

* . . . * . . . *
THE RITZ-CARLTON *
Rancho Mirage

CALIF.

Tuning it Up

IN
THE
DESERT



November 12 * 14, 2024

MEMBER OWNERS — VENDOR PARTNERS
1994 **30** 2024

Independent. Cooperative.

Owners Meeting

Program * Guide

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IWDC Staff

Welcome

IWDC MEMBERS!

The IWDC Board of Directors and Staff would like to welcome you all to the 2024 IWDC Owners' Meeting at The Ritz-Carlton in Rancho Mirage, CA.

Our theme for this year's Owners' Meeting is: Tuning It Up In The Desert. Think of it as Independents getting together to work on their businesses, share best practices, learn about business improvement ideas, get the latest on gas trends, position for economic trends, discuss hot, relevant legal topics, and more.

We are proud of the continued development of our IWDC Next Generation Group (INGG) and encourage participation at both planned events scheduled Tuesday afternoon and Thursday during lunch.

We listened to you and like previous year's format we have a compressed agenda as we start our meeting with our traditional opening reception Tuesday evening, and we will wrap up Thursday evening with a nice closing reception and dinner. Our business agenda will run a partial day Wednesday and a full day on Thursday and is designed to share updates on our programs and strategic initiatives and to allow for ample time to listen to your feedback.

Agenda

DAY 1: TUESDAY, NOVEMBER 12

2:30^{PM} to 6^{PM}: Registration Open, Ballroom Foyer

Optional

EVENT

INGG NETWORKING
SOCIAL PUB TRIVIA

4:30^{PM} to 6^{PM}

Sponsored by



Springs Lawn

We will host Pub Trivia on the property. This high-energy, audience-interaction activity incorporates a barrage of Trivia Questions and Musical Trivia, along with short, fast, funny games. Each table or group of tables joins to form a team of Pub Trivia masters, all battling to win the respect of everyone else in the "Pub."



OPENING RECEPTION

7^{PM} to 10^{PM}

Vista Lawn

Join your fellow IWDC Members for networking while enjoying food, adult beverages, drinks, and desserts.

Sponsored by



DAY 2:

WEDNESDAY, NOVEMBER 13

REGISTRATION OPEN

7^{AM} to 8:30^{AM}

Ballroom Foyer

BREAKFAST

7^{AM} to 8^{AM}

Sponsored by



FIFTH THIRD BANK



Concourse

GENERAL SESSION

8^{AM} to 11:30^{AM}

Salons 1 - 4

Sponsored by

EPICOR

- * Welcome & Co-op Business Updates
- * Finance Updates
- * Retirement Recognition - John D'Amaro
- * IWDC Staff Update
- * EDI Platform - Tina Estes
- * H2 Services for the Mobility Sector - Rudy De La Fuente & Chris Castiglione
- * Tune in for some sage legal perspective - Andrew Kaplan

Meeting Breaks -
Refreshment
Stations

Sponsored by

SAVINGS⁴
MEMBERS™

LUNCHES

GROUP LUNCH

11:30^{AM} to 1^{PM}

Concourse



Optional

EVENT

LADIES' PRIVATE LUNCH
& BUSINESS MEETING

11:30^{AM} to 1^{PM}

The Snug * You must be registered to attend.

Optional

EVENT

REIGNITE HOPE RIG TOUR

1:30^{PM} to 5^{PM}

Concourse

Take a Rig Tour where we train our students for a career in welding, get them certified in the welding trade and assist them with job placement.



Evening Open

Optional

EVENING

PALM SPRINGS AERIAL TRAMWAY

Please note the departure times below.

Sponsored by



1:15PM to 5PM

San Jacinto Mountain * You must be registered to attend.

Today's journey takes guests on an awe-inspiring ride up one of the steepest mountains in North America aboard the Palm Springs Aerial Tramway. From the Sonoran Desert to an Alpine Forest in 12 minutes. Get whisked away from the desert floor to 8,516 feet at the top of a magnificent mountain on the world's most spectacular aerial ride, offering 360-degree views as it ascends the San Jacinto Mountain.

1:15PM to 5PM

SAN ANDREAS ECO JEEP TOUR

San Andreas Fault * You must be registered to attend.

This educational eco-tour focuses on stories about the plants, animals, geology, and history of the California desert.

Guests will wander, explore, and take plenty of photos in the recreated Indian Village while a knowledgeable guide entertains what life was really like for the early desert settlers.



1:30PM to 5PM

TAP INTO THE FUN - CRAFT BREW TOUR

Coachella Valley and La Quinta Brewing Company

You must be registered to attend.

Delve into the vibrant craft beer scene nestled within the desert landscape, where each sip tells a story of innovation and flavor.



Optional

EVENT

11AM to 3PM

SPOUSAL EVENT & LUNCH

Participants will be done in time to see the Bob Jackson Award ceremony.

Porta Via and El Paseo * You must be registered to attend.

Lunch at Porta Via, known for its chic and sophisticated ambiance. The restaurant offers a diverse menu featuring a blend of American, Italian, and Mediterranean cuisine. Modern and elegant decor creates a comfortable yet upscale dining experience.

Shopping in El Paseo, home to many luxury fashion brands and boutiques, including Saks Fifth Avenue, Ralph Lauren, and Gucci, along with local designer shops offering unique fashion and accessories.



AFTERNOON GENERAL SESSION

2PM to 5PM

Salons 1 - 4

- * Innovation at CK Supply - Past/Present/Future - Ned Lane
- * Gas Overview - Rich Mansmann
- * Retirement Recognition - Sue Reiter
- * Member Recognition Awards
- * Steve Bunyard, ReIGNITE HOPE
- * Board Transition
- * Bob Jackson Award

CLOSING EVENTS

CLOSING RECEPTION

6PM to 7PM

Ballroom Terrace/Foyer



CLOSING DINNER & REIGNITE HOPE RAFFLE DRAWING



Wright Brothers Global Gas™
Global Capabilities with Local Flexibility

7PM to 10PM

Salons 1-4

Dinner

ReIGNITE HOPE Raffle
Drawing

DAY 4:

FRIDAY, NOVEMBER 15

Optional

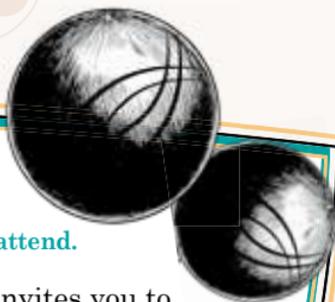
EVENT

Bocce Ball
Tournament

9AM to 11AM

Springs Lawn * You must be registered to attend.

2024 Tournament host Keith Werkley invites you to compete with your fellow owners to win fabulous prizes and bragging rights for the year. Even if you haven't tried bocce ball before, it is easy to learn and fun to play.



Maps

Spring
Lawns

Bocce Ball

INGG Social

Thunderbird

RT

Mirada
Ballroom

INGG MTG

RT

The Snug

Ladies
Lunch

Gen

Clo

Morn
sic



Ballroom Terrace

Closing Reception

Sunrise

RT

Salon IV

The Springs

RT

Salon III

General Session

Ballroom Foyer

Salon II

Registration

Evening Dinner

Salon I

Vista Lawn
Opening Reception

Mission Hills

RT

**Evening-
side**

Tamarisk

RT

RT

Boardroom

RT

Concourse

**Breakfast
Lunch**

Reignight Hope Rig Display



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succeed, with exclusive
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Learn more about member benefits:
iwdc.savings4members.com

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KEEP AN EYE ON YOUR EMAIL FOR AN INVITATION TO A WEBINAR SESSION IN OCTOBER WITH FIFTH THIRD BANK!

JOIN THE SUCCESS STORY: LEARN HOW TO UNLOCK THE BENEFITS OF THE COMMERCIAL CARD PROGRAM EXCLUSIVELY AVAILABLE TO IWDC MEMBERS



Learn about key benefits such as:

- **REBATE:** Join a longstanding and successful program that allows you to earn higher rebates
- **COST SAVINGS:** Enjoy reduced transaction fees and better expense management
- **ENHANCED CONTROL:** Gain greater control over spending with detailed reporting and customizable spending limits



Featured Speakers

Wednesday,
November 13

General Session:

8^{AM} to 11:30^{AM}

**Rudy De
La Fuente**
Industrial Gas
Consultants LLC.



**Chris
Castiglione**
WestAir Gases
& Equipment



H2 Services for the Mobility Sector

We've all been getting an education on hydrogen applications and the growth of transportation options through Chris and Rudy's social media postings and their active participation in related industry forums. Westair is investing significantly in the infrastructure needed to move these applications from the evaluation phase to commercial development. Chris and Rudy will review the transportation hydrogen opportunity, what's unique in California, and how they have become first movers in overcoming objections and fulfilling the commercial market needs.

Round Table Assignments





The Springs

AOC

Complete Welders
Supply

CRIOGAS, S.A.
de C.V.

GTW Welding
Supplies

Holston Gases, Inc.

Kirkland Welding
Supplies, Inc.

Oxygen Products
Calgary Ltd.

Ron-Son's Torch
Repairs & Sales Ltd.

S.J. Smith Company

Vern Lewis Welding
Supply, Inc.

WestAir Gases &
Equipment, Inc.



Mirada

Butler Gas Products
Company

Encore Gas & Supply

Industrial Source

Innovair Group

JW Welding Supplies
& Tools

Lampton Welding
Supply, Inc.

Liberty Industrial
Gases & Welding
Supplies, Inc.

Rocky Mountain Air
Solutions

Simcoe Gases, Inc.

South Jersey Welding
Supply Co.

Welder Service
Company, Inc.

Weldstar Company

Western Canada
Welding Products,
Ltd.



Sunrise

Ace Welding Supply

ARC Gas & Supply,
LLC

Arc3 Gases

Brooks Range
Supply, Inc.

Core Industrial
Gases, Inc.

Cryo Weld
Corporation

DuPuy Oxygen

Ivey Industries, Inc.

Koehler Welding
Supply, Inc.

Maine Oxy

MJB Welding
Supply, Inc. **New**

Red Ball Oxygen
Company

Service Welding
Supplies

Wilson Products
Compressed Gas
Company, Inc.

SAVE THE DATE

2025 SALES & PURCHASING CONVENTION
June 22–24 • INDIANAPOLIS, INDIANA



SAVE THE DATE

GAS MEETING

HOSTED BY

 **PurityPlus**[®]

SPECIALTY GASES

XXX

**2025 GAS MEETING
HOSTED BY PURITYPLUS
TRADEWINDS
ISLAND RESORTS
ST. PETE BEACH, FL
FEBRUARY 17-19, 2025**



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Bob Jackson Memorial Award Recipients

In Recognition of their Volunteer Spirit and Personal Sacrifices of Time, Effort, and Resources for the Common Good of the IWDC

2000

TOM MINKLER
Quimby Corp.

2001

JOE CHURILLA
Cameron Welding Supply

2002

CHARLIE WRIGHT
Wright Brothers, Inc.

2003

JIM KISSLER
Norco, Inc.

2004

CHRIS JENNINGS
Ramsey Welding Supply, Inc.

2005

BOB THORNTON
South Jersey Welding Supply Co.

2006

LINDA STANDLEY
ILMO Products

2007

ANDREW CASTIGLIONE
WestAir Gases & Equipment

2008

RON PIERCE
WESCO Gas & Welding Supply, Inc.

2009

CARL PAINE / **"BUZ" EDWARDS**
Maine Oxy / Arcet Equipment Co.

2010

TOM DUNN
Cee Kay Supply, Inc.

2011

"RED" BARNES
Fresno Oxygen & Welding Supplies

2012

GARY BERTRAND
Encompass Gas Group

2013

KENT WILSON
Four Corners Welding & Gas Supply

2014

JOE WINKLE
Weldstar Company

2015

PAT GARTEN
Sutton-Garten Company

2016

JOSEPH GRECO
Greco Gas Inc.

2017

MIKE BARNES
Fresno Oxygen & Welding Supplies

2018

GRANT COCKSHOT
Welders Supplies Limited

2019

RAY DILLARD
Arc3 Gases

2021

DAVE UNGRU
Koehler Welding Supply

2022

JIM EARLBECK
Earlbeck Gases & Technologies

2023

MARK HAUN
Haun Welding Supply, Inc.



Re**IGNITE** HOPE™
NO ONE **JOBLESS**



Reignite Hope is a unique, non-profit training program that started on Skid Row in downtown Los Angeles in 2011 teaching the skill of welding to men and women, many of whom have been homeless, gang members and ex-offenders.

We train our students for a career in welding, get them certified in the welding trade and assist them with job placement. Our students have the power to change their lives for the better, gained from the support and skills they attain in our free, faith-based, hands-on classroom and welding center.

We continue to replicate our job training program in cities across the United States and around the world through the generous support of our donors who want to see hope reignited in hundreds of lives each year.

IWDC
OWNERS' MEETING

Save
the Date



NOVEMBER 4-7

HYATT REGENCY **COCONUT POINT** RESORT AND SPA
BONITA SPRINGS, FLORIDA

ENDC Staff

MANAGEMENT TEAM



President & CEO
Frank Kasnick



**Vice President,
Sales & Vendor
Management**
Keith Werkley



**Chief
Financial
Officer**
Tim Springer



**Chief
Information
Officer**
Tina Estes



**Vice President of
Gas Programs**
Rich Mansmann



**Director of
PurityPlus
Program**
Ashley Bivins



**Distribution Center
Operations
Manager**
Jon Ferrell

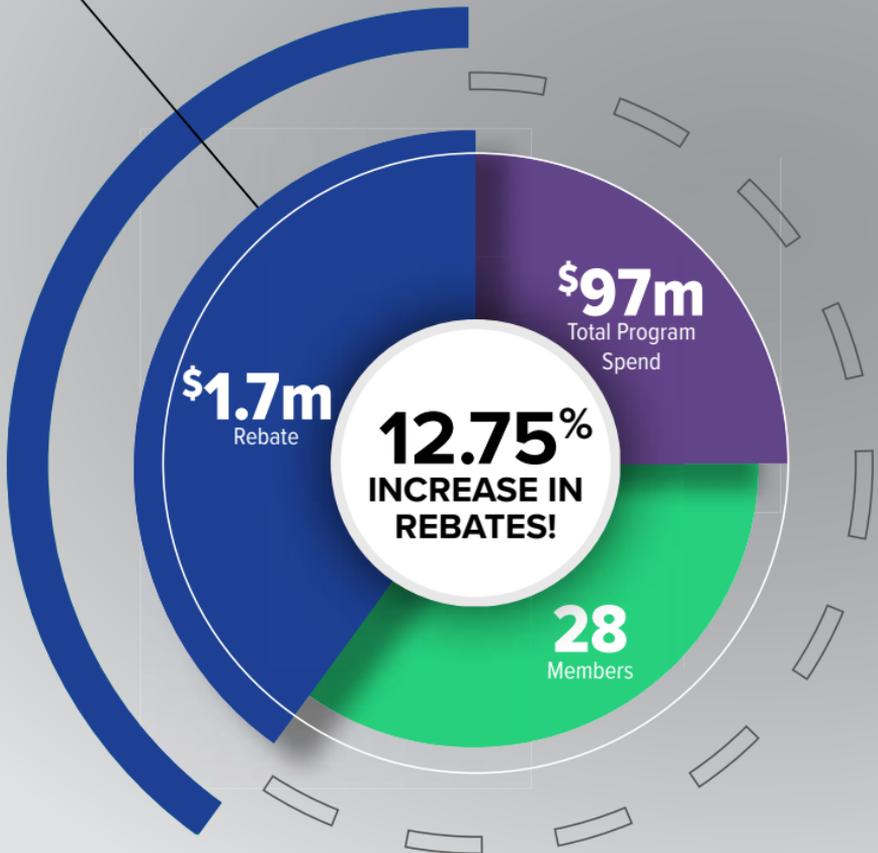


FIFTH THIRD BANK

\$1,700,000 IN REBATES

2024 TRACKING PERFORMANCE

IWDC Members earned higher rebate tier four consecutive years.



Thank You to Our Sponsors



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EPICOR



SAVINGS  MEMBERS™



 **R+L** CARRIERS 



Wright Brothers Global Gas™
Global Capabilities with Local Flexibility