

For Immediate Release

IWDC Sets All-Time Annual Record!

Indianapolis, IN – January 23, 2018 – IWDC Member Companies’ spend through their co-op exceeded \$216 million in 2017, smashing prior record established in 2014 by over \$12 million.

“We also set six separate all-time monthly records in 2017 and ended strong with a record December. 2017 is quite a milestone,” stated Frank Kasnick, President & CEO. “This is a testament to the strength and resilience of the independents in our welding & gas industry, and reflects the strong support from our Vendor partners.”

“When combined with direct spend on IWDC programs not invoiced through the co-op, IWDC Member companies’ spend approached \$350 million”, declared Keith Werkley, Director of Sales & Vendor Management. “January has started strong and we are looking for continued momentum and a very robust 2018!”

The IWDC is a cooperative, formed in 1994, which leverages the strengths of its independent welding distributor Members across North America. IWDC Member companies collectively represent over \$2.2B in sales, serving a wide range of industries. The common denominator is that these industries look to them for industrial, specialty, and medical gases as well as related equipment, welding hardgoods, and consumables. End-use customers served by IWDC Members benefit from having the unparalleled expertise of a local Member distributor who has access to national-scale purchasing and marketing programs. You can learn more about IWDC at www.iwdc.coop.



Independent. Cooperative.

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