

## For Immediate Release

### *IWDC's 2018 Sales & Purchasing Convention – Continued Growth & New Records!*

Indianapolis, IN – June 5, 2018 – IWDC enjoyed record attendance as 121 Member Companies and 111 Vendor Partners totaling over 560 participants joined in support and commitment to growth at IWDC's annual convention held from May 15 – May 17 in Indianapolis, IN.

This year's "Together We Grow" theme was a hit from the Tuesday evening opening reception at the Hyatt Regency downtown Indianapolis to Thursday's closing dinner and awards ceremony. Members gained valuable product knowledge from Vendor sponsored presentations and workshops. A new "Focus on Gases" day delivered informative gas application and growth segment content. Member-Vendor relationships were strengthened during numerous networking events and IWDC's traditional Vendor Show Specials brought significant savings to Members and multi-millions in sales to participating Vendors.

"As a result of our continued Member- Vendor Relationships, we are happy to report that May 2018 is new record as IWDC Member Companies' spend through their co-op was \$24.9 million," stated Frank Kasnick, CEO of IWDC. "We thank our Vendor Partners for their support and we look forward to raising the bar higher," commented Keith Werkley, IWDC Director of Sales & Vendor Management.

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 \$2.3B 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](http://www.iwdc.coop).



**Independent. Cooperative.**

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