

The Distributor

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McGuire Bearing Company

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Thompson Industrial Supply

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Board Member

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Board Member

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Hitachi Maxco, Ltd

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Executive Director

Connie Seitz
Association Resource Center



2002 Convention Brings Members Together

Once again WAID members and friends gathered in Carmel, California this past Fall for the Annual Convention and Golf Tournament. This year's event was well attended and welcomed several new faces.

President Donn Veenhuis opened the event with welcoming remarks during Sunday evening's dinner. Later that evening, Samuel Clemens, aka Mark Twain, paid a visit. Everyone in attendance was transported back to the time of steamboats along the Mississippi River and the poetic and colorful memories of an American treasure.

Monday began bright and early with the Members' meeting. One of the meet-

ing highlights was former WAID President Rick Call reading several excerpts from minutes of meetings in the 1950's, 1960's and 1970's.

The education session featured two energetic speakers discussing the industry's future from their perspectives. Mike Thomas opened the session with his presentation from the customer's point of view. Mr. Thomas is a Certified Purchasing Manager in Portland, Oregon.

US Tsubaki's own Bob Callahan followed with a dynamic and stirring presentation. He challenged everyone to get back to "the



Bob Callahan and Mike Thomas

personal touch." Mr. Callahan emphasized the "service" part of Customer Service. "The trend has been to just send letters. It is time to get back to the personal interactions of sales calls" stated Callahan.

The members left the session with plenty to think about. That's our goal... Now let's put in action!

From The President...

It is both an honor and a challenge to be President of WAID. I look forward to working with our Board and with Connie Seitz to bring you an educational and enjoyable Annual Convention in September.

Your Board is working hard to make sure that this year's convention is well attended. So mark your calendar now and tell your business associates of the benefits of being a member of WAID and attending our

annual event.

The Board is committed to bringing dynamic speakers who will present ideas on how to make your business more profitable. We are also committed to providing opportunities to network with your suppliers, customers and fellow distributors. Lastly, we are committed to making your time spent at the convention fun by providing you with nice accommodations, good food, great entertain-

ment, and tremendous camaraderie at a wonderful location. It just doesn't get any better!

I urge you to attend our convention and consider participating on our Board of Directors. I can tell you from experience that it is rewarding to work with such great people in such a wonderful organization.

Thank you for the chance to serve you and our industry — Tim McGuire

**A NEWSLETTER FOR THE MEMBERS OF
WESTERN ASSOCIATION OF INDUSTRIAL
DISTRIBUTORS**

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**Annual Convention
September 21-23, 2003**

WAID

We're on the Web!

www.waidonline.org

Welcome to New Board Members

WAID welcomes two new Board of Directors. Eldon DeHaan, Vice President Strategic Accounts, US Bearings & Drives, is joining the officers as Sergeant-At-Arms. As a Distributor Representative to the Board, Eldon will serve a total of five years, moving through the offices and retiring as Immediate Past President. Eldon founded Montana Bearings in 1982. He sold the branches to US Bearings & Drives in 1997. His interests are golf and gardening.

Jeff Welsch, Director, National Sales and Distribution, Hitachi Industrial Chain Division has joined the Manufacturer Representatives as a Board Member at Large. His term will last three years. Jeff comes to WAID with twenty three years experience in the Industrial Power Transmission Industry.

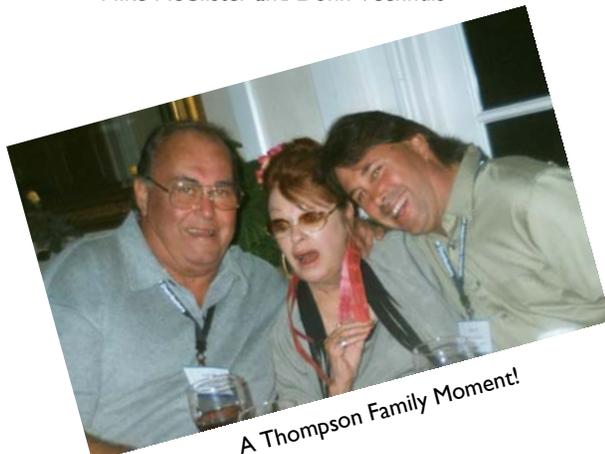
Both gentlemen bring with them decades of business and industry experience and are a welcome addition to the WAID Board. As an association we are grateful for their interest, and commitment to furthering the goals of the organization. We look forward to benefiting from their energy and new ideas.

Annually during the Member's meeting, WAID elects two new Board Members; one distributor and one manufacturer. If you are interested in helping your association as a member of the Board of Directors, please contact either Connie at the WAID office or any of the current Board Members. Your input is greatly appreciated!



Retiring Board Members
Mike McClister and Donn Veenhuis

Harry Moore
and
Jeff Welsch



A Thompson Family Moment!



Tim McGuire, Jerry Bartel, Felix Wilson