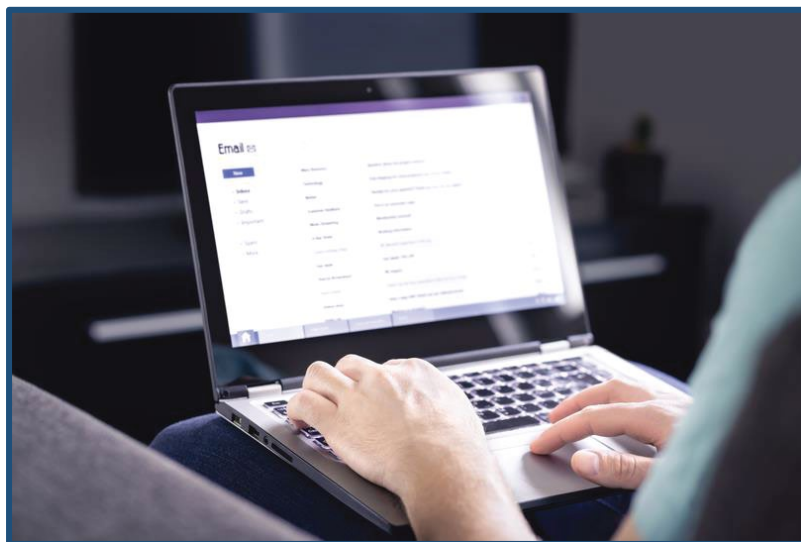
Lumberton, TX – Hello, Members! I want to start off by saying *Thank You!!!* I have enjoyed the first 5 months as the Executive Director. It has come with its challenges. But most of all, it has come with grateful, kind, and welcoming members. I have truly received kind words of encouragement and help as I have reached out to so many of you. I know I have not spoken to you all, but that time will come



I want to focus the majority of my message to the topic of communication. Communication is one of those key elements that make a good company, a great company. Employees and customers usually appreciate the effort to communicate information that reduces concern, wondering, and confusion. I am in no way claiming to be the great communicator. But I try. I will always try to express things that I think are important or that will help a member know or understand something. Sometimes this comes at the expense of receiving an overloading number of emails from me. I try to only send an email with things that are important. Many of them may require an action that we are asking that you the member complete. It is extremely important that you are watching for these emails, **READING** them, and then taking action. There is no way for us to communicate with each of you

personally. For one reason, you are busy running your business and do not need any extra calls. The best way we can communicate is through the website and through emails.

Emails seem to have the highest receipt rate and receive the greatest number of responses. For **Members**, the best that I can tell is that I am only reaching about 55-60% of you this way as I have found errors in many of your company's profiles. I try to correct what I can as I communicate with you, but this only will be a small percentage of you. We are in constant contact with Vendors to keep their portals accurate and up to date, however it is just as important to all Members to regularly look at your company portal and correct any outdated information. In the future, we hope to add additional fields so we can get information to additional members of your company. But for now, **PLEASE** go on your member portal and update your information.



We have a very loyal and family-oriented group. It is one of the reasons I chose to work for this group. I want nothing more than for us to succeed as a group and this means working in harmony and unison. We need to work towards focusing our spend and efforts in a way that makes our group meaningful to vendors. Through communication, it can be done. Sharing information and opinions will spark the next big thing for our group. I look forward to this moment, I believe we have started this movement.

Please know that you can reach out to me anytime for any reason. I am here for each of you. If there is something that you think I can help you with, please call or email me. I appreciate the support I get from each of you and look forward to many years of growth in this group.

Vendor

Reminder!

Sales Reporting Now Due for Fiscal Yr 2022
(July 1, 2021 – June 30, 2022)

Reporting Deadline is August 15. Members should receive all earned rebates no later than September 1st. For more information regarding sales reporting, please refer to your Vendor Agreement or contact Kelly Horton for a copy.



4/15/2022

PRESS RELEASE

Techniweld USA Announces Launch of TWUSA.Com *Revolutionizing the Wholesale Experience*

Techniweld USA has just put the 'tech' in Techniweld by introducing a revolution in the wholesale experience! With industry-first advanced sorting, filtering, and search features, distributors will be hard-pressed to find a comparable website. Techniweld USA has invested nearly \$1,000,000 and worked to make the distributor experience more enjoyable.

New features of TWUSA.com ([also available to see as a YouTube playlist](#)):

- Quicker loading and response times!
- Enhanced search, sorting & attribute filters to find what you're looking for, faster!
- Cut Welding Cable Kit configuration tool to order custom cable kits
- Live snapshots of inventory at each location & expected arrival date if items are out of stock
- Shipping dashboard to see the latest status of orders and backorders & manage shipping addresses
- Price files that show current and projected pricing 30 days from now, with your custom pricing and private label items too
- Counter sales pricing view with customizable margin
- Shopping lists
- Quick order and re-ordering functions
- Pay by credit card
- Search order history and view old invoices, tracking, quotes, etc. for past orders, even ones not entered on the website

The team is working on adding even more features such as allowing distributors to download all this information to their own systems and websites to make selling the products even easier!

All new and existing distributors can request login credentials by clicking the “Register Now” link at the top corner of TWUSA.com.

Techniweld USA thanks you for your continued support!

Hunter Johnson
President
Techniweld USA

6205 Boat Rock Blvd. SW, Atlanta, GA 30336
P: 800.445.2152 F: 404.699.7800
E: HunterJ@TWUSA.com



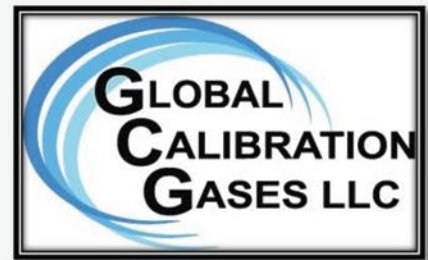
AIWD 2022 Convention

In case you missed the show...

Please welcome our new 2022 Approved Vendors



< Carts & Storage >



< Specialty Gases >



< Welding Tables >



< Brushes >

AIWD Movers and Shakers!



Hey, that guy looks really familiar....oh yeah! It's **Jason Summers** of TJ Nowak Supply in Ft Wayne, IN. He and his lovely wife, Jennifer, attended an Allen County, IN Republican Party event this past April. Great shot, Jason, but... *who's that guy in the middle?*



AIWD Member since 2006

302 West Superior St
Fort Wayne, IN 46802
(280) 424-1901
www.tjnowak.com

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- Ideal for "walking the cup"



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U.S.A.

Weldtec's patented cable assembly allows the torch body to rock back and forth eliminating the binding and twisting of the power cable like traditional torches.

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no more fighting the
power cable.**

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GREETINGS from your **AIWD** Convention Team!

It was great to see all of you in Washington D.C. this past April, and we are already working on our next show! We've got great things planned for all and don't want anyone to miss out on being there, due to higher costs of travel these days. So, please keep San Diego on your radar and book your flights as early as possible to get the best rates. See you there!

Travel Smart:
Book Early

Next Stop:
San Diego!

Save the Date!

April 13-16

Loews Coronado Bay Resort

AIWD 2023 Convention

YOU NEED IT? MYHARRIS HAS IT.

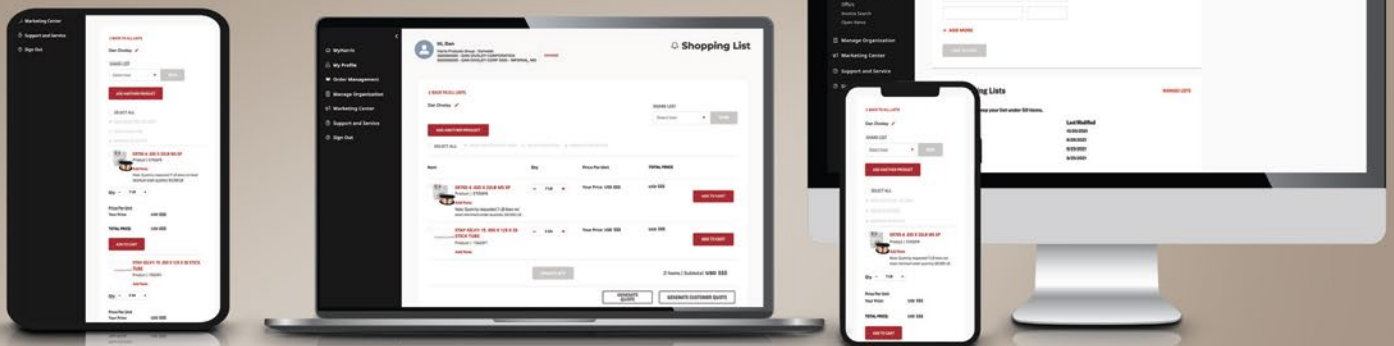
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new website!***



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www.aiwdgroup.net

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Midwest: Max Hoyt
Max's Breathe Easy Gases
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South: Tim Makool
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