

2006 PITTCOON EXHIBITOR LIST

BOOTH

Air Liquide America L.P.	2268
Air Products and Chemicals, Inc.	2118,2120
Airgas Inc.	4659
Baseline Service Inc.	2910
BOC Edwards.....	3071
California Analytical Instruments Inc.....	4114
Ceodeux Inc.	6555
CONCOA	3022
domnick hunter, inc.....	2244
GCE - Gas Control Equipment Inc.	3614
Genstar Technologies Co., Inc.	3549
GenTech Scientific Inc.	1749
GOW-MAC Instrument Co.	2321
Harris Calorific, Inc.	3003
High Purity Standards, Inc.	144
International Cryogenics Inc.	761
Linde Gas LLC	4255
Matheson Tri-Gas, Inc.	3469
MKS Instruments, Inc.	3109
Mott Corporation	3668
National Instruments	775
National Specialty Gases	3225
O. I. Analytical	6069
Parker Balston — Analytical Gas Systems	1359
Parker Hannifin Instrumentation Group	1259
Pfeiffer Vacuum	5347
Praxair Specialty Gases & Equipment	1457
Saint-Gobain Performance Plastics	1033
Scott Specialty Gases	4746
Swagelok Company	3854,3855
Teledyne Analytical Instruments	5147
Tempshield, Inc.	1950



Art of Selling...

By Art Waskey

WHAT WILL YOU ACCOMPLISH IN 2006?

I feel the beginning of a New Year is a good time to make annual resolutions for improving the effectiveness of my organizational skills. Each year I research various consultants who provide insight into their own personal successes attempting to find new ideas that can make even the best salesperson better. Recently, I discovered there are specific behaviors characteristic of successful sales representatives.

One of today's foremost leadership consultants, John Maxwell, in his book *Developing the Leader Within You* gives us his "Top Ten" list. From his text, I have chosen six practices that benefit even the most polished sales professional.

1. **Set your priorities.** Two things are difficult to get people to do. The first is to do things in order of importance, and the second is to continue doing things in order of importance.
2. **Allow time for the unexpected.** The kind of work you do will determine the amount of time you need to set aside for interruptions. I block out one-half day each week in my calendar for the unexpected.
3. **Do projects one at a time.** A feeling of being overwhelmed is the results of too many projects clamoring for your attention.
4. **Work according to your temperament.** For instance, if you are a morning person, organize your important work for the morning hours.
5. **Use your driving time for light work and growth.** My car contains books for traffic delays, tapes for listening, a notepad for quick thoughts, and a hands-free phone. The average person could achieve as many as eight additional hours of growth each week.
6. **Focus on results, not the activity.** As you spend time on personal organization, be sure to keep your focus on the right things, that is, on doing what is truly important.

I have been setting personal annual goals for the last ten years and the results have been staggering! I restrict my list to 6-8 items; I review them every Sunday when setting the next week's schedule. Remember, your mind is a goal-seeking device; your mind will accomplish what it repeatedly sees, hears, and practices. Be careful what you wish for; you will achieve whatever you wish!

Henry Ford said, "One of the greatest discoveries a man makes, one of his great surprises, is to find he can do what he was afraid he couldn't do." Four years ago, I decided I wanted to try my hand at writing. I submitted a few articles to *CryoGas International* and this is my third year of monthly columns! Sure proof that goal setting works.

Review Mr. Maxwell's list above, modify, and develop your own specific goals for 2006. Step "outside your comfort zone" and create your own new reality!

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