

ILDA
The Independent Laboratory Distributors Association

THE NUGGET

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Welcome

Welcome: To the first edition of the ILDA- Nugget. Our online and print newsletter will be published quarterly and contain valuable information regarding membership, industry trends and news, our meetings and events. The name?? you ask. Bob Davison, Chairman of ILDA always looks for “little gold nuggets” of information to take back with him from our meetings and events, thus the name. The little gold nuggets have value to running our companies and growing our businesses. Sometimes they come from a speaker or a fellow distributor, or from our manufacturer partners, but there is always at least one, if not many nuggets that we all profit from. We hope that you will join us if you are a prospective member and certainly continue to join us if you are an associate or distributor member and profit along with us.

Benefits of Membership

Everyone has a different view of the benefits of belonging to ILDA. To name a few:

- Networking/sharing with like to improve our businesses.
- Networking with associate distributors and manufacturers.
- Learn from today's industry leaders on pertinent issues of our markets.
- Maximize supplier discounts, special ILDA discounts and promotional discounts.
- Clearinghouse on website for excess inventory.
- Meetings – two general member meetings per year with “mill-around” sessions to see the latest in products and programs from key industry manufacturers.
- Members Only section of website.
- Free Company Profile Page on ILDA website.
- Tape Rental Library.
- Payroll Savings – Agreement with Paychek Allows members to save 10% on payroll Services.
- Freight Cost savings up to 16% from Fedex and Yellow Freight.
- Shipper's insurance program- up to 40% savings.
- Long Distance Phone Discounts through Sprint.
- Benefits of strength as a group.

Visit our website www.ilda.org to learn more

2006 Meetings:

PITTCON – ILDA Reception 6:00 PM

Orlando, FL – 3/12/06

Spring Meeting – Philadelphia, PA

Renaissance Hotel – 4/22-24/06

Fall Meeting – Nashville, TN

Gaylord Opryland Hotel – 10/29-31/06

Pittcon and Spring Meeting 2006

Join us in March 2006 at Pittcon in Orlando, FL for our annual Cocktail Networking Reception.

Meet and network with fellow Distributors and Manufacturers in an informal atmosphere. Discuss our industry, markets and issues. Invitation enclosed.

Join us for our Spring Meeting; Renaissance Hotel – Philadelphia, PA - April 22-24

- Marketing in the 21st Century.
- Great opening session on Science.
- Speaker and panel focus on marketing, advertising, marketing communications, merchandising.
- Tour of Ace Glass Manufacturing.

Highlights of 2005 Fall Meeting – Millennium Resort Scottsdale, AZ

“Success in the Sun”

ILDA had its fall meeting at the Millennium Resort in Scottsdale, AZ in October. A great facility with outstanding service and personnel. We had a great opening reception and dinner with a fantastic view of the Arizona sunset. An evening of great food and association with industry friends and associates. Starting bright and early with a full schedule on Monday, Chairman Bob Davison led off with introduction of the 2006 officers and board members and welcomed new associates, Oxford Worldwide, Ace Glass and Plas-Labs, Inc. We had two distinguished speakers on Monday; Dave Hunter who’s exuberant speech led us through changes in his life and how to “Laugh, Learn and Enjoy Living.” Even though, some of us weren’t from the deep South and hadn’t been raised on a farm like

Dave, his humor and enthusiasm were quite catching. He started the day off right and we were bright eyed and bushy tailed waiting for the next speaker. Tim Cohn of Advanced Marketing Consultants spoke on generating new prospects, leads and sales using adwords from Google and others in conjunction with our websites.

The afternoon featured the famous “Mill-Around” session with a record 22 manufacturers displaying new products and programs. Manufacturers and distributors alike love this program as they get individual attention and time to discuss products ,as well as, how and where to sell. Many manufacturers use this time to also introduce ILDA specific sales programs and discounts.

Monday evening, as the pictures show was another fun event for a group

dinner at the famous Pinnacle Peak Steak House. The bus ride turned out to be a real adventure and tour of the desert.

Tuesday’s session actually was reserved for our key note speaker – Mr. Jim Meisenheimer of Meisenheimer, Inc. and “No Brainer Sales Techniques”.

For those of you who know Jim no explanation is necessary on the fabulous job he did in covering major sales and marketing techniques for our industry. Jim had many years of experience at the old S/P and Baxter and culminated a VP Marketing before starting his own business. Jim’s manner and great enthusiasm for sales impressed everyone and many of us walked away with more than one “nugget”.

Remember “little things mean everything”

Featured Distributor: Wilkens-Anderson Company

Known to many as WACO, was established in 1918 in Chicago by Henry Wilkens and will celebrate their 88th anniversary this year. Wilkens-Anderson Co. has always provided excellent quality and service to their customers. In a field that has seen many mergers, acquisitions, turnovers and reorganizations, it’s great to see a company that has kept its history while adjusting to the many changes in their markets and region. In the early 20th century, they were a supplier to the strong steel and metals industry in Chicago. Now WACO supplies many varied industries such as food, agriculture, environmental, chemical, and manufacturing. For all of us who know Bruce Wilkens, President of WACO, you know he and his company are dedicated to the same personalized service and quality that has been WACO’s trademark for 88 years. In 2005 WACO introduced their new 700 page 4-color catalog. For more information on WACO, visit their website at <http://www.wacolab.com>.

Photo Highlights 2005 Fall Meeting:

Close and studious attention to our speakers



The Mill-Around Session:



Pinnacle Peak Dinner and Reception



Visit www.ilda.org

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Our goals & mission statements

About Us

Member Profiles

Upcoming events

Membership forms

Featured Associate: Ace Glass Company

Ace Glass was founded in 1936 in Vineland, NJ. We are happy and proud to celebrate our 70th birthday this year. Ace has had a tradition of quality and service to its customers and has maintained this tradition in the face of all the changes in our industry. Ace has always had a strong tradition of innovative new products and inventions. Ace introduced the first spherical joints, first US fritted glass ware, the first internal glass threads and our Instatherm oil baths. Ace employs over one hundred employees and now has the largest glass shop in the US. Ace is proud to be a member of ILDA and looks forward to working with all the ILDA distributors.

“We value ILDA as a very viable venue into many of the niche markets in the US and Canada. We also enjoy the interaction and the chance to show off our products at the two national meetings.” To learn more about Ace Glass, visit their website at <http://www.aceglass.com>

Notes From Chairman Bob

I wanted to share another “nugget” with the ILDA members. At our 2005 fall meeting, I had the opportunity to meet with a new supplier of filter paper and filtration products. When I got back to the office I was told of a backorder with my current supplier of a particular filtration product. I called Jim and was able to discuss my needs and ended up saving at least \$1,250 annually on that one product. These savings did not include all the other opportunities to save on other filtration products. Call me (210-340-0032, x16) if you’d like to know more about this new ILDA Associate member!

This is just one example of the many many ways that ILDA members work together.

See you in March!

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