

## **In Recognition of Our Largest Month Ever as a Cooperative – Total Group Purchases Exceeding \$19 Million – Here Are 19 IWDC Facts**

19.

Weldmark® and PurityPlus® are registered North American trademarks and are owned by the Membership. Both brands are exclusive to IWDC Members.

18.

IWDC's warehouse is approximately 21,000 square feet and contains 2,600 active stock items.

17.

2014 is IWDC's 20<sup>th</sup> Anniversary as a cooperative and marks the 66<sup>th</sup> year in business (established 1948).

16.

Orders can be placed with IWDC's Member owned warehouse via phone, fax, email or on-line at IndyAccess.

15.

Indy Garage is a tool available on iwdc.coop's Member portal that helps Members sell excess stock or assets to other Members

14.

IWDC's Membership is split up into five regions and bylaws require at least one Board Director from each region.

13.

IWDC's websites allow Members to promote their individual companies in a way that helps drive better search engine optimization results.

12.

All IWDC Vendors are "Approved" but only a handful are "Recommended". To be "Recommended" the Vendor must go above and beyond in terms of "best" pricing, excellent service, the best sales and rebate program, highest level of quality and overall customer satisfaction.

11.

Your Indianapolis warehouse ships out same day all orders received by Noon with 98% fill rate.

10.

"INGG" stands for IWDC Next Generation Group, launched at the 2013 Owners' Meeting focusing on networking and development of Members' current and future young leaders.

9.

IWDC's PurityPlus program is approaching its tenth anniversary and is now the largest independently managed specialty gas program in the world possessing the most ISO 17025 specialty gas labs within one organization.

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8.

IWDC processes over 24,000 invoices each month. Moreover, IWDC's processing of "pass through" invoices is approaching paperless as we scan or EDI 95% of these invoices, improving both productivity and accuracy.

7.

In celebration of IWDC's 20<sup>th</sup> Anniversary, Members, Vendors and Staff raised \$20,860 for "Wish for our Heroes" military foundation during our May 2014 Sales & Purchasing Convention.

6.

IWDC has 9 active Business Committees and 5 Board Committees.

5.

Currently there are over 1,300 users of iwdc.coop.

4.

IWDC publishes a quarterly Warehouse Price Catalog spanning over 2,600 part numbers, and is available in electronic and hard copy versions.

3.

The Gas Program now represents more than \$2 million a month in contracted gas buys, in atmospheric gases, hydrogen, helium, carbon dioxide and propane.

2.

IWDC's ~ 140 Members total over \$2.2B in end user sales and represent over 15% of the welding & gases industry.

1.

**Over the last decade IWDC has paid out over \$60MM in patronage dividends to its Member Owners.**

