



Prime Minister's Message

A common theme of private discussion among members at our annual conferences...

...is an exit strategy question of: *"who will take over the business when you retire"*? Many people say they have a son, son in law, nephew or some other relative that is slowly working his way up the chain of responsibility or someone that has not quite been convinced to buy them out. The puzzling part is that these same members are not bringing their possible successors to the conference with them. Many of our older members have had sons on the payroll for many years and know they are the company's future but they don't seem to recognize the importance of registering them for the conference. I realize these key people are actually at home earning the company a profit but they also need to be out making friends and contacts with their future peers. There is no better place to do so than at the annual conference. Also, people of different generations will make different contacts than the group with whom you are comfortable, thus gaining your company more recognition and more exposure to new ideas. I find that my wife Janis introduces me to people she has met that I may not have met on my own. It's probably because she is more likeable than me. Taking a potential buyer to the conference also shows him that he is not alone out there and gives him a better idea of what a structural mover can really attain.

This will be my last letter as president of this fine organization. We have made many positive changes in the last few years. I wish I had been able to make more progress on a few key issues this year but all things take time. If you wish, any delays can be laid at my feet. We have a fine group of directors and a very capable management team in place. Our membership numbers are getting stronger every year.

William Johnson

For those of you who regularly attend our conference I look forward to seeing you again. I encourage anyone who hasn't attended in a while to come see us again. Witness the exciting changes for yourself. And for anybody who has never been to a conference, come and see what we are all about. I know you will enjoy the event. Bring your spouses, partners and key people. The weather should be fine and we have a lot to see and do. Chances are someone in the crowd will be driving away in a new Ford pickup! Do not forget photographs, videos, and scrapbooks for our media room. I am looking forward to the airplane bone yard. Register early so you can take part also. If you have any questions please call Gene, any director, or me. They are listed in the Directory of Members and on our website at www.iasm.org.

I look forward to seeing you in Tucson.

A handwritten signature in black ink that reads "William Johnson".

