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AED Remains Positive Amid 2009 Uncertainties

San Diego, Calif. – Despite the adverse business conditions affecting the entire construction equipment industry, AED officials say the association’s members still have several reasons to be optimistic as they convene for AED’s 90th Annual Meeting.

Indeed, paid dealer registrations for AED’s 2009 Annual Meeting & CONDEX are down 28 percent from last year, yet AED officials say the decrease is less of a decline than what is happening in the businesses of dealers, manufacturers and service firms across the country. Even in adversity, AED remains positive about 2009, as evidenced by:

- **Stellar program content for AED’s Annual Meeting & CONDEX** – including keynote and seminar speakers, an expanded and outstanding lineup for the AED University Managers Conference, plus the addition of an entire infrastructure panel flown in from Washington D.C. – for the sole purpose of addressing this critically important business issue for dealers.
- **AED’s aggressive and well-executed Washington strategy is paying off** – AED’s Washington office, led by Christian Klein, may well be on the threshold of seeing large economic stimulus and infrastructure spending enacted. AED members are directly and actively involved as well, contributing generously to the Highway Infrastructure Taskforce and personally traveling to the Government Affairs Conference in April.
- **AED continues to act offensively, rather than defensively** – The association recently hired two new field representatives to personally interact with members as well as technical colleges. AED is also in the process of doubling its lobbying efforts in the infrastructure/surface transportation debates as well as other critical legislative issues. In addition, AED continues to offer new and expanded programming and services for dealer members – no cutbacks, no reductions in quality or volume.
- **Workforce development achievements of the AED Foundation continue** – To date, 23 post-secondary heavy equipment/diesel technology schools are now AED-affiliated, and the number continues to grow. By 2012, The Foundation expects to realize its goal of fueling the industry with 1,200 graduates of AED-approved tech programs annually.

About AED

AED is an association of independent distributors, manufacturers and other organizations involved in the distribution of construction equipment and related products and services in North America and throughout the world. AED members sell, service and rent equipment to markets that include heavy and light construction, mining, agriculture, forestry, aggregates, engines and industrial.

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