

SEHA RECRUITS RECORD 36 NEW MEMBERS

As the result of an aggressive membership drive headed by president **Doyle Wallace** (Wallace Hardware Company), the ranks of the Southern and Eastern Hardware Association swelled in record numbers during the Year 2000.

Wallace recruited 28 of the record 36 new members enlisted during the year. The recruits, who were welcomed at a New Member Reception during the recent annual meeting, are:

Kent Barnes, Dup, Inc.; **Alan Barry**, Masco Corporation; **Bill Bollin**, The Bostwick-Braun Co.; **J.L. Britt**, Lamp, Britt, Gil-

mer & Assoc.; **Carlton Chidester**, Ames Company; **Dale Chisnell**, Southern Hardware Co.; **Pat Collins**, MAG Security; **Sam Crowder**, Kwikset Corp.; **Steve East**, Orgill, Inc.; **Marc Edwards**, Fuller Tool Group; **Peter Fensel**, F.P. Fensel Supply; **Ron Fincher**, Kwikset Corp.; **Rick Finley**, ACE Hardware; **Cecil Given**, Flood Company; **Chuck Green**, Green Marketing; **John Haste**, PRO Group; **Kevin Hohman**, NRHA; **Carl Holzmann**, Action Sales/Marketing Group.

Lyle Kilpatrick, Henry Company/Monsey Products; **David Kohn**, M & K Industries; **Bob Matthew**, Moore-MacMichael,

Inc.; **Mike McClelland**, Do It Best Corp.; **John Probst**, Kwikset Corp.; **Mark Renn**, Moleton Sales; **Leo Rodrig**, Rust-Oleum Corp.; **Ron Silver**, Silver-Drody; **Steve Sphere**, Convenience Products; **Robert Tolbert**, Moore-Handley; **Greg Walsh**, NABMDA; **Lane West**, The Service Group; **Bruce Wheeler**, Allied Sales & Marketing; **Ed Willis**, Jim Lail & Associates; **Jeff Windstein**, Dejure & Windstein; **Jim Yezbak**, Moen.

Although a few applicants declined after acceptance to the SEHA, the newcomers still represent the largest one-year increase in membership for the group.

Wallace vowed to continue recruitment efforts and challenged board members — as well as members at large — to seek out candidates throughout the industry.

"Now that there are no more conventions to speak of, this is one of the few remaining opportunities for all segments of the industry to meet and build relationships," Wallace told the Board. "The nominal cost to be here is a great value for our members — manufacturer, distributor and representative alike."

Membership Committee Chairman **Bob Hardee** (Watters & Martin) applauded Wallace's efforts, and also singled out fellow committee members for their follow-up work with potential recruits.

Hardee said that the dedicated work of **Ron Hopley** (Honorary) and **Mark Pederson** (M. Pederson & Associates) helped to educate new members with regard to meeting dates, events and dress code.

To sponsor a new member, please contact membership chairman **Ron Hopley** (770-535-2384) or SEHA Secretary **Jim Lail** (704-732-4057) for an application form and instructions.

GRAVES ELECTED PRESIDENT FOR 2001

Kirk Graves was unanimously elected President of the Southern and Eastern Hardware Association (SEHA) for 2001 during the annual membership meeting at Mid-Pines Inn & Golf Club on May 2.

Graves, a division vice president for 3M Company, received the gavel from outgoing president **Doyle Wallace** (Wallace Hardware Company). Wallace will serve as Chairman for the coming year, succeeding **Charlie Hindley** (Hindley Mfg. Company) in that position.

Bob Hardee (Watters & Martin, Inc.) was elected as 1st Vice President, and **Randy Holland** (Holland Mfg. Company) will serve as 2nd Vice President. **Jim Lail** (Lail & Associates) continues as Secretary-Treasurer.

The following were approved as Directors to complete the Board:

For 1 Year: **Tony Hindley** (Hindley Mfg. Company), **Steve Young** (Julian C. Scruggs & Co.), **Andy Shearer** (Shearer Industrial Supply).

For 2 Years: **Steve Seaf** (Cooper Tools), **Henry Lipscomb IV** (H. G. Lipscomb & Co.) and **Tony Napolitano** (A.W. Sperry Instruments, Inc.)

For 3 Years: **Nick Nickerson** (Athens Hardware Company), **Kenny Beauvais** (HDW, Inc.) and **Gerald Collins** (MK Diamond Products).

In addition, Graves appointed **Bill Trusler** (Wallace Hardware Company) as chairman of the Finance Committee, **Ron Hopley** as chairman of the Membership Committee, and **Mark Pederson** as chairman of the inaugural New Member Committee, which will assist in the orientation of recruits.



Kirk Graves (l.) was elected SEHA President for 2001, succeeding Doyle Wallace (r.).

MID-PINES: WORTH THE TRIP

If you did not attend the SEHA's 2000 Annual Meeting, you missed much more than just an opportunity to build relationships with your hardware industry peers. You missed an opportunity to enjoy the Mid-Pines Inn & Golf Club at its finest.

The Donald Ross course was in immaculate condition, from the tee boxes through the classic undulating greens. While not the longest golf course in the Sandhills — at 6,515 yards from the blue tees — Mid-Pines still required players to have "all the shots in their bags."

Even the shortest holes provided some of the biggest challenges — as in trying to hold the hour glass-shaped green of the 12th hole from the right side of the fairway.

As always, the Mid-Pines staff were attentive to the needs of SEHA members throughout the week. From the New Members Reception behind the 18th green on opening night right through to lunch on the final day, the food and refreshments were first rate.

And, whether lodging in the main hotel or in the cottages that line the 10th fairway, SEHA members enjoyed first-class accommodations throughout the meeting.

As with the swallows at Capistrano, the SEHA will return to



The historic hotel provides a breathtaking backdrop for this view from the 18th tee at Mid-Pines.

Mid-Pines every Spring for the next three years. Mark your calendars now. It's worth the trip!