

# Sphere 1 Circular

“News and Views That Are Out Of This World”

Summer 2021  
Vol. 21 No. 2

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## “New, Innovative Products Issue”



## CORDLESS INNOVATION: BEYOND LIMITS

Makita is giving Sphere 1 dealers more options to meet and exceed the high expectations of professional contractors with TWO professional standalone cordless systems: LXT®, an 18V | 36V system with over 275 products, and XGT®, a new 40V | 80V max system of equipment and tools that takes cordless performance beyond limits.



*The 28 lb Demo Hammer is a widely-used class of hammer across a range of trades. The XGT model GMH02 is ideal for demolition, chipping and hardscape, as well as trenching and digging.*

ers the equipment and tools of the future, all in ONE system.

The new XGT System is the result of extensive job site research that revealed a clear power gap on the cordless job site. The following is a brief summary of this research and development process. We'll answer the question, “Why XGT?”, and explain how it will co-exist with the expanding LXT System.

### A Cordless Revolution, but a Power Gap Remains

The cordless revolution was accelerated by lithium-ion batteries. Makita created the 18V lithium-ion tool category in 2005 with LXT, and today the LXT System offers over 275 products. But if you were to go back to a job site 16 years ago when LXT launched, you would see only a small share of applications consistently managed with a cordless tool. Job sites were dominated by corded tools.

Fast-forward to 2021: Today, with ongoing motor, controller

The LXT System's deep range of 275+ solutions includes tools that meet the needs of core trades, as well as outdoor power equipment, cleaning and dust extraction, lighting, and more. LXT will continue to expand, and there is an extensive roadmap of new products on the way to meet the needs of core trades.

With the new XGT, users get ONE system with equipment-grade cordless product that historically has been powered by cords and gas – as well as core hand-held tools that all trades require. For contractors seeking to take their job site completely cordless, XGT deliv-



*The 40V max XGT Brushless 10-1/4" Rear Handle Saw (GSR02) will cut 4x lumber in a single pass, with up to two times faster cutting speed than corded models.*

Continued on page 2



Vendor Spotlight

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*The 40V max Brush-less 3/4" Impact Wrench (GWT01) combines high torque (1,510 ft. lbs. Nut-Busting Torque, 1,330 ft. lbs. Fastening Torque) with precision features including 4 speed settings and Auto Stop Modes.*



and battery development, tradesmen can manage a majority share of applications with LXT. The LXT System offers an expansive range of 18V tools, as well as 36V tools powered by two 18V batteries. Users win with new levels of efficiency for applications that were assumed to be forever managed with a corded tool.

Here's an example: In 2017 the 36V (18V X2) LXT Rear Handle 7-1/4" Circular Saw (XSR01) entered a category that was dominated by a corded saw, one considered by most a job site staple. Today this groundbreaking Makita cordless saw can be found on framing job sites across America, giving contractors new levels of efficiency. It is just one example of LXT cordless innovation that effectively took a product category and blew it wide open.

LXT innovation has eliminated cords from a majority of job site applications. But applications remain that require a higher level of power. For these applications, a step-change in technology is needed in order to ditch corded and gas-powered products. This is a higher level of power that we don't believe 18V LXT can achieve. Makita identified this challenge as the power gap.

**Addressing the Power Gap**

The power gap in cordless is best represented by equipment product that includes corded tools like a 2" rotary hammer, a 28 lb. demolition hammer, a 10-1/4" circular saw, and more. Taking these products cordless would represent a step-change in cordless power and performance.

Makita was not the only company addressing this power

gap. One competitor created new products for these higher-demand applications, but with limited battery compatibility within the broader product range. Another competitor created a very large high-voltage battery for select higher-demand products, but with zero compatibility with core handheld tools like drills and impact drivers. Both of these competitive systems abandoned the preferred 18V battery form factor, and ultimately require users to invest in and manage TWO battery platforms in order 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.

**The Makita Solution: XGT**

XGT is a new standalone system of cordless equipment and tools powered by 40V max lithium-ion batteries. To be clear, XGT is an entirely new platform that is not compatible with 18V LXT tools, and it will NOT replace LXT, which offers over 275 products with more on the way. XGT addresses the power gap and delivers maximum cordless performance with a 40V max lithium-ion battery that's nearly identical in size and weight to an 18V LXT 5.0Ah battery.

XGT offers two levels of power: 40V and 80V. One 40V max XGT battery will deliver more power and performance than what we



*XGT gives users ONE system with equipment-grade cordless product that historically has been powered by cords and gas, as well as core hand-held tools like drills and impact drivers that all trades require. The 40V max XGT 4-speed Impact Driver (GDT01) delivers up to 1,950 in. lbs. of Max Torque.*

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 performance while using the same 40V max XGT batteries that remain true to the preferred 18V form factor. Unlike our competitors, XGT will have zero limitations, and it accomplishes this in ONE system.

### Two Standalone Systems, Two Extensive Roadmaps of New Products

Earlier this year the XGT System launched with 50+ products, with more on the way to rapidly expand the options that contractors require for a cordless job site. And at the same time, LXT offers over 275 products, with an extensive roadmap of new solutions on the way.

### Innovation, Growth and Partnership in 2021

Makita will continue this fast-paced innovation, giving Sphere 1 dealers the solutions they need to meet

*The powerful 40V max XGT Brushless 4-1/2"/5" Angle Grinder has added features including Active Feedback Sensing Technology (AFT®) to turn off the motor if rotation of the wheel is suddenly forced to stop.*

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 2021.



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POSITION**

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## **President's Message**

Hello Members and Suppliers,

Well, we are off and running this summer, coming out of the pandemic, and dealing with what is the new normal for everyone. Passions are high, with people around the industry happy to be back to seeing customers, traveling, and doing what we are used to doing. While there is still much to navigate through, from what I hear, people are excited to be moving on.

As a group, we've experienced the best quarter of business overall in Sphere 1's history in Q1 of this year. We have just finished a Q2 that looks to be equally as robust, setting us up for a nice 2021. Even with members and suppliers dealing with supply chain issues, increasing costs etc., everyone is still forging ahead to service their customer base – and this shows in our purchase values. Simply put, our cooperative is doing extremely well despite all we have had to handle during the pandemic.

Our virtual annual meeting for 2021 was a big success. Our leadership at Sphere 1 cannot thank you enough for your level of participation. We far exceeded our expectations for creating this type of event for the first time. The feedback, pertaining to the topics, content, and from our participants, was excellent. We realize that the meeting was not perfect, but we certainly appreciate everyone's hard work and dedication to making it a successful one. While we don't aspire to do our annual meetings virtually, we learned a lot this year that can help us significantly enhance our annual meetings in the future. Thank you again for all you did to support this event – You Helped Make This a Huge Success!

Please know that later this summer, we have a **Product Survey** heading your way. This survey will be an important component for our continued cooperative development. This survey will focus on just spend by our members outside of Sphere 1, by our core



**Rob Moe**  
President and CEO

categories, as well as some additional categories we wish to capture intel on. While we understand that this survey will take some time for you to complete, I think you'll find it to be more streamlined compared to what we've asked of you in the past. Again, this survey will be vital to our work moving forward, helping to develop our supplier network, both present and future. This will also help us to see where we can shift business to our existing supplier network to foster organic growth. The organic growth aspect and our focus on this is what truly separates Sphere 1 in the industry. We are always about fostering growth – it is how we build sustainability!

In closing, I hope you are finding increased value with the new look of our virtual newsletter. With our new website being launched last November, we felt we could place items that are timely within our site for you to see as they happen versus having to wait for a newsletter to arrive. We also felt that by providing our suppliers an additional platform to share intel on products, the industry trends, and overall information that can be of use to you, was a better way to take advantage of this valuable tool.

This issue focuses on some of our leaders in the power tool industry. We are fortunate as an organization to have the best of the best. Please take time to check out what **Makita, Milwaukee, Husqvarna, and MAX** have to share pertaining to new and innovative products for our industry.

Thank you for your support of Sphere 1 – **I can never say that enough.** Let's continue to lead from the front, support each other, and create a movement in this industry we can all be proud of together.

Rob



**Hello, Sphere 1 Members!**

Milwaukee Tool continues to invest a large amount of time and resources to new product and we wanted to bring

focus to some of the new product opportunities that have recently launched.

The MX Fuel battery powered equipment platform continues to expand giving users an alternative to gas equipment while also giving the freedom to operate without being tethered to a power supply when working both inside and outside.

The newest addition to the MX FUEL™ line of light equipment is the MX FUEL™ Backpack Concrete Vibrator!

The MX FUEL™ Backpack Concrete Vibrator is the first modular concrete vibrator of its kind. Critical to the process of pouring wet concrete, the new Backpack Concrete Vibrator will deliver Consistent Starts and the Most Reliable Pours. In addition to being the most

**Product Launch: MX FUEL™ Backpack Concrete Vibrator**

**Target Users:** General Contractor, Masonry/Concrete, Civil Construction

**Target Applications:** Flatwork, Footing, Wall Pours, Column Pours

consistent and reliable concrete vibrator, this tool will provide users with the Power to Push up to 2-1/2" Heads for a full range of concrete vibrator accessories for maximum productivity, No Gas Headaches from emissions, and the ability to Consolidate up to 70 yds<sup>3</sup> per Charge with a 1-1/2" head and 7' shaft. Kitted with (2) MX FUEL™ REDLITHIUM™ XC406 Battery pack, this tool delivers enough runtime to consolidate up to 7,500 sq ft on two batteries.

*Continued on page 6*

**CONSISTENT STARTS, MOST RELIABLE POURS**

- 1 REDLITHIUM BATTERY PACK
- 2 REDLINK PLUS INTELLIGENCE
- 3 POWERSTATE BRUSHLESS MOTOR

**POWER TO PUSH 2.5" HEAD**      **NO GAS HEADACHES**      **70 YDS<sup>3</sup> PER CHARGE, 1-1/2" HEAD, 7' WHIP**

**USER FRUSTRATIONS**

- STARTING**  
Priming, Choking, Pull Starting, Flooding Engine
- EMISSIONS**  
Add. Solution When Pouring Indoors or Proper Ventilation
- NOISE**  
Caused by Gas Engine Can Be Damaging and Makes Communication Difficult
- ENGINE MAINTENANCE**  
Engines Require Routine Maintenance to Function Properly and Reliably
- GAS & OIL**  
Storing Gas on Site and Ensuring Unit Always has Oil in It
- VIBRATION**  
Caused by Gas Engine Causes More User Fatigue
- TWO MAN OPERATION**  
14'+ Whips Require Two Operators – One Operating the Whip and Another the Unit
- EXTENSION CORDS**  
Running 100'+ Cords from Generators Across Forms to Run Electric Vibrator

**MILWAUKEE SOLUTION**

- PUSH BUTTON ACTIVATION**  
Eliminates Priming, Choke, Pull Starting
- SAFE FOR INDOOR USE**  
Zero Emissions
- LESS NOISE**  
50% Quieter than Gas Engine
- NO REGULAR MAINTENANCE**  
Eliminates Spark Plugs, Air Filters, Carburetors, Pull Cords
- NO GAS**  
Eliminates Headache of Storing Gas on Site and Issues that Arise from Running Unit Without Oil
- LESS VIBRATION**  
Eliminate Engine Vibration & Increase User Comfort While Using
- WIRELESS REMOTE**  
Allows for One Man Operation with Long Whips
- CORDLESS SOLUTION**  
Eliminates the Need for Generator and Extension Cords



Vendor Spotlight

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Milwaukee continued from page 5

If you have the best 1" Hammer drill on the market how do you improve on it? You make it better that's how! The engineering team at Milwaukee Tool Corporation has done just that. We are thrilled to introduce the next generation M18 FUEL™ 1" SDS Plus Rotary Hammer, and M18 FUEL™ HAMMERSERVAC™ 1" Dedicated Dust Extractor! The 2nd generation M18 FUEL™ 1" SDS Plus Rotary Hammer will redefine what users expect from a cordless hammer.

There is still a large segment of the market today that uses corded hammers and this tool can help demolish the AC segment for good by delivering the Fastest Drilling rotary hammer in class to keep users productive and efficient, AUTOSTOP™ Control for enhanced safety and prevent over-rotation and Up to (125) 3/8" x 2" Holes Per Charge with our M18™



REDLITHIUM™ HIGHOUTPUT™ XC6.0 Battery Packs.

The next generation of M18 FUEL™ HAMMERSERVAC™ 1" SDS Plus Dedicated Dust Extractor is improved with multiple user-focused updates. It delivers OSHA Table 1 Compliance, an AUTOPULSE™ Filter Cleaning Mechanism (the industry's only automatic filter cleaner on an on-tool dedicated dust extractor) and allows users to drill up to 6" deep and 1" in diameter.

This next generation of the M18 FUEL™ 1" SDS Plus Rotary Hammer firmly establishes our dominance as category and innovation leaders in this highly competitive category that has not seen the AC to DC shift

that many other categories have. This launch further reinforces Milwaukee's® dedication to delivering innovative solutions to our end users.

### Product Launch: M18 FUEL™ 1" SDS Plus Rotary Hammer

**Target Users:** Mechanical/HVAC, Electrician, Plumber, Fitters, Masonry/Concrete, Facility Maintenance & Repair, Remodeler

**Target Applications:** Drilling Concrete Anchor Holes

Milwaukee		M18™ FUEL™ 1" SDS Plus Rotary Hammer													
M18 FUEL		User Needs													
PERFORMANCE	CONTROL	RUN TIME	OSHA COMPLIANCE												
<b>FASTEST DRILLING</b>  INCREASED PRODUCTIVITY FASTEST DRILLING INCREASED PRODUCTIVITY FASTEST DRILLING INCREASED PRODUCTIVITY	<b>AUTOSTOP™ CONTROL ENHANCED SAFETY</b>  MAXIMUM CONTROL AUTO STOP Senses kickback and stops rotation	<b>UP TO (125) 3/8" x 2" HOLES PER CHARGE</b>  LESS DOWN TIME REDLITHIUM™ HIGH OUTPUT™ XC6.0 <table border="1"> <thead> <tr> <th>Diameter</th> <th>Depth</th> <th># of Holes</th> </tr> </thead> <tbody> <tr> <td>3/8" / 18 mm</td> <td>2" / 50.8 mm</td> <td>125</td> </tr> <tr> <td>1/2" / 13 mm</td> <td>2-1/2" / 63.5 mm</td> <td>75</td> </tr> <tr> <td>5/8" / 15.8 mm</td> <td>3" / 76.2 mm</td> <td>50</td> </tr> </tbody> </table>	Diameter	Depth	# of Holes	3/8" / 18 mm	2" / 50.8 mm	125	1/2" / 13 mm	2-1/2" / 63.5 mm	75	5/8" / 15.8 mm	3" / 76.2 mm	50	<b>NEW UPGRADED DEDICATED DUST EXTRACTOR</b> 
Diameter	Depth	# of Holes													
3/8" / 18 mm	2" / 50.8 mm	125													
1/2" / 13 mm	2-1/2" / 63.5 mm	75													
5/8" / 15.8 mm	3" / 76.2 mm	50													
<ul style="list-style-type: none"> <li>• Users need the fastest drilling speeds to guarantee ultimate productivity</li> <li>• Users need the power to complete a wide range of applications for drilling and light demolition</li> </ul>	<ul style="list-style-type: none"> <li>• Users are concerned with kickback when tool gets bound up in rebar or hard aggregate</li> <li>• Competitive tools can over-rotate in bind-up situations</li> </ul>	<ul style="list-style-type: none"> <li>• Users want sufficient runtime to be able to limit any downtime on site</li> <li>• Users need enough runtime on one or two batteries to eliminate the need for cords or AC power</li> </ul>	<ul style="list-style-type: none"> <li>• Users need to comply with OSHA's rule on silica dust</li> <li>• Users want a dedicated solution to eliminate dust when drilling with rotary hammers</li> </ul>												

Continued on page 7



Do you call on users that can benefit of cutting steel in remote areas or in the shop with benefit of mobility and freedom from a cord? Of course, you do!

The M18 FUEL™ 14" Abrasive Chop Saw offers a portable solution while generating 15A Corded Power, making this a perfect solution for cutting steel studs and other metals on site. This saw includes our RAPIDSTOP™ Blade Brake, stopping the blade within 3 seconds of trigger release. When paired with our M18 REDLITHIUM™ HIGH OUTPUT HD12.0 Battery, this saw provides up to 200 cuts per charge in 3-5/8" 20-Gauge steel stud. The M18 FUEL™ 14" Abrasive Chop Saw offers a tool-free blade change and tool-free fence adjustment, making blade changes and fence movements a seamless process, saving the user time. This tool also offers an overload indicator light coaches the user into the optimal cutting speed.

**Product Launch: M18 FUEL™ 14" Abrasive Chop Saw**

**Who is the Target Users:** Commercial Carpentry, Mechanical/Plumbing, Electrical, GC/Ironworker

**Target Applications:** Steel Studs/Track, Angle Iron, Black Pipe, UniStrut, Threaded Rod, Rigid Conduit, Rebar

**USER NEEDS & FRUSTRATIONS**

- ✓ Users and safety managers are requesting tools with fast braking times.
- ✓ Users need their abrasive chop saw to deliver the same power as their corded unit for their daily needs on the jobsite.
- ✓ Users have begun to heavily rely on their Cordless Tools out in the field and have the expectation that they can get through their day with minimal battery swaps.

**MILWAUKEE SOLUTION**

- ✓ The M18 FUEL 14" Abrasive Chop Saw has a RAPIDSTOP™ brake, stopping in under 3 seconds with an Abrasive Disk.
- ✓ The M18 FUEL 14" Abrasive Chop Saw delivers on 15A corded power providing users with the power they need to maximize their productivity with this cordless solution.
- ✓ When paired with the M18 REDLITHIUM™ HIGH OUTPUT™ XC12.0ah Battery, the M18 FUEL™ 14" Abrasive Chop Saw can provide up to 200 cuts per charge in steel stud, 29 cuts per charge in 1/2" rebar, and 14 cuts per charge in 1/4" x 2" Steel Flat bar.
- ✓ The M18 REDLITHIUM™ HIGH OUTPUT™ XC12.0ah Battery Provides 50% more power and runs 50% cooler vs. standard REDLITHIUM™ Batteries



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Vendor Spotlight

### POLE POSITION



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Milwaukee continued from page 7

### Product Launch: PACKOUT™ First Aid Kit



PACKOUT storage systems have set the bar high in the industry for job site organization. End users are always looking for better ways to organize their tools to be more efficient and productive both on and off the jobsite.

We very excited to announce the launch of the PACKOUT™ First Aid Kits adding to our Safety Line and to the Industry's Most Versatile and Durable Modular Storage System.

There will be two NEW kits included in this launch and each is rated to meet the ANSI/ISEA Z308.1-2015 Type III standard. The 76PC PACKOUT™ First Aid Kit - Class A Type III is best for the most general jobsite hazards and for crews no larger than 30, which comes in a PACKOUT™ Compact Organizer. The 204PC PACKOUT™ First Aid Kit - Class B Type III is suited for a wider range of jobsite hazards and is

**Milwaukee** **PACKOUT™ FIRST AID KIT**  
User Fit

**Users**

**Primary Applications**

First aid kits are used by all core trades. Users prefer the option to have first aid kits that they can either carry by hand or mount to a secure location. Some users move first aid kits around the job and to different sites. All first aid kits must be ANSI certified to be on an OSHA jobsite. Depending on the jobsite, some crews need a Class A or Class B rated kit.

**Milwaukee** **PACKOUT™ FIRST AID KIT**  
Safety Standards

**First Aid Kit Standards**

**ANSI/ISEA Z308.1-2015: "Minimum Requirements for Workplace First Aid Kits and Supplies"**

- Requirements based on "Class" and "Type"
- There are two Classes (A and B) and four Types (I, II, III, IV)

Class refers to content requirements (i.e., gloves, band aids)

Type refers to the container requirements (i.e., portable, mountable)

**Class A**

- For the most common and general types of workplace injuries
- Ideal for smaller crews (Less than 30)
- ANSI requires a minimum 69 specific components
- See FAQ for kit contents

**Class B**

- Broader range and quantities to deal with injuries in more complex or high-risk environments
- Ideal for larger crews (30+)
- ANSI requires a minimum 191 specific components
- See FAQ for kit contents

All PACKOUT™ First Aid Kits exceed Class A and Class B requirements

Continued on page 9

ideal for crews larger than 30, which comes in a PACKOUT™ Organizer.

With each kit being stored in a PACKOUT™ Organizer, they are equipped with an Impact-Resistant Body to withstand harsh jobsite environments and have IP65-Rated Weather Seals to help prevent damage from water and jobsite debris. No-Travel Bin Seals keep contents locked into their correct positions to prevent them from shifting during transport. Every unit comes with a wall-hanger for optional mounting and is equipped with reflective first aid stickers applied for easy identification.

**MILWAUKEE® is dedicated to creating innovative solutions that help our users STAY SAFE. STAY PRODUCTIVE.™**

**Milwaukee** **PACKOUT™ FIRST AID KIT**  
User Driven Innovation

**USER FRUSTRATIONS**



Not all first aid kits have suitable contents and containers for hazardous jobsites.



Water and debris damage first aid kit contents.



Kit contents shift during transport and will be disorganized.



**MILWAUKEE® SOLUTIONS**



**ANSI RATED KITS**  
Class A and Class B Type III kit options for a broad range of jobsite injuries.



**IP65 RATED SEAL**  
Prevents damage from water and other jobsite debris.



**NO-TRAVEL BIN SEALS**  
Kit contents sealed in place during movement and transport.



Vendor Spotlight

**POLE POSITION**

**CLIMB Academy**  
End User Ladder Safety Training available In Person or Virtually!



Ladder Safety courses are available for you to offer to all your customers. The CLIMB Academy program is a valuable educational tool. It can save your user THOUSANDS of Dollars if preventing just one fall.

Find all our training resources and downloadable materials at [LouisvilleLadder.com](http://LouisvilleLadder.com)



**C**HOOSE THE RIGHT LADDER FOR THE JOB  
**L**OOK FOR DAMAGED OR MISSING PARTS  
**I**MPLEMENT A SAFE STEP UP ROUTINE  
**M**OVE SAFELY, USING 3 POINTS OF CONTACT  
**B**E A SAFETY EXPERT - NOT A STATISTIC



Vendor Spotlight

**POLE POSITION**

**aerosmith**  
fastening systems

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Acrylic, Category 1 Rated IAPMO ER-668, CALL FOR PRICING



**Sure-Bolt®**  
Concrete Screw Bolts  
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### Got Milk?

This iconic commercial ran for over twenty years featuring a bevy of movie stars and athletes.

I've been thinking perhaps S1 should hold auditions for "Got Nails?" or any other products that are in short supply, and there are plenty!

In my four decades of being in the supply channel, I've never seen this depth of supply disruption, coupled with what seems at the same time, unbridled price increases. From my perspective, it's just another hurdle our channel faces.

Throughout the era of Jimmy Carter and "stagflation," the expansion of the big orange box in the mid 80's, the "Great Recession" beginning in 2008, and our current distribution challenges, this channel has proven its resilience and ability to adapt repeatedly. The beginning of Sphere 1 was and is part of that adaptation.

I have found a little personal satisfaction reading about the many companies recently adopting online training spurred by the pandemic. Sphere 1 University was launched in 2009 and has grown to the largest e-training platform in our distribution channel. I had the privilege of serving with other members, staff and vendors on the committee that launched SIU.

Another one of our endeavors, Gateway for Growth, is in the process of being evaluated and fine-tuned to ensure it is a platform to create sustainable new growth for us as members and vendor partners. The result will be to create a map that fosters partnerships in the pursuit of achieving and maintaining more sales and profits. A good goal for all!

Your board of directors will meet at the end of August, many for the first time since their election. As many of us have learned, remote

meetings are effective and have been a way to continue operations. At the same time, they are not a replacement for the in person open exchange of ideas, and the spontaneity it creates, not to mention the after hour back porch conversations. I am truly looking forward to being together with our management team and the board as we continue to work for all of you.



On a personal note, my family was able to take a vacation for a week at the beach. My timing, being what it is, happened to be the first weekend a tropical storm came through the panhandle of Florida. The first three days the weather was a little intense! Still not sure which is louder, a clap of thunder or all four grands going off at once! Seriously, I'm hoping all of you have had the opportunity to reconnect in person with family and friends. Nothing replaces that.

Wishing you all the best,

*Ron Foltz*

Sphere 1 Chairman





**Husqvarna**

Innovation in battery-powered tools is one of the biggest trends in the construction industry. These tools are easier to maneuver around a jobsite, more convenient for quick jobs, easier to operate in some cases, and of course, create a greener option for our health and environment. While battery-powered tools might not surpass the need for gas or electric powered equipment, there is definitely a growing place for these tools in a contractor's fleet.

In this article, Husqvarna Construction will explore the benefits and drawbacks of battery powered tools in the light construction equipment space, why contractors should consider adding these tools to their fleet, and what this means for a construction supply distributor.

### **Cost to own**

One of the most beneficial factors of battery-powered tools is lower cost[A1] over time and lower maintenance that directly impacts profits and return on investment.

For example, the Husqvarna K1 PACE battery powered cutter has three basic components: the battery, the saw and the blade. The battery, in essence, replaces the fuel tank, fuel filter, engine, carburetor, recoil rope and spark plug – all the normal service areas for wear and tear item on a gas-powered machine. This means over time the saw will have a greater ROI as less parts and labor will be needed to keep the saw in good running condition.



**PACE Power Cutter** – Powerful. Agile. Cordless. Electric. The K1 PACE battery-powered power cutter is the first product from the PACE family from Husqvarna Construction and will be available for purchase late 2021.

Battery-powered tools do not need gas or oil, so immediately there is a cost savings over the lifetime of the tool, as well as eliminating the potential for incorrect fuel mixture being used and causing damage to the engine components.

### **Battery-specific diamond tools**

When using diamond tools with battery products, it is important to use a diamond tool that is specifically designed for the application. Battery powered machines can respond differently to load conditions than gas machines. Using a diamond tool specifically engineered for the battery machine will minimize friction, reduce vibration, and optimize overall machine performance.

### **Applications for batteries**

Remote job sites, or sites lacking utilities, can function at full capacity if using battery-powered equipment. The portability of battery powered hand tools offer increased mobility

*Continued on page 12*



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**Husqvarna** continued from page 11

within the jobsite. This can reduce worker fatigue as fewer additional items are needed to perform the task at hand. In addition, cordless tools reduce tripping hazards and are easier to store – maximizing storage space.

Indoor applications with minimal ventilation and confined outdoor spaces, like trenches, have increased the drive for battery tools. Plumbers, electricians, HVAC specialists, landscapers, and masons can optimize productivity with machines that emit zero-direct emissions, and easily start and stop for quick intermittent uses.

In addition, no matter where the site is, contractors can capitalize on the usage of batteries by charging them off-site so they are ready to go when in the field. This increases productivity, as all an operator has to do is turn it on, perform the task, and turn it off.

### Greener option

Battery tools create less noise, less heat and emit zero-direct emissions. This means high volume work can continue in high-traffic work zones in or near public spaces during a neighboring business' hours, in a more pleasant, non-disruptive approach for workers and the surrounding environment.

### Battery tradeoffs

There are many advantages of battery-powered tools, but like all equipment, these tools are not without drawbacks. Batteries can be used for a variety of applications, in a variety of work environments, but they do require time to recharge. This is easy to overcome with a little preplanning – contractors will need to determine how long a project will take and ensure they have enough batteries to complete the job, or plan charging time into the workday.

There can be a larger upfront cost when purchasing battery equipment, but the overall cost to own can be lower over time due to the minimal maintenance and no need for gas/oil.

For decades, gas and electric powered tools have proven to be reliable sources on jobsites, and will always have a place on the construction site. These units are necessary for high power and heavy-duty applications. Contractors may prefer the power of a gas or high frequency electric tool if they need to make continuous full-depth cuts throughout the day, or if larger tools are needed for a large project.

### Ease of Use - Training

Teaching customers how to run/operate a battery-powered tool verses a gas unit is less complicated. **Lloyd von Scheliha**, Product Marketing Manager for Husqvarna Construction Power Cutters and Masonry Saws, states, "It is easy to train a new employee or DIY customer how to start a battery machine. It requires less instruction and retention is higher. This is



**K 535i Power Cutter** – A lightweight battery power cutter with low vibrations and user-friendly ergonomics, adaptable for wet and dry cutting. 3 inch cutting depth.



**BLi Battery System** – Ready for work in all weather conditions. Compatible with all products in the Husqvarna BLi range.

Continued on page 13

especially true for operators that do not have a lot of experience with gas powered machines.” Additionally, batteries are often interchangeable with multiple tools, decreasing initial overhead costs.

In addition, battery-powered machines can offer improved safety. For example, safety features can be designed into the machine on a battery power cutter, because there are fewer forces in play on the machine compared to a gas version. The Husqvarna K1 PACE saw incorporates an X-Halt feature to quickly stop a blade, reducing the risk of injury from a saw kickback.

### Stay Connected

Some battery tools coming to the market now have Bluetooth connectivity, which can connect to a fleet tracking system. For example, Husqvarna’s Fleet Services™ gives the fleet manager an overview of all the products that are connected via an embedded or aftermarket sensor. For battery products, sensors record data like runtime, service intervals, and if the battery is approaching an overheat situation. This smart technology helps keep equipment in top performing shape and reduces downtime.

In the end, it all comes down to the right tool for the project. Having different power options in stock, and thoroughly understanding a contractor’s need, can help guide distributors to recommending the correct tool for the project.

Husqvarna Construction is a market leader in equipment and diamond tools for the construction and stone industries. The battery product range includes the K1 PACE power cutter, K 535i power cutter and BLi battery series. For more information, please visit [www.husqvarnacp.com](http://www.husqvarnacp.com).



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### Facing Safety and Efficiency Challenges

OSHA standard 1915.135 sections b and c outline the general precautions concerning the use of Powder Actuated Tools (“P.A.T.”). These standards include 16 regulations that must be adhered to when using P.A.T.s on jobsites. Skip a step and you could face a fine (varies state to state) or risk the shutdown of your job site.

Due to these safety concerns surrounding P.A.T.s, their manufacturers offer certificate and licensing programs to train operators on proper operation and maintenance of the tools. A key point to remember about P.A.T. tools is that they function like loaded guns. When their highly explosive powder propellants actuate, the tool fires a pin. But what happens if it doesn't? In the event a P.A.T. misfires, the explosive cartridge needs time to cool off to reduce the likelihood that the unused cartridge will explode or accidentally discharge. After 30 seconds, it is “safe” to discard the load in a bucket of water as per manufacturer’s instructions.

While antiquated and potentially explosive, powder actuated fastening tools are still an extremely common solution for a range of construction activities, such as commercial framework, residential waterproofing, fastening subflooring, and many other applications. Contractors need to be careful and aware of the use of these tools on active jobsites as



*Continued on page 16*



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**A SAFER ALTERNATIVE TO P.A.T.**

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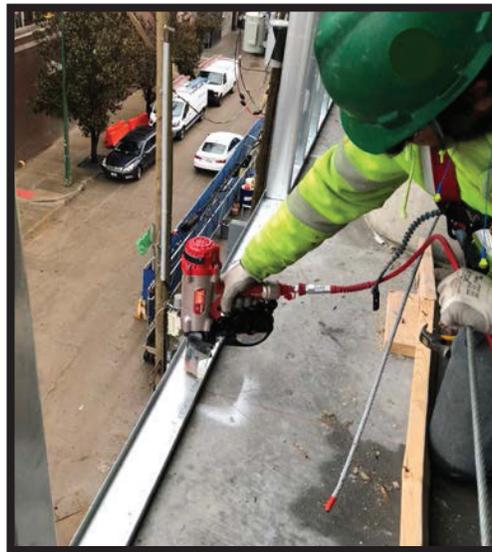
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is that the tool takes in fine dust and concrete powders from the floor when they're shot. The tool's cylinder can get damaged by this type of debris. For gas tools, maintenance is required every 25,000 shots, at which time, O-rings, cylinders and driver blades will likely need to be replaced.

**A More Efficient and Safer Solution**

Engineered to perform at a higher standard in cold temperatures, during low voltage scenarios, or as a replacement to tools that have strict operational protocols, PowerLite® system tools can easily fasten engineered woods such as LVL and LSL. The system is also effective at fastening wood to concrete, wood to I-beam, steel to concrete and steel to steel.

they carry special requirements and safety protocols.

Powder residue remains in the tool body of P.A.T. The tools must be completely disassembled (all parts: piston, fastener guide, piston guide sleeve and magazine accessory) for cleaning. P.A.T.s require maintenance approx. every 5,000 shots. Every part needs to be cleaned with a wire brush to ensure the tool can perform as expected.

As for gas tools, cold fuel cells will need to be warmed to the correct temperature as they lose the required propellant force to properly maintain functionality of the tool. (Fuel cells must be used between 20 degrees and 120 degrees). Overheated fuel cells can internally combust and release flammable gas.

PowerLite® tools are extremely powerful, yet their size is up to 40% smaller and up to 30% lighter than conventional 100 PSI tools. The MAX PowerLite® system provides a hassle-free pneumatic solution for which no license or certification is needed to operate. Because air is used to power the tools, there is no need for warming or cooling of the environment in order to maintain PowerLite® system performance.

One notable tool from the PowerLite® product line is the HN120 concrete/steel pinner. With the ability to actuate between 150 -320 psi of compressed air flowing into the small tool body, little air is required to shoot fasteners because of the higher air pressure which brings higher driving power.

Another problem faced by gas tool users

The HN120 has a self-cleaning end-cap



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Steel I-Beam Up to 1/2"		CP-W .133" Series	CP-W .157" Series CP-W .133" Series CP-W .118" Series	CP-W .133" Series	CP-W .133" Series	CP-W .133" Series CP-W .118" Series	
Cold Formed Steel		CAP .133" Series		CAP .133" Series	CAP .133" Series		

filter that traps any dirt that enters the tool and expels it when the hose is disconnected. This tool needs service approximately every 200,000 shots, a period that is 40x longer than P.A.T.s and 10x longer than gas tools. The tool also takes air from the compressor, not the environment, decreasing the probabilities of pulling dirt into the tool.

With a driving force of 2,231 inch lbs the HN120 drives .307" head pins into concrete or steel. The MAX HN120 can shoot a variety of fasteners and its sequential trigger adds a layer of safety preventing the nail from firing unless the nose is depressed. MAX recommends disconnecting the air hose when the tool is not in use.

Very versatile, the PowerLite® system shoots a wide variety of pins. PowerLite® fasteners come in 50 or 100 pin coils, which

require less reloading and save operator's time. Reference the chart below to review the various applications PowerLite® pins are manufactured for.

**Summary**

Overall, the PowerLite® system boasts several benefits including versatility, efficiency and safety when compared to gas or powder actuated tools.

Speak to your local MAX Sales Executive to learn more about the PowerLite® system or to ask about joining one of our weekly dealer webinars. You can also schedule a joint jobsite demo for your customers that the PowerLite® system is a great fit for.

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*By: Denene Williams  
MAX USA Corp. Marketing Manager*



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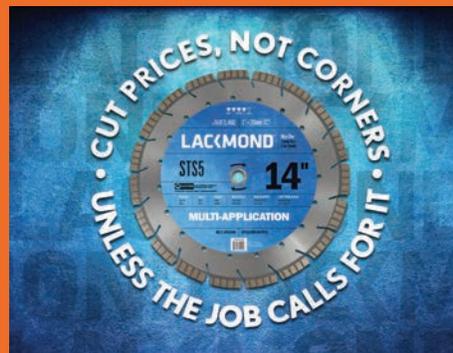


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