

PURPLE MOUNTAIN MAJESTY

This year's 17th Annual General Membership Meeting and Exhibition will be a change from the customary beach and waterfront resorts. Our selection of The Grove Park Inn in Asheville, North Carolina offers an opportunity to stay in a historical Appalachian Mountain site built in 1913. Although it doesn't boast of marble, chrome or a beachfront, it is not short on charm or amenities.

Once the home of F. Scott Fitzgerald, the hotel has often been recognized for its Great Hall, where original furnishings are still in use, and massive rock fireplaces cleverly house elevators. The hotel has long been a resort of celebrities like Edison, Ford, the Rockefellers, and no less than eight presidents.

This tranquil location is a wonderful setting for our 17th annual meeting. Outstanding programs designed by A.I.C.D. and Quincy have been planned for members and exhibitors, based on our continuing education format. This year we will focus on changes in sales and sales management.

You are invited to join us, as we take this opportunity to become better prepared to operate our distributorships successfully, using every means to *reduce our*

"CONSTANT PRESSURE"



FROM THE PRESIDENT....

We live in a world of pressure! Our customers think they need more pressure. We provide service when they lose pressure. We are trying to sell them constant pressure. In the current economic climate, we may experience pressure to increase revenues while cutting expenses. We may sense pressure to improve the way we manage our business, such as hiring and motivating our sales force. We know we have to keep the pressure on the competition. All of us face a variety of pressures away from work as well.

Let me invite you to retreat to the mountains of North Carolina and take full advantage of the 17th Annual A.I.C.D. General Meeting. The Board of Directors has an exciting meeting planned around the theme of "Constant Pressure." The speaker program will highlight the front lines of our organizations – sales and sales management. The meeting format and venue will also provide an opportunity to discuss those pressures we sense behind the front lines.

I personally have found great value in interacting with other A.I.C.D. members and building relationships with them. I have sold Quincy Air Compressors for Service Pump & Compressor for fifteen years. Throughout our growth as a distributor, A.I.C.D. has proven its value with support, co-op purchasing programs, information on changes in the market, and a steady stream of business ideas from which to choose. My goal is to see your organization fully benefiting from A.I.C.D. as we experience this world of pressure.

Finally, let me thank two individuals who have faced the pressure in stride: John Zorn, thanks for your capable leadership over the last two years; and Shirley McCoy, thanks for your dedication and tireless efforts on behalf of the A.I.C.D.

See you in Asheville!

W.A. Kiker

AICD – CDA – CAC – The Learning Curve -and THE BIG QUESTION

It wasn't too many years ago that most Quincy distributors were not sure that joining a new distributor organization (AICD) would have any benefit to their individual organizations.

Hindsight being what it is – we can now see that Quincy distributors have saved thousands of dollars each year through the efforts of the AICD's preferred vendor and co-op buying program. Perhaps of even more importance is the constructive dialogue that your AICD officers have had over the years with the folks at Quincy Compressor. Prior to the AICD – distributor relations with Quincy were perhaps, at a low ebb.

Today there are two other organizations in which AICD is involved, and like in the early days of the AICD, there is confusion about the member benefits derived from such an association.

AICD is a member of the CDA (Compressor Distributors Association.) CDA is comprised of five compressor distributor organizations. These compressor distributor organizations are formed from the distributors of Quincy, Atlas Copco, Sullair, Gardner Denver, and Comp Air. All told CDA represents over 650 individual compressor distributors, of which you are one.

The CDA in its' quest for excellence in compressed air distribution is basically the conduit through which your voice is heard on the national level at the CAC (Compressed Air Challenge®). You may recall that the CAC was started by the US Department of Energy in an attempt to help American industry produce and use compressed air more efficiently.

Over the past four years, the Compressed Air Challenge® has been remarkably productive. The CAC (with much input from CDA) has organized an extensive network of compressed air experts, published a comprehensive industry source book, developed and launched two successful training courses and created a pool of qualified instructors to ensure that CAC materials and messages are delivered consistently and objectively. The Level One and Level Two courses have also been taught to CDA members at a greatly reduced price. Because of your involvement with the CDA and CAC The Compressed Air and Gas Institute members have developed and may launch this year and next Level Three and Level Four training. CAGI's training will lead to individuals becoming compressed air "specialists" and compressed air auditors. Individuals who complete all four levels of training will be held in high regard within our industry. It should be noted that many organizations have such training programs including accountants, doctors of medicine, insurance professionals, etc.

Other CAC training is at this moment being rolled out. "Airmaster" software training is now available for those distributors who wish to do preliminary air surveys. I believe, Quincy Compressor Company has realized the value of many of these CAC concepts. Quincy purchased the Air Science group to give you the ability of doing compressed air audits in your territory. Before Air Science, independent rogue auditors would come into your territory, do audits, furnish equipment, (not yours) and you never had a chance to give your customers a competitive offering.

Shortly, you as an independent compressed air distributor will have a CAC and CDA sponsored "Best Practices Manual". This manual, which is co-authored by Bill Scales of Scales Air Compressor Co., contains about 100 years of compressed air component and system knowledge. This is must reading for new and experienced compressed air sales personnel.

Further CAC – CDA initiatives have been to fund and help develop a college engineering course at Iowa State University. The first course, which is now running with 59 students enrolled, will concentrate on compressed air, vacuum, and drying/filtration components. A second future course will concentrate on putting these components into systems. Web based counterparts are also being developed so that anyone can take these courses for either college credit or for non-credit.

Your benefit as owners of compressor distributorships is that for the first time in American History of compressed air you can now draw upon an engineering knowledge pool regarding our industry. No longer will you need 2-3 years of in-house training to teach sales engineers about the products and services you have to offer. These courses will not guarantee you a good salesman, only an engineer with the product knowledge that in the past would take you 2-3 years to impart.

NOW FOR THE BIG QUESTION – How much of your AICD dues goes toward membership in the CDA and CAC???? Answer: approximately\$62.50/for membership in both organizations.

Did your learning curve just get shorter??

Tom Mays

Tom Mays
Quincy Distributor-AICD Member
Past President-Compressor Distributors Association
Vice President-Compressed Air Challenge®

REGIONAL DIRECTORS

REGION 1

Jim Bruce
Reapair Compressor Services, Inc.
1318 Speers Road
Oakville, Ontario L6L2X4 Canada
905-825-2032 Fax: 905-825-2236
jbruce@reapair-compressor.com

REGION 2

Mike Cranford
Patton's Inc
3291 South Boulevard
Charlotte, NC 28209
704-523-4122 Fax: 704-525-5148
pattons-cit@mindspring.com

REGION 3

Dave Smith
Comp-Air Service Company
13195 NW 38th Avenue
Miami, FL 33054
305-687-8787 Fax: 305-769-1730
flstfhar@msn.com

REGION 4

Charles Pugh
Dallas Compressor
8300 Sovereign Row
Dallas, TX 75247
972-233-9870 Fax: 214-688-1805
cpugh@ix.network.com

REGION 5

Doug Flesner
Grimms Pump & Supply
420 Creek Drive
Rapid City, SD 57709
605-343-3629 Fax: 605-343-4475
rapidnet.comgrimm02

REGION 6

Scott Westerhoff
K C Compressor Works, Inc
1248 Birchwood Drive/P.O. Box 3028
Sunnyvale, CA 94089
408-745-7454 Fax: 408-745-3464
scott@kccompressor.com

REGION 7

John DeWaha
Air Equipment, Inc
4560 Spartan Industrial Dr
Grandville, MI 49418
616-531-8940 Fax: 616-531-0084
jdewaha@airequipmentinc.com

A.I.C.D. EXECUTIVE BOARD

PRESIDENT

BILL KIKER

Service Pump & compressor Co., Texas

VICE PRESIDENT

STEVE VOLKMAN

Cochrane Compressor Company, Illinois

SECRETARY

STEVE REED

C.H. Reed, Inc, Pennsylvania

TREASURER

ALTON STOKES

Southeastern Pump & Compressor, Alabama

PAST PRESIDENT

JOHN ZORN

Cochrane Compressor Co., Inc., Wisconsin

ADVISOR

MIKE SCHMELTZER

Rogers Machinery Co., Inc, Oregon

COMMITTEES

Membership – Steve Volkman
Education – Ron Nordby
Vendor Liaison – John DeWaha
Newsletter – John Zorn

Staff

Shirley McCoy Sandy Gascoigne



EXCERPTS FROM THE A.I.C.D. BOARD OF DIRECTORS MEETING

JANUARY 19, 2002

The Winter Board Meeting was held at the Embassy Suites Hotel, Scottsdale, Arizona. The entire Executive Board was in attendance, as well as Regional Directors 1, 3, 4, 5 and 6. Directors 2 and 7 were absent.

Guests Included Ken Rollins, Dean Chew, and Mike Batchelor from Quincy Division, Enpro Corporation.

The meeting was called to order at 7:40 A.M. by Bill Kider, President. Following the Call to order, new Board members Jim Bruce, Region 1, and Dave Smith, Region 3 were introduced.

- ▶ The minutes of the Executive Board Meeting of October 10, 2001 were read and approved.
- ▶ Treasurer Alton Stokes presented the financial report for fiscal 2001, as well as the budget for 2002. Both were reviewed and approved by the Board.
- ▶ Sandy Gascoigne reported 71 paid member companies.
- ▶ Shirley McCoy promised March distribution for the next issue of Airmail.
- ▶ A committee was formed for responsibility of reviewing exhibitors to the General Meeting with solicitation of those companies for event sponsorship.
- ▶ Fifty-five responses from the A.I.C.D. Fall Regional Questionnaire were reviewed. Bill Kiker will evaluate them for possible further action. A common concern by members was Quincy's marketing program, to be addressed under New Business.
- ▶ Outgoing Directors of Regions 2, 4, and 5 were asked to have their replacements selected by the end of August.

The Quincy staff members joined the meeting.

- ▶ Mike Batchelor gave a marketing report on reciprocating and rotary products.
- ▶ Ken Rollins reported on the Goodrich EIP Group spin-off.

- ▶ Dean Chew introduced Quincy's new Freedom Finance Program.

A working lunch was served in the Board Room.

Old Business

- ▶ John Zom reviewed the C.D.A. minutes from their January meeting. The dues structure was addressed, followed by the approval of the Board to continue C.D.A. membership for one year, with further affiliation to be evaluated.
- ▶ Bill Kiker confirmed the 2002 General Membership agenda.
- ▶ The meeting theme will be "Constant Pressure."
- ▶ General Meeting attendance fees for members, spouse/guests, and exhibitors will remain the same as 2001.
- ▶ Ron Nordby presented proposed speakers Rick Johnson (keynote) and Joseph C. Ellers (secondary).

New Business

- ▶ Sandy Gascoigne presented possible sites for the 2003 General Meeting. Following discussion, the Board selected Scottsdale, Arizona. Hotel selection will be made prior to the 2002 General Meeting.
- ▶ A Marketing Committee was formed, to be chaired by Alton Stokes. Quincy staff assured their cooperation to work with this committee to address marketing approaches.
- ▶ A budget was approved to build and maintain the A.I.C.D. Web-site. Maintenance of the site will be investigated by Steve Volkman.

The meeting was adjourned at 4:25 P.M.

**GENERAL MEETING NOTE:
BE SURE TO SIGN UP FOR THE
PLANNED TOURS NOW! ADVANCED
REGISTRATION IS REQUIRED. THE
HOTEL ADVISES THAT SPA TRIPS
MUST ALSO BE PRE-REGISTERED**