

Sphere 1 Circular

“News and Views That Are Out Of This World”

Fall 2019
Vol. 20 No. 2

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PrimeSource Building Products, proud home of the Grip-Rite, Pro-Twist and GRX brands, is headquartered deep in the heart of Irving, Texas. With industry leading building products for commercial and residential projects, PrimeSource is your #1 source for fasteners needed to complete all phases of construction, including Grip-Rite bulk and collated nails, Pro-Twist screws and Mitek Framing Hardware. With 34 distribution locations across the country and the most comprehensive assortment of building products from the best brands in the industry, PrimeSource is the one-stop-shop for all your building product needs. We call it the PrimeSource Advantage...our legacy Sphere1 partners tell us time and again how much they value the efficiency and simplicity of working with a single source supplier. We welcome the opportunity to continually prove that “Global Reach. Hometown Service” isn’t just a tagline...it’s our guiding principle. We are sincerely grateful for the partnership with our Sphere1 customers.

With Gratitude

2019 has been a banner year for PrimeSource and Sphere! We would like to take this opportunity to acknowledge and humbly thank the Sphere1 membership for your commitment to PrimeSource. We witnessed incredible year over year growth in the first two quarters across our core categories. With brands that are demanded by your customer base and a business model

buoyed by the stability of PrimeSource’s strategic and bold investments in technology and product development, PrimeSource is in a unique position to drive our collective businesses.

Exciting new products

We anticipate the momentum will only accelerate as we look to the back half of the year and the STAFDA Show in Nashville, November 10-12. Stop by booth #1949 to check out the bold, new Grip-Rite R.E.D. System – an ecosystem of optimized tools, compressors, accessories and fasteners from Grip-Rite. A bold new look and contractor grade features complement aggressive programming for our dealer network, so we look forward to tremendous results! Reliable, efficient and durable, The R.E.D. System delivers pneumatic jobsite solutions to meet the rigorous demands of contractors across the country. And you won’t want to miss the exciting new developments in other categories, including threaded fasteners, sealants, caulking & adhesives, as well as our core product line curated specifically for the STAFDA channel. Stop by our booth to have a look or just chat for a minute...we look forward to seeing you in Nashville!

Specialized Sales Force

But new products are only the beginning of the investments we’ve made at PrimeSource. To respond to significant demand for application-based expertise with Grip-Rite

Continued on page 2



Rob Moe

President & CEO

President's Message

Dear Sphere 1 Members and Preferred Suppliers,

The closing of this year will be significant for our group, and much different than this time last year. What's different? Many things. Our industry is changing almost daily; folks are unsettled; distribution is in a state of flux, and many are concerned about the impact the 2020 election may have. With all this in play, Sphere 1 continues to overcome through everything that gets in our way. As of today, we have 155 member-owners, 850 locations, and over 115 preferred supplier partners in our cooperative...what a difference a year makes!

Over the last few years, this organization has worked through the loss of more than 20 members. This has given us the opportunity to bring on new members in virtually every market where we suffered a loss. This ever-changing climate has also caused us to roll up our sleeves and work more intentionally with both members and suppliers. Despite all of the inevitable changes, we have grown across the board – in spend, rebate value and who we are as Sphere 1. This was possible because of the strength of our Sphere 1 community.

I am so proud of our group, and to also be in the position as your President and CEO. Working with our Board of Directors, our Sphere 1 team, and all of you, is something truly special for me. You all inspire me with your relentless effort to support Sphere 1! Have a wonderful close to 2019. We have lots to be thankful for, coupled with our glaringly bright future.

We Are Just Getting Started!

Rob



products, we recruited specialized subject matter experts - specifically in the areas of collated, screws and retail merchandising - to support the elevated sales process of the Sphere1 membership. Fortunately, many of those experts with both industry experience and product knowledge were already part of the PrimeSource family! Over the course of the last three months, we equipped those experts with Grip-Rite branded Ford F150s and sent them on the road and to the jobsites. With a mission to grow the Grip-Rite brand loyalty, these specialists put our tools directly in the hands of contractors...think of it as a "test-drive" to create desire and demand for Grip-Rite products, so we can drive the transactional sales back to our distributors. Grip-Rite's specialized reps are available to work with your on-site teams to make joint customer calls, lead product demonstrations and support your contractor events – anything they can do to support & grow your Grip-Rite business with your customer base. Schedule early – this team is in high demand!

Organizational Update

As PrimeSource evolves to support strategic growth, we are excited to announce that **Steve Shennum** has accepted a role within the product management team, focused on the Grip-Rite Pneumatics and Collated categories. With that change, we are thrilled to welcome **Rick Skitt** back to lead the Sphere1 relationship with PrimeSource. As Senior Director of PrimeSource Direct and with a tenure of 43 years in the industry, Rick brings a wealth of knowledge and experience to this partnership and is your key resource for anything housed under the PrimeSource roof, including Grip-Rite, Pro-Twist, GRX and a host of other premier building products brands.

Our team is poised and ready to collaborate with you on growth plans for the back half of 2019 and to build the roadmap for future growth.

We've had some other exciting changes within the organization, which are additional resources to support the Sphere1 membership.

David Deaton has been promoted to VP, Field Sales Majors & Independents, leading the strategic account planning and field sales for this core segment. **Allyson Horst** has recently joined PrimeSource as Senior Director of Marketing, focused on brand strategy and execution, and is available to support your individualized marketing efforts. The PrimeSource team has never been more strongly aligned to help drive your goals across the finish line!

With unparalleled investment across our organization, PrimeSource has never been more equipped to deliver exceptional results. Our Global Reach and Hometown Service are dedicated to helping you grow your business today and in the days to come. We sincerely appreciate your business and thank you for choosing PrimeSource!



Rick Skitt



David Deaton



Allyson Horst

Welcome New Sphere 1 Members



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Vice President
Mike Shumard

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mikes@sphere1net.com



Director of Cooperative Services
Sharon Bounvongxay
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Co-op Support Services
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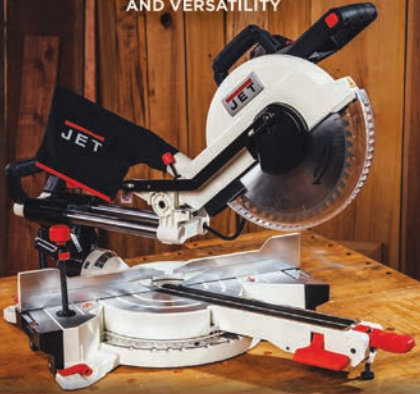
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Sphere 1 Member News

NORTHEAST TOOL SUPPLY



Northeast Tool Supply hosted their annual Pig Roast on September 5th at their Orleans, MA store. The event had great customer turnout, and no one left hungry. The special promotions were well received by customers. Northeast thanks

Sphere 1 vendor partners **DEWALT**, **Makita**, and **Milwaukee**. Pictured above are **Harry Saucier**, Founder and President, (L) and **Christ Saucier** (R).

Preferred Supplier News



POWER TOOLS



iQ Power Tools, manufacturer of premium power tools with integrated dust collection systems, will be partnering with the American Lung Association to raise awareness of the dangers of silica dust through a new educational initiative, "Understanding Silicosis."

Silicosis is a lung disease caused by breathing in tiny bits of silica, which is part sand, rock and mineral ores such as quartz. Over time, exposure to silica particles causes scarring in the lungs, harming one's ability to breathe. "With over two million U.S. workers potentially exposed to occupational silica, more is needed to be done to bring awareness to the risk of developing silicosis," stated **Paul Guth**, President of iQ Power Tools. "By teaming up with the American Lung Association, a highly respected organization, we can expand our reach and take the message of awareness to individual workers in the construction industry even further than before."

As part of "Understanding Silicosis," a video will be created featuring a health-care provider discussing silicosis. It will include a variety of related topics such as risk factors, causes, prevention, symptoms and treatments.

The new partnership with the American Lung Association features two key components:

1. Creation of an educational video and individual video clips highlighting the danger of silicosis for those in the construction industry, to be shared on social media and the Association's website, www.Lung.org.
2. Activation of a company wide Employee Giving Campaign to fully engage iQ Power Tools employees in the mission of the American Lung Association to further demonstrate the commitment of its employees to lung health.

Guth concluded, "This relationship is aimed at connection technology, education, research, and experts to develop impactful resources to improve overall awareness and the options available to create a safe work environment. We hope to develop even more strategic partnerships with several of the leading construction industry associations in the very near future."

For more information, please contact **Sarah Hurtado**, Marketing Communications Manager. Sarah.Hurtado@iqpowertools.com, PO Box 7449, Moreno Valley, CA, 888-274-7744, Fax 888-428-4485, www.iQPowerTools.com.

Preferred Supplier News



Sam Bell

Louisville Ladder is pleased to announce that **Sam Bell** has joined the company as Accounts Receivable Supervisor. Sam has over 24 years of experience in credit and collections. He served as Chapter President of the Credit & Financial Development Division of the National Association of Credit Management. This national organization of credit, collections, and financial professionals helps with industry education and networking. In May of this year, Sam was elected to the National Board of Directors of CFDD to be the Vice Chair of Membership and Publicity, and will become the National Chair in two years. He may be reached at sam.bell@louisvilleladder.com or visit louisvilleladder.com for more information.



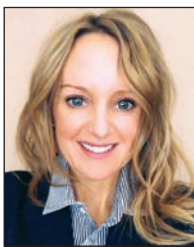
Simpson Strong-Tie has opened a brand-new warehouse in Atlanta. The distribution facility stocks a full range of connectors, fasteners, and anchors designed for everyday dependability and performance. With the new warehouse, Simpson Strong-Tie will enhance its same-day service to the Metro Atlanta area by offering Will Call, UPS shipping, and same-day delivery options. Located at **1285 Field Parkway in Marietta**, the warehouse officially opened for business in July. For more information, contact your local Simpson Strong-Tie representative.



Matt Moseley is the new Sphere 1 Primary Contact for **Protective Industrial Products (PIP)**. Matt has 24 years of industry experience in both industrial distribution and safety manufacturing. He joined PIP in July 2015. The variety of positions he has held during his career provided exposure to end user customers from the distribution and manufacturing side of the business. Currently, Matt is the Area Channel Manager for the SE Region with a specific focus on the Construction, Rental, Electrical and Welding markets. He may be reached at **518-595-1245, 770-840-5509** cell, or moseley@pipusa.com.



Matt Moseley

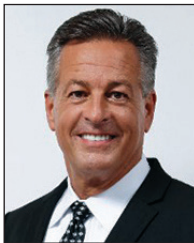


Shannon Lessner

REED Manufacturing is pleased to welcome **Shannon Lessner** as their new Regional Manager for the Midwest markets. Shannon will serve key REED accounts, work with manufacturer's reps, and focus on developing new business in this 11-state area. Before joining REED, Shannon gained experience in durable goods with time at Werner Company, Spectrum Brands and Fiskars & Gerber. She brings a background in strong customer partnerships, rep agency management, plus strategic vision to drive successful sales and marketing programs with the REED distributor network. Shannon may be contacted at **608-513-7426** cell, **800-666-3691** Ext 1404 voicemail, or slessner@reedmfgco.com.



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Bob Pjevach



Metabo HPT (formerly Hitachi Power Tools) welcomes **Bob Pjevach** as Chief Executive Officer to lead business in the Americas. Bob possesses a deep knowledge of the power tool industry and offers a wealth of experience with an impressive record of proven results. In addition, we are proud to announce the promotion of **Joe Leffler** to Executive Vice



Joe Leffler

President & Chief Operating Officer working in cooperation with Bob to support and grow the business in the US market. Metabo HPT is committed to strengthening its organizational structure with a view towards further growth in the mid and long-term by striving to develop products and services with higher quality and performance from the customers' viewpoint. By creating a product experience of "superiority" for the pros who are our customers, Metabo HPT is responding to the passion and trust of professional craftsmen everywhere.



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Kyocera Senco 8th Annual Charity Golf Outing

Kyocera-Senco Industrial Tools hosted their 8th Annual Charity Golf Outing on Friday, August 16 at Elks Run Golf Course in Batavia, Ohio. Shriners Hospital for Children once again was chosen to receive the proceeds from the event. Shriners Hospitals for Children provides care to children up to age 18 who receive specialty pediatric services in a family-centered environment – regardless of the patient or family’s ability to pay, as they have done since the first Shriners Hospital opened in 1922.

On October 1, 2019, a check was presented to Shriners Hospitals for Children – Cincinnati in the amount of \$52,743. The golf outing and other fund-raising events held by Kyocera Senco employees during the year raised \$27,743. Kyocera Senco added an additional \$25,000.

Kyocera Senco is extremely pleased to report that the eight year golf outing total support for Shriners Hospital for Children is over \$355,000.



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



Sergeant Kristie Ennis
United States Marine Corps



U.S. Marine Corps Sergeant Kirstie Ennis nearly died when the CH-53D helicopter she was flying in as an aerial gunner, crash landed in the Helmand Province of Afghanistan in June of 2012.

The accident broke her left ankle and caused severe damage to her leg, tore her rotator cuff and labrum, injured the cervical discs of her spine, shattered her jaw, and caused severe facial lacerations, a traumatic brain injury and post traumatic stress disorder. Ennis was combat meritoriously promoted to the rank of Sergeant.



Ennis, who was 17 when she enlisted out of Florida in 2008, thus began her long, debilitating road to recovery, enduring more than three dozen surgeries as she learned how to walk and talk again. In November of 2015, her left leg was amputated below the knee. One month later, a serious infection required an additional surgery, and Sergeant Ennis is now an above the knee amputee.

But Ennis's story has been defined not by her injuries, but her heroic spirit and determination to overcome them. Ennis, who had never snowboarded before serving in the Marines, took up the sport and

quickly excelled, with her sights set on competing at the 2018 Winter Paralympics in Pyeongchang, South Korea. She is currently ranked fifth in the world in women's snowboard cross by the International Paralympic Committee.

It was just the beginning of Ennis's remarkable tale of perseverance. On August 22, she and five other injured veterans began a 72-day, 1,000-mile walk across mainland Britain, organized by a British charity.

During the trek, which began in Scotland and ended at Buckingham Palace, Ennis honored 25 of her fallen comrades by placing a commemorative dog tag every 40 miles along the route, each engraved with the name of a U.S. veteran who had passed away.

The young veteran is continuing her road to recovery, regularly posting photos of her progress on Facebook with a cheerful attitude. Her story has been covered internationally, by British publications, *The Telegraph* and *Daily Mail*, as well as *People Magazine* and *ABC News*.

For her service to her country, Sergeant Ennis has earned the NATO Medal, Combat Action Wings with three gold stars, National Defense Medal, Global War on Terrorism Medal, Navy and Marine Corps Achievement Medal, Air Medal, Good Conduct Medal, Afghanistan National Campaign Medal, two Letters of Appreciation, Certificate of Commendation, and a Certificate of Appreciation.

Sergeant Ennis will be gifted a mortgage-free home in Colorado.

For more information, visit www.buildinghomesforheroes.org.



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Sphere 1 Upcoming Events – Save the Dates



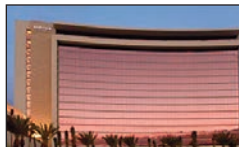
2019 STAFDA:
November 10 – 12, 2019
Nashville Music City Center
Nashville, TN



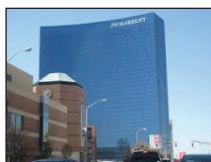
Sphere 1 Member Breakfast/Stanley Black & Decker
Monday, November 11, 2019
6:45 am – 8:15 am
Music City Center – Room 101 A-E/Level 1



2020 World of Concrete:
February 4–7, 2020
Las Vegas Convention Center, Las Vegas NV



2020 Sphere 1 Annual Meeting:
May 11–14, 2020
Red Rock Casino, Spa & Resort
Las Vegas, NV



2021 Sphere 1 Annual Meeting:
May 11–14, 2021
JW Marriott Indianapolis
Indianapolis, IN





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48WS	T17
Advantage Sales & Supply	2228
Aerosmith Fastening Systems	825-829
Aervoe Industries, Inc.	311-313
AgoNow LLC	2010
Albion Engineering Co.	405
The Ames Company	600-602
Apex Tool Group	637
Brighton-Best International	1516-1518
Cendrex, Inc.	414
Champion Cutting Tool Corp.	416
CLC/Custom Leathercraft Mfg. LLC	404-406
Coilhose Pneumatics	916-918
Construction Electrical Products	906-910
Diamond Products Ltd.	925-929
Driltec LLC	1013
ERB Safety	1154-1156
Eagle Industries	1216-1218
Erin Rope Corp.	1831
EVCO Tools & Fasteners	431
Fluke Corp.	2034-2038
The Fountainhead Group	951
Franklin International	607
Freud America, Inc.	1601-1605
Generac Power Systems, Inc.	1148-1152
Husqvarna Construction Products	1404-1406
G.L. Huyett	1807
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ITW Construction	No Booth



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International Fasteners, Inc.	2024-2026
Intertape Polymer Group	1903
JPW Industries (JET)	1024-1026
JPW Industries (Powermatic)	1028-1029
JPW Industries (Wilton)	1025-1027
Keson Industries Inc.	1329-1333
Klein Tools, Inc.	1700-1704
Knaack LLC	529-531
Lackmond Products, Inc.	1432
Lift-All Co., Inc.	1943
Louisville Ladder, Inc.	700-702
Magnolia Brush Mfrs., Ltd.	2037
Makita	1149
MAR-MAC Industries Inc.	No Booth
Marshalltown Co.	No Booth
MAX USA Corp.	1524-1528
Metabo HPT (formerly Hitachi Power Tools)	2225
METALTECH-OMEGA	1954-1956
Mi-T-M Corp.	1325-1327
Milwaukee Tool	1415
The M.K. Morse Co.	934-936
Motorola Solutions, Inc.	1410-1412
Newborn Brothers Co., Inc.	628
Norseman Drill & Tool Inc.	1827
Norton Clipper Construction Products	800-802
ORS Nasco, Inc.	No Booth
PHD Manufacturing Inc.	No Booth
PrimeSource	1949
Pro Line Products, Inc.	1048-1050



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Protective Industrial Products, Inc.	2224-2226
Radians, Inc.	1734-1736
Rectorseal LLC	2137
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ROLAIR Compressors	1000-1004
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Shurtape Technologies LLC	200-202
Simpson Strong-Tie	1801-1803
Solo, Inc.	853
Southwire Assembled Products	1449
Specified Technologies, Inc.	1852
Spectra Precision (Trimble)	1317-1319
Spotnails	601-603
Stabila, Inc.	724-726
Stanley Black & Decker	1735
Star Stainless Screw Co.	1436
Stelfast, Inc.	343
Surface Shields, Inc.	1501-1505
TPI Corp.	937-939
Tru-Cut/Galaxy Industries	216-218
UNISTRUT	1316-1318
United Abrasives, Inc.	505-507
Vega Industries, Inc.	504-506
Voltec Power & Lighting	952-956
Vulcan Threaded Products, Inc.	1629
Weatherguard	525-527
Werner Co.	524-526
Wright Tool Co.	217-219
Wyco	630



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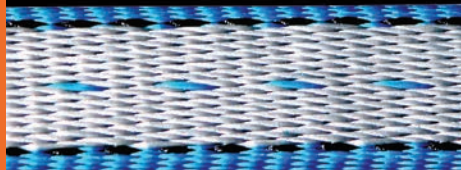
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Preferred Supplier News



Radians launches new mobile-friendly and redesigned website to improve the customer journey

Radians Inc., recently launched their new, mobile-friendly website. Under construction this past year, the new website will improve the customer experience through technology, design, and content.

“Creating a new website that enhances the customer’s journey has been a top priority for Radians in 2019,” said Radians Director of Marketing, **Jim Hink**. “Now customers can easily access our website from their mobile devices with a faster, more efficient platform and an all-new design that is clean and modern.”

In addition to becoming mobile-friendly, other website enhancements include improved search functionality with a search engine that can find products based on description, brand, part number, applications, and other criteria. The site also has an industrial blog, product fast facts, and other content to enrich the knowledge of safety professionals.

According to Radians President, **Bill England**, “Radians is very excited about the new look, new content, and how the improved search functionality of our new website will make our customers’ lives easier and more enjoyable. The redesigned site is easier to navigate and very intuitive too. Of course, the new website will still have easy access to our catalogs, brochures, and image downloads.”

For more information about Radians comprehensive line of personal protective equipment (PPE), visit www.radians.com or call toll-free 1-877-723-4267. Radians safety products are sold through authorized distributors.



Sphere 1 Preferred Supplier New Primary Contacts



Chicago Pneumatic—Tool Co. Division
Brad Miley
219-771-7287
bradley.miley@cp.com



ICP Adhesives & Sealants
Bettie Christie
330-753-4585 Ext 1105
bchristie@icpgroup.com



Marshalltown
Daniel Mathews
641-753-5999 Ext 428
dmathews@marshalltown.com



Motorola Solutions
Eric Kesterson
503-200-0264
eric.kesterson@motorolasolutions.com

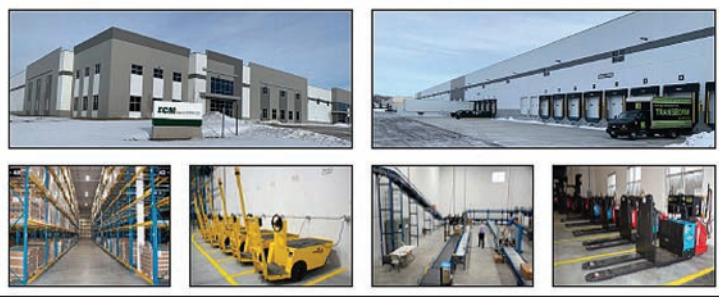


Newell Brands
Holly Simmons
813-293-2529
holly.simmons@newellco.com



ORS Nasco
Muriel Shultz
800-678-6577 Ext 85296
muriel.shultz@orsnasco.com

Preferred Supplier News



ECM Industries is a global manufacturer and supplier of electrical products for construction and maintenance, irrigation and landscape supply and Natural Gas/Cathodic industries. With industry-leading brands and a track record of innovative product development.



Our Brands:

• **Gardner Bender** is a mainstay both with electrical contractors and do-it-yourselfers with a comprehensive product offering of over 5000 products across 11 product categories concentrated in wire and cable management, electrician's tools, and fastening.

• Sperry Instruments is the professional's choice for electrical test and measurement instruments offering a new generation of innovative, patented, and labor saving devices.

• Calterm is the electrical solutions expert supplying a wide range of connectors, switches, and wiring accessories for the automotive repair and maintenance technician.

• Bergen Industries has been a recognized leader in the design and manufacturing of construction and maintenance lighting and

electrical products for over 40 years.

• King Innovation® a leader in the design and manufacture of innovative construction grade products for the irrigation, electrical, gas utility and landscape lighting markets.

ECM recently moved into a new, purpose-built, state-of-the-art 193,000 sq ft distribution center and corporate headquarters. The new center brings all ECM brands under one roof. The \$9 million invested in the facility includes new material handling capabilities, latest available technology and multiple opportunities for operational efficiencies from an optimized layout. The Tier 1 WMS from Softeon enhances productivity/quality by reducing waste, improving accuracy and simplifying distribution. For more information on all brands visit www.ecmindustries.com.



Matt Fejedelem

Gardner Bender's new Sphere 1 Primary Contact is **Matt Fejedelem**. Matt has 12 years of experience in the Electrical, Construction and Maintenance industries. Matt has been with ECM Industries for four years, currently serving as Strategic Market Manager and overseeing Sphere 1 partnerships and professional focused markets. He may be reached at **Matthew.fejedelem@ecmindustries.com** or **330-221-0733** cell.

Pure Safety Group (PSG) is the largest dedicated fall protection company in the world. PSG was formed by a team of industry veterans with a family of companies and brands including industry-leading



Joseph Piccione

height safety companies **Guardian Fall Protection**, Web Devices and U.K.-based Checkmate and the innovator of tool tethers and foreign materials exclusion, Ty-Flot. PSG announced it has named **Joseph Piccione** as Chief Executive Officer. "Joe's track record of growing companies internationally and leading teams to consistent results with a keen focus on the customer are key as PSG continues its international expansion and innovation trajectory," said **Kevin Coplan**, Chairperson of the PSG Board of Directors.

Most recently, Piccione served as CEO of Jindal Films Americas, the world's largest producer of films used in the food, beverage and consumer markets. Piccione has a long history of customer and employee engagement and sales and marketing strategy. "I am excited to step into PSG at a pivotal growth point and look forward to working with the talented height safety experts on the team," said Piccione. "Since its inception in 2017, with the coming together of four leading companies in this category, PSG has built a world-class training facility and introduced far more products into the global marketplace than any other company in this business. PSG has quickly solidified its position as the leader in fall protection. This intense focus on keeping workers around the world safe every day is ultimately what drew me to PSG."



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Preferred Supplier News



BBI is excited to announce that the Ironclad Touchscreen Hi-Impact Glove has won two awards this summer, the 2019 Occupational Health and Safety New Product of the Year Award and the 2019 Pro Tool Innovation Award. The new Command™ Series, Impact Hi-Viz Glove (IEX-HZI) is the first glove to combine Ironclad's proprietary high conductivity Command™ touchscreen technology with high visibility fabrics and impact protection, making it the first glove on the market to incorporate all three features into one glove model, and is ANSI A2 Cut and Level 1 Impact glove. (**Link:** http://www.brightonbest.com/download/news/Ironclad_OH&S_2019.pdf) Ironclad wishes to thank **Kapern Corp** for donating Ironclad Kong gloves to the crews fighting the tragic, globally devastating fires in the Amazon and Bolivia. We thank everyone that is helping in this time of need.



Congratulations to **Krista Osborne**, BBI-Cleveland, for winning the Edith Cameron Scholarship courtesy of Women in the Fastener Industry Association (WIFI). The Edith Cameron Scholarship provides the opportunity for a WIFI member, who may otherwise be unable, to attend and experience the Expo held on Wed and Thurs, Sep 18-19.

BBI would also like to congratulate **Sarah Evans** of BBI-Chicago. Sarah is this year's winner of the Ann Bisgyer Wolz Scholarship. Sarah will receive tuition monies to be used at the Fastener Training Institute for in class training to become a certified training specialist. For more information on WIFI or to learn how to win a scholarship visit www.fastenerwomen.com today!

BBI has received an official notification that its Taping SD product line was approved by Miami Dade County. NOA No. 19-0326.03. This approval covers the standard blue concrete screws, now through 6", as well as the new trim head series designed for the hurricane impact window industry in various colors. These will be available for order starting in late Fall of 2019. (**Link:** http://www.brightonbest.com/download/ICC/miami_dade_taping_sd.pdf)



Mitch Neu

MBW Inc. is pleased to announce the appointment of **Mitch Neu** as its newest Regional Sales Manager. Mitch's territory covers Wisconsin, Illinois and Iowa in the Midwest and Montana, Idaho, Nevada, Oregon and Washington on the West Coast. Mitch has a strong background in sales through OEM's and as a former professional snowmobiler, he is comfortable working on equipment. He will be working directly with the following manufacturers' rep groups; CPS and Johnson Co. Mitch may be reached at **262-622-3651** or by email at mitchn@mbw.com.



Brandon Balistreri

Brandon Balistreri has been promoted to the position of Service Technician. Brandon joined MBW in 2017 as an assembler. He not only worked in assembly but also did product testing and assisted in the shipping/receiving department. As Service Technician, Brandon will be responsible for technical service calls, warranty and repair issues, assisting with service training and working with marketing on videos, photos and shows. MBW, Inc. is pleased to announce their recent approval into the Catepillar Allied Vendor Program. Known for high quality and long lasting machines, MBW is looking forward to being a part of the CAT family and creating a strong partnership offering equipment solutions for the construction industry. For more information call, **1-800-678-5237** or visit www.mbw.com.



Metaltech is pleased to announce **Steve Fahey** has joined our team as Director of Sales.

For more information about Metaltech visit www.metaltech.com.



Steve Fahey



At **Shurtape Technologies, LLC** summer interns get the traditional internship experience—they work alongside teams to learn and grow in their fields of study, they build skill sets by participating in meetings and are hands-on with a variety of projects. This year, Shurtape’s interns rolled up their sleeves and got their hands a little dirty in support of a good cause.

Eight interns and two corporate volunteers from Shurtape participated in a Habitat for

Humanity of Catawba Valley build, working to complete a Market Ready Home for a deserving family in need. These simple and affordable homes are built with community stability and sustainability in mind, using construction standards that focus on water and energy efficiency, safety and health, and materials conservation.

During the build, the interns and volunteers split into two groups – one group spent the day working on landscaping by hauling and spreading gravel for drainage, while the other group picked up some paint brushes and spent the day painting the exterior of the home. In total, the volunteers donated 40 labor hours to this project.

“When people come out and volunteer, what they see is a day of construction, but what we see is the foundation for families to be able to build a stronger and more secure future,” said **Jenna Ross**,



Community Outreach Coordinator, Habitat for Humanity of Catawba Valley. “Habitat really loves working with organizations like Shurtape, because in addition to providing a service, they’re also investing in creating a community.”

“This project allowed our interns to further bond as a team, building relationships we hope will last throughout their educational journey and well into their careers,” said **Whitney Walker**, Talent Specialist and Intern Coordinator for Shurtape. “They worked hard, they had fun, and they developed not only a better understanding of what Habitat for Humanity is, but also how organizations like Shurtape can get involved and help fulfill the hopes and dreams of those in the communities in which we live and work.”

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Multiquip Inc. announces the expansion of its Southern California operations with facilities in Cypress and Fullerton, and the expansion of its San Bernardino operations. The strategic decisions are consistent with its customer-focused culture and commitment to providing industry-leading product and after sales support.



New Cypress, CA Headquarters – Multiquip is relocating its headquarters to a new 32,000 sq ft office facility located in Cypress, California. Styled to incorporate modern workplace concepts, the new headquarters office features collaborative areas and flexible open spaces. A key design goal was to reduce internal barriers so team members could better communicate and work together to improve the overall customer experience. The headquarters is home to executive management, sales and administrative support groups, finance and accounting group, along with members of the product, engineering and information technology teams. It also provides sufficient room for growth as the company expands.

New Fullerton, CA Operations – Multiquip is moving its Southern CA production team to a new 75,000 sq ft facility in Fullerton. The site is responsible for manufacturing the company’s studio generators, in addition to custom and specialty generators. It also serves as a remanufacturing center for its WhisperWatt™ portable generators.



Expansion of San Bernardino, CA Operations – Multiquip is pleased to celebrate the one-year anniversary of its San Bernardino logistical/technical assistance center. The major distribution center for finished goods and service parts is also home to the parts sales and technical support teams. The facility recently expanded its services with the addition of generator customization and modification teams. With its modern training facility, it is the West Coast hub for the company’s highly regarded University of Multiquip. UMQ participants receive in-depth product knowledge and technical training classes on all Multiquip products.



Multiquip is supporting the efforts of Habitat LA in their mission to provide affordable housing throughout Los Angeles County. In recent years, LA County has experienced a housing shortage that has spiked housing prices, as well as increased its homeless population.

Multiquip is donating several of its most popular light equipment models including a rammer, a plate compactor, a submersible pump, for landscaping and groundwork. It is also donating two saws, one for concrete and one for tile, as well as a rebar cutter, a concrete drill for masonry and demolition. These products directly help Habitat LA building projects. “Multiquip and its employees are eager to contribute to Habitat LA for a second year. We saw the impact of our donation last year and want to continue to help Habitat LA’s efforts in providing affordable housing and stability to families in our local community,” stated **Steve Cavazos**, VP of Human Resources, Multiquip. Since 1990, Habitat LA has built and repaired more than 1,000 homes.



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Preferred Supplier News

The **Makita Driving Innovation Tour** continues to visit Sphere 1 Members. These events are a great way to show new and innovative products to customers and increase sales of products such as our LXT-OPE, X2 rear and top handled saws, blowers, lots of combo kits and bare tools.



On June 21st, the truck stopped at **Performance Tool** in Waterford, MI. It was a beautiful summer day when **Jason Toffolo** and his crew opened the doors and welcomed their customers. Prior to the event, Jason Toffolo, **Patty McMorris** and one of their customers attended the S1 training event in Dallas, where they learned about Makita Products. They have since expanded their showroom to include more Makita LXT-OPE products.



On August 29th, the truck pulled into **Marsh Power Tools**. Traffic was light, but sales numbers of OPE, LXT and electric tools were good. Thank you, Chris and Ron, for hosting the truck.



On May 3rd, the truck made its way to **Midway Rental and Sales** in Negaunee, MI, joining their annual buying show. Attendance was good despite snow earlier in the week. This was the "DIT truck's" first appearance at the show. Customers enjoyed both the "hands on" opportunity to use the tools and the show specials, resulting in excellent sales. If you have not experienced the "DIT" truck in your parking lot, please contact your local sales rep to schedule a visit. Let your customers "feel and experience" the Makita difference, and enjoy great 1-day deals.



A Commitment to Recycling:

Call2Recycle is the country's first and largest consumer battery recycling program. The Leader in Sustainability Award recognizes top performing program participants for their commitment to battery recycling. Makita's engagement contributed to the diversion of 7.2 million pounds of batteries from U.S. landfills through the Call2Recycle Program in 2018. Since the mid-1990's, Makita has worked with Call2Recycle to develop new ways to collect, package, and ship used batteries at the end of their life cycle to recycling centers.

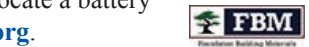
"Makita's active participation in the Call2Recycle Program underscores their work to encourage and promote sustainability," said **Carl Smith**, CEO & President of Call2Recycle, Inc. "We're proud to recognize Makita as a leader in sustainability and spotlight their battery recycling contributions." Each Makita lithium-ion battery carries the Call2Recycle battery seal, which includes a toll-free phone number to locate a battery collection site. For more on Call2Recycle, go to www.call2recycle.org.

Training at Makita: In July, **Foundation Building Materials** got an introduction to Makita's new drywall tools. Makita hosted a meeting and training for drywall related products. FBM was able to see the drywall pole sander – first of its kind! For a demo of the sander, contact your local Makita rep.



In September, Makita held two separate trainings for **SouthernCarlson**. The first was hands on training with tools. After training they were treated to an evening at Top-Golf.

The second training session was for their repair depts. Over 30 repair techs underwent training.



FBM Training: Tom Flynn (Makita), Dean Amick, Jason Karas, J.R Jones, Jeff Linn, Kyle Decker, Jerry Ferguson, Jodi Maunder-Hadley, Paul Lucifora (Makita)

Makita was proud to host both these companies for training and meetings at our facilities. To schedule training, reach out to your local sales rep or contact the Primary Contact **Theresa Westphal**, 909-210-3176, twestphal@makitausa.com. We want to train you and your customers. Let us help you!



SPHERE 1 UNIVERSITY UPDATE

- 3,353 Member Employees taking courses (144 Student Enrollments this Quarter)
- 425,704 Enrollments (13,410 Total Course Enrollments this Quarter)
- 133,410 Hours of Training Completed (3,454 Total Training Hours Completed This Quarter)
- 649 Courses

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- Milwaukee Accessories: The TORCH with Carbide Teeth Sawzall Blades
- Milwaukee Accessories: Wrecker Sawzall Blades
- Milwaukee Level: REDSTICK Digital Levels
- Milwaukee Lighting: USB Rechargeable Utility Hot Stick Light
- Milwaukee M12: M12 FUEL Ratchets
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