

Sphere 1 Circular

“News and Views That Are Out Of This World”

Fall 2018
Vol. 19 No. 2

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Are you doing business with **JPW Industries**, the **Sapphire Supplier of the Year**?



Headquartered just outside of Nashville, Tennessee, **JPW** is a leading global designer, marketer and distributor of branded metalworking and wood-working equipment and specialty shop tools sold under the **JET**, **Powermatic**, **Wilton** and **Edwards** brand names. In addition to its U.S.A. headquarters, the company has operations in six countries and sells through a network of distributor partners in markets worldwide.

At JPW, service isn't just something we talk about. We were founded on it, and will remain dedicated to it for as long as we're in business. We provide U.S. based technical service for all of our brands, offer industry-leading warranties on all of our products, and stock more than 40,000 replacement parts for next day shipment. This is a key factor for Sphere1 Members that do business with us.

We see a future built on great brands, great products and great people. In every facet of our business we leverage the strengths of our global infrastructure to maximize the benefits of all three.

Expanding Brands

JPW recently acquired Edwards Manufacturing of Albert Lea, MN. Edwards was fully integrated into the company's portfolio as of January 2017. Edwards Manufacturing was founded in America in 1875 by Charles Douglas Edwards, and had been owned by the Hanson family since 1953. Edwards manufactures industrial ironworkers, hydraulic accessory tools, ironworker tooling, punches and dies, and specialty tools, including the innovative, portable, hydraulic Edwards Strut Pro. Edwards products are proudly Made in America and broadly distributed through

metalworking dealers in North America and worldwide.

Growing Sales and Team

JPW has invested heavily in sales team coverage over the past 3 years, tripling our factory direct salesforce. Along with our 10 agency partners with 100+ sales representatives, JPW has aligned the team to better serve and offer greater engagement with Sphere 1 Members.

JPW experienced unprecedented growth with Sphere 1 Members in 2017. Member sales growth was up 25%, which was one of many factors contributing to JPW winning Sapphire Supplier of the Year. JPW is having another impressive year in 2018 with members up 14% over 2017. Collaboration and partnership between Sphere 1 Members and our sales team has really accelerated the growth.

Gateway for Growth Success

Planning & goal setting with members has been extremely successful for Gateway for Growth. The number of 2017 successful Gateway for Growth programs were with 12 members. There were selected categories identified to help achieve targets and goals. Combined, sales grew 25% over the prior year with the precise focus and execution. This year we have partnered with 35 members, with most having positive results thus far.



JPW Continued on page 2



Carol Shackelford CEO

CEO's Message

Dear Sphere 1 Members, Preferred Suppliers, Directors, Staff, and Service Providers,

The closing of this year will be a grand event for our group, a vast difference when comparing to our cooperative launch in October 1999 with seven faithful & founding board members and zero preferred suppliers. As of this writing, we have 155 member-owners, 900 locations, and over 100 preferred supplier partners in our cooperative... what a difference 20 years makes!

As I prepare to step down as your founding CEO, the first thought that comes to mind is all of the wonderful people I have met during my time in our industry. I am so proud of our group and the special part that everyone has played in making Sphere 1 a huge success. Change is always something we can count on, something we depend on, in both our business and personal lives. I consider serving Sphere 1 these past 20 years as the greatest professional opportunity I could have ever been given.

Our management team, under the leadership of Rob Moe (incoming President & CEO), will continue to carry the Sphere 1 torch and take our group to even greater heights than I could have imagined. The enthusiasm and focus of everyone on the team are both impressive and contagious. Go Sphere 1!!

Thank you for all of the time you have devoted to our group, your consideration, your unwavering care, and most of all, your friendship.

Sincerely,

Carol Shackelford

Promotional Activity and Support

There are many ways to promote JPW brands and products for a go-to market strategy. A sampling of promotional programs deemed successful are Master Distributor programs in hoist and air tools, Deal Deck with incredible and unique promotions, 164 page semester sales flyers tailored for end-users and other state-of-art marketing resources. JPW has many assets to help drive sales!

Training Is the Fabric of Our Culture

JPW has an off-site campus that is a state-of-the-art 10,000 sq. ft. training facility that offers participants a unique opportunity for hands on training with our products. Our highly skilled, experienced staff instructs valuable insight and tested strategies that work.

In addition, as of April 1st, JPW has partnered with BlueVolt to launch our new virtual learning center, JPW IQ. There are over 50 courses that feature engaging training videos, accompanied by product modules, to create a platform that enhances sales techniques. This builds expertise and confidence in JPW brands and product where the sales rep can effectively communicate JPW's value proposition. In little over 4 months, Sphere 1 Members have completed over 2,200 courses.



On-going training remains the best way to stay on top of product developments, market attitudes and customer preferences. Training gives your team the tools they need to successfully sell JET, Powermatic, Wilton and Edwards tools and machines.

STAFDA

JPW will be attending STAFDA's annual convention Oct 28th – 30th in Phoenix, AZ. Stop by our booth in aisle 1100 to learn more about our brands and products and discuss how we can get involved to grow your business.

For more information on the latest innovations within these trusted brands, please visit JPW Industries at www.jpwindustries.com, or visit each brand's page; JET Tools at www.jettools.com, Powermatic at www.powermatic.com, Wilton at www.wiltontools.com and Edwards at www.edwardsironworkers.com.

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Sphere 1 Member News



Sasco Fasteners, Medford, OR, held a **Freud Counter Day** on Sept. 18th. Sasco wishes to thank local Freud sales rep **Bill Bray** for his help during the successful event.



Spencer Jessee

Hahn Systems is pleased to announce **Spencer Jessee** will be the new VP of Revenue and Market Strategies. This position will support the continued growth and expansion of Hahn Systems and parent company **Descours & Cabaud** in North America. Spencer will focus on building engagement with customers, associates, and vendor partners. With over 29 years fastening industry experience, Jessee brings a wealth of knowledge from both the manufacturer and distributor perspective. Spencer's experience with International



and Domestic Sales management will take Hahn Systems sales team to the next level. "Hahn Systems is celebrating our 80th anniversary in business this year. I can't think of a better way to build towards our next 80 years of success. We are very pleased to welcome Spencer to our team. I know he will hit the ground running," stated **Scott Brown**, President, Hahn Systems, LLC. Spencer may be contacted at spencerjessee@hahnsystems.com.



ASI Contractor Supply recently completed a move of its Pennsauken, NJ branch. The move expanded the location from a 4,000 sq ft facility to a 21,000 sq ft facility including 6,000 sq ft of new showroom space. The new showroom features prominent displays of **Hitachi**, **Makita**, **DeWalt**, and **Milwaukee Tools**, as well as a broad depth of product from numerous other Sphere 1 Suppliers. ASI hopes to increase its outreach into the Southern New Jersey and Eastern Pennsylvania market place by targeting the residential and light commercial markets in the area of the new store.



ASI hosted a grand opening event at the location on August 3rd and 4th, 2018 which attracted several hundred customers. The event was highlighted by Señorita Makita 2018 **Melissa Palacio**, The Makita Driving Innovation Tool Truck, and featured catered breakfast and lunches from several local restaurants and food trucks.



ASI extends a special thanks to the platinum sponsors of the event, Hitachi Power Tools and Makita Power Tools, as well as to the numerous other Sphere 1 Preferred Suppliers who attended and supported the event.



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Sphere 1 Member News



Superior Products Distributors, Inc. (SPDI) is proud to announce the one year anniversary of our newest division, **Superior South**. To commemorate this milestone, Superior South hosted a 3-day celebration event with vendor booths and demonstrations, food trucks, product specials and the raffle of a FREE STIHL BR600 Backpack Blower.

This addition to the Superior Network Family of Companies is located at 380 Lindley Street in Bridgeport. Our easy access off the surrounding highways makes Superior South a convenient one stop source for jobsite materials, equipment and supplies serving the Fairfield and New Haven counties.



Superior South is fully stocked with site products, concrete accessories, instrumentation, road and bridge products, jobsite equipment and supplies, as well as a complete inventory of rental equipment. With timely delivery and pickup capabilities, Superior can take care of all jobsite needs quickly and efficiently, no matter the size. Along with a diverse inventory of products, the unsurpassed knowledge of our sales staff is a vast resource for practical, on-the-job solutions that our customers have come to expect. Superior also features a full in-house parts and service department. No need for our customers to deal with numerous suppliers when Superior South and Superior's other locations can provide one complete

and independently owned source for all their material, equipment, rental and service needs. Special thanks to all our Sphere 1 vendors who sponsored and participated in this event. Your collaboration and presence is a testament to the strong relationships on which Superior prides its growth and success. We stand behind the products we sell knowing our vendors are there to support us all the way.

Welcome New Preferred Supplier



iQ Power Tools manufactures a comprehensive range of premium power tools with integrated dust collection systems for the concrete, masonry, hardscape and tile sectors. The company was founded by third-generation masons **Joel and Paul Guth**, who have logged over 30 years each in the masonry industry. Decades of experience taught them about dust problems; their company started out creating tools to solve their own problems, only to realize these same issues affected all contractors... mess, money and a threat to the health and safety of the industry. iQ Power Tools envisions a future where their innovation helps create a 100% dust-free environment: jobsites are safer, work practices are healthier... and, the construction industry becomes even more sustainable.

Jim Mackall, the Vice President of Sales at iQ Power Tools, is the Sphere 1 Primary Contact. Jim has over 20 years experience in sales and regional development. He can be contacted at jim.mackall@iqpowertools.com, 888-272-7744, or 916-517-2797 (cell).



Jim Mackall

Sphere 1 Member News



Christopher Brubaker is the recipient of the inaugural Salute to a Skilled Workforce award from **Kinnunen Sales and Rental**. The award, created by **Greg Hughes**, owner of Kinnunen Sales and Rental, recognizes an outstanding construction trades student at Meridian Technology Center. **Stanley Black and Decker's**

DeWALT tools is a contributing partner to this year's award. Students eligible for the Salute to a Skilled Workforce award must have completed one of the school's Air Conditioning and Refrigeration, Carpentry, Electrical Technology, Facilities Management or Masonry programs. Brubaker enrolled in the Tech Carpentry program in 2014, finishing in 2016. He completed the Electrical Technology program in 2017 and the Masonry program in May of this year.

"The demand for skilled workers in the construction industry continues to grow," Hughes said. "Despite this need, the number of students who choose to pursue this path continues to decline.

We want to recognize and reward students who are committed to this industry and building their future at Meridian. A career in the construction industry should be a part of conversation in America," Hughes said. "We've got to bring these careers back into the discussion. We want to remind students and parents that it's possible to have a great paying job in construction. We hope that this award brings awareness to our industry and the construction trades training programs at Meridian."



The Salute to a Skilled Workforce award includes \$1,000 to purchase tools from Kinnunen Sales and Rentals. Brubaker will also be recognized on an electronic billboard for 30 days. Hughes hopes to encourage others in the industry to find ways to recognize construction trades employees. A video about the Salute to a Skilled Workforce award will be shown at the 2018 STADA national conference.

Welcome New Preferred Supplier



TAMCO was established in 1951 as a regional manufacturer of hand and pneumatic chisels for steel mills and foundries. We have come a long way since then. Today, we provide air tools and accessories and hand tools for the industrial and contractor markets across the continental U.S. and beyond.

TAMCO's goal is to consistently provide industrial distributors, contractor supply houses, and rental stores, top quality air tools and accessories. These items are furnished in a timely manner from our numerous warehouses located across the United States, and a majority of orders we receive ship out the same day.

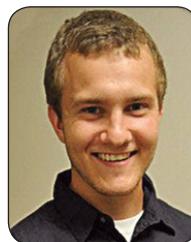
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Alan Citron has been with Tamco for over 30 years. Alan took over Tamco's Sales in 1986, and since 2001 he has been President/CEO.

Nate Kaminski is the Sphere 1 Primary Contact. Nate is the Customer Service Manager for Tamco. He may be reached at natek@tamcotools.com or 800-826-2672.



Alan Citron



Nate Kaminski



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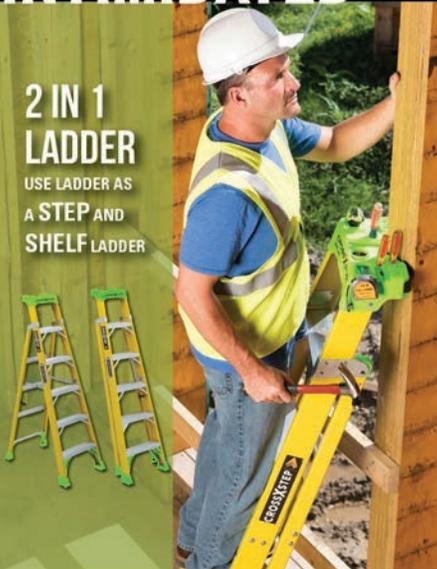


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LEANGREEN TECHNOLOGY

Preferred Supplier News



James Sullivan

James Sullivan is **Acme United Corp.**'s new Sphere 1 Primary Contact. James has been with the company for five years, specializing in the first aid category. He began his career with Acme in the Customer Service Department, later moving to the Inside Sales team, and currently works as a Channel Marketing Manager. James is also the point person for First Aid Only's SafetyHub app, providing live demos to distributors and assisting with customer set-up.



Acme United Corporation

James may be reached at 203-319-2126 or j.sullivan@acmeunited.com.

Arconic Fastening Systems is excited to announce an expanded partnership with **Oldfield Sales Company**, located in Huntington Beach, CA. In addition to representing Arconic's Automotive Aftermarket product lines, Oldfield will support Arconic's industrial brands Marson®, Recoil®, and Huck®, covering southern California, Nevada, and Arizona territories.



ARCONIC
novation, engineered

Additionally, Arconic recognizes employee **Beth Ingargiola** for her 20 years employment with the company, serving the northeast & east coast.

Graham Musgrove from Arconic's Waco, TX location has been appointed Arconic's new Industrial Product Manager, Americas.

Welcome New Preferred Supplier

Hard to believe **Aerosmith Fastening Systems** is over 50 YEARS OLD! In this last half century, our success steadily grew using the same, trusted business model we started with – that is, fastening system innovation exceeding the needs of those users who seek a better, faster, 'money saving' way to fasten.



Aerosmith Fastening Systems began in Visalia, California in 1967 as an air tool manufacturer whose goal it was to make the use of common, bulk nail

fasteners easier and faster while increasing worker productivity. What started with the fastening solution for unusually dense hardwoods led to over several decades of concrete fastening, which then led to the fastening for steel and other metals to where we are now; setting the standards for a variety of composite material fastening needs!

Growth really accelerated for Aerosmith in the '90's when a group of United States based fastener experts bought Aerosmith and started an unprecedented story of innovation, product development and market expansion. Each new pin application seemed to spawn its own innovative tooling and fastener designs. Today, greater and greater air tool pressures are out there, and Aerosmith's coupling of these with its fastener innovation, creates an ability to not only fasten soft materials like gypsum, but also a variety of steel thicknesses of up to 5/16" thick and some of the highest compressive strength concretes.

Aerosmith Fastening Systems is now headquartered in Indianapolis, Indiana, serving both North America and International markets. We're proud to carry the "MADE IN THE U.S.A." label. Please visit our website, www.aerosmithfastening.com, to learn more about Aerosmith Fastening Systems.

Don Kudlak, General Manager and Director of Product Development, is the Sphere 1 Primary Contact. Don has been in the fastening industry for more than 36 years. He has been with Aerosmith for 13 years. Don may be contacted at dkudlak@aerosmithfastening.com or 770-780-7356.



Don Kudlak

Preferred Supplier News



Bartell Global recently opened up a facility to support on-going growth throughout the US market. This facility, located in Louisville, KY, features over 300,000 sq/ft of manufacturing capabilities, sales and shipping support. This exciting expansion gives customers located in more central states quicker access to products while reducing freight costs. Bartell Global's Freehold, NJ and Lynnwood, WA facilities will continue serving those markets.

Bartell Global has brought on **JSPM Reps** to work with **Brian Fortner** to cover Sphere 1 partners in Texas, Oklahoma, Arkansas and Louisiana. JSPM has been a fantastic partner to customers in the South for many years, and continues to do so with Bartell products. We are excited to have such a capable rep group on board to help our partners grow their business.



Michael Cushman

Michael Cushman is the new Primary Contact for **Motorola Solutions**. Michael has 16 years of industry experience. During the last four years, Michael has lead the Motorola Solutions consumer radio sales channel for the US and Canada. He may be contacted at 425-522-4979, 425-466-7452 or cushman@motorolasolutions.com.



Welcome New Preferred Supplier

G.L. Huyett is a low-overhead manufacturer, master distributor, and importer of non-threaded & engineered fasteners, lifting hardware, and grease fittings. Our corporate office is located just 50 miles from the geographic center of the United States. With multiple warehouse locations, we are two days shipping time from 60% of the country.

We were founded by a German immigrant over 100 years ago in a tin shed located in a place some call the Great American Desert. The experience of trying to work the land and make a life here has been formative to our culture, and we are here to serve you.



G.L. Huyett is ISO certified and has a complete machine shop capable of manufacturing an array of non-threaded fasteners and special assemblies. Our manufacturing facility is equipped to make exotic material products in Monel™, Inconel™, Carpenter™ 20, and other alloys.

With over 100,000 parts and a complete machine shop to manufacture special orders, you can consolidate items normally purchased from multiple suppliers into one box.

- In stock orders ship next business day.
- Friendly people answer the phone from 7:00 a.m. to 7:00 p.m. CST, Monday thru Friday.
- Our entire inventory can be ordered online 24/7/365 at Huyett.com.
- All parts ship from US locations, on one PO, along with the "Pack List That Will Change Your Life.™"

In July, 2018, G.L. Huyett announced its acquisition of Phoenix, AZ, based **AZ Lifting Hardware**, a privately held lifting hardware distributor. Since 2006, AZ Lifting Hardware has distributed a diverse range of premium lifting, rigging, and suspension hardware, including eye bolts, turnbuckles, and shackles, along with chain and rope fittings to fastener, industrial, and construction distributors across North America. For more information about G.L.Huyett, please visit www.huyett.com.

Dan Harriger is the Sphere 1 Primary Contact. Dan has 29 years of industry experience. Dan joined G.L.Huyett in 2015 and is VP of Sales. He may be contacted at dan.harriger@huyett.com, 785-392-1000, or 440-263-7259 (cell).



Dan Harriger



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Preferred Supplier News



Coilhose Pneumatics is proud to announce its 50th Year in Business

From a tiny building in Roselle, to our current 105,000 SF facility in East Brunswick, New Jersey, Coilhose has spent the last five decades attracting new customers, entering new markets, and rolling out new and innovative products.

We will be celebrating along with our associates and customers, so please keep an eye out for special announcements, promotions, and product releases marking this milestone year!



THE M.K. MORSE COMPANY

Bryon Fry is the new Sphere 1 Primary Contact for **M.K. Morse**. He has been in the industry for 17 years, all with M.K. Morse. Bryon joined the company as a Demonstrator. Later positions included District Sales Manager and Regional Sales Manager. Currently he is a Territory Sales Manager covering AZ, NM, UT, NV and Southern CA. Bryon may be reached at 330-453-8187, 330-280-4547 (cell) or BryonF@mkmorse.com.



Bryon Fry



1

In July **Terry Nozawa**, President, and **Rich Chapman**, Senior VP, of **Makita USA**, visited the beautiful state of Wisconsin. They visited several Sphere 1 Members, and were introduced to WI traditions like cheese curds, old fashioned drinks at the local brew and the local food fare. Sphere 1 Members who visited were **Farrell Equipment**, Eau Claire; **Bay Verte**, Green Bay; **Neu's Building Supply**, Menomonee Falls; and **LW Meyer**, Madison and Neenah.

(1) **John and Gwen Saxe** opened the doors of Farrell Equipment and allowed Terry and Rich to share Makita's direction to ensure a long and successful partnership.

(2) Terry and Rich in front of Lambeau Field after dining at Kohler's Tavern in the Sky with **John Krawczyk & sons** from Bay Verte.

(3) Hibachi lunch with **Greg Keys** and **Lauren Kalscheur** of L.W. Meyer.

(4) Dinner with **Mike Karch** and **Keith Neu** of Neu's Building Supply.

Terry and Rich wish to thank everyone for the good food, great conversation, and time given to allow them to learn about their businesses and share Makita's direction.



2



3



4



Johnny Drozdek

Trimble – Spectra Precision is pleased to announce **Johnny Drozdek** as the new Product Marketing Director to the Precision Tools team. Johnny has over 19 years of product management experience in the construction industry. He has been primarily focused on construction and engineering software, and has specialist knowledge with cold formed steel framing, design, and engineering. He has held leadership positions with teams focused on product development, production engineering, design services, software development, and manufacturing operations. Johnny holds two degrees in structural engineering from Cornell University and the University of Wisconsin – Madison. He is a registered structural engineer. Johnny will be based in our Westminster, CO office, and can be contacted at johnny_drozdek@trimble.com.



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Sphere 1 is pleased to continue their support for Building Homes for Heroes with a donation on behalf of our Membership



**Captain Nathan Nelson
United States Air Force**



United States Air Force Captain Nathan Nelson suffered a spinal cord injury from a rocket blast in Afghanistan. He has no movement below his chest and limited use of his hands. Captain Nelson was part of a special operations team that took heavy fire in September of 2013 during his third tour in Afghanistan. Luckily, none of his fellow soldiers were injured in the attack.



He was immediately flown back to Walter Reed National Military Medical Center, and, after a dozen surgeries, he's working through rehabilitation. He was then sent to James A. Haley Veterans' Hospital in Tampa, where he is still undergoing treatment.

In addition to his spinal cord injury, among the injuries Captain Nelson suffered were a traumatic brain injury, severe shrapnel wounds, multiple spinal fractures, severe tissue damage to his left ankle, collapsed lungs, and severely bruised organs (liver, heart, lung, bowels, kidneys). He also underwent a massive blood transfusion and tracheostomy, and suffered numerous other injuries.



For his service to the country, Captain Nelson received the Purple Heart, Air Force Commendation Medal, Army Commendation Medal, Army Achievement Medal, Air Force Organizational Excellence Award, Air Force Good Conduct Medal, Air Force Recognition Ribbon, National Defense Service Medal, Afghanistan Campaign Medal, Global War on Terrorism Service Medal, Air Force Legacy Service Award, Air Force Basic Military Training Honor Graduate Ribbon, Air Force Training Ribbon, and the NATO Medal.

Building Homes for Heroes gifted a mortgage-free home to Captain Nelson, his wife Jennifer, and their 3-year-old daughter in Santa Rosa Beach, Florida, in December 2017. Welcome Home!

For more information, visit www.buildinghomesforheroes.org.



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Coilhose Pneumatics	400-402
Diamond Products Limited	806-808
Driltec LLC	813
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Eagle Industries	912-914
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FallTech	1850
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Generac Power Systems, Inc.	1423-1425
Guardian Fall Protection	1862
Hitachi Power Tools	123
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ICP Adhesives & Sealants Inc.	863
ITW Commercial Construction, N.A.	1851
Intercorp	1839-1841
International Fasteners, Inc.	334
Intertape Polymer Group	639
JPW Industries-JET	1112-1114
JPW Industries-Powermatic)	1116 & 1117
JPW Industries-Wilton	1113-1115
Keson Industries Inc.	800-802
Klein Tools, Inc.	1538-1540
Kraft Tool Co.	1131
Krylon Products Group	1827
Lackmond Products, Inc.	347-349
Lift-All Co., Inc.	1760
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Magnolia Brush Mfrs., Ltd.	658
Makita U.S.A.	1409



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The M.K. Morse Co.	900-902
Motorola Solutions, Inc.	526-528
Newborn Brothers Co., Inc.	1150
Norseman Drill & Tool, Inc.	100
Norton Clipper Construction Products	1062-1064
OCM, Inc.	No Booth
PrimeSource/Grip-Rite	1247
Pro Line Products, Inc.	137
Protective Industrial Products Inc. (PIP)	862-864
Radians, Inc.	846-848
Rectorseal LLC	422
Reed Manufacturing Co.	1135-1137
ROLAIR Compressors	1800-1802
Senco Brands, Inc.	1123-1125
Shurtape Technologies LLC	262-264
Simpson Strong-Tie Anchor Systems	501-503
Simpson Strong-Tie Fastening Systems	505
Southwire Assembled Products	1223
Specified Technologies, Inc.	1304
Spectra Precision	726-728
Spotnails	801-803
Stabila, Inc.	935-937
Stanley Black & Decker	847
Star Stainless Screw Co.	1315
Stelfast, Inc.	1605
Surface Shield, Inc.	1852-1854
TPI Corp.	359-361
Tru-Cut/Galaxy Industries/NEC, Inc.	1814-1816
UNISTRUT	1558-1560
United Abrasives, Inc.	152-154
Vega Industries, Inc.	1147-1149
Voltec Power & Lighting	234-236
Vulcan Threaded Products, Inc.	150
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SPHERE 1 UNIVERSITY UPDATE

- 3,910 Member Employees taking courses (90 Student Enrollments this Quarter)

- 357,561 Enrollments (13,627 Total Course Enrollments this Quarter)

- 118,006 Hours of Training Completed (4,557 Total Training Hours Completed this Quarter)

- 507 Courses

ACME

- First Aid Only – Emergency Preparedness Kits
- First Aid Only – Bleeding Control Kits

APEX

- Crescent Tools
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IRWIN

- Installer Bits
- QuickGrip One-Handed Bar Clamps & Accessories
- Screwdrivers
- Wood & Metal Countersinks

LENOX

- Bi-Metal Wood Drilling Bits
- Hole Saws
- Power Arc Curved Reciprocating Blades

MAKITA

- Sync Lock Part 1: Introduction
- Sync Lock Part 2: Getting Started
- Sync Lock Part 3: Adaptor Set-up
- Sync Lock Part 4: Implementation (Program Batteries)

MAX USA

- Applications for MAX Rebar Tying Tools
- MAX PowerLite HN25C Drywall Track Pinner
- MAX Buy America Tie Wire

MULTIQUIP

- Compaction Basics

SENCO BRANDS

- DuraSpin Applications

WERNER

- Ladder 101



For the 2nd consecutive year, **Sphere 1 & Morris Marketing** joined forces to host a Member Training Session in Greenville, SC. The September session was conducted at Morris Marketing's Southern School of Construction Technology, by **WernerCo**, **Southwire**, **Trimble**, **PIP**, and **Wright Tool**. A big thank you to the Sphere 1 Suppliers and Morris Marketing for their continued efforts and support of training our Sphere 1 Members.





KYOCERA SENCO Industrial Tools, Inc.



To: Sphere 1

Kyocera Senco's Charity Golf Planning Committee would like to send a special thank you for your participation as a Hole Sponsor at our 7th Annual Charity Golf Outing. On October 1, 2018 a check was presented to Shriners Hospitals for Children – Cincinnati in the amount of \$52,955; \$27,955 was raised as a result of the golf outing and other fund-raising events held during the year with Kyocera Senco employees and Kyocera Senco matched up to \$25,000. We are extremely pleased to report that the seven Kyocera Senco hosted golf outings have raised over \$300,000 for the Shriners Hospitals for Children.



Below is a picture of your golf hole sponsorship sign taken at the event along with a picture of the check presentation by Kyocera Senco to the Shriners Hospitals for Children.

Thanks again for your sponsorship and we look forward to another successful charity golf outing event in 2019.

Respectfully,

Kyocera Senco's Charity Golf Planning Committee



Ron Ron Fite *Kenny* Kenny Leadmon *Randy* Randy Reynolds *Linda* Linda Sims *Matt* Matt Sims *Peggy* Peggy Whalen

Sphere 1 Directory



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Carol Shackelford
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cas@sphere1net.com



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robmoe@sphere1net.com



Vice President
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Corporate Office**
16441 Scientific
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Suite 150
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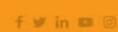
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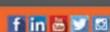
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Preferred Supplier News

Intertape Polymer Group Completes Acquisition of Polyair Inter Pack

IPG has completed the transaction to acquire 100% of the outstanding equity value in Polyair Inter Pack Inc. (Polyair) a North American supplier of protective packaging with headquarters in Toronto, Ontario and Chicago, IL.



“The addition of Polyair’s protective packaging offering is a strategic acquisition that expands our offering into a new product line, thereby strengthening our overall product bundle,” said **Greg Yull**, President and CEO of IPG. “Polyair’s complementary product offering and established customer base provide us a two-faceted approach for cross-selling opportunities. In addition, as the e-commerce market continues to experience out-sized growth, we believe protective packaging demand will continue to be a key component of our future growth.”

For more information about IPG, visit www.itape.com.



WernerCo is pleased to announce **Don Freeman** is Senior Vice President of Sales, Pro Division. He leads

the North America Sales team, which focuses on servicing distributors and end-users across the U.S., Canada, and Mexico. WernerCo is a fully-integrated, international manufacturer and distributor of climbing products, fall protection equipment and jobsite, truck and van storage equipment. With 20 years of experience leading major brand categories, Don has expertise across several areas including sales, marketing, product development and channel management. Before joining WernerCo, Don was the Global Vice President of Marketing at D+M Group, a premium global audio products company. Prior to that, Don spent 14 years with Stanley Black & Decker, where he led U.S. sales for the HHI division. Don is active in supporting Tomorrows Children’s Fund, a non-profit organization that supports children suffering with pediatric cancer or a serious blood disorder. He earned a Bachelor’s degree in Business from the University of Maryland.



Don Freeman

Protective Industrial Products (PIP) announces the appointment of **Thomas Fry** to the position of Chief Operating Officer. Tom will report directly to President and CEO of PIP Global, **Joe Milot Sr.** Tom will have direct responsibility for Sourcing & Procurement, Manufacturing, Warehousing & Logistics,



Information Technology, Human Resources and Order Management. “PIP is definitely an American success story,” says Fry, “Its amazing growth path and focus on the customer experience is what attracted me to join this incredible team. I’m truly excited to help continue this trend by bringing my experience and best practices to the executive team.”



Tom Fry

Prior to joining PIP, Tom held executive-level operating roles with multiple organizations, spanning from industrial filtration equipment to high-volume consumable products. He has been recognized for delivering breakthrough product quality improvements and implementing supply chain management changes to drastically improve on-time delivery and cost reduction. Tom will work out of PIP’s headquarters in Latham, NY. He may be reached at tfry@pipusa.com.



Eric Henzie



Andrew Sheridan

Additionally, PIP announces the expansion of its marketing team with the addition of two seasoned marketing professionals. **Eric Henzie** will be supporting growth initiatives as Marketing Manager of PIP Industrial Division. Eric has nearly 20 years of marketing experience with Cabela’s Inc. and Orvis. He may be contacted at ehenzie@pipusa.com. **Andrew Sheridan** has joined the Safety Works® division as Marketing Manager of Retail and Specialty

Markets. Andrew spent the last nine years in product and marketing manager roles at Cascades Tissue Group. He may be reached at asheridan@safetyworks.com.

Preferred Supplier News

In addition to expanding their footprint in the West, **G.L. Huyett** has added a new Regional Sales Manager in the Phoenix area. After six years as a National Sales Manager for Elite Fasteners Inc.® in Rockford, IL, **Jason Mizner**, Regional Sales Manager, will service the Southwest, Southern Pacific, and Rocky Mountain regions from his home in Surprise, AZ. He joins a strong bench of veteran Regional Sales Managers across North America



from Canada to Mexico, and a knowledgeable, friendly inside sales force. **Dan Harriger**, Vice President of Sales at G.L. Huyett, said, "Jason will make a great addition to G.L. Huyett's Distribution Support Team. Along with his previous sales experience in the fastener industry, he has been trained using best-in-class methods to enable him to support our distributor customers with effective solution selling."

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Brighton-Best International Proferred Brand received two PITA awards in this year's 2018 Pro Tool Innovation Awards. The winning products from the new Proferred line were the Proferred Drywallz™ (P64040) and the Proferred 8" Ratcheting Adjustable Wrench (T09002). A panel of judges made up of tool and media professionals from across the United States and Canada weighed in on entries from top global manufacturers. This year, over 60 different tool manufacturers submitted nearly 300 tool entries in dozens of categories for a shot to win a 2018 Pro Tool Innovation Award.

Visit www.brightonbest.com to find a distributor of these winning products near you.

With the many different styles, materials, and uses for Ironclad gloves, it can be a little overwhelming. Therefore, BBI is starting a 4-part Webex Event to take you more in-depth on the Ironclad brand. The first Webex event was held on October 3rd, but not to worry if you missed out. There will be 3 more webinars in the coming weeks/months. To get on the list, just contact CustomerService@ironclad.com.



Radians has completed construction of a new warehouse at their North Carolina facility, increasing square footage by almost 50%. The Radians® complex in Thomasville is currently responsible for manufacturing Radians Made in the USA high visibility apparel, custom vests and T-shirts, and most of the Radians public safety vests for first responders. The new warehouse is 14,200 square feet and has 35 feet tall eaves to allow for high storage, expanding their pallet storage spaces from 90 pallets to 420 pallets.



In addition to completing their new warehouse, Radians is converting 10,000 square feet of their original warehouse to new manufacturing space. According to **Philip Young**, VP of Operations, "The new manufacturing space will allow Radians to streamline production and increase efficiency in several key areas including cutting, sewing, screen printing, heat sealing, and inspection."

Other improvements include: • New heat and air systems for heating and cooling 30,000 square feet • Embroidery capabilities • The addition of new sewing machines and a new large format heat press.

"With expansion comes opportunities for employment," says Young. "We are happy that our employee headcount in North Carolina is up approximately 22% in the last 12 months. This is an exciting time for Radians and the Thomasville community." For more information, visit www.radians.com, or call toll free 1-877-723-4267.



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Makita's "Driving Innovation Tour" is off to a great start. The tour has been well received by Sphere 1 Members as well as their customers. Following are highlights from a few of the tour stops.



1

(1) Ron Foltz, Cornerstone Tool & Fastener, Tallahassee, FL "The days of preparation and advertising paid off. We had numerous calls asking where we were. We had at least 50 new customers come into the store, and now have at least 25 new Makita cordless buyers, hopefully repeat customers for us both. We moved a lot of two piece kits, which in turn created OPE sales, and yes, we sold some concrete items also. The "Confused and Crunchy Tacos" were also a big hit! All in all a great Day, in spite of the heat and humidity."

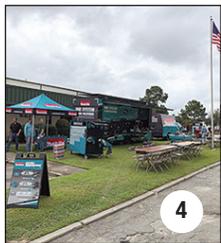


2

(2,3) Gina Alvarado at Foundation Building Materials in Pico Rivera said "Your team was so helpful, professional, and organized today. After you left, we could not stop talking about how remarkable you guys were. You guys stocked my showroom in the morning, ran back and forth from the parking lot into the store escorting customers to the service desk, answered all our questions, and were so kind and considerate to my staff. Then when we ran low on product during the event, your guys sprang into action and rushed more product from your warehouse to my store." They had a GREAT event. Thanks for the support FBM in Pico Rivera!!!!



3

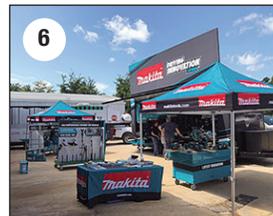


4



5

(4,5) Construction Materials Inc., Doraville, GA held their event on July 20th. Attendance was affected by bad weather, but customers bought tools and were able to view the innovative products on the truck. So, over all, it was a good day. Makita wants to thank **(6,7) Williams Equipment & Supply** who hosted events in Tupelo, MS and Memphis, TN. Williams



6



7

provided great support to get customers in to see the innovation of Makita.

During a week in August, **(8) Berland's House of Tools** hosted successful events in Joliet, Palatine and Lombard, IL. Thank you, **Dwight Sherman**, for hosting us and your continued support of Makita.



8

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9

(9) Bay Verte Machinery brought the truck in and had a great show with record sales for the day. Makita wishes to thank **John Krawczyk** for the opportunity to support you and your team with the event.

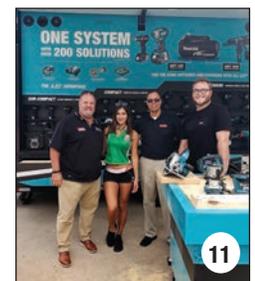


10

Rain struck during the event at **(10) Nu Way, St. Louis**. In spite of the weather, there was good contractor attendance and sales. **Greg Rhomberg** was quite impressed with the overall day and Makita innovations.

Farrell Equipment & Supply held events at Eau Claire, La Cross & Madison locations. Sales were good, especially with cordless and LXT-OPE. Rain during the La Crosse event actually brought in more customers, as they could not work during the storm. Farrell's hosted lunch for the contractors and PK's for their employees.

When September comes to Texas, the weather is HOT and the deals at **(11) Brannen's** in Conroe are even HOTTER!!! The Sept. 5th sales event combined the Innovation Trailer and the Mexican National Soccer Match, both held the same day. Ten pairs of tickets for the Friday night game were raffled off during the day. Sr. Makita was on hand for photos and autographs. The crowd arrived very early, possibly due to the heat and humidity. Noon brought another large wave of customers. 200 attendees enjoyed a lunch of "everybody's favorite sausage" and RockStar drinks. An additional rush of customers around 1 pm meant the day went on well past 2 pm. X2 products accounted for the bulk of sales for the day. Thanks, **Rusty**, and team for a great day!



11

Why should you host the Makita truck? It is a great way to attract new customers, provide good deals for your customers, and get them into the Makita platform, allowing return sales for your business. To book the truck, contact your local sales rep or Sphere 1 Primary Contact **Theresa Westphal** at twestphal@makitausa.com. Don't delay. Many locations are booking a return visit for future events. The schedule is filling up so don't miss this opportunity.

Preferred Supplier News



Multiquip Inc., is opening an all-new 188,000 sq ft logistics and technical assistance center in San Bernardino, CA. Located within a growing hub of logistics and distribution centers, it is 90 minutes from the Port of Los Angeles, and near two interstates, a major rail corridor and several regional airports. The new facility will stock finished goods for Multiquip's construction equipment and power equipment product lines. Service parts,



formerly warehoused in Boise, Idaho, will be also be inventoried with stocking locations optimized to improve order fulfillment capabilities. The office area will be the home base of Multiquip's technical assistance center (MTAC). Staffed with industry veterans, the MTAC team is known for providing quick and accurate resolution on parts question or technical support concerns for any Multiquip products.

The company's University of Multiquip program will also benefit from the facility. Customers attending sales and service training classes will be welcomed by a state of the art classroom with expanded service lab and demonstration areas. The first class in the facility is scheduled for November 2018.

Multiquip is pleased to announce the company has won the 2018 Contractor's Choice Awards for a second time; previously, the GloBug system won gold in 2015. The awards were established by *Roads & Bridges* magazine in 2006 to allow contractor readership to pick the best equipment out on a jobsite. The recipients of the top three votes in each product category receive either a gold, silver or bronze award. The awards showcase 21 categories of the best products and equipment being offered to the marketplace. Multiquip received a Gold award in the Work-Zone Safety (Lights) category for their GloBug Lighting Systems that make jobs such as nighttime road repairs safer for both workers and motorists.



ITW Commercial Construction, North America has named

ITW Commercial Construction
NORTH AMERICA



Matt Davis

Matt Davis to the position of Vice President and General Manager. Matt joined ITW in 2000 and has held a number of roles over the years within construction, including the National Marketing Manager for Ramset and the Business Unit Manager for Paslode. Most recently, Matt held the position of VP/GM of the ITW Medical Division, within our Specialty Segment. With his construction experience, Matt has a solid foundation for how the industry operates and how to lead Commercial Construction into the future.

Innovative Chemical Products has announced the formation of their new Building Solutions Group



(BSG). Comprised of industry-leading brands formerly represented by the ICP Construction and ICP Adhesives and Sealants businesses, the change unifies the resources of both businesses. Now ICP partners have the convenience of a "one-stop shop" dedicated to delivering high performance professional products and services for building and construction applications. The new Building Solutions Group will feature exclusive opportunities that expand ICP's current customer service benefits and also helps our partners grow their business. These benefits include:

a progressive loyalty program that lets customers earn sales leads, marketing support; a training program that helps applicators stay up to speed; design and specification help to identify the right coating, adhesive, and sealant solutions; live technical assistance via phone, email, or directly on the job site; business development opportunities include: tailored, high-performing chemistries and training solutions; expanded e-commerce channels that reach a larger variety of platforms; and cross-selling opportunities exclusively for BSG partners.

For more information about ICP Group or BSG, please visit ICPGroup.com.

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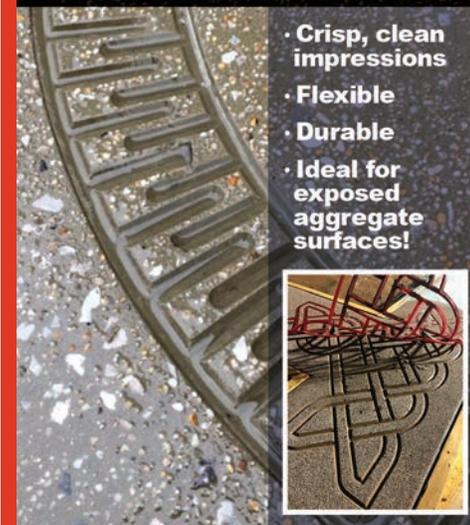
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Sphere 1 Upcoming Events – Save the Dates



2018 STAFDA:

October 28-30, 2018

Phoenix Convention Center, Phoenix AZ



Member Luncheon

Monday, October 29th

11:00 AM – 12:00 PM

Phoenix Convention Center, 1st Floor – West Hall Room: 106 ABC



StanleyBlack&Decker



Stanley Black & Decker / DEWALT Breakfast

Tuesday, October 30th

9:00 AM – 10:15 AM

Phoenix Convention Center, 1st Floor – West Hall Room: 105 ABC



2019 World of Concrete:

January 22-25, 2019

Las Vegas Convention Center, Las Vegas NV



2019 Sphere 1 Annual Meeting:

May 13-16, 2019

JW Marriott Marco Island Beach Resort, Marco Island FL



2020 Sphere 1 Annual Meeting:

May 11-14, 2020

Red Rock Casino, Spa & Resort, Las Vegas NV



In Memoriam ...

Herbert Ronald "Ronnie" Mann

Ronnie passed away Wednesday, August 1, 2018. Born in Florence, he was the only son of the late James Herbert "Jimmy" Mann and Mary Lou Younginer Mann. Ronnie was a lifelong



Ronnie Mann

member of Union United Methodist Church and the Joy Sunday School Class. He was a graduate of Irmo High School, where he met his high school sweetheart, Joye McKown, who became his wife in 1963. Ronnie worked alongside his father at Mann Electric Repair until his father's death in 1974, when he became owner and President of the company. In 2001, Mann Electric Repair became Mann Tool and Supply and moved to their current location. In 2013, Ronnie passed his Presidency to his daughter Suzanne, then becoming

Senior Vice President and immediate Past President of the company.

Surviving in addition to his wife of 55 years, Joye, are his daughters, Suzanne Brunnemer (Mark) of Leesville, Stacey Blanquart (Didier) of Perth, Western Australia; grandchildren, Michael and Alex Brunnemer. He is also survived by two sisters, Jimmie Lou Richardson (Larry) of Crescent City, FL, Judy Cook of Irmo; numerous nieces and nephews. He was preceded in death by his brother-in-law, Bruce Cook and niece, Allison Cook.

Memorials may be made to Union United Methodist Church, Capital Campaign Fund, PO Box 705, Irmo, SC 29063.



Please share condolences and

memories at www.dunbarfunerals.com.