

# Sphere 1 Circular

“News and Views That Are Out Of This World”

Spring 2019  
Vol. 19 No. 4

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Spotnails has offered pneumatic tools and fasteners to the construction and industrial markets for over 75 years. Purchased by Peace Industries, a market leader in the pneumatic tool and fastener business in South Korea in 1991, Spotnails has leveraged strengths from both companies to better serve our customers.

**Spotnails' mission is to help our customers succeed.**

From constant benchmarking of competitors' products, to insure our products perform at the highest levels, to maintaining high inventory fill rates in our warehouses in Illinois and California, Spotnails strives to be our customers' first choice. Spotnails offers one of the widest varieties of tools and fasteners in the industry. In addition to standard stocked items, Spotnails produces over 100 different run to order items that address challenging applications, helping our distributors find solutions for their customers. High load staplers, finish nailers, remote

## SPOTNAILS®



valves and mounting brackets are offered to help our distributors provide productivity improvement solutions to their customers.

Focusing on customers has led us to acquire several companies in the last 3 years.

2016: **Reliability Provin** which offers aftermarket repair parts for many brands of pneumatic tools.

2017: **Parts Krafters** which also offers aftermarket repair parts for many brands

*Continued on Page 5*





George Morgan  
Southern Carlson

## Chairman's Message

20 years! Wow, can you believe it! As a founding member, I remember receiving the call in late 1999 from **Don Carlson** inviting my company, KENTEC, to join a new cooperative called Sphere 1. I thought at the time that Sphere 1 sounded like a good idea, but at best, I, along with a few other distributors, we would be betting on the come hoping that this grand idea might turn into something special. Little did I know that the foresight of our founding directors and the leadership of **Carol Shackelford** would grow Sphere 1 to become the premier cooperative in our industry. And successful beyond our wildest dreams! Of course, this success would have never happened without the hard work and dedication of our outstanding membership and world class preferred suppliers.

And 2018 was no exception, with records set in almost all categories. I am pleased to report we had record member purchases, record rebates, record incentive rebates and the highest member payout dollars ever. Plus, we continued to grow our Moves Management program, which is the driving force in our growth. I don't need to remind you that growing our business with our current preferred suppliers continues to be our primary focus.

I hope you are as excited as I am about our 20<sup>th</sup> anniversary meeting a few weeks away at the beautiful JW Marriott Resort on Marco Island. I always look forward to our annual May meetings, but this one is really going to be special. Both our management team and our suppliers have gone all out to make this meeting truly special, recognizing our success of the past 20 years, and recognizing Carol's hard work and contribution to Sphere 1 and the industry. But it won't all be just a big party. We will still be handing out a pile of cash in rebate checks, and you need to look forward to a special session on "Improving Our Negotiation Skills", and learning more about BIM technology and how it is and will be impacting your businesses. Plus, you'll also have plenty of time to network with your friends in the industry and the management teams of your top suppliers.

And finally, I want to take this opportunity to thank our members and preferred suppliers for your continued commitment and support of Sphere 1. I would also like to express my sincere thanks to our hard working and outstanding staff, service providers, and my fellow Directors for the excellent work they do on our behalf.

I look forward to seeing everyone in Marco Island in a few weeks. And I want to wish you and your families a very happy, healthy and prosperous 2019!

George

## Welcome New Sphere 1 Members



**3-D Fasteners Plus Inc**  
Ontario, CA • 909-673-0222  
Contact: Doug Snyder  
dsnyder@3dfastenersplus.com  
[www.3dfastenersplus.com](http://www.3dfastenersplus.com)



**Paul B Hardware**  
Lititz, PA • 717-738-7350  
Contact: Leandro Dueck  
leandro@dueck@pbzinc.com  
[www.paulhardware.com](http://www.paulhardware.com)

## Sphere 1 Calendar of Events

### 2019 Sphere 1 Annual Meeting May 12 – 16, 2019 • Marco Island, FL



**Monday, May 13 • Optional  
Golf Tournament  
Shotgun Start 8:00 AM**



• **Tuesday, May 14 •**

**Member Meeting 8:00 AM – 4:00 PM**  
*(Members only)*

**Opening Party 6:00 PM – 8:00 PM**

• **Wednesday, May 15 •**

**Preferred Supplier Meeting 8:00 AM – 9:15 AM**  
*(Suppliers only)*

**Member & Preferred Supplier Tabletop Sessions 9:25 AM – 2:50 PM**

**Member Meeting 3:00 PM – 5:00 PM**  
*(Members only)*

**Cocktail Reception 6:00 PM – 7:00 PM**

**Awards Dinner 7:00 PM – 9:30 PM**

• **Thursday, May 16 •**

**Member & Preferred Supplier Tabletop Sessions 8:15 AM – 1:00 PM**  
Event Concludes 1:00 PM

The ballroom will be available for individual scheduled meetings on your own until 4:00 PM



**STAFDA 2019 •**  
**November 10 – 12, 2019**  
**Nashville, TN**



**World of Concrete 2020 •**  
**February 4 – 7, 2020**  
**Las Vegas, NV**



### Future Sphere 1 Annual Meetings

- May 11 – 14, 2020 • Las Vegas, NV**
- May 10 – 14, 2021 • Indianapolis, IN**
- May 1 – 5, 2022 • Aurora, CO**
- May 5 – 11, 2023 • San Diego, CA**

## Sphere 1 Member News



**HUB Construction** recently named **Clark & Associates** as their 2018 Manufacturer Representative of the Year for the second year in a row. This is in recognition of the partnership they have formed to find shared success and mutual sales growth.

In particular they have enjoyed accelerated growth with Sphere 1

Preferred Supplier **Norton Abrasives**. Norton's recent addition of their new construction channel dedicated Norton Clipper Abrasives has been a large contributor to HUB and Clark's mutual sales growth.

In evaluating HUB's categorical abrasive spend, Clark and HUB were able to identify commodity product sku's of non-preferred Sphere 1 manufacturers as well as product gaps in which they could consolidate and introduce new higher performing products to their customer base. Utilizing programs such as Norton's Rapid Conversion program allowed HUB to move away from stale inventory and into higher velocity product sku's within the Clipper abrasive line. SPA's (Special Pricing Agreements) ensured HUB's profitability by maintaining competitive price points versus the incumbent manufacturers. Branch merchandisers, training/PK's, joint sales calls, and sampling to the end user for product evaluations have all contributed to HUB's success of doubling their sales with Norton two years straight. As an annual participant of Gateway for Growth with Norton, HUB has greatly benefited from this sales growth in the form of growing rebate checks!



### Congratulations DHC Supplies!

DHC Supplies has been recognized as one of the 2018 Top Ten Partners by **PrimeSource**. The 100% employee owned DHC Supplies has a heightened sense of commitment to the company, their goals, and to customer satisfaction in the communities they serve.



**Fisher's Tools** is excited to announce the expansion of their Tempe facility. The groundbreaking ceremony was held March 1 at Fisher's Tools on 3<sup>rd</sup> Street, Tempe, AZ. The current facility contains four buildings on four acres. With over 20,000 items in stock and more items on the website, the new 30,000 sq ft warehouse will give Fisher's Tools the opportunity to increase their inventory, providing a greater selection of tools to their customers. With the increased inventory, customers will be able to

receive tools and products immediately, no need to wait for shipping. Two units of the three-unit warehouse will be up for rent. Central Construction Co., a 50-year old family owned and operated company, will be the General Contractor.



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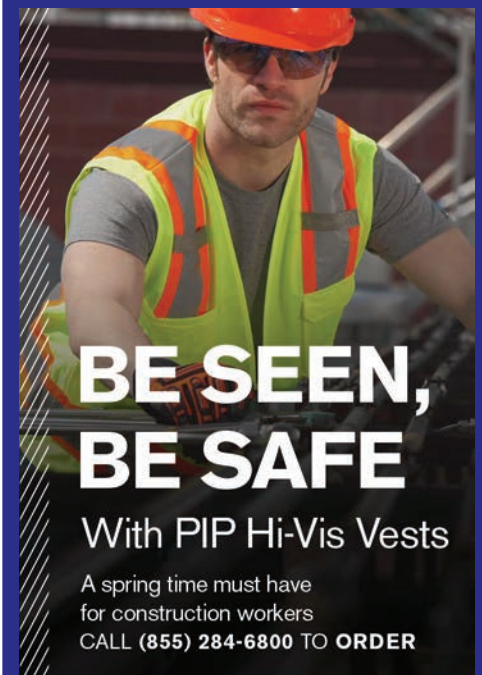
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## Sphere 1 Member News

**Tool Expo Corporation**, a leading Gulf Coast provider of fasteners, construction hardware and supplies, is pleased to announce the opening of its third retail store, located at 2471 East Nine Mile Road, in Pensacola, Florida. This location houses the only Makita Pro Center in the city and is operated by a management team with over 50 years of industry experience. In addition, this marks their first physical presence in Northwest Florida, allowing them to better serve customers in the area.



Tool Expo wishes to thank its wonderful customers and dedicated staff, without whom this expansion would not have been possible.



**Stan Houston**, Sioux Falls, SD, held a Grand Opening event March 27-29. The former K-Mart has been transformed into a showroom, rental department, and repair department. At 80,000 sq ft it is double the former location. The large parking lot has ample space for large rental equipment plus 300 parking spaces.

The early March move in took vendors and employees about 3 weeks. Stan Houston now has one of the largest Makita displays at 32' x 16' U-shape with end caps, including a 24 ft OPE selection with gas and LXT battery powered tools.

During the 3-day Grand Opening customers enjoyed great food. There were between 800 - 1,000 customers each of the three



days. As a special thank you to his employees and vendors owner **Joe Boziad** hosted a dinner at the store on Thursday night. There was plenty of food and drink and everyone had a great time. Congratulations to Joe and the Stan Houston team for a job well done. Enjoy your new building.



## Welcome New Preferred Supplier



**THE FOUNTAINHEAD GROUP**

Ever since **The Fountainhead Group** introduced the first compressed air sprayer in 1888, they've dedicated themselves to creating products that make end users' lives easier. Today, they're proud to offer only the highest quality pump sprayers, backpack sprayers, thermal foggers and more for home and professional use.

**Harry Brennan**, Director of Sales for the Professional Channel, is the Sphere 1 Primary Contact. He has 20

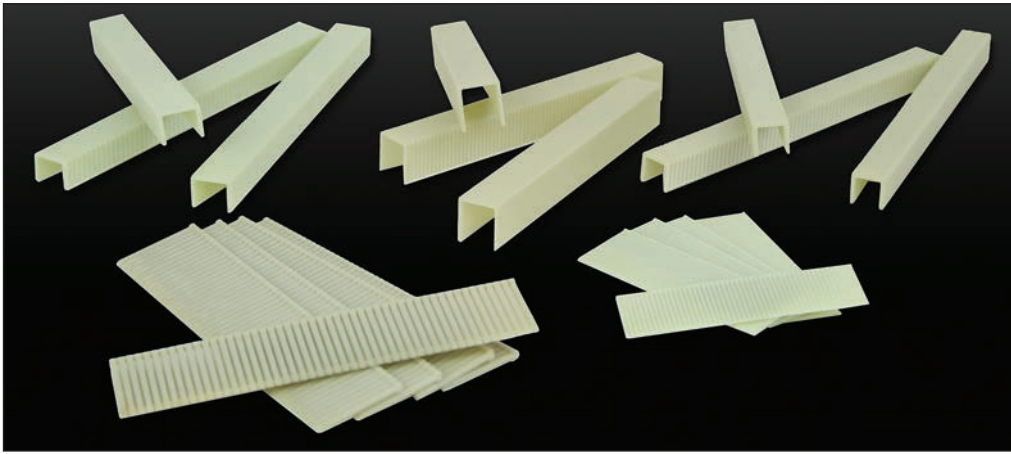
years of experience working for

construction tool manufacturers with past roles including marketing, training, regional and national accounts sales. Harry is based out of the headquarters in New York Mills, NY.

He may be reached at 443-377-4033 or via email [hbrennan@thefgi.com](mailto:hbrennan@thefgi.com).



**Harry Brennan**



of pneumatic tools.

These companies allow our distributors to reduce the cost of servicing tools and provide savings for their end user customers as well.

2018: **Red Hawk Fasteners** which offers composite fasteners used in applications where steel fasteners can cause damage to saw blades, CNC router bits and sanding belts.

These acquisitions have allowed our customers to be more efficient by eliminating vendors and allowing all the items to be included on one purchase order.

We see the STAFDA channel and the Sphere 1 members as our core customer. We don't sell to Big Box stores or direct

to Amazon. Spotnails feels that Sphere 1 members can provide users of pneumatic fasteners the expertise needed to make informed decisions with unparalleled service.

Spotnails experienced sales growth of over 25% with Sphere 1 members in 2018. Part of our success was that participation in Gateway for Growth doubled in 2018 and we expect more programs to be added in 2019. The targeted approach of the Gateway for Growth programs allows members to focus on a specific category that helps them grow and shift purchases away from non-Sphere 1 vendors.

For more information please visit [www.spotnails.com](http://www.spotnails.com); and [www.nailparts.com](http://www.nailparts.com).



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New Primary Contacts**

**ITW Commercial Construction**  
NORTH AMERICA

ITW CCNA • Tony Millsap  
949-735-5961  
tmillsap@itwccna.com

**MOTOROLA**

Motorola Solutions • Todd Klement  
949-633-6447 (cell)  
todd.klement@motorolasolutions.com

**NEWBORN**

Newborn • Katy Jandres  
240-294-3910  
katy@newborncaulkguns.com

**RECTORSEAL**

Rectorseal • Steve Cooper  
713-263-8001 (work), 470-409-3112 (cell)  
steve.cooper@rectorseal.com

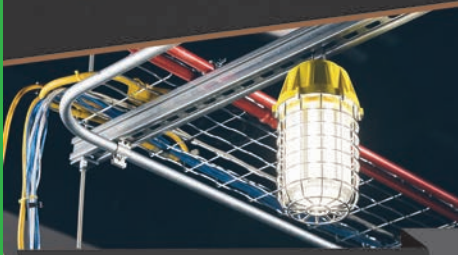
**Vulcan**  
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angela.allen@vulc.com



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## Welcome New Preferred Supplier



**Midwest Canvas Corporation**

Over the past six decades, what began as a two-man operation has grown to become

**Midwest Canvas Corporation**, America's leading manufacturer in winter protection products. Midwest is on the 3<sup>rd</sup> generation, representing the Midwest, as they continue to be a leader with new technology and products.

From the beginning, our business philosophy has been simple: quality products of superior value, and timely delivery.

Above all, the recognition that the

customer is the cornerstone of our success. Our goal is to provide the most complete customer service possible. Many things have changed since 1960. But not all things. Our regard for the customer has been unwavering. Indeed, we count this as the reason for our continued growth and success.

**Barry Handwerker**, President for the last 35 years, is the Sphere 1 Primary Contact. He may be reached at **773-230-4627** (cell) or via email at **bhandwerker@earthlink.net**.

## Preferred Supplier News



**Mark DeBlanc**

**Mark DeBlanc**, Regional Market Manager for **DEWALT** Industrial Tool Group, is the new Sphere 1 Primary Contact. Mark is responsible for managing DEWALT's Industrial and Construction business in Southern California. He has worked in the construction industry for seven years, six of them with DEWALT. Mark has held a variety of roles at the company, primarily focused on engaging and supporting national end users with the implementation of Tool and Equipment programs focused on creating a safer, more productive jobsite and work environment. Mark may be reached at **337-230-1637** or via email at **Mark.DeBlanc@sbdinc.com**.



### PIP recent acquisitions; West Chester Protective Gear and QRP Gloves, Inc.



West Chester Protective Gear (Cincinnati, Ohio) a leader in personal protective equipment for both industrial and retail channels was acquired in February 2019. Since 1978, West Chester Protective Gear has provided high performance solutions to ensure workers stay safe and perform at their best. The company offers an extensive line of industrial hand protection products, along with a protective apparel line, including high visibility clothing, disposable clothing, aprons and sleeves, rainwear, and welding apparel.

QRP Gloves, Inc. (Tucson, AZ), acquired in April 2019, is widely recognized as a

leading supplier of specialty hand protection products designed and manufactured for the electronics and high-tech industry. The company offers a broad line of disposable gloves and fingercots used in laboratories, electronics and life sciences. QRP's product line also includes gloves for maintaining safety in manufacturing, food processing, and thermal and controlled environments.

These acquisitions reassert PIP's position as the global leader of hand protection and general safety products. PIP will leverage these new partnerships to provide its distributors in the safety industry with an expanded product offering and solutions to meet every competitive need.

## Welcome New Preferred Supplier

Since 1948, Solo has earned global recognition as a leading manufacturer of superior quality spraying and power equipment. The company has combined small engine expertise and world-class blow and injection molding technology to produce high quality compression sprayers and power equipment. Solo produces sprayers designed specifically for different sprayer market segments, lawn and garden, facilities maintenance (JanSan) and construction/industrial.



Solo operates manufacturing facilities in Newport News, VA, Germany and China.

**Jim Cherrybone**, Sphere 1 Primary Contact, has worked with Solo for the past 5 years as their

Business Development Manager, and previously as a National Account Manager for McFarland Cascade, Bondo Corporation and GSW Thermoplastics. He can be reached at **757-777-4666** (cell) or via email at **jim.cherrybone@solousa.com**.

## Preferred Supplier News



Kaytee Johnson

**Kaytee Johnson** assumed the role of National Sales Manager for **Generac Power Systems, Inc.** in February 2019. She began her career in the electrical industry working for Eaton Corporation in various roles within sales, marketing, and product manager of increasing responsibility. Kaytee will be overseeing the sales team covering the STAFDA/CIS channel for the US and Canada. Kaytee is the new Sphere 1 Primary Contact and may be reached by phone: **248-249-2786** or email: **Kaytee.Johnson@generac.com**.



**ICE Sales Team:** (l-r) **Eric Stone, Nick Baloun,** (in back), **Glenn Walter, Daniel Pierce, Mike Czaja, and Ed Aguilar.**

Industry knowledge and experience provide the ideal foundation with which he can lead his sales force. His addition to the team allows us to continue to grow in our ability to deliver unmatched quality and service to customers within this channel."

Shurtape's Champion Program helps facilitate training, continuing education, and guidance for company directives within the Company's network of sales agencies.

To learn more about Shurtape® brand's ICE product portfolio visit, **Shurtape.com**.

**Shurtape Technologies, LLC**, has expanded its Industrial/Construction and Electrical (ICE) sales force with the addition of a new National Sales Manager for the central US region. The Hickory, N.C., based manufacturer and marketer of pressure-sensitive tapes has announced the promotion of Territory Sales Manager **Ed Aguilar** to fill the role, and the creation of a new Shurtape Manufacturer's Rep Champion Program to drive momentum in this channel.

"As we continue to grow in the ICE channel, the strategic alignment of our sales force is critical," said **Rob DeVries**, Senior VP of Sales. "Ed's extensive industry



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**Tool Expo** would like to thank Sphere 1 for its important role in our company's continued growth. Our relationships with Sphere 1 staff, suppliers and fellow members, as well as the educational opportunities provided through Sphere 1 University have been invaluable in training our team of professionals. Sphere 1 has enabled us to expand our product offerings, improve staff development, and better inform and serve our customers.



*Jeff Price, CEO*

*Tool Expo Corporation, Robertsdale, Alabama*

We joined Sphere 1 in 2014 and it was one of the better business decisions we have made at **Arco**. Committed working relationships are hard won in this industry, and joining Sphere 1 opened that door with so many new vendors for Arco, and has been key to growing our business. Additionally, there is a kinship and willingness to help each other among the membership that has provided a great sounding board and resource for insights.

The culture of Sphere 1 is of excellence, leadership and vision that engages within membership for ideas and direction. If you want to be close to the center of the universe in this industry, Sphere 1 is the place to be.

**Durajoint:** I underestimated what Durajoint had to offer Arco and have been surprised at what a great compliment they have been to our business. They jumped through hoops to help us with conversions and were willing to make the deal right for Arco and our market. I was concerned about switching from the Henry Synkoflex waterstop, as it has been such a mainstay in our territory. Customers have readily accepted the Sealrite products and we are pleased with the program and customer service we get from Durajoint. They are a very responsive and thoughtful organization that seems eager to help us expand our product offering. Thumbs up!

Scott Davis, CEO

Arco Contractors Supply Company, Fort Worth, TX



### SPHERE 1 UNIVERSITY UPDATE

- 3,189 Member Employees taking courses (103 Student Enrollments this Quarter)
- 129,664 Hours of Training Completed (4,943 Total Training Hours Completed this Quarter)
- 393,937 Enrollments (15,515 Total Course Enrollments this Quarter)
- 512 Courses

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- Shurtape Duct Tape 101

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- PVC Benders
- Job Boxes



## Welcome New Preferred Supplier



**ChemMasters, Inc** is a specialized manufacturer of concrete coatings and chemicals. We have no secondary or ancillary products: everything we do relates specifically to the improvement, repair and protection of concrete and masonry. Family owned and operated for more than fifty years, ChemMasters has expanded the quantity and depth of our product lines while competing head-to-head with publicly owned conglomerates. An intense focus on concrete, coupled with a state-of-the-art research and development facility has yielded many concrete industry “firsts” as

well as products that are unique to

ChemMasters. Our success is attributed to “staying true” to the values of the company founder: the importance of innovation, customer loyalty, and treating people fairly. Additionally, he taught us that a great business runs on having better products, better service, and competitive prices.

**Rich Tanski**, VP-Sales, is the Sphere 1 Primary Contact. He may be reached at **800-486-7866, 330-391-0385** (cell) or [rtanski@chemmasters.net](mailto:rtanski@chemmasters.net).

## Preferred Supplier News



**Multiquip, Inc.** is proud to support the work of **Concrete Cares**, a non-profit organization, that rallies support from within the concrete industry in the fight against cancer and supports families affected by the disease. Concrete Cares was founded by **Mike and Donna Murray**. After selling Murray Decorative Concrete Supply, the couple moved to Arkansas and now work full time on Concrete Cares. Signed banners and proceeds are presented to a local victim selected by community members. Concrete Cares raises money at concrete related events, such as the World of Concrete, and from generous donations made to the website [www.concretecares.com](http://www.concretecares.com).

Multiquip supported the annual Concrete Cares auction at World of Concrete 2019. This year, the company provided its popular MQ Whiteman model – the B46H90 walk behind trowel – in special pink paint for the auction. All proceeds from the event will go directly to a local Las Vegas charity assisting families with children stricken with cancer.

Multiquip is proud to announce the company won two 2019 Most Innovative Product Awards presented by Hanley Wood’s *Concrete Construction* magazine. The MIP Awards, selected by WOC attendees, industry experts and editors of *Concrete Construction*, showcase 10 categories of the most innovative products at the show.

Multiquip received an award in the General Construction Tools & Equipment category for their MQ TuffTruk. The second award in the category of Slab Tools/Equipment & Materials was for the MQ Whiteman J30336H55 walk-behind trowel.



**ERB** is pleased to announce the addition of **Roy Brown** as Regional Sales Manager for the North Central U.S. territory. Based out of Des Moines, Iowa, Roy will cultivate and grow new business relationships for ERB. His territory includes:

North and South Dakota, Minnesota, Iowa, Missouri, Nebraska, and Kansas. Roy is a U.S. Navy veteran and brings over 14 years of experience in industrial distribution. He may be contacted at **515-229-6646** (cell) or [rbrown@e-erb.com](mailto:rbrown@e-erb.com).



**Roy Brown**



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- NEEDLE POINT SCREWS
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**Erin Rope** is a family owned and operated domestic manufacturer of high quality rope and cordage products. With over 40 years of experience, dedicated employees, and a passionate attitude towards customer service, they've become the benchmark for the US rope industry. Their centrally located manufacturing facility is located 6 miles south of Chicago, allowing them to service our

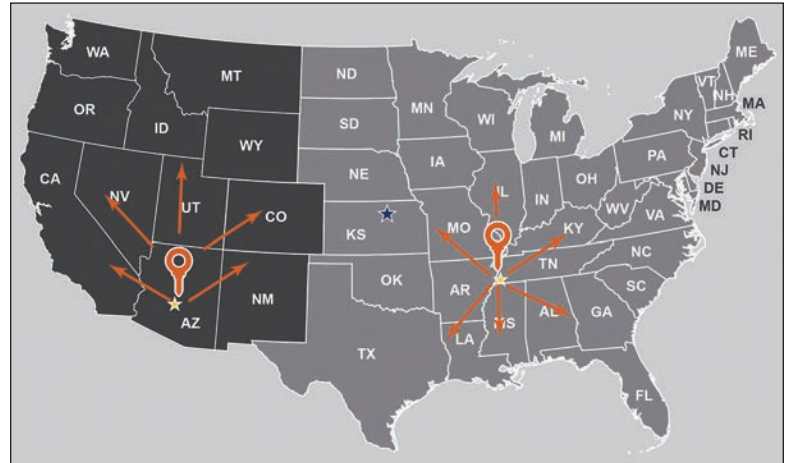
customers with the fastest delivery times in our industry. Come join their growing list of satisfied customers. They assure you that their prices will entice you, but it is their quality and service that will keep you coming back.

**Jim Doherty** is the Primary Contact for Sphere 1 and can be reached at **312-315-4166** (cell) or via email at [jay@erinrope.com](mailto:jay@erinrope.com).

## Preferred Supplier News



**G.L. Huyett**, headquartered in Minneapolis, KS, is nearing completion of expanding their lifting hardware selection in their Tennessee warehouse. G.L. Huyett purchased AZ Lifting Hardware, of Phoenix, AZ, in July 2018, expanding their product offering. Almost 600 out of 2,500 lifting hardware SKUs have been transferred. "We are anticipating that this will be completed by the beginning of April," stated Josh Snider, Distribution Division Manager. This transfer of lifting hardware will accommodate East Coast customers who want to purchase lifting hardware with reduced shipping costs.



**MBW, Inc.** is pleased to announce **Andy Multerer** as the new CEO and President of MBW. Along with that, Vice President of Administration **Bert Multerer** has been appointed Chief Operating Officer (COO), a new position within MBW, Inc.

Andy graduated from the University of Wisconsin - LaCrosse and started full time at MBW in 2002. Shortly after, he developed a new Utility Division. During that time he completed his M.B.A., and in 2011, was promoted to VP of Sales and Marketing. Andy's belief in analytics, emphasis on being laser focused to our core design principles and values, as well as building a customer



focused sales team, has led to many positive changes. Bert Multerer's new role and responsibilities will utilize his extensive experience in all facets of MBW, Inc. Over the past 32 years, 14 as Vice President of

Administration, Bert has been instrumental in guiding MBW, Inc through tough recessions while capitalizing on strong economies. His commitment and understanding of MBW, Inc's capabilities, finances and customers, is thorough, trusted and time-tested. Bert will contribute and be accountable for the alignment and prioritization of company investments, the vision, and ensuring operational excellence across the company.

## Preferred Supplier News

**Pure Safety Group (PSG)**, the largest company dedicated solely to fall protection, has added safety industry veteran **Scot McLean** to their leadership team. Scot, VP of National Accounts, will work closely with the company's largest customers and distributors. He brings 40 years of experience in the safety industry, including fall protection. "Scot is a highly accomplished business leader with an outstanding reputation and record for building businesses," said PSG Executive VP of Sales and Marketing, **Tony Coco**. "We're privileged to have a leader of his caliber joining the PSG team."



Scot will also serve as Guardian Fall Protection's Sphere 1 Primary Contact. He may be reached at 775-742-0710 or [scot.mclean@puresafetygroup.com](mailto:scot.mclean@puresafetygroup.com).



Scot McLean



Ron Gehen

**United Abrasives, Inc. /SAIT** is pleased to announce the promotion of **Ron Gehen** to Vice President of Sales & Marketing for North and Central America.



Ron joined United Abrasives in November 2011 as the North American Sales Manager. Ron's managerial sales roles have increased over the years. As Vice President, he will lead the sales and marketing management team on executing United Abrasives strategy with national and local distribution to expand their market share. Ron's 27 years of field sales management gives him a "real time" understanding of current market trends.

For more United Abrasives/SAIT information, visit [www.unitedabrasives.com](http://www.unitedabrasives.com).



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**Kim Henderson** has been promoted to Materials Manager at **Reed Manufacturing**. With REED since 2017, Kim previously served as Inventory Control/Production Planner. Kim will keep with her present duties and will assume the additional responsibility for inventory control and process improvements that will enable REED to continue to take care of customer needs.



Left-right front: **Kim Henderson, Katelynn Guerini**  
Back: **Nick Eades, Isaac Howard**

**Isaac Howard** and **Nick Eades** have joined REED as full-time product development engineers. Both Isaac and Nick are recent graduates of Penn State Behrend with Mechanical Engineering Technology degrees. Nick interned with REED since 2017. They will be working on new products and product enhancements for the full REED line.

REED's commitment to talent development extends to Marketing where **Katelynn Guerini** from Edinboro University joins REED in 2019 as a Marketing Intern.

**HITACHI** **metabo HPT**  
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NEW NAME



Braden Askue



Jesse Beach

**Metabo HPT** (formerly **Hitachi Power Tools**) welcomes to the corporate marketing team **Darlene Ralicki** as Sr. Marketing Manager, **Braden Askue** as Digital Marketing Manager and **Jessica Beach** as Marketing Associate & Analyst. Joining our sales

team as Account Executives, we are pleased to have on board **Jesse Milne** covering Hawaii and Alaska, **Jack McCarthy** covering New York City, Long Island, Northern NJ, Southwest CT, and **Conor Partello** covering DC, Northern DE, Maryland and Northern VA. For more information on Metabo HPT visit [www.metabo-hpt.com](http://www.metabo-hpt.com) or call 800-706-7337.



Darlene Ralicki



Jesse Milne



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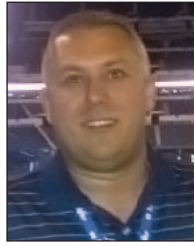


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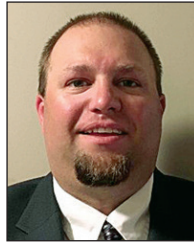
## Preferred Supplier News



Josh Djokic

**Chicago Pneumatic** wishes to introduce their three new Regional Sales Managers.

**Josh Djokic**, Southeast: "Previous to Nov 2017, when I started with APT, I spent the last 15 years working in the equipment rental industry between United Rentals and RSC Equipment. I held various degrees over that tenure, starting in the parts/service side of the business, to spending the last 10 years in Branch Management. I have been with APT, and now CP, covering the SE and Caribbean Markets." Josh may be reached at [josh.djokic@cp.com](mailto:josh.djokic@cp.com) or **561-801-8779**.



Brent Williamson

**Brent Williamson**, OH, PA, VA & WV: "My name is Brent Williamson and I have been in the industry for a little over 2 years. I started back in February of 2017 with PTNA as the Regional Sales Manager in the Northeast for APT. I am now part of Chicago Pneumatic as a Regional Sales Manager." Contact Brent at [brent.williamson@cp.com](mailto:brent.williamson@cp.com) or **240-285-8178**.



Holly Ford

**Holly Ford**, West Coast: Holly has been in the industry for many years, coming from a long history at Lojack. Holly may be reached at [holly.ford@cp.com](mailto:holly.ford@cp.com) or **714-733-3639**.



Frank Hernandez

**MAX USA Corp.** is pleased to announce the hiring of **Frank Hernandez**, South NE Regional Sales Executive. Frank's territory includes NY, NJ, and PA. Frank has held an outside sales role covering the NE for the last 10 years, working as a vendor rep selling paint to distributors. The remainder of his 13 years of sales experience in construction products, includes roofing, siding, building wraps, windows and doors, to a variety of customers including property managers, general contractors, architects, exporters and engineers.



Frank may be reached at **609-251-2402** or [fhernandez@maxusacorp.com](mailto:fhernandez@maxusacorp.com).



**Radians®, Inc.** recently promoted **Dave Larimer** to Vice President of Industrial Sales. Larimer, a safety advocate for over 30 years, has been with Radians since 2007. He first served as Regional Sales Manager for the Western Region, then moved into business development. For the past two years, Dave served as the Radians National Accounts Director, where he managed large company accounts, built relationships with key personnel, and ensured that Radians' national accounts received the highest levels of customer service excellence. Prior to Radians, he worked in leadership positions for regional and national safety distributors, as well as safety product manufacturers.



Dave Larimer



There has never been a more exciting time to be part of the **PrimeSource** family than right now. With premier talent, fresh energy and a deep commitment to our customers, we are both humbled and excited to share this update. Our CEO, **Tom Koos**, has assembled a leadership team dedicated to driving innovation, efficiency and connectivity throughout our organization. PrimeSource veterans **Scott Smith** and **Brian Fallin** have been promoted to Chief Commercial



Steve Shennum

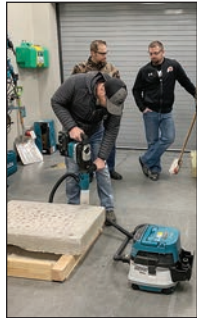
Officer and Vice President of Field Sales, revolutionizing our sales organization with an efficiency and focus fueled by more than three decades of experience in the industry. **Chris Peetz**, EVP of Operations, also joined the team and has been focused on shifting the operations and sourcing network into overdrive. With dedicated teams of regional and local sales and operations leaders across the country, PrimeSource is committed to providing a world-class customer experience at every touchpoint. **Steve Shennum** leads the team supporting Sphere 1 with PrimeSource...your sole source for Grip-Rite®, Pro-Twist® and GRX® branded products, as well as other industry leading building products brands from 34 strategic distribution centers nationwide. We look forward to collaborating with you during the upcoming Annual Meeting in Marco Island on May 13th.

## Preferred Supplier News



### Makita Training Classes for Sphere 1 Members and Customers January 29 – February 1 – Dallas Training Center

Makita held two training classes, both were booked to capacity. Winter weather and flight cancellations kept some members from attending. Attendees spent time in the classroom and demo room and ended the day with a visit to Top Golf. Did you miss it? Not to worry, Makita will get you to Dallas for a class soon.



Member locations in attendance were: **Neu's Building Supply**, WI; **Little Hardware**, NC; **Tropical Construction Supply**, FL; **Farrell Equipment**, WI; **Denali Industrial Supply**, AK; **Connectors for Construction**, UT; **Fasteners Inc.**, CA; **Industrial Hardware**, HI; **Performance Line Tool Center**, MI; **On Time Supply**, NY; **Auxiliary Service Inc.**, NJ; and **Ace Tool**, NY. Most members sent 2-3 employees to the training. Several also brought customers to learn more about the Makita line of tools.



The Dallas training center is in the process of expanding the facilities. During construction, a contractor hit a gas line, resulting in no heating during the training sessions. The building was very cold, but the guests were very understanding and used it as an opportunity to try out the Makita heated jackets.

Klein Tools is expanding its presence in Mansfield, TX with a state-of-the-art fulfillment distribution center.



Klein Tools has acquired Ergodyne. Ergodyne will be operated as a separate business unit out of the St. Paul, MN headquarters. Tom Votel will remain President and continue to lead the Ergodyne team.

The Cedar Rapids, Iowa operations will relocate to the new center, increasing efficiencies in order fulfillment and distribution management. Additionally, the corporate office in Lincolnshire will be expanded to add space for engineering, marketing and quality departments. With the relocation of Klein Tools' distribution center, a new, 200,000 sq ft facility will be built near the company's existing manufacturing facilities. Planned to open in 2020, it will allow Klein to save on costs while streamlining its supply chain processes. "By continuing to invest in our facilities and teams, Klein Tools can continue to offer the high-quality tools tradespeople rely on every day," says **Tom Klein, Sr.**, chairman of Klein Tools. "Our third Mansfield facility will provide more space to meet the increase in customer orders. This advanced facility will also offer the latest technologies in order to speed up our distribution process while efficiently meeting customer demands. Our growth also required us to expand our corporate office and grow our team even more."

Klein Tools, a sixth-generation, family-owned company, has manufactured professional grade tools and related equipment for tradespeople for over 161 years. Ergodyne, founded in 1983, developed products the Make the Workplace A Better Place™. Growing from one product to a line of top-flight, Teneacious Work Gear®, Ergodyne is the leading innovator in the safety products space.

Together, Klein and Ergodyne plan to expand their venerable brands and leverage their combined expertise, years of experience and industry know-how to accelerate innovation in the safety products space.

**Tom O'Brien**, Channel Sales Manager, is Klein's new Sphere 1 Primary Contact. Tom may be reached at **847-821-5500** (work), **847-821-4185** (cell), or **tobrien@kleintools.com**.



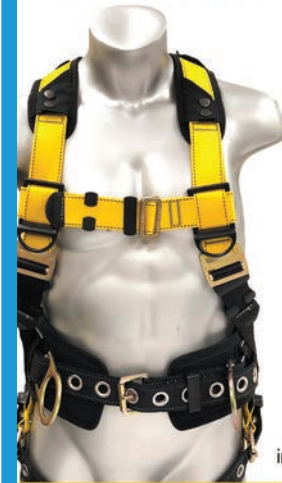
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**Brighton-Best International** is pleased to announce that **George Hunt III**, Regional Manager, has been elected Vice President of the Mid-West Fastener Association. As a board member of MWFA in 2018, Mr. Hunt was honored to be nominated and serve MWFA as the Vice President.

Please join BBI in welcoming **Winn Lane** to Ironclad Performance Wear team. Winn will be working as Corporate Accounts Manager concentrating on the oil & gas industry. He will be supporting BBI domestic and international businesses in this role. Winn is a graduate of Texas A&M University and



Winn Lane



has 29 years of proven success in the safety industry. He is based out of our BBI-Houston facility. To congratulate Winn, please email him at [wlane@ironclad.com](mailto:wlane@ironclad.com).

Congratulations to **James Jarvis** for his promotion to the Preferred outside sales team. James will be responsible



James Jarvis

for Preferred drywall sales calls within the Cleveland / Mid-West region and instrumental to assisting with future growth. To contact Jimmy please email [jjarvis@brightonbest.com](mailto:jjarvis@brightonbest.com).

Congratulations to BBI's own Ironclad Performance Wear, Vibram O.B.M KONG glove for becoming a 2019 Finalist of the Edison Awards™. The Edison



Awards™ have recognized and honored some of the most innovative products and business leaders in the world, and is among the most

prestigious accolades honoring excellence in new product and service development, marketing, design and innovation. Winners were announced on April 4th.



BBI Driver **Alan Englen** competed in this year's Championship NHRA Drag Racing series at the Pacific National Open on March 23-24, 2019 in Fontana, CA with his Preferred/Ironclad dragster.

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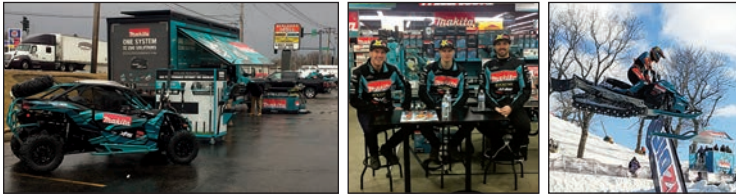
## Preferred Supplier News

### Makita's Driving Innovation Truck Tour visits more Member locations



Stop 1: **Muller Construction Supply**, San Jose, CA. **Alex Kaufman**, Makita Rep, and **Steve Umazio**, Muller Construction outside Sales Team Manager made 16 end-user/jobsite visits to build interest in the Truck visit. During one visit they were able to add in a PK and demo on tools with AVT Bluetooth technology to show the safety features and speed of application. Further demos on the day of the event convinced the field supervisor to select Makita as their core tool line moving forward, spending \$98,379. An additional \$10k in new contractor business came from those initial jobsite visits. Makita wishes to thank Steve and the Muller sales team for the successful event.

Stop 2: **Berland's House of Tools**, Palatine, IL. This was a joint stop for the DIT truck and



the Warnert Makita Snocross team. Race team members were in attendance to meet customers and sign posters. It was a great success for



**Dwight Sherman**, Berland's President, and the Makita team. Makita then hosted Berland's customers at the Snocross Championship weekend in Lake Geneva, WI.

Visit <https://www.youtube.com/watch?v=DUvVj1yCpn0&feature=youtu.be> and listen to why Dwight likes Makita. Thank you to the Berland's team for the support.

Stop 3: **Farrell's Equipment Supply**, Eau Claire, WI. Despite the cold weather, Farrell's customers came out in full force, buying many Makita tools. As always **John & Gwen Saxe** and their great team hosted an A-1 event. From set-up to manpower, to the great menu, featuring lake perch, they have it down pat. This year they held a PK night the Thursday before the show. This allowed all their reps to visit vendor booths to get PK's on all the specials. Thanks Farrell's for another great show. See you next year.



### DIT Visits Arizona

Stop 1: **Precision Tools**, Tucson. Prior to the event Reps **Jeff Alexander** and **Robert Rucker** blitzed jobsites to build customer interest. In addition to the Makita DIT, **Michael Tavis** from **Falltech** presented a great PK on fall protection and **Mark Griffin** showed **Stabila's** product line. **Marla** and **Merry** provided the crowd with hamburgers and hot dogs. Strong sales and a good time for all.



Stop 2: **Carson Sales**, Phoenix. Stop 3: **Fisher's Tools**, Tempe. Once again reps **Jeff Alexander** and **Robert Rucker** blitzed jobsites to advertise the events. Both events featured large customer turnout and great barbequed burgers. Steve Fisher manned the Traeger grill to help



out at the Fisher DIT event. There was some rain in the afternoon, (right photo) but it didn't spoil the day. Thank you Carson Sales (sales team left photo) and Fisher's Tools.



Want the Driving Innovation Truck to visit your store? Contact your local Makita rep or **Theresa Westphal**, Sphere 1 Primary Contact, [twestphal@makitausa.com](mailto:twestphal@makitausa.com), ASAP to schedule a date before it books up. Customers won't leave the jobsite? We will take it to the jobsite with you. Makita will provide flyers and a BBQ. Let's sell some tools!



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**Williams Industrial Sales Company (Aervoe) expands sales personnel roles**



Dale Roberson

**Dale Roberson**, Sales Operations Manager is the new Sphere 1 Primary Contact. With specialties in competitive sales analysis, Dale has more than 20 years of sales and management experience with Aervoe Industries, and a background in structural concrete construction, previously holding an “A” General Engineering Contractors license in the state of California during the 80’s and 90’s. He may be contacted at **775-783-3105** (work), **775-790-7386** (cell) or **DaleR@aervoe.com**.



Lauren F. Warren

**Lauren F. Warren** has joined the company as Western Regional Sales Manager. Warren is responsible for overseeing the execution of sales strategy for the 19-west/southwest states, and western Canadian provinces. Warren has more than 19 years of sales and management experience.

“Aervoe is happy to grow its management team with two individuals who combine for nearly 40 years of experience,” said **David Williams**, President, Williams Industrial Sales Company. “Dale and Lauren have the skills and knowledge to provide excellent sales support and direction, which will grow the Aervoe brand.”



**Albion Engineering Company** is pleased to announce the promotion of **Dean Hammel** to Vice President of Sales. Since joining Albion in 2016 as National Sales Manager, Dean has led the construction distribution side of the Albion business. During that time, he has proven himself to be a committed company advocate. Dean came to Albion with great energy and enthusiasm that he has continued to use while leading his sales team to achieve record sales every year. He is an accomplished Senior Sales Executive, adept at penetrating accounts, capturing market share, and driving revenue growth. As



Dean Hammel

Vice President of Sales, he will develop and execute the company sales plan driven from his expertise in strategic sales planning, relationship building, and executive negotiations.

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