

Preparing for Tomorrow's Challenges

2003 Convention—Honorary Members Recognized

What is the most worth while event in the bearing industry? If you answered something other than "WAID's Annual Convention in Carmel" then you must not have been in attendance this year! This was by far one of the most well received conventions in several years. Comments from the evaluations include:

"Overall another well put together, well run convention" and "This is such a nice group...although newcomers, [we] felt very welcome and invited to everything." One attendee summed it all up by saying, "My highlight of the year!"

This year, the speakers seemed to present timely messages. Bob Daniel, The Timken Corporation, opened the seminar with a presentation on understanding trends in the industry. His numerous graphics displayed pressure curves with many examples to illustrate different aspects of the industry. Phillip Van Hooser followed with a dynamic and personal presentation on leadership. The audience continually nodded their heads in agreement

and many times broke out in laughter as they identified with his stories. Bob and Phillip's presentations complimented each other's perfectly and the members reinforced their timely messages by wanting the session to continue into the afternoon. Many stayed afterwards to discuss specific topics until Phillip had to rush to catch a plane.

The Board of Directors recognized new Honorary Members Al Dye and Tom Driscoll. Many members spent much of the evenings reminiscing with Al and Tom. WAID is very thankful for their contributions over the years!



Bob Daniel (above) emphasizes a point during the 2003 Convention. Phillip Van Hooser (below) posed many questions to the audience during the session. Here he has paused for the members to contemplate their answer.



From the President

The WAID Board of Directors, along with Connie Seitz, worked hard to bring you an entertaining and educational convention this year. Their hard work paid off! We had one of the best conventions ever. We had two dynamic and informative speakers in Bob Daniel of the Timken Company and professional speaker, Phillip Van Hooser.

Once again we had a great golf tournament under the direction of Mike McClister. There were many opportunities to network

with our fellow distributors, customers, and suppliers. And of course, wonderful food and accommodations at the La Playa Hotel in beautiful Carmel California.

Despite all of that, our Board has set a goal to make next year's convention even better!

It's not too early to mark your 2004 calendar for September 19-21 and just plan on a few days in Carmel. We are striving to bring together another dynamic convention, but what we need to

make it the best one ever is for you to attend. While you're at it, why don't you bring a friend. New distributor members are our target this year, so while talking business, mention WAID. You may be surprised at the attendance next year!

Thank you for the opportunity to serve as President of our WAID. Our Board welcomes your ideas and suggestions so that we can do a better job of serving you and our industry.
—Tim McGuire

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Future Convention Dates

September 19-21, 2004

September 25-27, 2005

September 24-26, 2006

2003 Convention Speakers

Putting an exclamation point on the annual convention would be a tough job. With the La Playa as the host, the beautiful Pacific Ocean and Carmel By The Sea as our playground, the spirited golf tournament, and the walking tour to keep us busy, how can we miss? All of this set in an inviting environment among our peers designed to enable us to better understand and promote our industry. The exclamation point of the 2003 Annual Convention just might have been this year's speakers, Bob Daniel and Philip Van Hooser.

Our first speaker, the dynamic Bob Daniel of The Timken Company, spoke to the value of understanding the trends in our ever-changing industry. He

shared numerous anecdotes utilized by Timken. Observations that the *installed base is shrinking* through consolidations and offshore activity along with *excess capacity* complicated by the diminishing focus on the "value proposition" and consolidation among distribution, end users, and manufacturers were explored thoroughly as Bob interacted with the group.

Philip Van Hooser, a Certified Speaking Professional, is "the Business Speaker with Uncommon, Common Sense" was our second speaker. He has a Fortune 500 Human Resources background which he related stories and personal experiences into his message. Philip's presentation was fast paced and right

on target to the group as demonstrated by the many questions and extended dialogs that took place long after the session was over. His discussion centered on leadership in a changing environment and attendees were treated to a mini workshop on the subject. Everyone came away from his discussion with practical challenges to old management paradigms related to leading employees. The presentation provided a snapshot of what leadership tools are required in today's business environment that will lead us to the leadership edge we are all seeking. Remember that if there is no vision, people will perish. More information on Philip Van Hooser and his presentations can be found at his website, www.vanhooser.com



Golf Chair Mike McClister

Golf Greetings

Beautiful Carmel California, fantastic weather, superb golf course, and great people. It doesn't get much better than that.

This year our annual WAID Golf Tournament was held at the beautiful and challenging Laguna Seca Golf Club. As in the past, the tournament was a great success. It didn't matter whether you were an avid golfer or a beginner, a good time was had

by all. Everyone was a WINNER!

Designed for a great time, the tournament also gives everyone an opportunity to network and get to better know key industry members.

Be sure to mark your calendars to attend next year's event. I'll hold a spot for you!

Your Golf Chair, Mike McClister



"Here it is!"

Harry Moore hamming it up for the camera at the 2003 Golf Tournament.

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WAID

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Membership

Another GREAT time was had by all in Carmel. We had two guest speakers for the business meeting and we had two new Honorary Members in Tom Driscoll and Al Dye.

Both Tom and Al were previous members of WAID, contributing greatly to its success by their service and support.

WAID members continually comment on how valuable this conference is to their company's

marketing and sales. Networking is important in order to build a personal rapport with others. That rapport is crucial in growing your sales.

Please tell your business associates about WAID. The more members we can attract, the more we can enhance the value of our membership and participation.

The Board of Directors continue to recruit new members. All

members are strongly encouraged to recruit convention attendees along with new members. You may call our office at any time to receive membership packets to distribute. These are handy to have tucked in your briefcase when meeting with associates. Connie will be more than happy to mail you a handful.

We look forward to seeing everyone again in 2004!

—Membership Committee Chair
Chuck Conrad