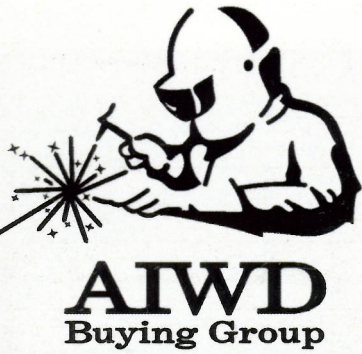


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## ADA Merger Update

Following the last AIWD Convention Newsletter members had some additional questions about the potential merger with ADA. AIWD Board President, Jim O'Connor and Brent Kortus set up at conference call with the ADA board to discuss further questions. The ADA Distributor Board member was Mark Falconer-Co Chair ADA, Bob VanKirk-Linde and Terry Hall-Retired Linde.

The following three questions were answered during the conference call:

- What is the structure of ADA and what are the basic rules?
- What is Linde's current role in ADA?
- What does Linde envision it's role to be to be if ADA and AIWD distributors merged to leverage the welding products segment of the business?

After hearing the answers to these questions, the AIWD Board still believes a merger would not work for AIWD members at this time.

If you would like more details, please contact Brent Kortus or Jim O'Connor.

## Trendex Goes Above & Beyond



### To Future Prospects & Clients :

"My name is Gary Holbrook, co-owner of Advanced Gas & Equipment in Houston, Texas. We purchased our Trendex package

almost 4 years ago back at our old location. Since then we have moved into our larger present location. As sales manager, I was on the road generating our sales in a very tough market. I have been working with the system on the sales side of the business

for all of that time. My partner as the inside guy has been running the accounting side of our business. Recently, our controller has left our company with all of her knowledge and training, and crippled us on some major issues. All of this happened during the holidays which made things even worse. We spent a lot of time on the phone with

Soumitra and his lovely wife Anna learning how to do some basic invoicing, journals and purging. They

**"The service they provided after the sale was without question, excellent. The system is very complete, user friendly & diverse."**

have been extremely helpful way beyond the call of duty. Soumitra came to Houston on short notice and spent three full days helping us close out our year along with tons of training. We worked 15 hour days because of our time

constraints. We consider the Trendex group to be not only partners in our business, but close friends with our company. The service they provided after the sale was without question, excellent. The system is very complete, user friendly and diverse. We are very satisfied with the software system and especially the people behind it."