



The long awaited A.I.C.D. website is up and running.... The website officially went live in January of this year. The site is intended to provide the most up to date information regarding A.I.C.D. and developments within the compressed air industry, as well as providing a constant line of communication between A.I.C.D. and its members. The site offers a complete membership directory, calendar of events, annual meeting page, preferred vendor pricing, Airmail newsletters, and bulletin board. Some areas of the site are password protected such as membership and preferred vendor pricing.

If you are a member of AICD and have not yet accessed the site, please contact Cheryl Kiker at the administration office to get password information, (409)842-5151.

In an effort to communicate with the membership in a more timely and cost efficient manner, broadcast emails will be used to notify you of activity within A.I.C.D., therefore it is critical that we have current email addresses for all of our members. Please notify Cheryl of any email or website changes within your company.

We look forward to your comments and suggestions regarding the site.

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FROM THE PRESIDENT....

As I consider that the A.I.C.D. is embarking on its 19th year as an association and I reflect on my years of involvement and service on the Board, I am very grateful to have had the opportunity to be involved in such a great organization.

Of the various groups that I have been involved in, the level of energy and integrity that I have observed by those associated with the A.I.C.D. board has made my involvement, a venture which was truly an "investment" of my time.

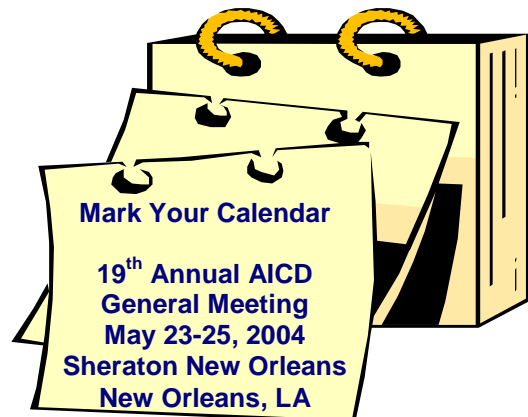
Since my first meeting of the A.I.C.D. in 1990, I have seen the A.I.C.D. grow from 56 members to a 77 member strong association. In order to maintain that level of growth, many voluntary hours are spent in meeting and planning to provide a viable resource to the A.I.C.D. membership.

I would like to encourage you, if you have an interest, to get involved. Feel free to contact myself; or one of the board members if you have any questions or are interested in serving the association in some capacity.

This is an association for the members, you're contribution in any capacity would be appreciated.

William A . K iker

President 2001-2003



18TH Annual Meeting – Scottsdale, AZ

Thanks to all of you that attended the meeting this year. Although membership attendance was low, the meetings and exhibition went very well.



Ron Nordby, Education Director, provided a great program with speakers Tom Reilly and John Graham.



Quincy provided two sessions of training, as well as hosting a wonderful poolside cocktail reception and banquet on Tuesday evening.



The Exhibition portion of the meeting offered a record 43 vendor booths, including 9 first time vendors.



Steve Kollmyer, John Zorn, Bill Kiker and Mike Schmeltzer debating the rules of golf

“Scottsdale Shootout”



Sixty four golfers, drivers and putters at their side, faced each other in the Arizona Dawn. After the last resounding drive was hit, after the final putt was holed, the sharp shooting team of Chad McDaniel, Rhett Lasserre and Dave Sexton were the only golfers still standing. Their score of 62 was three better than Jim Morgan, Rodney Rushing and Steve Kauffman.

Thanks to everyone for participating in the Scottsdale Shootout. See you next year In New Orleans.

Steve Kollmyer, Golf Chairman



A special “thank you” to Steve Kollmyer, after 10 years as Golf Chairman Steve has officially resigned his position.



EVENT SPONSORS

Legris-Transair
Sunday Cocktail Reception Co-Sponsor

Pneumatech & Conservair and Solberg Mfg.
Monday Breakfast Sponsors

CPI Engineering & Manchester Tank
Monday Lunch Sponsors

LA DI ESOUTI NGS



Cyd deWaha sets up for a shot across the water during the ladies golf outing on Monday. The ladies also toured the Cosanti Gallery and Wrigley Mansion, as well as treating themselves to an afternoon at The Mist Spa.

Quincy Compressor presents “Future Insight” at the 2003 AICD Meeting

Future Insight was Quincy’s theme at the 18th General Meeting and Exhibition of the Association of Independent Compressor Distributors held May 18 – 20 in Scottsdale, Arizona. There were 53 AICD members from 36 different distributorships represented at this year’s event. The event opened with an exhibition on Sunday evening where Quincy along with other AICD vendors displayed their products and services. Quincy Compressor displayed the NFPA 99 5 hp 120 gallon duplex QMS, PLT 15 hp, NFPA vacuum module, QSC 7.5 and 10 hp units, Pro\$ync dryer, Mist Eliminator, QIFD-HTD high temperature dryer, QSI-500 aircend cutaway, Q\$ync control display, and Air Science Engineering drains and flow control. This event gave our distributors the chance to look at our products up close and have their questions answered by our sales, marketing and product managers.

During the event on Monday and Tuesday afternoons, Quincy’s sales and marketing staff shared Insight into new products, marketing programs, new channels to market, training, TCV and competitive sales information. We introduced new programs to increase brand equity for Quincy Compressor with our Distributors by using a new truck decal program and a new Quincy/Distributor partnership positioning campaign – The Face of Reliability.

On June 16th and 23rd as part of our proposed new training programs, we offered four Q-Link on-line sessions to the Distributors and their sales teams that were unable to attend this year’s AICD meeting. This assured them an opportunity to view the presentations. These sessions were conducted on-line with 50 distributors from the U.S. and Canada taking part and hearing the information first-hand from Ken Rollins, Steve Bybee, James Jones, Vijay Jeste, Curt Greifer, Rob Williams, Chris Downs, Dave Conley, Glenn Cerimele, and Pat Beauchamp. These sessions were conducted without anyone leaving their office buildings. Future training sessions for Q-SERV, virtual library, parts, service, new products, and other programs will be conducted using Q-Link.

Article provided by Jane Bond
Quincy Compressor



QUINCY IMPLEMENTS TRUCK DECAL PROGRAM

Quincy is now offering truck decals for distributor service trucks. For more information contact your Area Manager.



A service truck of our Canadian distributor, ReapAir Compressor Services, Inc. in Oakville, ON shows our new Quincy Compressor truck decals.

We could sell factory direct, but the
real value of Quincy is more than just
a name – it’s a face.

Brad is one of 200 Authorized Quincy Distributors and he’s been selling, installing, and maintaining compressed air systems for over 25 years. You could say he is a compressed air expert and that’s why we’ve partnered with Brad.

It’s a partnership backed by the latest technology and a complete product line engineered for maximum efficiency and dependability. Our promise of True Blue Reliability is about confidence, performance, and trust – and Brad is keeping our promise to you everyday.

Find your local Authorized Quincy Distributor at
www.quincycompressor.com or call 888.424.7729



**Quincy
Compressor**

True Blue Reliability

ABC Compressor Sales & Service

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AICD - PREFERRED VENDORS

Please visit the website to get AICD special pricing and direct links to the websites of our preferred vendors.

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|---|--|
| ● Air System Products
Henry Bourg
716-683-0435 | ● Baldor Electric
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