

November 4-7, 2025

IWDC

# Owners' Meeting



*Steering  
Choppy* *Through  
Water*

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

# Table of Content

		<b>Welcome Letter</b> #4
		<b>Resort Map</b> #6
		<b>Agenda</b> #8
		<b>Speakers</b> #18
		<b>Round Table Assignments</b> #28
		<b>Member Attendees</b> #34
		<b>Bob Jackson Award</b> #47
		<b>IWDC Staff</b> #54
		<b>Notes</b> #56



## DOWNLOADING THE APP INSTRUCTION GUIDE

- Step 1:** Download Cvent Events in the App Store.
- Step 2:** Search for the meeting name “2025 IWDC Owners' Meeting”
- Step 3:** Click on the blue download button to download the event app.
- Step 4:** Enter in your First & Last name and email.
- Step 5:** Log In.
- Step 6:** Once you log in you will receive an email and text with a Verification Code. Use that code in the app.
- Step 7:** Make sure to Allow Push Notifications.

# Welcome

## IWDC MEMBERS!

The IWDC Board of Directors and Staff would like to welcome you all to the 2025 IWDC Owners' Meeting at the Hyatt Regency Coconut Point Resort & Spa in Bonita Springs, FL.

Our theme for this year's Owners' Meeting is: "Steering Through Choppy Water." We are independents gathering at the coast of Florida to work on positioning their business in uncertain times. This is more than just a meeting—it is an opportunity to collaborate, share best practices, and discuss how to steer through our challenges.

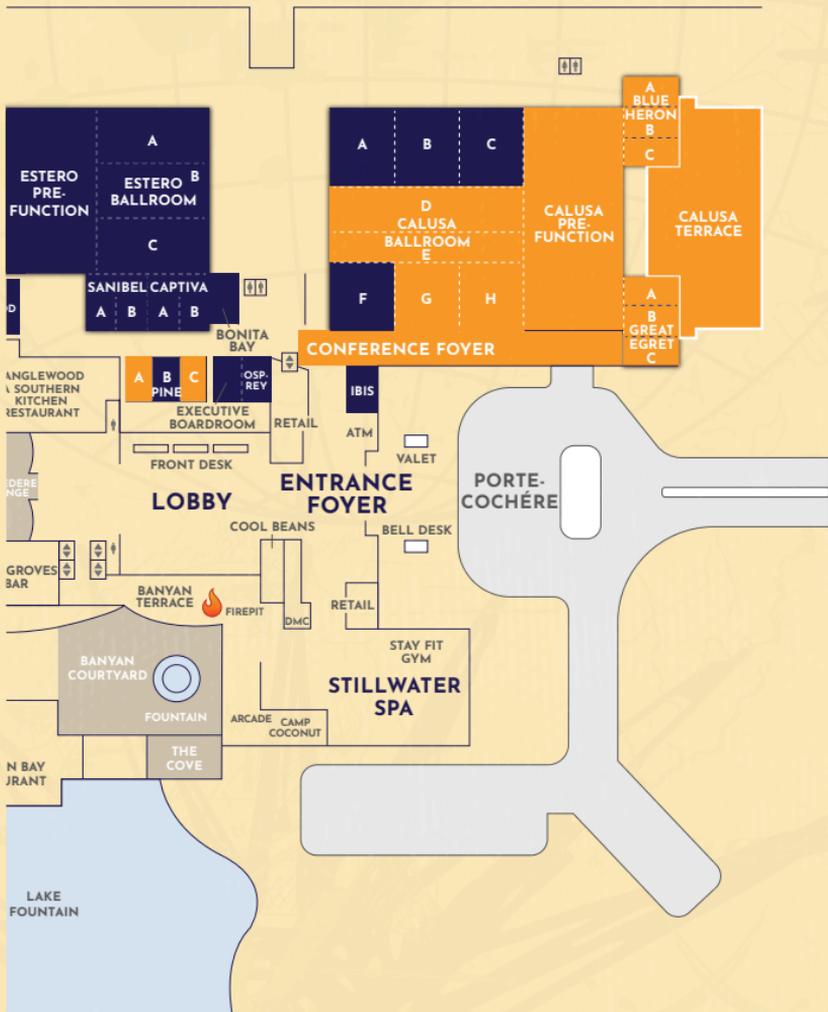
How should we think about the AI tsunami? Where is e-commerce in our industry? How do we best deal with ever-present cyber threats and fraudsters? How should we navigate through gas sourcing decisions – what new options do we have to consider? Along the journey, IWDC will help make the ride less bumpy by sharing progress in our EDI platform, Weldmark®, Distribution Centers, Gas and PurityPlus® programs.

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 years' format we have a compressed agenda as we start our meeting with our traditional opening reception on Tuesday evening, and we will wrap up Thursday evening with

# Map





# Agenda

## DAY 1:

*Tuesday, November 4*

*2:30 PM – 6:00 PM: Registration Open, Conference Foyer*

---

### ON PROPERTY OPTIONAL EVENT

*4:30 PM – 6:00 PM:*

*INGG Networking Social Pub Trivia, Royal Palm Courtyard*

---

Back by popular demand, but reimagined with a spirited twist, Pour Decisions is not your average trivia night. It's a fast-paced, cocktail-infused competition designed to bring the Next Generation Group together for an evening of laughs, networking, and just the right amount of friendly sabotage.

Teams will go head-to-head through themed trivia rounds, from pop culture and cocktails to corporate legends and random nonsense, all while sipping curated drinks that pair perfectly with each round. With a lively host, bonus lightning challenges, and prizes for the champs (and maybe the most “creative” wrong answer), this isn't just trivia—it's an experience.

*Prizes will be awarded  
to Trivia Winners.*



## OPENING RECEPTION

*7:00 PM – 8:00 PM: Registration Table  
will be at entrance*

*7:00 PM – 10:00 PM: Opening reception,  
Waterfall Pool Deck & Cypress Courtyard*

---

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

**Thanks to our Opening and Closing  
Reception Sponsors - ESAB, ORS Nasco,  
& The Beringer Group.**



**ORS Nasco**



# DAY 2:

*Wednesday, November 5*

*7:00 AM – 8:30 AM: Registration Open, Conference Foyer*

*7:00 AM – 8:00 AM: Breakfast, Calusa Terrace (Outside)*

**Thanks to our Coffee/Beverage Stations Sponsors -  
Dynaflux, The Horton Group, & Fifth Third Bank**



Insurance / Risk Advisory / Employee Benefits

**HORTON**



**FIFTH THIRD BANK**

*8:00 AM – 12:00 PM: General Session, Calusa D-H*

-  Welcome & Co-op Business Updates
-  IWDC Finance Updates
-  Fraud & AP CC – Tim Springer, Steve Payne, & Chris Patterson
-  Gas Sourcing – Rich Mansmann & Ed Hotard
-  **Break**
-  Update on Vendors, Weldmark & Distribution Centers – Chris Stout & Jon Ferrell
-  Bob Jackson Memorial Award Presentation
-  **Lunch**

*12:00 – 12:30 PM: Grab & Go Lunch, Calusa Terrace (Outside)*

## OFF-SITE OPTIONAL EVENTS

*Please note the departure time below.  
Bus loading will be located at the Front Drive  
of the Hotel.*

You must be registered to attend.

*12:30 PM - 5:00 PM: Golf at Spanish Wells  
Country Club*

**Thanks to our Beverage  
Cart Sponsor - Ehlen Heldman**



*1:00 PM - 4:00 PM:  
Catamaran Sail -  
there will be two separate boats.*

## ON PROPERTY OPTIONAL EVENT

*1:30 PM - 3:30 PM:  
Bocce Ball Tournament,  
Royal Palm Courtyard*

**Evening Open**

# DAY 3:

Thursday, November 6

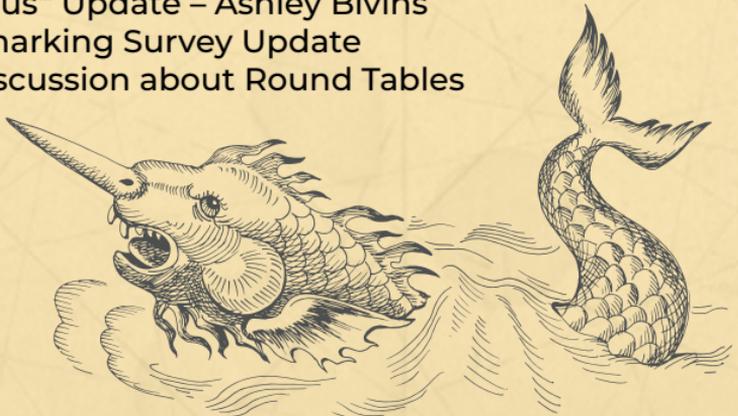
*7:00 AM – 8:00 AM: Breakfast, Calusa Terrace (Outside)*

**Thanks to our Coffee/Beverage Stations Sponsors -  
Dynaflux, The Horton Group, & Fifth Third Bank**



*8:00 AM – 10:00 AM: Morning General Session, Calusa D-H*

- ⚙ Opening Comments
- ⚙ AI – Tina Estes (IWDC), Jonathan Bein (Distribution Strategy Group), Kevin Short and Brandon Roach(ORS Nasco)
- ⚙ PurityPlus™ Update – Ashley Bivins
- ⚙ Benchmarking Survey Update
- ⚙ Brief Discussion about Round Tables



*10:00 AM-12:30 PM: Member Round Table Meetings*

*Check your nametag for Round Table assignments.*

- ✿ Grow—Bob Laing—Great Egret A
- ✿ Leverage—Steve Castiglione—Great Egret B
- ✿ Patronage—Mark Raimy—Great Egret C
- ✿ Dividend—Ben Ciceri—Blue Heron A
- ✿ Network—German Trejo—Blue Heron B
- ✿ Benchmark—Carr DuPuy—Blue Heron C
- ✿ Partner—Zane Lee—Pine A
- ✿ Recruit —Greg Stoneback—Pine B
- ✿ Engage—Pat Garten—Pine C

### **Lunches**

*12:00 PM - 1:45 PM: Group Lunch, Calusa Terrace (Outside)*



## ON PROPERTY OPTIONAL EVENT

You must be registered to attend.

*12:30 PM - 1:45 PM: INGG Educational Business Lunch (Educational begins at 12:45 PM), Calusa B-C*

---

### **IWDC Next Generation Lunch Hour:**

Matthew Foster & Bradley Williams, The Beringer Group

**Topic:** Preserving Control While Transitioning Ownership: The Role of A and B Shares in Family Business Succession

Many owners want to involve the next generation without losing control or creating family conflict. This session explores how A & B share structures can provide a clear, tax-efficient path for succession.

### **Highlights:**

- ⚙ Retain control until retirement
- ⚙ Include all children in ownership and economic benefits
- ⚙ Establish clear leadership with one designated successor
- ⚙ Reduce estate and transfer tax liability
- ⚙ Transition gradually with flexibility

*1:45 PM - 4:45 PM: Afternoon General Session, Calusa D-H*

---

- ⚙ Estate Planning – Matthew Foster & Bradley Williams, The Beringer Group; will include a Member panel discussing strategies for setting up LLCs

- ⚙ E-commerce – Jonathan Bein, Distribution Strategy Group
- ⚙ **Break**
- ⚙ Update on IWDC's EDI Platform – Tina Estes
- ⚙ Member Recognition Awards
- ⚙ Board Transition
- ⚙ Chairman's Address

## OPTIONAL EVENT

*5:00 PM – 6:00 PM Great Egret*

Ladies Business Happy Hour

## CLOSING EVENTS

*6:00 PM – 7:00 PM: Closing Reception, Calusa Pre-function*

*7:00 PM – 10:00 PM: Closing Dinner, Calusa D-H*

- ⚙ **Dinner**
- ⚙ Trivia Game to raise money for Habitat for Humanity

**Thanks to our Opening & Closing Reception  
Sponsors - ESAB, ORS, & The Beringer Group**



# Let's Get Social!

Connect with us on LinkedIn to  
keep up with the latest from IWDC,  
Weldmark, and PurityPlus!



# Speakers

## DAY 2:

Wednesday, November 5

Together with Tim Springer, IWDC CFO, Steven W. Payne, Senior Vice President of Fifth Third Bank's commercial Banking Division, and Chris Patterson, senior Treasury Solution Consultant, Fifth Third Bank, will discuss trends in fraud and how to protect your business. Steve will also provide a highlight recap of IWDC's very successful credit card program with Fifth Third Bank, which is being employed by IWDC and dozens of IWDC Members.

### STEVEN W. PAYNE

*Senior Vice President*

Fifth Third Bank,  
Commercial Banking Division

Steve Payne is a seasoned financial professional with deep commercial banking and relationship management expertise. As a Commercial Relationship Manager, Steve partners with middle-market and corporate clients to



# DAY 3:

Thursday, November 6

Tina Estes, IWDC CIO; Jonathan Bein, Co-Founder and Managing Partner of the Distribution Strategy Group; and ORS Nasco's Kevin Short, President and CEO, and Brandon Roach, Director of Sales, will address AI's current impact on industrial distribution. Tina will address IWDC's views, Jonathan will provide a high-level view across various industrial distribution verticals, and Kevin and Brandon will share ORS Nasco's deployment of Proton AI.



**ORS Nasco**

## KEVIN SHORT

*President & CEO*

ORS Nasco

A life-long distributor, Kevin has devoted 30 years to the chemical, plastic, automotive, and industrial sectors. Since 2020, he has served as the President and CEO of ORS Nasco – an industrial wholesale





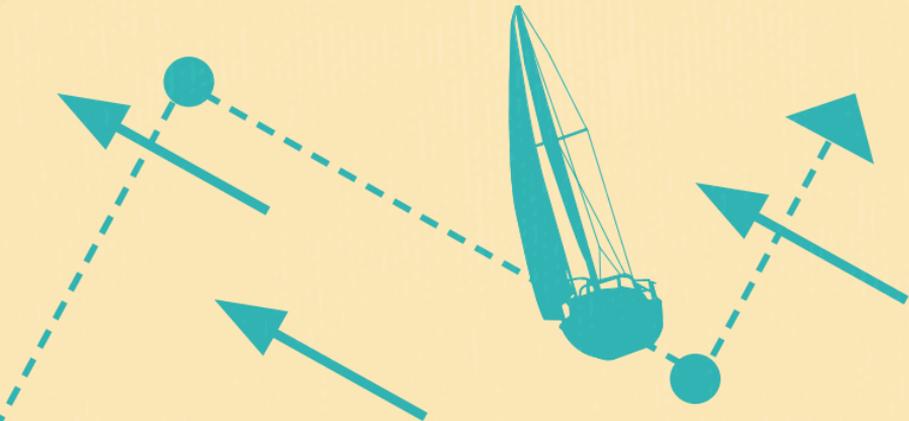
## JONATHAN BEIN, PH.D.

*Co-Founder and Managing Partner*

Distribution Strategy Group

Jonathan Bein, Ph. D., has worked with over 200 distributors to apply advanced analytics and AI to improve customer experience, define value propositions, estimate sales potential, and enhance strategies. Jonathan is a popular speaker, consultant, and teacher on how distributors can leverage technology.

**Jonathan Bein will present the findings of our IWDC E-commerce survey, which was conducted with all Members before our Owners' Meeting. Jonathan will address where we are and how we compare to other industrial verticals in terms of both B2C and B2B E-commerce.**



# Round Table Assignments



*Note: This is the current Round Table roster – not all Members listed are attending this year's Owners' Meeting.*



### Blue Heron C

- 🚢 AI Sport & Weld Supply
- 🚢 Ace Welding Supply
- 🚢 ARC Gas & Supply, LLC
- 🚢 Arc3 Gases
- 🚢 Brooks Range Supply
- 🚢 CamCarb
- 🚢 Cryo Weld Corporation
- 🚢 DuPuy Oxygen
- 🚢 Huber Supply Company, Inc
- 🚢 Koehler Welding Supply, Inc.
- 🚢 Maine Oxy
- 🚢 MJB Welding Supply
- 🚢 Oxygen Products
- 🚢 Piner's Welding Supply
- 🚢 Red Ball Oxygen Company, Inc.
- 🚢 South Jersey Welding Supply Co.
- 🚢 Wilson Products Compressed Gas Company, Inc.



### Blue Heron A

- 🚢 Airweld Industrial Gases & Supplies
- 🚢 All Gas Welding Supply Co., Inc.
- 🚢 California Welding Supply
- 🚢 Core Industrial Gas, Inc.
- 🚢 County Specialty Gases, LLC
- 🚢 Delta Gases, Inc
- 🚢 Flint Welding Supply Co., Inc.
- 🚢 Gases Tecnologia y Electrodo SA de CV
- 🚢 Indiana Oxygen Company
- NEW** Murr Welding and Design, Inc.
- 🚢 O. E. Meyer Co.
- 🚢 Thompson Brothers Welding & Industrial Supply
- 🚢 Western Gasco Cylinders Limited
- NEW** Young Welding Supply, Inc.



### Pine C

- 🚢 AllTex Welding Supply, Inc.
- 🚢 California Tool & Welding Supply
- 🚢 Central McGowan Inc.
- 🚢 Clovis Equipment & Supply Co., Inc.
- 🚢 Empresas De Soldaduras
- 🚢 General Air Service and Supply Company
- 🚢 Lock 8 Equipment Inc.
- 🚢 Lynarc Welding Supplies
- 🚢 McKinney Welding Supply, Inc.
- 🚢 Norco Inc.
- 🚢 S.J. Smith Company
- 🚢 Sutton-Garten Company
- 🚢 Youngstown Oxygen & Welding Supply



## **GROW** **Bob Laing**

### Great Egret A

- ⚓ Butler Gas Products Company
- ⚓ Encore Gas & Supply
- ⚓ General Distributing Co.
- ⚓ Hust Brothers Inc
- ⚓ Industrial Source
- ⚓ Innovair Group
- ⚓ JW Welding Supply
- ⚓ Lampton Welding Supply, Inc.
- ⚓ Rocky Mountain Air Solutions
- ⚓ Southern Oxygen & Welding Supply
- NEW** Trade & Industrial Supply, Inc.
- ⚓ Welder Service Company, Inc.
- ⚓ Weldstar Company/Depke
- ⚓ Western Canada Welding Prod. Ltd.



## **LEVERAGE** **Steve Castiglione**

### Great Egret B

- ⚓ A & M Fire and Safety Equipment, Inc.
- ⚓ Advanced Welding Supply Company, Inc.
- ⚓ Complete Welders Supply
- ⚓ CRIOGAS, S.A. de C.V.
- ⚓ GTW Welding Supply
- ⚓ Holston Gases, Inc.
- ⚓ James Welding Supplies
- ⚓ Kirkland Welding Supplies, Inc.
- ⚓ Oxygène Bois-Francis Inc.
- ⚓ Ron-Son's Torch Repairs & Sales Ltd.
- NEW** T.W. Smith Corp.
- ⚓ The Cryo Group, LLC
- ⚓ Vern Lewis Welding Supply, Inc.
- ⚓ WestAir Gases & Equipment, Inc.



## **NETWORK** **German Trejo**

### Blue Heron B

- ⚓ Alberta Welding Supplies Inc.
- ⚓ Allied Gases & Welding Supplies, Inc.
- ⚓ American Welding Supply, Inc.
- ⚓ AOC
- ⚓ Arc Weld Inc.
- ⚓ DeLille Oxygen Company
- ⚓ Four Corners Welding & Gas Supply
- NEW** Furtado Welding & Industrial Supply, Inc
- ⚓ Fyles Brothers
- ⚓ Industrial Welding Supply Inc.
- ⚓ Ivey Industries, Inc.
- ⚓ Jackson Welding & Gas Products
- ⚓ Mississippi Welders Supply
- ⚓ SYOXSA, Inc
- ⚓ Welders Supply & Gases



FIFTH THIRD BANK

# CONSISTENT GROWTH AND SUCCESS

Over **\$665MM**  
program spend  
(200% growth since program inception)

Over **\$9.5MM**  
in rebates paid!  
(500% growth since program inception)

## Then and Now: Consistent Growth and Success



### 2013

8 Members

- \$31,118,347 Spend
- \$274,537 Rebate

### 2024

29 Members

- \$99,252,492 Spend
- \$1,720,625 Rebate

### 2025 YTD (as of 8/30/2025)

29 Members

- \$98,019,840 Spend\*
- \$1,698,492 Rebate\*



\*2025 Projected subject to change; final tier to be determined on combined volume through December 31, 2025



**IWDC**

Independent. Cooperative.

**DISTRIBUTION  
CENTER FULL  
LINE CATALOG**



**NEW**

**IWDC Distribution Center Full Line  
Catalog features over 2200 SKUs of  
Weldmark and OEM products!**

# NEW COURSES



Enhance your University experience with our library of industry-specific courses.

## TRAINING TRACKS

Safety\*

Customer Service

Compliance/ Security

Sales

Office Basics

Leadership

*\* También disponible en español*

**Access a growing library of courses today!**

If you do not currently have a login to the IWDC University, please contact [marketing@iwdc.coop](mailto:marketing@iwdc.coop).



[go.bluevolt.com/IWDC/s](http://go.bluevolt.com/IWDC/s)

# 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.

**2024**

Chuck Mazoch  
Coastal Welding Supply



SPECIALTY GAS. THERE WHEN YOU NEED IT.



THE PERFECT MIXTURE

**CERTIFIED-QUALITY  
SPECIALTY GASES.  
UNPARALLELED  
LOCAL SERVICE.**

[PURITYPLUSGASES.COM](http://PURITYPLUSGASES.COM)

PurityPlus is a nationwide partnership of select independent specialty gas companies, unified under one brand, that guarantees certified-quality product and unparalleled customer service. The industry continues to consolidate suppliers, allowing the PurityPlus partnership to increase sales and local market share. PurityPlus is "The Perfect Mixture" of sales expertise, customer service, and quality that our customers need.

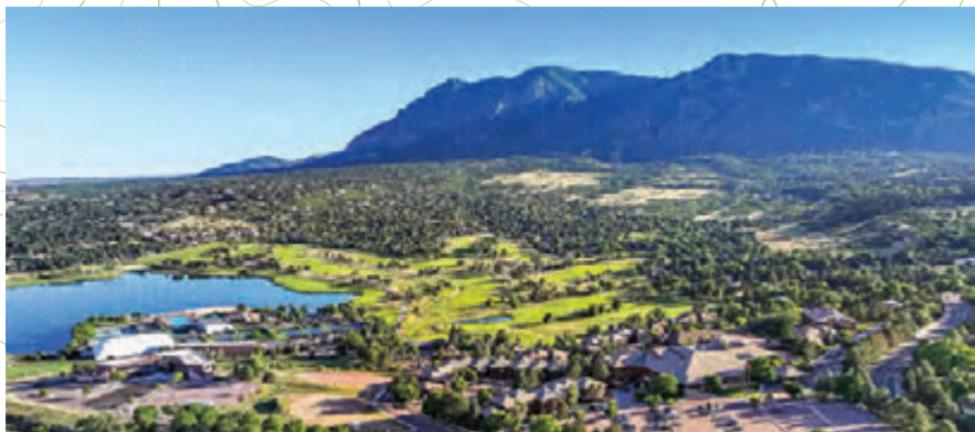
Whether you're interested in becoming a PurityPlus Producer or Distributor or have questions about specialty gases in general, please don't hesitate to contact Ashley Bivins, Director, PurityPlus Specialty Gas Program, at [ashley@iwdc.coop](mailto:ashley@iwdc.coop).

**GAS MEETING** HOSTED BY

**PurityPlus**®

SPECIALTY GASES

Save  
the Date



**COLORADO SPRINGS**  
**Feb 17-19, 2026**  
Cheyenne Mountain Resort

SAVE THE DATE

**S&P**

**2026**

---

**Sales &  
Purchasing  
Convention**

JUNE 1 – JUNE 3 | LOUISVILLE, KY | 2026



Independent. Cooperative.

# *Owners' Meeting*

*November 3-6, 2026*

*Omni La Costa Resort & Spa*

CARLSBAD

CA



# IWDC Staff

## CHAIRMAN OF THE BOARD

Carr DuPuy

DuPuy Oxygen



## EXECUTIVE

### President & CEO

Frank Kasnick

frank@iwdc.coop



## TECHNOLOGY

### CIO

Tina Estes

tina@iwdc.coop



### Systems Administrator

Kyle Staschke

kyle@iwdc.coop



### Enterprise Software Applications and Product Content Specialist

Lara Robertson

lara@iwdc.coop



### IWDC Special Projects

Roger Neu

roger@iwdc.coop



## GAS

### VP of Gases

Rich Mansmann

rich@iwdc.coop



## ACCOUNTING

### CFO

Tim Springer

tim@iwdc.coop



### Accounting Supervisor

Kayla Robinson

kayla@iwdc.coop



### Accounting Manager

Jayna Goodrich

jayna@iwdc.coop



### Staff Accountant

Jennifer Belcher

jennifer@iwdc.coop



### Staff Accountant

Kyle Pizzano

kpizzano@iwdc.coop



### Accounting Clerk

Robin Cervantes

robin@iwdc.coop



### Administrative Assistant

Logan Chandler

logan@iwdc.coop



### Director of PurityPlus

Ashley Bivins

ashley@iwdc.coop



# Notes

---

---

---

---

---

---

---

---



---

---

---

---

# Thank You

## TO OUR SPONSORS

*Platinum*



Computers  
Unlimited

*Gold*



ORS•Nasco



*Bronze*

**DYNAFLUX**  
QUALITY PRODUCTS

Insurance / Risk Advisory / Employee Benefits  
**HORTON**



FIFTH THIRD BANK

*Golf Outing Beverage Cart Sponsor*

