

## PREFERRED VENDOR PROGRAM UPDATE



I am trying to develop a simple program that can be easily tracked by the vendors, based on membership participation. My initial contact with our existing vendors has been met with positive response. The vendors are willing to offer preferred status to our membership as long as the volume of business received from A.I.C.D. is high enough to warrant additional discounts. Volume will be reviewed quarterly, and each vendor will make an annual decision for continuation in the program.

Our participation is key. Without a commitment from the principles of our A.I.C.D. member organizations, the program will fall into its current state of indifference. As I update our list of Preferred Vendors and solicit new ones, I will provide an outline of what each vendor offers to our paid membership in return for increased business.

### The current preferred Vendors are:

Air System Products	Baldor Electric
Henry Bourg	Bill Ferguson
716-683-0435	501-616-4711
Thermal Transfer	Steel Fab
Shelley Christenson	Rich Wonder
262-554-8330	715-479-6804
Manchester Tank	Summit Oil Co.
Michael Stampley	Rodney Rushing
615-370-6148	903-534-8021

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## FROM THE PRESIDENT....

Greetings...I would like to thank all of the members, vendors and Board of Directors for their participation and support in the 17th Annual Meeting in Asheville, NC. I especially want to thank Shirley McCoy and Sandy Gascoigne for the huge contribution that they made to the success of this meeting.

As we near the end of this fiscal year, with our new term beginning September 1st, I look forward to new challenges and opportunities with A.I.C.D. We have been pursuing options on implementing an A.I.C.D. website, that would provide valuable information to our members. We plan to offer information on the latest developments within the air industry, as well as information on products and services available to our members, and direct links to our preferred vendors. This website will also allow us to constantly provide updated news and information about activities within A.I.C.D., therefore replacing the *Airmail* newsletter. With this goal in mind, this could very well be the last Airmail. I welcome your input and help in developing this website. Please feel free to call me if you would like to be involved.

With the end of this fiscal year upon us, I encourage you to get your membership renewal and dues returned as soon as possible, so that we can formulate a list of members in good standing.

Once again, I am anxious to move forward together with our members, to grow and strengthen A.I.C.D. in the coming year.

Regards,

William A. Kiker, President

## PREFERRED VENDORS

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### The current Preferred Vendors cont:

Solberg Mfg. Charlie Solberg 800-451-0642	Midwest Control Terry Connolly 847-487-0900
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### Additional Vendors who have shown interest:

Silvan Industries Spectrix Technologies Transair Pneumatech/Conservair	Hydrothrift Corp. Thermotech Zander
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### Target Vendors:

Rix (Specialty gases, High Pressure Boosters)  
Blower Suppliers  
Leasing Companies  
Air Tool Suppliers  
Shop Equipment Suppliers  
ACR (Loggers and Software)  
Electrical Suppliers (A-B, Square-D, etc.)  
Contact Management Software Suppliers  
Office Equipment Suppliers  
Auto/Truck Suppliers (Discount Programs)

Please review the above lists, and contact me with any useful information or ideas. You can reach me at Air Equipment, Inc. 800-727-2479. Your input would be greatly appreciated. In the meantime, review your commitment to the existing preferred vendors, and see if you can increase your level of support. I will be in touch soon.

John deWaha  
Air Equipment, Inc.

## TAR HEEL CLASSIC



In addition to her duties as A.I.C.D. first lady, Cheryl Kiker found energy enough to lead her teammates Ray Fremont and Steve Kollmyer to victory in the Tar Heel Golf Classic. Their score of 6 under par 64 tied the team of Roger Michael, Mike Stampley, Manny Cafiero and Sandy Tomasini, who lost a scorecard playoff.

A.I.C.D. thanks all the golfers for their participation, patience and understanding of the fickle mountain weather. See you next year in Scottsdale!  
*Steve Kollmyer*

## ANNOUNCEMENT

Due to a health issue, Sandy Gascoigne is unable to continue her commitment to the administration of our organization.

The Executive Board is pleased to announce that effective 09/16/02, the position will be filled by Cheryl Kiker. Cheryl's experience as Administrative Assistant, and her familiarity with the compressed air industry has given her a strong background for A.I.C.D. Please correct your company records to reflect the change in address, phone, fax and e-mail:

Association of Independent Compressor  
Distributors (A.I.C.D.)  
3680 St. Andrews Drive  
Beaumont, TX 77707

Phone & Fax: (409) 842-5151  
E-Mail: aicd@peoplepc.com

# ASHEVILLE MEETING HIGHLIGHTS

The May 2002, Asheville North Carolina Meeting proved to be a good venue. Those that arrived early were greeted by a couple of *bone-chilling days*. The golfers and sightseeing attendees endured, and on Monday, spring in the Smokies arrived.

The continuing A.I.C.D. Education Program was well received. Speakers Rick Johnson and Joseph Ellers were on target for our industry, and have answered post meeting follow-up calls. A segment on marketing was enriched by the commandeered "volunteers" who represented the "jungle out there". The moment of that levity was captured on film.....



Raccoon Kiker



Bear Schmeltzer

The standard 3-day agenda was tightly scheduled for all. This year's program included two spouse / guest tours. Monday's trip included lunch and a tour of the Artist and Craft community of the adjacent area. Tuesday's guests were treated to a tour of the Biltmore Estates, lunch and the Biltmore winery. Spa time in the beautiful Grove Park Spa filled spare hours for many guests.



Biltmore Estate



Grove Park Spa

Quincy's Tuesday program was informative and as always, an interactive tool for members and Quincy staff. The Distributor dinner hosted on Tuesday evening was very nice, and a pleasant closure to a productive and active three-day program.

## REGIONAL DIRECTORS

### **REGION 1**

Jim Bruce  
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### **REGION 7**

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Grandville, MI 49418  
616-531-8940 Fax: 616-531-0084  
[jdewaha@airequipmentinc.com](mailto: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

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Cochrane Compressor Co., Inc., Wisconsin

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**MIKE SCHMELTZER**

Rogers Machinery Co., Inc, Oregon

## COMMITTEES

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

### Memorial Notice

We sadly report that Bill Scalchunes' wife, Dolores passed away. Our members recognize the family name to be Scales, of Scales Air Compressor, New York. A.I.C.D. made a donation in her name to The Don Monti Memorial Research Foundation. If you would like information on the Foundation to make an individual contribution, please contact Shirley McCoy at 623-975-9100.

