

Sphere 1 Circular

“News and Views That Are Out Of This World”

Spring 2022
Vol. 22 No. 1

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SAFETY IS KEY WHEN LIFTING LOADS



No matter if you are lifting using a hand chain hoist, lever hoist, or even an electric hoist, proper inspection, maintenance and proper use of the hoist is key. With the correct training, hoists are a very safe and time efficient way to complete a task on a jobsite. Without proper training, they can be very dangerous to even potentially deadly. The key here is to avoid workplace accidents with a few simple points of education.

Each year serious injuries and deaths occur in the workplace as a result of unsafe hoist

use. The National Safety Council estimates the cost of one lost time accident at about \$27,000, with punitive damages and lost production time ranging into the millions of dollars. We will train on the operation, safe rigging, inspection and maintenance procedures of the hoist. OSHA and ASME requires that only competent persons operate and maintain hoist systems and recognizes training as the way to establish competent employees.

Let's take a look at the three types of hoists and how they are commonly used on a jobsite.



Lever Hoist – First is a lever hoist, which is commonly referred to as “puller” of “come-a longs” or “ratchet lever”. This type of hoist allows the user to pull, lift, and position materials at 360° as long as both hooks are in line with each other. Their compact and durable design makes them portable and ideal for operating in tight quarters. They are commonly used by metal fabricators, or mechanical contractors operating in ship yards, facility maintenance, or on rigs for lifting, ... pulling, ... aligning bolt holes, ... holding work in place, ... or squaring work, welding, and many more applications.

Chain Hoist – Next is the hand chain hoist. Commonly referred to as “chain falls” or “chain block” hoists. They only lift objects in the vertical position. They can be attached to a beam or trolley and utilize a vertical pull to produce a vertical lift. Hand chain hoists are commonly found in construction, maintenance, automotive, and industrial applications.

Electric Hoist – Lastly, there are electric hoists. Like the hand chain hoists, electric hoists only lift vertically. Electric hoists can be used in a variety of applications, and come in numerous types and configurations, but are limited by duty cycle—meaning they cannot run continuously. Electric hoists are controlled by push button pendant or radio controls, and are typically hard-wired into an electrification system.

Continued on page 2

Braking systems are a fundamental element of almost all manually operated hoists and many electric hoists. The Weston style dual pawl brake is engineered and designed to split the load weight on opposite sides of the ratchet gear producing greater load security. The design minimizes the stress to either pawl and provides additional safety by the built-in redundancy and evenly distributed stress.

A single pawl brake supports the full weight of the load on one pawl. This design increases the chance of an accident if the pawl fails.

There are two main types of brakes, fused discs and the 3 piece brake.

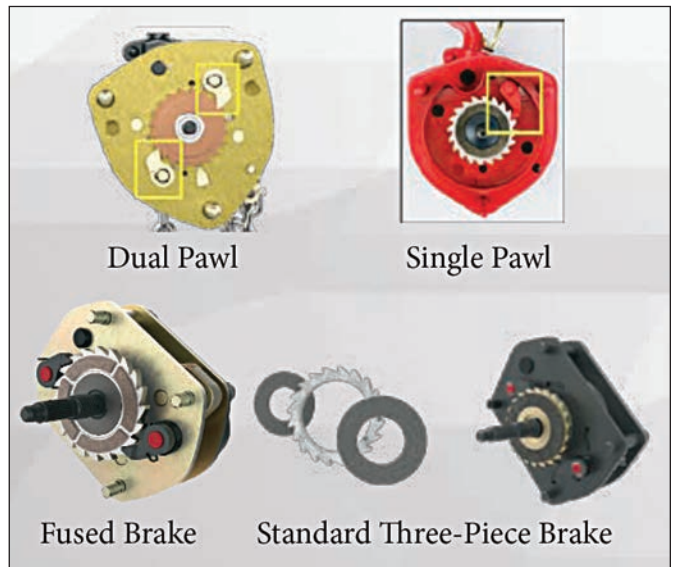
Fused Brake

This one piece system actually has brake pads attached to the ratchet system. This reduces friction between the ratchet and the brake pads, adding durability, decreasing friction, reducing swelling due to humidity, and decreasing downtime.

Material Of Fused Brake Design

The fused brake is made from a metallic/ceramic material that is stronger, has lower wear, and less down time for repairs.

Before operating a hoist, it is important to inspect the top and bottom hooks to ensure they are safe and free from defects. When a hook is damaged or broken, it can be an indicator that the hoist was overloaded, in which case the entire unit should be inspected for other damages. OSHA and ASME regulations provide specific requirements for hoist hook replacement. Please refer to their guidelines for help. Also, it is recommended to always contact the manufacturer before making any questionable repairs.



DO center the load on the bottom hook

DON'T load the hook in front of safety latch

DON'T load the hook sideways

DON'T load the hook tip

DON'T load the hook off the centerline

Shipyards hooks are ideal for a variety of shipbuilding, repair and metal fabrication projects. They are designed for point loading where standard hooks are not.

It is important to protect yourself and your hoist from dangerous overload situations.

Overloads—lifts that exceed the hoist rated capacity—are problematic for many reasons. In addition to being against OSHA and ASME B30 regulations, overloads can stress and damage equipment and put people in imminent danger. Overload protective devices prevent overload-related accidents by helping to ensure that the hoist does not lift beyond rated capacity. Overload protective devices work by sensing the force of the load. When the load exceeds a preset percentage of rated capacity, the overload protective device temporarily inhibits the hoist so that the hoist can only lower the load. Chain is graded based on the ultimate breaking strength of the chain. These numbers are what we see today, G80 & G100 as the common chain grades. Alloy chain of Grade 80 or Grade 100 should be used for overhead lifting. Any lower grade chain should not be used.



Shipyards Hook Standard Hook

Key Tips

Periodically apply a light coat of dry moly lubrication spray to the chain.

Grade 80 Chain

A high-strength, heat treated alloy steel chain used primarily as a sling component for overhead lifting because of its energy absorption properties.

- Minimum industry required chain grade for overhead lifting of objects
- Black Oxide coated
- Basic corrosion protection

Grade 100 Chain

This chain is similar to Grade 80 but is approximately 25% stronger. It is also primarily used in overhead lifting applications.

- Smaller, more compact link
- Zinc-Coated (Plated)
- Additional corrosion protection
- Improved Durability

When an alloy chain is consistently exposed to excessive service temperatures, the operator must reduce the working load limits in accordance with the manufacturer's recommendations. Carefully inspect the entire load chain. Measure five consecutive links with calipers to find the length. Check every three feet and especially where excessive wear is indicated. Compare the results with the owner's manual.

DO'S and DON'T of CHAIN USAGE

- **Don't** use the chain as a sling. This may cause damage to the chain and hook.
- **Don't** use a choker hold or side load to lift material as this violates ASME guidelines.
- **Don't** use hoist if the chain is twisted, kinked or damaged.
- **Do** replace any load chain that shows noticeable deformation.
- **Don't** allow chain to "set" over sharp edges. All pulls or lifts must be made with a straight chain that is free of obstacles.
- **Don't** attempt to lengthen or repair load chain.
- **Do** replace chain with factory replacement chain only. Do not use any other type of chain.
- **Do** attach a chain stop to the second to-last link on the slack end of the chain.



Continued on page 4

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Troubleshooting And Inspections

Like all machines, hoists have the ability to malfunction. If a hoist is not functioning correctly, it is a sign that something is wrong. Please refer to the manual for troubleshooting on your hoist. Please note, before performing ANY troubleshooting on electric hoist, de-energize the supply of electricity to the equipment. If these troubleshooting methods are ineffective, please contact a service center to repair the hoist. To properly maintain and service your hoist, read and follow ANSI inspection and maintenance schedules in conjunction with the manual. It is critical to know the difference between frequent inspection, periodic inspection, normal service, heavy service, and severe service. Frequent hoist inspections are pre-operational inspections. You do not need to maintain records of these inspections. It is recommended that frequent or pre-operational inspections are conducted at the start of every shift to ensure the hoist is in safe working order. Periodic inspections are thorough, detailed inspections that may require complete disassembly of the hoist.

These inspections are conducted based on the hoist service (how often the hoist is used), as well as in which environment they are used. You must have a documented history of hoist inspection. Periodic inspections are required by OSHA, ASME and the manufacturers. Periodic inspections are written, documented inspections that you are required to keep on file to ensure your equipment is safe to use. If you find a lot of issues with a hoist during a

periodic inspection you may need to increase the number of inspections you conduct each year.


The interval between inspections depends on the service of the hoist. The owner's manual specific to the hoist is another good source for inspection and maintenance requirements and should be based on the requirements of this standard.

THE TYPE OF SERVICE DETERMINES THE INSPECTION SCHEDULE

SERVICE	DEFINITION	TIMING
NORMAL	Less than 65% of rated load and used 15% of the time or less	ANNUAL
HEAVY	If greater than 65% of rated load and/or used more than 15% of the time	EVERY 6 MONTHS
SEVERE	Non-standard conditions; high or low temperatures, outdoor and/or salt water exposure, caustic environments etc.	QUARTERLY


* Definitions of service taken from ASME B30.21 for manually lever operated hoists.


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Dear Sphere 1 Members,

Spring is here! This means that our first in person Member/Vendor Partner meeting since 2019 is almost here! I can't wait to see all of our friends and to meet our new members at the Gaylord Resort in Denver. It is a wonderful family oriented facility in a beautifully scenic area.

An analysis of what we have been through and where the economy is headed through all of this seems redundant and boring for me to repeat, so I will leave that for the plethora of pundits and talking heads to do! What I do want to do is share with you the incredible job our Sphere 1 team has done throughout the complex consequences of the ongoing, protracted pandemic.

Colleen Good and **Kathy Hageman** provide our accounting services. Something that many of you may not know is that in all the years of preparing our audits, there have been no issues. That's pretty much equivalent to a no hitter every year, every game! Kathy handles so many transactions for all of us that it's mind boggling. The quality of their work is noteworthy and appreciated.

The Rhino Group consisting of **Barb and Joe Drochak** coordinates our events. You are about to see their magic! Actually probably not; you have to be around as long as I have to get quick glimpses of what goes on behind the curtain to make these events happen in a seamless fashion. You will, however, experience the results of their expertise and dedication.

Katherine Washington is the unsung hero who is rarely out in front, but in the middle, keeping this whole thing humming. From Gateway for Growth and Sphere 1 University, to the daily assistance for our members and staff, she is the center hub of it all.

Sharon Boone is responsible for our terrific website updates now heading into phase two. She is our operations guru pulling all the information together for Rob, Mike and the board. Her role just seems to keep expanding, and that's a good thing for our organization.

Mike Shumard handles member recruitment in an outstanding fashion. He's a tireless dynamo and can't wait to meet all of you. He works with our Young Executive Group and also works closely with Rob on the many moving pieces that keep us on the right track.

Rob Moe captains the ship keeping us on course. Just one example of the exemplary work he performs is that going through 2019 - 2021, Sphere 1 faced hotel cancellations with huge contractual penalties. Rob successfully renegotiated our contracts without incurring any financial penalties. This was really an amazing accomplishment.

These are just a few highlights about our great team to encourage you to say, "Thank you for a job well done" when you see them at our May meeting. See you in Denver!

My best to all,

Ron Foltz



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DDS's Sphere 1 Primary Contact is **Matt Christensen**. Contact Matt at **801-509-9903** or mattc@distdatasolutions.com.

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Founded in 2003, **GlobalTranz** has grown to become a leading, technology-enabled, full-service transportation and logistics provider.

Jaron Klopstein is the Sphere 1 Primary Contact. Jaron may be reached **925-223-8350** or jaron.klopstein@globaltranz.com.

For more information about GlobalTranz please visit www.globaltranz.com.

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The Sphere 1 Primary Contact for

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For more information on GatorBack and their products please visit www.gatorbacktoolbelts.com.

GATORBAR™



Gatorbar home offices are located in Ahmeek, MI in the upper reaches of Michigan where copper mining ruled for a century.

While we're just down the road from Michigan Technological University, we're not academic researchers nor are we dot com entrepreneurs swinging for the fences.

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engineers and business people that are used to working hard and

producing... We just get it done.

GatorBar's Sphere 1 Primary Contact is **Chris Raymond**. He may be reached at **craymond@gatorbar.com** or **715-661-4303**.

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Toter's Sphere 1 Primary Contact is **Jacob Via**. Jacob may be contacted at **704-891-1878** or **jvia@wastequip.com**.

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Matthew Price is the Sphere 1 Primary Contact for W.R. Meadows. Matthew may be reached at **630-244-1057** or **mprice@wrmeadows.com**.

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The new 80V max (40V X2) XGT 14" Power Cutter is a true gas replacement for cutting concrete, masonry and metal decking. Coming soon in 2022.



MAKITA XGT: CORDLESS PROMISE DELIVERED

Sphere 1 members who attended World of Concrete 2022 in Las Vegas experienced one of the most significant trade shows in years. For starters, it was a welcome return of the biggest annual event for the concrete trade after light attendance at the re-scheduled 2021 show.

More importantly, at the front of the **Makita** booth were two side-by-side demonstrations featuring XGT cordless solutions engineered to replace corded and gas-powered products.

XGT vs. Cords and Gas

The first demonstration was the upcoming 80V max (40V max X2) XGT 14" Power Cutter powered by new 40V max 8.0Ah batteries (all coming soon in 2022). The XGT Power Cutter clearly out-performed a leading gas-powered model in a wet-cutting application.

The second demonstration was the 80V max (40V max X2) XGT 28 lb. Demo Hammer, which broke concrete faster and with less vibration than leading corded competitor hammers.

For users and dealers alike, these side-by-side demonstrations were proof positive of the XGT promise to replace equipment and tools traditionally powered by cords, gas and air. And the System will continue to expand with over 100 XGT cordless tools and equipment by the end of 2022 including solutions for trades as well as outdoor power equipment, dust extraction, and more.

Continued on page 9

The Best Solution to Replace Cords & Gas

The full range of products in the expanding XGT System – from a 14” power cutter to core handheld tools like drills and impact drivers – is a key point of difference and represents a step-change in cordless power and performance. Especially since Makita was not the only company addressing these remaining tools and equipment still powered by cords and gas.

One competitor created new cordless products for higher-demand applications, but with limited battery compatibility within the broader product range. Another competitor created a high-voltage battery for select higher-demand products, but with zero compatibility with core handheld tools like drills and impact drivers. Both competitive systems ultimately require users to invest in and manage TWO battery platforms to take their job site cordless.

For Makita, packing more battery cells inside a bigger 18V battery is not innovation. And a big, oversize battery is extremely limited as it has no compatibility with core handheld products that EVERY trade needs. For Makita, these options were unacceptable. The Makita solution is 40V max XGT.

XGT: One System of Cordless Equipment and Tools

The Makita 40V | 80V XGT Cordless System gives users ONE system with equipment-grade cordless product, as well as core hand-held tools like drills, saws, and grinders that all trades require – and they’re all powered by the same 40V max XGT batteries. For contractors seeking to take their job site completely cordless, XGT delivers the equipment and tools of the future, all in ONE system that is taking cordless beyond limits.

XGT offers two levels of power in one system: 40V and 80V. One 40V max XGT battery will deliver more power and performance than what we can achieve today with 36V (18V X2) in the LXT System. And by pairing two 40V batteries on select tools, XGT can deliver 80V max power that takes cordless to the next level of performance – and users get 80V of



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MAKITA Continued from page 9



ConnectX™ is a new run-time and power solution. The high-capacity 1,200Wh battery is engineered for all-day work, but without the hassles of gas or cords. It has easy compatibility with premium ConnectX™ equipment shown here, as well as 40V max XGT and LXT products when used with an adaptor.

performance while using the same 40V max XGT batteries that power the other tools and equipment in the system.

The Right XGT Battery for the Application

Makita offers multiple 40V max XGT batteries that are fully compatible with all XGT products, giving users the ability to match the XGT battery to the tool and application.

For core handheld tools like drills, impact drivers, grinders, and more, the 40V max XGT 2.5Ah and 4.0Ah batteries are ideal with a form factor nearly identical to the size and weight of an 18V LXT 5.0Ah battery. For higher-demand applications like wood cutting, concrete drilling, and dust extraction, the 40V max 5.0Ah battery is best for XGT 40V and 80V saws, rotary hammers, and vacuums running one or two batteries. For maximum cordless performance, the new 40V max 8.0Ah battery is ideal to pair-up for use with the new 80V max (40V X2) 14" Power Cutter (both coming soon in 2022).

Two Standalone Systems, Two Extensive Roadmaps of New Products

In spring 2021 the XGT System launched with 50+ products, and by the end of 2022 there will be over 100 XGT solutions with more options for contractors seeking a cord-

less job site. And at the same time, in 2022 LXT will exceed 300 products, with an extensive roadmap of new solutions on the way. XGT and LXT will stand side-by-side, giving contractors more solutions to work more efficiently.

For all-day professional use Makita offers ConnectX™, a line of outdoor power equipment that utilizes an external battery connection for extended run time with ConnectX™ products, as well as select LXT and XGT products with the use of an adapter. The extended run time of ConnectX™ can be applied across the Makita cordless systems, gives professional users a true gas replacement.

Innovation, Growth and Partnership in 2022

Makita will continue this fast-paced innovation, giving Sphere 1 dealers the solutions they need to meet and exceed the high expectations of professional contractors. Ask your Makita Representative about new XGT and LXT solutions on the way, as well as new solutions in the pneumatics and accessory categories. Makita would like to thank the Sphere 1 membership for their continuing support, and we look forward to growing with you in 2022.



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In spite of recent studies showing that deep cryogenics can improve the performance of cutting tools, the use of freezing processes to treat alloy-steel tools is debated in the metalworking community. In the 1950s and 1960s, when cryogenic treatment involved direct immersion of tools in a medium maintained at -320° F, thermal shock typically damaged the tools. The unpredictable results of this earlier process discouraged further R&D and use of cryogenic treatment of twist drills.

As currently practiced deep cryogenics does not directly expose cutting tools to cryogenic fluids, to minimize thermal shock, the tools are placed in an airtight refrigeration chamber and the temperature of the tools is reduced gradually. The tools are soaked

Continued on page 12



in a dry cryogenic atmosphere at -310° F to -320°F for 20 to 60 hours, after which they are slowly returned to room temperature and subsequently tempered. The exact temperatures and times vary from manufacturer to manufacturer. Because the process is so time-consuming, it must be applied after heat treatment. Without knowledge of the tools' heat-treat characteristics, the results of cryogenic treatment are completely unpredictable.

The process creates a stable microstructure by causing the transformation of retained austenite to martensite and the precipitation of the carbides in the eta phase of martensite. Through the process, the tool material is transformed into the most stable microstructure of steel, with the reduction of retained austenite and the precipitation of fine carbides enhancing tools life.

Both laboratory and field tests have proved that deep cryogenics can enhance tool performance. Laboratory tests consisted primarily of drilling with some limited turning, while field tests covered many traditional processes. In each test the performance of an untreated HSS drill was compared with a twist drill that had been cryogenically treated, warmed and subsequently tempered.

For all materials there was a significant increase in tool life, which was measured as the number of holes produced before twist drill failure. Better hole finish and roundness complemented the improved tool performance. Users in the field have found cryogenic treatment of twist tools to be quite economical. The average cost of the treatment is generally 20% of the tool cost. When properly applied, cryogenic treatment also has the potential to decrease processing costs and improve part quality. The key is to integrate cryogenics into the heat-treatment cycle rather than to use it as an "added-on" process.

Norseman **CN-TECH** drills are case hardened to 70 Rockwell C using a nitride process resulting in superior tool life, the nitride coating dissipates heat and offers exceptional corrosion resistance. After nitride the twist drill blank is placed into a refrigeration chamber and held at -310°F for 24 hours. The blanks are slowly warmed to ambient temperature and reintroduced into the manufacturing process resulting in superior tool performance.



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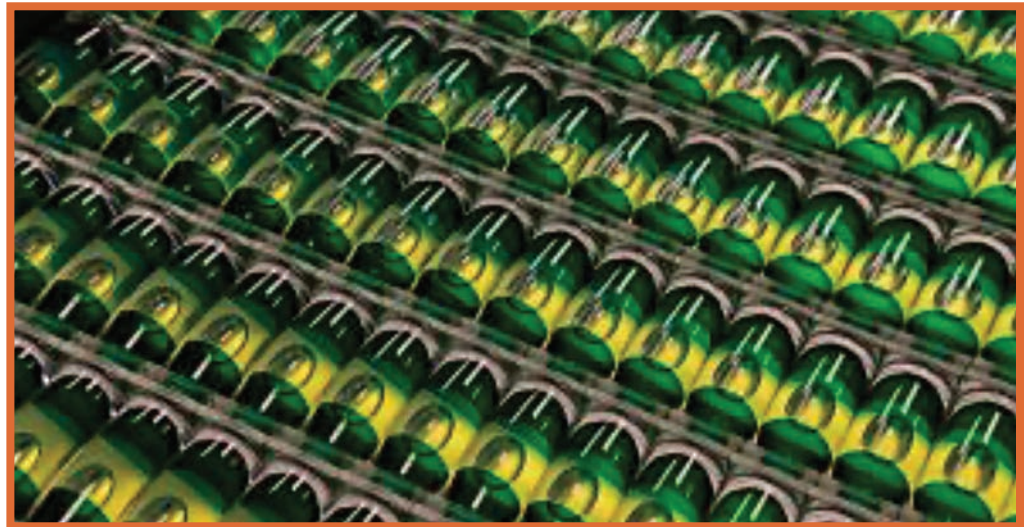
Bringing Innovation into a Mature Market

When SOLA came to Keson in 2017 with the idea of introducing the SOLA offering of levels into the North American market, many on Team Keson were very excited. I think I was the only hesitant member of that team. Keson had done a rebranding campaign in 2010 and 2011. In 2013 and 2014, we had the opportunity to expand our short tape measure (tapes measure under 40 feet) offering from about 24 products to about 60 tapes in 5 different styles (we are now at 70+). In 2015 we took on the challenge of redesigning our chalk line reels and repackaging our chalk offering to better align with some industry standards that were emerging. This took us the better part of two years. In 2017, I was very interested in tackling a tune-up of a key product family for us, namely measuring wheels. So, when the possibility of a collaboration for levels came our way by the knowledgeable and enthusiastic folks at SOLA, I was resistant.

The spirit and screeding levels options in North America had not changed very much for decades. SOLA Measuring Tools, a 70-year manufacturer of levels, was introducing innovations to level markets in Europe and around the world. And they were having incredible success. Most notable among the features of the SOLA levels is the **SOLA FO-**

CUS vial technology. The FOCUS vial literally changes the way builders look at levels. Compared with standard ring vials, FOCUS vials show a considerably higher contrast. This patented technology gives users a better,

refining a marketing strategy, I realized that my resistance was unnecessary. After a lot of market research, we were convinced that not only was it possible, but also that it was a great idea. But a lot would have to change



SOLA FOCUS vials

faster and more accurate reading even from a distance or in a low-light setting.

The SOLA team was very persuasive, extremely engaging and the products were fantastic. Over the next 18 months, as we worked together on exploring this option and

for Keson. We did not want to be merely a re-seller for SOLA into the North American market. We had sold levels in the past and had only mild success. The main issue was that levels were not among our core offering.

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KEASON Continued from page 13

At the time our core consisted of:

1. our founding product line, tape measures (long and short, steel and fiberglass),
2. measuring wheels (made at Keson in Aurora), and
3. chalk and chalk line reels (also made at Keson).

For Keson to have success with levels, we would need to commit to a change. We would have to make levels the fourth pillar of our core offering. That is just what we did.

So, in 2018 the Nosek and Scheyer families joined together to form a new company, Keson LLC. Keson and SOLA are both family-owned, third generation businesses. Both are led by the grandsons of the company founders. SOLA started in 1949 with a leveling tool invented on the roof of the Scheyer family home in Goetzis, Austria. Keson started in 1968 in the basement of the Nosek family home in Berwyn, Illinois. Both companies are leaders in measuring and marking tools,



Aaron Nosek (left), President of Keson and Wolfgang Scheyer (right), CEO of SOLA, introducing their newest level, featuring SOLA's FOCUS Vials.

offer complementary product lines, and share very similar values. With a combined 120 years of market experience, the Keson and SOLA alliance built upon Keson's U.S. manufacturing, existing distribution network and strong relationships by adding SOLA's European manufacturing expertise, precision-engineering and industry-leading technology.

In 2019, we launched a **two-brand strategy** that delivers superior durability, unmatched accuracy, and a better user experience:

The **SOLA branded levels** are at the high-end of the market and are the best-of-the-best, just as SOLA levels have been in Europe and around the world for the last 70 years.

The **Keson branded levels** are positioned as the best of the mid-tier levels, backed by SOLA technology and the reputation Keson has built over the last 50 years.

Keson LLC introduced more than 60 different level products under the SOLA and Keson brands. All the levels are built at one of SOLA's two European manufacturing facilities in either Austria or Hungary.

The last three years have exceeded our expectations in spite of some very unique global challenges. With limited trade shows, customer calls, end-user visits and even restricted customer access to distributors' showrooms, getting the products in front of customers has been no easy task. Once we get the levels into their hands, however, end-users immediately see and feel the value of these high precision tools and word-of-mouth is enthusiastic and positive.

The market needs tools that work, consistently and reliably. The need to document and record and share information quickly is also driving our decisions on what to bring to distributors. With younger users more readily adopting technology, we know we need

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The SOLA Measures app enables the use of additional smart functions such as remote reading and remote control.

Our European partners are intimately involved in our entire product and marketing strategy for North America, bringing creativity, enthusiasm and business acumen to our planning sessions. Increased information about global resources and markets has brought new solutions to us. The partnership has increased our in-house knowledge and capabilities.



Full Line of SOLA pencils now available in the USA

1968 in the basement of the Nosek family home in Berwyn, Illinois. Now headquartered in Aurora, Illinois, Keson is well known for providing reliable, innovative and easy-to-use measuring and marking products to professional tradespeople who are passionate about their work. They believe outstanding service is just as important as outstanding products. Find out more at the Keson website, keson.com

About SOLA-Messwerkzeuge GmbH: For 70 years the brand SOLA has meant high precision measuring and marking tools. As market leader in premium spirit levels, the Austrian company manufactures a wide range of products, including screeding levels, folding rules, long and short tapes, squares, marking products, laser distance meters and a customized laser program. SOLA Measuring Tools is globally present in 70 countries around the world. 75% of all products are manufactured in Goetzis, Austria, where the headquarters and production facility are located.

Find out more at sola.us

to continue to supply products that meet those expectations, too. Our 2021 introduction of **Bluetooth® enabled digital levels**, the coming addition of mason protective pads for box beam levels that masons prefer, and expansion of our offering to include some products that are new to the US market (like the **SOLA pencil offering** which goes beyond just carpenter pencils to include tools designed to write on stone, glass, metal and many other surfaces), are adding to line.

Alliances with organizations, especially Sphere 1 are critical to our success. This Sphere 1 is enabling us to learn more directly from builders, providing greater access, engagement and richer relationships. We have learned a lot in the last couple of years and look forward to learning and sharing more. It's already exciting and rewarding. We are pretty fired up and we are just getting started!

About Keson LLC: Keson is a third generation, family-owned company founded in

By Jude Nosek



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President's Message

Rob Moe
President and CEO



Hello Members and Suppliers,

We are off and running into 2022. Coming out of the pandemic, passions are high and business is solid in spite of the constant distractions of today. It is so good to hear from people around the industry who are happy to be back to seeing customers, traveling, and doing what we are used to doing.

As a group, we've experienced the best year in our history in 2021. While this was impacted by many factors, the end result is unprecedented spend with our Preferred Suppliers, leading to exceptional dividends back to our Member Owners. When I review the numbers, it is amazing what we have accomplished together. Thank you all for an outstanding 2021!

Our 2022 Annual Meeting is set up to be a big success. Our leadership at Sphere 1 cannot thank you enough for your level of participation, as we sold out our room block at a feverish pace. We far exceeded our expectations for this year's event with the pandemic still looming in the background. For those having to stay at another host site, we are sorry that you are having to deal with this due to the large level of participation. But know that we will work on ways

to help make this as seamless as possible for you. Going into this year's Annual Meeting in Denver, CO, our membership is energized to say the least. Excited would be an understatement, considering we haven't been together in 3 years. Our team is working hard to ensure we have a wonderful event, at an incredible property, with a schedule of events that should leave everyone feeling complete in what we always work towards with our annual event: our relationships and growing business together.

In closing, thank you for your support of Sphere 1 – I can never say that enough. As we continue to lead from the front, support each other, and create a movement in this industry we can all be proud of together, none of this can happen without all of you and the hard work you put in together. You have made Sphere 1 the leading cooperative in the industry for many reasons, but mainly through your unwavering partnerships with each other. With our first in-person meeting in almost three years, you have shown what a real community looks like. Looking forward to celebrating with all of you.

See you In Denver!

Rob

