



# The Distributor

## Preparing for Tomorrow's Challenges

## WAID Celebrates 50th Anniversary!

A golden anniversary is something to be very proud of, especially when you think about organizations. Groups come and go with the economy or with social trends, but not WAID. This association is resilient, and conventions have survived even in the days of after 9/11 when air travel was completely stopped in the United States.

Originally established as Associated Bearing and Power Transmission Distributors (AB&PTD) in 1955, twenty founding members took a bold step to formally establish a non-profit corporation for the good of the industry. Mind you, our organization came before the Mechanical Power Transmission Equipment Distributors Association was

founded in 1960 (later changed its name to PTDA). The goal was simple: to educate, network and share a common fellowship.

So, here's to our founders! We salute your foresight and thank each and every one of you:

- Chas A. Fowler
- Joseph D. Geiger
- Charles H. Hanson, Jr.
- John M. Gasper
- Benjamin A. Evans
- Edward F. Theobald
- Ray Davilla
- Chas. S. Wood
- M. B. Shriver
- Carnation Garcia

- Sam L. Barnes
- John A. Rohrs
- Larry J. Masterson
- Floyd A. Richmond
- Joseph H. Jacobs
- Stanley E. Seagren
- H. L. Monroe
- W. S. Corneille
- Jack J. Kellar
- E. J. Litteneker

*Original founders as listed on the Articles of Incorporation filed with the State of California on December 14, 1955.*

## Invitation from President Gary Thompson, Jr.

On behalf of the Board of Directors, I would like to invite you to our 50<sup>th</sup> Anniversary celebration in beautiful Carmel, California. We will be returning to none other than the La Playa Hotel for our lodging and meeting site.

You will see a slight variation in this year's schedule, so please make sure to review the listing on page 2 when making your travel plans. We don't want to miss you at the Sunday evening reception!

This year we are honored to present Mrs. Wendy McDonald as our featured speaker during Monday's educational seminar. Mrs. McDonald is an icon in our industry, and we are thrilled that she will join us in celebrating a milestone for our organization.

Fifty years. Can you believe it? WAID has survived through industry booms and economic recessions, through triumphs and through 9/11. WAID is not just an industry association. It is an annual must, a happening, a

family! We come together year after year out of tradition, out of duty, out of loyalty and out of love. This is not just an educational seminar or a golf tournament. WAID is one of those events in life that you hope to come across and make a part of your own life—personal as well as professional.

If you have considered checking out what WAID is all about, 2005 is the time to do it. Join us. You'll be glad you did.

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### 2004-2005

#### Board of Directors

President	Gary Thompson, Jr.
Vice President	Eldon DeHaan
Secretary/Treasurer	Kurt Weinheimer
Sergeant-At-Arms	Chuck Hatfield
Director	Jeff Welsch
Director	Jerry Bartel
Director	Chuck Conrad
Immediate Past Pres	Tim McGuire
Membership Chair	Steve Hoyt
Golf Chair	Bill Wood

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## 2005 Annual Convention Schedule

### Change in Schedule for 2005

#### ~ Sunday ~

This year WAID is changing the convention schedule slightly. Start your convention by attending the Welcome Reception in the fabulous gardens of the La Playa Hotel. Registration packets will be handed out in the gazebo area where you can then choose your favorite beverage and get reacquainted with old friends.

Later, grab a friend and venture out to one of the world famous restaurants in Carmel or anywhere along the Monterey Peninsula. Reservations are recommended for parties larger than four. Don't know where to go? See dining guides located in the hotel lobby or there is always the award-winning Terrace Grill right under your nose. The La Playa Hotel's own restaurant is a delectable treat, and close to home! Sunday night is a premier networking opportunity.

#### ~ Monday ~

Monday is the Annual Members' Meeting and Educational Seminar. We are honored to have Mrs. Wendy McDonald join us this year as our featured speaker. Mrs. McDonald is an icon in the industry and will share some of her words of wisdom and foresight during this morning event.

Spouses may enjoy a hosted Continental Breakfast from 9:00 - 10:30 a.m. in the Executive Suite. This is a wonderful place to meet some fabulous people, plan your golf strategy and maybe set up a stroll among the Hansel-and-Gretel style shops on Ocean Avenue!

Monday evening is the second change you will see this year. The Board of Directors invite you to join them for an evening of fabulous food and entertainment. Dave Hosley is well known in the East Bay area for entertaining crowds with his magical keyboard and unbelievable voice. One song from Dave and you will know he thoroughly enjoys what he does! This is sure to be a rousing evening of fun and dance.

#### ~ Tuesday ~

The Annual Golf Tournament will be held at the Laguna Seca Golf Club, featuring the golfers' buffet breakfast, refreshments and box lunches. If golf isn't your thing, try a visit to a tasting room at one of the area's world famous wineries. Tuesday morning is excellent opportunity for networking.

The conclusion to the Convention is the always popular Farewell Dinner featuring hosted cocktails and a sumptuous meal. Golf prizes will be awarded along with the traditional "Passing of the Gavel."

#### **Sunday, September 25, 2005**

- 2:30 pm Board of Directors Meeting
- 3:00 - 6:00 pm Registration & Welcome Reception
- 4:00 pm Hotel Check-In

***Sunday Dinner is on your own***

#### **Monday, September 26, 2005**

- 7:30 am Continental Breakfast
- 8:00 am Annual Meeting
- 9:00 am Hosted Spouse Breakfast
- 9:00 am Educational Seminar
- 1:00 pm Networking Opportunities
- 6:30 pm Hosted Cocktails, Dinner & Entertainment

#### **Tuesday, September 27, 2005**

- 7:30 am Golfers' Breakfast Buffet & WAID Annual Golf Tournament, Laguna Seca Golf Club
- 6:30 pm Hosted Cocktails, Dinner & Awards Ceremony

#### **Wednesday, September 28, 2005**

- 8:00 am Board of Directors Meeting

***Conclusion of the 2005 Annual Convention!***

## Wendy McDonald is Featured Speaker

WAID is honored to present one of the most respected person in industry today. Wendy McDonald will join us for the entire convention and highlight the educational seminar as the featured speaker.

Mrs. McDonald incorporated BC Bearing Engineers in 1944. Under her direction, the company grew from what was initially a small machine shop into an international group of companies operating throughout the Americas – from Alaska to Chile.

During her career as one of Western Canada's most prominent businesswomen, Mrs. McDonald has received numerous awards and accolades from her industry and business peers. She was elected Chair of the Vancouver Board of Trade in 1990, the first woman

to hold that position in its 103-year history.

In 1995, Mrs. McDonald received an Honorary Doctorate Degree from Simon Fraser University. For her lifelong contribution to industry, commerce and business in British Columbia, she was appointed a Member of the Order of Canada in February 1997.

In May 1998, Mrs. McDonald traveled to London, England to receive recognition as a "Leading Women Entrepreneur of the World." She was awarded Entrepreneur of the Year in the Master Category for the Pacific Region in October 1999, and was selected as the National Finalist representing the Pacific Region.

In 2001, the Consumer's Choice Awards

recognized Wendy as "Business Woman of the Year".

In June 2005 Mrs. McDonald was once again recognized with an Honorary Doctorate of Technology from the B.C. Institute of Technology in Burnaby, B.C.

Throughout her career, Mrs. McDonald has also found time to devote to community service and other organizations. She remains a Governor of the Vancouver Board of Trade, an organization for which she holds a special affection, and has served on the BCIT Board of Governors. She is also Chair Emeritus of the Canadian Council for the Americas (BC Chapter), Chair of PACE (Pacific Corridor Enterprise Council) and Director of the B.C. Paraplegic Association

## 2004 Convention Highlights

A WAID convention just wouldn't be, well, a WAID convention without laughter, meetings, great food, golf, and just plain old fun! Each year industry members come from all over the United States and Canada to a small hamlet on California's Monterey Peninsula know as Carmel-by-the-Sea. This annual gathering is not just "a good time," but rather a key outing that has developed some of the most important relationships a company could ever hope to establish.

In 2004, WAID members encompassed those non-members in attendance in such a way that by the end of the convention everyone was a member! From the very first reception, to the golf tournament, and to the very last dinner people mingled, laughed, danced, listened, discussed, applauded, and generally embraced the experience. And WAID is an experience!

Opening the convention with dinner and dancing, the 2004 Welcome Dinner was one of the best openings we have ever had. Keyboardist Gil Thomas and his saxophone player "Bobby" came from Reno, Nevada specifically to entertain WAID. "Actually, you entertained us" stated Thomas while packing up for the evening. "Everyone was dancing and having such a great time that it was hard to end." Former Board member Bill Wood added, "What a way to start off the

convention!"

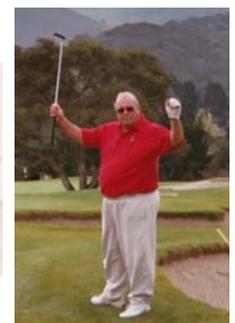
The next day business was conducted during the annual membership meeting. Elections were held and the state of the association was discussed. Once business was concluded, featured speaker, Tom Scully, took over. He guided members through a 90 minute seminar on sales. This became the talk of the convention with Tom's unorthodox approach to the professional world of sales. He addressed the issues of sales strategies, sales management skills and selling behavior, while offering compelling insight into behavior modification.

On Tuesday, the Annual WAID Golf Tournament was held. Now mind you, many players **ONLY** play golf once a year...during WAID! Can you imagine a golf course after a huge wind storm with tree limbs and bark scattered all over the fairways? Well...I can only say that we had perfect weather and a whole lot of laughs!

The Farewell Dinner included the golf awards and the traditional "passing of the gavel" for the association's president. Vice President and President Elect Gary Thompson Jr. presented out-going President Tim McGuire with a photo collage and the President' plaque. "Tim and his family has a long history with this organization" stated Thompson. "This represents many aspects of Tim's life, not just

the business side but also the family side."

The 2004 Annual Convention ended with an invitation to the 2005 Convention which will be a celebration of this 50 year old tradition known as WAID.



# La Playa Hotel Information

Located conveniently in the heart of Carmel, the La Playa Hotel is two blocks from Carmel Beach and just a step away from fine dining at Carmel's world famous restaurants.

The hotel is easily reached from both Hwy 1 and Hwy 101, and is just 15 minutes from the Monterey Airport or 90 minutes from the San Jose Airport.

Make all hotel reservations directly with the La Playa Hotel.

Reservations: (800) 582-8900  
Group ID: WAID  
Room Rates: \$200 Non-View  
\$225 View  
\$160 Limited number of Village View rooms available

A few cottages are available at special rates - call hotel for availability and rates

All Rooms: Add 10% Room Tax

Space is limited and the hotel rooms go fast. Make sure to register early!

Please note that there is no elevator at the La Playa.

If you have any questions, please give the WAID office a call.



## Dress Code

During this "No ties allowed" Convention, business casual attire is requested.

Translation: No neck ties, and sports jackets are optional.

Sunday evening is a reception only. Dinner is on your own!

Join us Monday and Tuesday nights for dinners in the Poseidon Room of the La Playa Hotel



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