



AIRMAIL

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A LETTER FROM THE PRESIDENT

As we prepare our individual businesses for success in the economic recovery. We are now faced with the knowledge that our main supplier is being acquired by one of our largest competitors. At first this may create a lot of fear and speculation about possible negative impacts to our individual businesses, I however believe the up-side may be greater than the down, and that this may create even more opportunities for Quincy Distributors.

The Atlas Copco "Multi-Branding" strategy may be fairly new to North America, but it is not new to Atlas Copco. They have been using this method to market for many years with great success in Europe. "Multi Branding" is not selling the same product with a different coat of paint. The products are unique as well is the market approach.

Quincy will now have access to technologies, support, and buying power that it may never have been able to achieve under the Enpro ownership. I believe that over the past few years Quincy as been an extremely cash driven company, and that this change in ownership may make Quincy more of a market driven company. I for one would embrace this change in philosophy.

Quincy will be attending our meeting to offer marketing presentations and address the membership regarding the implications and opportunities of this acquisition. I hope that you will plan to attending as this is a great opportunity to hear first hand information which is important for every distributor.

I look forward to seeing all of you in May as we celebrate our 25th year!

Sincerely,

ASSOCIATION OF INDEPENDENT COMPRESSOR DISTRIBUTORS

Jim Bruce

Jim Bruce

President 2008-2010

25th Anniversary



ASSOCIATION OF
INDEPENDENT
COMPRESSOR
DISTRIBUTORS

1985 - 2010

Sawgrass Marriott Golf Resort & Spa

May 16-18, 2010



Experience the Sawgrass Marriott, Travel & Leisure Magazine's #1 golf resort in Florida and the 9th best golf resort in the United States. Enjoy a perfect blend of sun, sand, and golf at our Ponte Vedra hotel, home of THE PLAYERS Championship and bordered by a beautiful beachfront, offering the ideal spot for your next Florida resort vacation, conference, or special event. Only minutes from the pristine Ponte Vedra Beach, our resort is nestled between Jacksonville and St. Augustine. Select from our diverse guest rooms, suites, and golf villas with luxurious amenities and signature plush bedding. Complement your resort experience with family-friendly diversions such as tennis, miniature golf, swimming, and fishing, or pamper yourself in our 20,000-square-foot luxury spa and salon. With seven championship courses, including the world-famous THE PLAYERS Stadium Course at TPC Sawgrass, come see for yourself why our Ponte Vedra Beach Hotel & Resort is more than a destination, it's an experience.

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**2010 Exhibitors
as of February 1st**

- Air Supply Co.
- Aircel Corporation
- Aurora Dynachill
- Bauer Compressor
- Clean Resources
- Compressed Air Best Practices Magazine
- Cosa Instrument Corp.
- CPI Engineering Services
- Earnest & Associated
- FS-Elliott
- Great Lakes Air Products
- Hycomp Inc.
- Hydrothrift Corp.
- IPAC, Inc.
- ISEL, Inc.
- Manchester Tank
- Midwest Control
- MTA-USA, LLC
- Parker Legris Transair
- Parker Airtek
- Parker Hannifin-Finite Filter
- Parker Purification, Dehydration & Filtration
- Rogers Machinery Co./Kobelco
- Solberg Filtration
- SPX Air Systems
- Steel Fab
- Summit Industrial Products, Inc.
- Thermal Transfer Products
- TIGG Corporation
- Ultrachem, Inc.
- United Blower, Inc.
- Zeks Compressed Air Solutions

MAY 16-18, 2010 PRELIMINARY AGENDA

Saturday May 15th	
8:00am-Noon	AICD Board Meeting
Sunday May 16th	
8:00am-1:00pm	Golf Tournament
8:00am-3:00pm	Vendor Registration & Setup
4:00-7:00pm	Welcome Reception & Exhibits
Monday May 18th	
7:30-8:30am	Breakfast Buffet
8:45 -9:15am	Welcome /General Session <i>Members Only Business Meeting</i>
9:15-9:30 am	Break
9:30-11:00am	The Economy and Small Business Dr. Carol Dole Jacksonville University
11:00-12:00	Position Your Company For Growth When Coming Out of a Recession Bill Scales—Scales Air Technologies
12:00-1:00pm	Lunch
1:00-2:15pm	How to Market Energy Conservation Roger Yarnall Rogers Machinery
2:15-2:30pm	Break
2:15-3:45pm	Niche Market Pressure Booster Applications—Hycomp, Inc.
4:00-7:00pm	Reception w/Vendors
7:00-9:00pm	Anniversary Banquet
Tuesday May 19th	
7:30-8:30am	Breakfast Buffet
8:00am-12:00	Vendor Move Out
8:30-10:00am	Successful Sales Strategies in the Information Economy
10:00-10:15am	Break
10:15-11:00am	Marketing Research, Quincy Positioning and Industry Trends Quincy Compressor
11:00-12:00 Noon	Marketing Strategies for Quincy Products and Programs for Distribution Quincy Compressor
12:00 -1:00pm	Lunch
1:00-1:45pm	New Quincy Products, Competitive Positioning and a look to the future.
1:45-2:00 pm	Break
2:00 - 2:45 pm	Quincy Acquisition News - Impact and Opportunities for Distributors
2:45—3:30 pm	Rap Session

2010 PLATINUM	2010 GOLD SPONSOR
<p>Advanced Air Pipe Systems</p>  <p>480-830-7764 transair-usa.com</p>	<p style="text-align: center;">Pure, Clean, Dry Air.</p>  <p style="text-align: center;">Trust Your Compressed Air Quality to Hankison</p> <p style="text-align: center; font-size: small;">www.hankisonintl.com hankison.sales@spx.com</p> 

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AICD 25th Annual Membership Meeting Spouse / Guest Tour Program

Monday, May 17th
**St Augustine Private Trolley Tour
& Lunch**



Come experience the history, European atmosphere, interesting attractions and quaint shops lining the narrow streets of St. Augustine aboard Trolley Tours! Your 1-hour, private, narrated, tour of the city points out historical sites, restaurants, and shopping areas. Once your private tour is completed, your trolley pass allows you to continually re-board/dismount any of the trolleys at any of the points on your map.



Tuesday, May 18th
Martini's & Massages



Offer yourself a chance to relax over your chosen martini -- shaken or stirred as you prefer -- a spa service and a chance to unwind with both the benefits of the cocktail, the buzz of your friends nearby, and feeling all the more glamorous for the effort. Package price includes: (2) martinis, lunch, and your choice of one service (massage, manicure and pedicure, or facial)

Have you made your hotel reservations at the Sawgrass Marriott Golf Resort? If not, call 904-285-7777 today or visit our website to use a customized link. Our room block expires on **April 23rd**, our discounted rate of \$175 per night will not be available beyond that date.

2010 A.I.C.D. GOLF TOURNAMENT SUNDAY, MAY 16, 2010 SAWGRASS TPC DYES VALLEY COURSE



A sibling to the world renowned THE PLAYERS Stadium Course, Dye's Valley Course has had its share of legends competing on its manicured surfaces, with water on every hole. Dye's Valley Course was host to the Senior PLAYERS Championship at Dye's Valley in 1988 and immediately garnered a prestigious winner, Billy Casper. In 1989, former U.S. Open Champion, Orville Moody shot a course record of 64 in the third round to outdistance Charles Coody and Gary Player. 1990 marked the last year of this event on Dye's Valley. It has also been home to the Cadillac NFL Golf Classic and the United Van Lines Aces Championship.

Recently recognized in the 2006/2007 Zagat Book of America's Top Golf Courses, Dye's Valley Course is a "Cinderella" to the Stadium, this "often overlooked" Pete Dye/Bobby Weed layout next to Sawgrass Marriott still charms putting princes with a "challenging abundance of water", large greens, a superb opening hole, a "first-rate practice facility" and that "great TPC service and style"; though it's sans "the glam", this "tough" but "nice alternative's " "better pacing and pricing" might just "make your day."

Tournament Fee will be \$250 per player which includes greens fees, cart fees, range balls, lunch and tax. To reserve clubs call the Pro Shop at (904) 273-3235. For other questions, please contact Bill Kiker Tournament Chairman at (409)201-7919 or by email wkiker@npcrents.com.

AIRMAIL

PONTE VEDRA, FL TRAVEL INFORMATION

AIRPORT TRAVEL

Jacksonville - JAX

- Phone: 1 904 741 2000
- Hotel direction: 37 miles SE
- Driving Directions: Take I-95 South to second exit. The sign will say 9A & Blount Island (Exit 362A). Follow 9A to Butler Boulevard, SR 202, and go East on Butler Boulevard East until it ends at A1A. Veer right onto A1A (South) and follow 3.5 miles to the Sawgrass Marriott Resort & Spa. Turn right on PGA Tour Blvd. The hotel is on the left. This hotel does not provide shuttle service.
- Alternate transportation: Carey Transportation; fee: 85.50USD (one way); reservation required
- Estimated taxi fare: 75.00 USD (one way)

AREAS OF INTEREST

St. Augustine Florida

Known for more than beautiful beaches, great shopping and fine dining. The Nation's Oldest City is rich in over 400 years of history and culture. Our fascinating history spans from the founding of St. Augustine by Pedro Menendez in 1565, to the reign of railroad entrepreneur Henry Flagler in the late 1800s, to the celebration of St. Augustine's 400th birthday in 1965. Browse a timeline, written history and enjoy a virtual tour of many of St. Augustine's historical sites and landmarks. Browse www.augustine.com for more information.

Jacksonville Zoo and Gardens

370 Zoo Parkway
Jacksonville, FL 32218
(904) 757-4463

Jacksonville Riverwalk

This charming riverside dining and entertainment boardwalk is a popular riverfront meeting place for locals and visitors alike. You will find 1.2 miles of restaurants, bars, shops, museums and a marina. Convenient water taxis shuttle people to the opposite and Jacksonville Land-ing's additional dining and shopping.

If you have not registered for the 25th Annual meeting, its not too late. All registration forms are available on our website at www.aicd.org. You can also contact Cheryl with any questions you may have. We are confident that you will not want to miss this meeting. We look forward to seeing you in Florida.

AICD Board of Directors 2008-2010

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Jim Bruce, Reapair Compressor

Vice President

Manny Cafiero, Scales Air Technologies

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Region 6 Director

Matt Zorn, Zorn Air & Equipment

CONTACT US:

AICD

Cheryl Kiker, Administrator

3458 S. Pine Island Rd.

Beaumont, TX 77713

Phone & Fax: 409-866-1565

email: aicd@aicd.org www.aicd.org