



26th Annual Distributor Conference

Feb. 6-8 2014

FEATURING SEMINARS BY:



Our 26th Annual Vintage Air Distributor Conference is rapidly approaching. If you have not yet made plans to attend, we urge you to do so soon. Please note that we have scheduled our conference for early February 2014, in an effort to avoid schedule conflicts. As we discussed last year, we have decided to make the Distributor Conference a bi-annual event so our next conference will be in early 2016.

We will continue to follow the three-day format that has proven to be so successful over time. On Thursday, we will host a full day of classroom sessions devoted to Vintage Air product familiarization, sales training and marketing strategies designed to help you maximize your air conditioning system and accessory sales. We will also give you a preview of some of our newest products under development for the coming year.

Our Friday schedule will feature seminars from Classic Instruments, ididit, American Autowire and RideTech. These seminars are tailored to a distributor's perspective, and all Vintage Air Distributors are invited, even if they are not currently dealers for each of these companies.

On Saturday, we will shift to our facility for some practical A/C basics, operational demonstrations, and installation tips.

Classic Instruments will return to the Friday seminar lineup. In their seminar, Classic Instruments will give you the knowledge and understanding to provide your customer with the best instrumentation option available. You will walk away with an understanding of the diverse options available and how to order the correct components for your customers. You will also have the opportunity to learn some common installation and troubleshooting solutions. The Team will also highlight custom applications and new products, along with information on its staff members and Customer Service. For more information, contact John McLeod at john@classicinstruments.com, or call 1-231-582-0461.

ididit will be a new addition to this year's distributor conference. The ididit seminar, "Why ididit is your Best Choice when it comes to steering" will focus on our company history, latest products, what's hot in the industry today and why we think ididit is the only choice when it comes to steering columns. For more information, contact Marty Waterstraub at marty@ididitinc.com, or call 1-517-424-0577.

American Autowire will again be a part of our feature seminar program. The seminar will include reviews of their latest product releases in the “Classic Update Series”, “Universal Street Rod”, and “Factory Fit” OEM replacement harness lines, followed by a technical session on electrical system selection. The session will be capped off with an open discussion forum on component selection, installation guidelines, and problem solving. All American Autowire Dealers and potential new dealers are invited to join the presentation. For additional information contact Dave McKelvey at 856-933-0801 ext 241, or email him at dave.mckelvey@americanautowire.com.

RideTech will be conducting a seminar that will discuss shock absorber technology, shock tuning, and several new products for the coming year. Suspension component selection, and shock valving options (RQ/HQ/TQ) will also be discussed. Additionally, RideTech is excited to announce and will provide in-depth information about their completely new line-up of monotube, smooth bodied OE replacement shock absorbers and struts. General customer support and selling questions will also be addressed. This seminar is open to anyone interested in the proper selling and installation points of a RideTech suspension system. Current dealers and potential dealers are especially encouraged to attend. For more information, contact Darren Schilling at 812-481-4706 or email darren@ridetech.com.

The Itinerary for the 26th Annual Vintage Air Distributor Conference will be as follows:

Thursday, February 6th, 2014

Menger Hotel in Ballroom A

8:00 am – 8:30 am - **Check in, Coffee & Donuts**
8:30 am – 11:30 am - **Vintage Air Seminar**
11:30 am – 1:00 pm - **Lunch (on your own)**
1:00 pm – 4:30 pm - **Vintage Air Seminar (continued)**

Thursday evening will feature our annual Distributor Appreciation Dinner, sponsored by Vintage Air, Classic Instruments, ididit, American Autowire, and RideTech. This year's dinner will be at the Historic Casa Rio restaurant on the Riverwalk. As usual, we will meet in the Menger Lobby at 6:15 and walk to the restaurant.

Friday, February 7th, 2014

Menger Hotel in Ballroom A

8:00 am – 10:00 am - **Classic Instruments Seminar**
10:15 am – 12:15 pm - **ididit Seminar**
12:15 pm – 1:15 pm - **Lunch (on your own)**
1:15 pm – 3:15 pm - **American Autowire Seminar**
3:30 pm – 5:30 pm - **RideTech Seminar**

Friday evening dinner on your own

Saturday, February 8th, 2014

We will provide transportation from The Menger Hotel to Vintage Air, and a catered lunch. Pick up at 7:30AM in front of hotel.

8:00 am – 8:30 am - **Coffee & Donuts**

8:30 am – 12:00 pm - **Vintage Air R&D Dept. - A/C Basics and Installation training**

12:00 pm – 1:00 pm - **Lunch (catered)**

1:00 pm - 2:00 pm - **Facility Tour**

2:00 pm - 2:30 pm - **Summary and wrap-up**

Our industry and product lines are constantly changing and whether you are a Distributor, Builder or Installer, these seminars are a great way to get a head start on the year. Plan to make time to attend this informative, educational, and fun filled industry weekend.

For hotel accommodations, contact the Historic Menger Hotel reservations desk and take advantage of the special rates we have negotiated. You must provide them with the name "**Vintage Air Group**" to receive the special discounted rates. **You must book your reservations prior to January 3rd, 2014 to receive your special rate discount.** The Menger sells out quickly, so we urge you to book your room as soon as possible. Contact phone numbers for The Menger are: (210)-223-4361, or fax (210)-223-1328

You may also make your reservation on line at www.mengerhotel.com. Click on "make a reservation", enter the group code "Vintage Air", and select the dates.

The Menger Hotel \$125.00 double or single plus 17% tax
2004 Alamo Plaza
San Antonio, TX 78205

The Historic Pre-Civil War Menger Hotel is located in the heart of downtown San Antonio, next door to the Alamo, the Scenic Riverwalk and the River Center Mall.

Keep in mind; if you do not choose to stay at the Menger Hotel you will need transportation as we provide travel only from our host hotel.

Please call us with any questions at 1-800-TO-COOL-U (1-800-862-6658).



Information for Classic Instruments can be obtained through John McLeod at 800-575-0461



Information for ididit, Inc. can be obtained through Marty Waterstraut at 1-517-424-0577



Information for American Autowire can be obtained through Dave McKelvey at 856-933-0801 ext. 241.



Information for the RideTech can be obtained through B.J. Elmore at 812-481-4711.

If you plan to attend, please contact Denise Packard at (800)-862-6658, EXT 102 for a complete registration packet.

All of us here at Vintage Air, Inc. and our participating companies would like to thank you for your patronage and wish you a prosperous New Year! We look forward to seeing you in February.

Best regards,

Rick Love
Vintage Air, Inc.
Executive Vice President

Best regards,

Marty Waterstraut
ididit, Inc.
Sales Manager

Best regards,

John Mcleod
Classic Instruments

Best regards,

Dave McKelvey
American Autowire/
Sales & Marketing Manager

Best regards,

Bret Voelkel
RideTech
President

