

Sphere 1 Circular

"News and Views That Are Out Of This World"

Summer 2019
Vol. 20 No. 1

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Sphere 1 Celebrates 20 Years

More than 1,000 guests across the country celebrated another record-breaking year at the 20th Anniversary Sphere 1 Annual Meeting 2019 at the JW Marriott Marco Island Beach Resort in Florida.

With stunning ocean views of the Gulf of Mexico during every event, this year's meeting was packed with great content from the Member and Breakout Meetings, a fun and relaxed Opening Party and productive Table Top Meetings, all of which created a high energy, positive atmosphere.

The culmination of the four-day event ended with the Awards Dinner. Sphere 1 celebrated their 2018 Member and Preferred Supplier Winners, who danced their way up on stage.

"I am excited to share that this year's

Continued on Page 2

Preferred Supplier of the Year

Opal Echelon



Mi-T-M Corporation

Ruby Echelon



Diamond Products Limited

Sapphire Echelon



Freud America

Emerald Echelon



Milwaukee Tool Corporation



**Awards Dinner
Wednesday, May 15**

Member of the Year

Opal Echelon



Midway Rentals and Sales

Ruby Echelon



**Construction Tool
& Supply**

Member Gateway for Growth

Opal Echelon



Midway Rentals and Sales

Ruby Echelon



**Nationwide Tools
& Supplies**

Preferred Brand of the Year



Metabo HPT

Sapphire Echelon



**Connective Systems
& Supply**

Emerald Echelon



L.W. Meyer Inc.

Sapphire Echelon Emerald Echelon



**Connective
Systems & Supply**



ProFast Supply

**Member Supporting
the Most Suppliers**



**Pioneer Fasteners
& Tools Inc.**

Moves Management



SouthernCarlson

Supplier Gateway for Growth

Opal Echelon



DRILTEC

Ruby Echelon



M.K. Morse

Sapphire Echelon



Freud America

Emerald Echelon



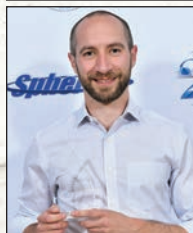
**Milwaukee Tool
Corporation**

**20th Anniversary
Cooperator Award**



**Erik Wilson
Freud America, Inc.**

**Member S1
University**



The Tool Nut

Supplier Sphere 1 University

Opal Echelon



**CEP – Construction
Electrical Products**

Ruby Echelon



**ICP Building
Solutions Group**

Sapphire Echelon



ITW CCNA

Emerald Echelon



**DeWalt Industrial
Tool Group**



Carol Shackelford – Outstanding Achievement Award

As founding President and CEO of Sphere 1, Carol Shackelford was honored at the 20th Anniversary Awards Dinner for her outstanding achievement and exemplary years of service to the Sphere 1 Cooperative. Carol is an icon in the industry, and her 20 years of leadership is unparalleled. We thank you, Carol, for your tireless devotion to taking Sphere 1 to new heights we could have never imagined.





George Morgan – Board of Director Participation and Recognition, 2008–2019

After serving 11 years on the Sphere 1 Board of Directors, with four years as Board Chairman, George Morgan of SouthernCarlson, Snellville, GA, announced his retirement at the 20th Anniversary Meeting. We wish to thank George for his leadership, insight, and ideas, which aided growth opportunities for the Sphere 1 membership.

Member Largest Percentage in Growth

| Opal Echelon | Ruby Echelon | Sapphire Echelon | Emerald Echelon |
|--|---------------------------------------|-----------------------------|---------------------------------------|
| | | | |
| Brownco Manufacturing and Sales | Momentum Rental and Sales Inc. | Structural Materials | Tomarco Contractor Specialties |

Supplier Largest Percentage in Growth

| Opal Echelon | Ruby Echelon | Sapphire Echelon | Emerald Echelon |
|---------------------------|---------------------------------|--------------------------|------------------|
| | | | |
| Henkel Corporation | Vulcan Threaded Products | PHD Manufacturing | Spotnails |

Member Overall Volume

| | |
|-----------------------------------|---|
| | |
| Southern Carlson (Overall) | Jobsite Supply Co. (By Location Average) |

Supplier Overall Volume

| Opal Echelon | Ruby Echelon | Sapphire Echelon | Emerald Echelon |
|-----------------------|----------------|------------------|-------------------------------------|
| | | | |
| Magnolia Brush | Stabila | WernerCo | DeWalt Industrial Tool Group |

Partnership Award

| | |
|--|-------------------------------|
| | |
| Kathy Hageman (l), Colleen Good (r) Colleen Good's Tax & Accounting | Barb & Joe Drochak |

meeting was a huge success,” says **Rob Moe**, President & CEO of Sphere 1. “Members and Preferred Suppliers came off of a record 2018 and celebrated significant achievements together. Sphere 1 has had the pleasure of honoring so many outstanding winners, in addition to thanking **Carol Shackelford** and **George Morgan** for their faithful service to our cooperative. In such a competitive field, Sphere 1 has been blazing a trail of partnership, prosperity and community in this ever-changing landscape of the construction distribution, and I couldn’t be prouder to be part of this organization. Congratulations to Sphere 1 Members and Preferred Suppliers on a wonderful 20 years. We’re just getting started!”

Member and Supplier of the Year Awards
The Member and Supplier of the Year

Awards are Sphere 1’s most prestigious awards, based on the overall score on Sphere 1’s annual support card. Out of 110 Preferred Suppliers, 153 Distributors Members with 796 locations and six criteria that are critical to the success of the cooperative, the 2018 Member and Supplier of the Year Awards were presented to:

Preferred Supplier of the Year Awards for excellent service and a quality program to the Sphere 1 Membership:

- Mi-T-M Corp. – Opal
- Diamond Products Ltd – Ruby
- Freud America – Sapphire
- Milwaukee Tool Corp. – Emerald

Member of the Year Awards for demonstrating excellence in collaboration and growth within the cooperative:

- Midway Rentals and Sales – Opal
- Construction Tool & Supply – Ruby
- Connective Systems & Supply – Sapphire
- L.W. Meyer Inc. – Emerald

Additional 2018 Award Winners were presented to the following:

Preferred Brand of the Year for top sales achievement by brand:

- Metabo HPT

Gateway for Growth Awards for highest performance within our platform:

Members

- Midway Rentals and Sales - Opal
- Nationwide Tools & Supplies - Ruby
- Connective Systems & Supply - Sapphire
- ProFast Supply (a Hahn Systems Company) - Emerald

Suppliers

- DRILTEC - Opal
- M.K. Morse - Ruby
- Freud America - Sapphire
- Milwaukee Tool Corporation - Emerald



Continued from page 3

Sphere 1 University Awards for outstanding training programs and course completions:

Member

- **The Tool Nut** (Highest Course Completions by Location Average)

Suppliers

- **CEP – Construction Electrical Products - Opal**
- **ICP Building Solutions Group - Ruby**
- **ITW CCNA - Sapphire**
- **DeWALT Industrial Tool Group - Emerald**

Member Overall Volume

- **SouthernCarlson** (Overall)
- **Jobsite Supply** (by Location Average)

Supplier Overall Volume

- **Magnolia Brush - Opal**
- **Stabila - Ruby**
- **WernerCo - Sapphire**
- **DeWALT Industrial Tool Group - Emerald**

Member Largest Percentage in Growth

- **Brownco Manufacturing and Sales – Opal**
- **Momentum Rental and Sales Inc – Ruby**
- **Structural Materials – Sapphire**
- **Tomarco Contractor Specialties – Emerald**



Supplier Largest Percentage in Growth

- **Henkel Corporation – OSI Sealants – Opal**
- **Vulcan Threaded Products – Ruby**
- **PHD Manufacturing – Sapphire**
- **Spotnails – Emerald**

Member Supporting the Most Preferred Suppliers

- **Pioneer Fasteners & Tools Inc.**

Moves Management Award

- **SouthernCarlson**

20th Anniversary Cooperator Award

- **Erik Wilson, Freud America, Inc**

Partnership Awards

- **Colleen Good & Kathy Hageman, Colleen Good’s Tax & Accounting**
- **Barb & Joe Drochak, Rhino Group LLC**

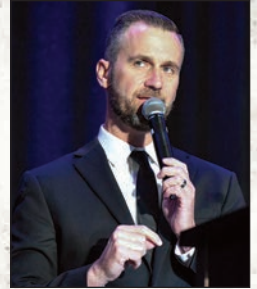
Board Member Service Award

- **George Morgan, SouthernCarlson, 2008 - 2019**

Outstanding Achievement Award

- **Carol Shackelford, Sphere 1, 1998 - 2018**

Sphere 1 will host their 21st Annual Meeting on May 11-14, 2020 in Las Vegas, Nevada.





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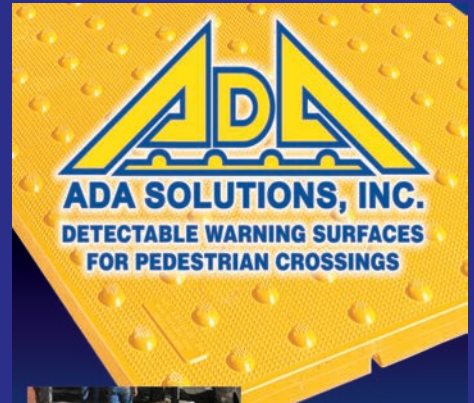
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Golf Tournament Monday, May 13



**Member Meeting
Tuesday, May 14**



**Member & Preferred Supplier
Tabletop Sessions
Wednesday, May 15 – Thursday, May 16**



New Members received a framed Share of Sphere 1 Co-op stock during the Member meeting. Joining this year were: 3-D Fasteners Plus Inc, Ontario, CA; Duo-Fast Knoxville Inc, Knoxville, TN; Fastening Solutions, Montgomery, AL; Gulf Coast Nail & Staple Inc, Fort Myers, FL; PaulB Hardware, Lititz, PA; Power Bolt and Tool, Fort Myers, FL and Tropical Construction Supply, Port Charlotte, FL



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Sphere 1 Member News



Meridian Technology Center Construction Trades Student Dylan Cates Receives Kinnunen Salute to the Skilled Workforce Award



Dylan Cates is the recipient of this year's Salute to the Skilled Workforce award from **Kinnunen Sales and Rental**. The award, created by **Greg Hughes**, owner of Kinnunen Sales and Rental, recognizes an outstanding construction trades student at Meridian Technology Center. **Stanley Black & Decker's DeWALT** tools is a contributing partner to this year's award. Students eligible for the Salute to the Skilled Workforce award must have completed one of the school's trades programs that includes Air Conditioning and Refrigeration, Carpentry, Electrical Technology, Facilities Management or Masonry.

"The demand for skilled workers in the construction industry continues to grow," Hughes said. "Despite this need, the number of students who choose to pursue this path continues to decline. We want to recognize and reward students who are committed to this industry and to building their future at Meridian."

The Salute to the Skilled Workforce award includes \$1,000 to purchase tools from Kinnunen Sales and Rental. Hughes hopes to encourage others in the industry to find ways to recognize construction trades employees.

Dylan, studied in both the Masonry and Computer-Aided Drafting programs at Meridian. He has been interested in a career in construction for as long as he can remember. He was a member of the National Technical Honor Society, served on the student leadership team, and was president of SkillsUSA, a student organization that builds leadership skills and gives students an opportunity to showcase what they've learned in class through state and national competitions.



I am very pleased to announce that effective immediately **Jeff Doyle** is promoted to the position of President of **Triangle Fastener Corp.**

Jeff worked in Pittsburgh as a field salesman for about three years and then moved to Jacksonville to introduce TFC to the state of Florida and the southeast part of the country. Since then he has been responsible for opening branches in Jacksonville, Tampa, Orlando and Ft. Lauderdale, combined with additional overall management responsibilities in Charlotte, Raleigh and Atlanta.

Jeff's achievements over the past 34 years have been nothing short of remarkable, and they position him perfectly for his new role as President. I will continue on as CEO in a largely advisory capacity to assist Jeff in a smooth transition. Please join **Heinz Saguer** and me in wishing Jeff continued success as he leads TFC into a bright future.

C.W. Friday

Sphere 1 Member News



B&F Fastener Supply celebrated their 31st year of business in May! As part of

the celebration, B&F decided to perform 31 random acts of kindness throughout the branches. Each branch location is responsible for 2 of those and our headquarters in Ramsey, MN will pick up the rest. To date, 5 random acts have been successfully completed.



1. Davenport, IA- we worked with the “I Can Shine” organization and taught kids with special needs how to ride a 2-wheel bike. **2.** Dubuque, IA- there we worked with the “Veteran’s Freedom Center” and grilled out for all the local Veterans. **3.** St. Cloud, MN-our team helped construct a home in the area with Habitat for Humanity. **4.** Fargo, ND- we helped at the local food-shelf packing orders **5.** Ramsey, MN- participated in the “Law Enforcement Torch Run” which is a fundraiser to support the Special Olympics.

Nicole Baltes has officially transitioned into the role of President. B&F is a proud family-owned business and are excited they have officially made the successful transition to the 2nd generation!



Nicole Baltes

B&F continues to grow and expand. Work has begun to replace the existing 10,000 sq ft location in Frederic, Wisconsin with a new 25,000 sq ft building. Completion and move in is planned for early first quarter of 2020.

Welcome New Preferred Supplier



AgoNow LLC is a pure industrial wholesaler and channel solutions provider that partners with distributors/resellers and manufacturers to grow their businesses profitably. We believe the end-user is best served when everyone in the supply chain works together.

We enable manufacturers to sell more deeply into their portfolios and distributors to access new product categories at a lower cost. We collaborate with distributors to craft digital marketing campaigns to introduce and sell more products and services to existing and potential customers.

John Allenbach is the President of

Sales at AgoNow. Before co-founding AgoNow, LLC, John spent 30+ years in the industrial/construction marketplace. Most recently, John was Senior Vice President of Sales and Marketing at Apex Tool Group, where he led the integration of the former Cooper Tools and Danaher Tool



Group brands under the Apex umbrella. John may be reached at **918-984-4626** Office, **443-255-2488** Cell, or **John.Allenbach@agonow.com**.



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Sphere 1 Member News



Midway Rentals & Sales Buyers' Show 2019



As the 3rd of May approached, it looked like Midway Rentals & Sales Buyers' Show would once again be challenged by mother nature. A freak storm dumped nearly half a foot of snow on the location two days prior. The Midway crew had their work cut out for them. Through hours of dedicated snow removal work, the site was cleared just in time for the pivotal day, and the show went on.

Year after year, the Buyers' Show continues to impress, and this year was no exception. With over 50 manufacturer vendors (many of them Sphere 1 Preferred Suppliers) and nearly 500 attendees, it's no surprise Midway continues to hold its place as the largest single-distributor event in the Upper Peninsula of Michigan. Truly an occasion for everyone, the show offers hands on demonstrations with industry-leading innovators, test-your-skill challenges with heavy-duty equipment, and a chance to speak with reps for all of the brands you know and trust! In addition, catering by Smokin **Joe O'Dovero** (General Manager at Midway) that makes your stomach grumble the week before, and the constant hum and chatter of friends and coworkers connecting, keep attendees around until the very end – when top-tier prizes like a Samsung 58" 4K Smart TV, custom-cut Midway fire ring, and TWO lake trout fishing charters are given away!

The footprint left by Sphere 1 at the Buyers' Show is a large one. Represented by 30 suppliers and 47 brands, the organization made up nearly 60% of the field at this year's show and made countless invaluable impressions. **Jerry Jadin** of **Makita USA** won best booth with their attention-grabbing *Driving Innovation* truck – packed with over 200 solutions. **Chris Connor** showed users the power and applications of **Diablo** blades. **Jason Johnson** demonstrated the intense durability of **Stabila** levels by challenging attendees to smash one of their models against the concrete slab. Wherever the Buyers were, so too was Sphere 1.

Midway continues to grow and prosper with the support of our loyal customers. We hope to see you at next year's show, May 1st, 2020.



Cornerstone Tool and Fastener was approached by a board member of the Tallahassee chapter of Sleep in Heavenly Peace (SHP) for assistance in preparing **DeWALT** tool kits for their Disaster Recovery Bunk Bed Build and future projects. The devastating hurricane damage in the panhandle of Florida has totally overwhelmed local and state resources. Volunteer organizations such as SHP have been stepping up to assist. Cornerstone was pleased with **Matt Fletcher**, DeWALT Regional Manager and **Chris Semones**, DeWALT Territory Manager's immediate and gracious response to aid the organization. We were able to assemble ten kits of impacts, drills, sanders, extra batteries and accessories. SHP held their first Disaster Recovery Bunk Bed Build on June 7th. Over 200 volunteers built and delivered 95 beds and bedding. Their slogan is "no kid sleeps on the floor of our town". Cornerstone was very proud to play a small role in bringing together DeWALT and SHP. Thank you DeWalt for your support.



Preferred Supplier News



Chadd Lafond, Channel Manager, Construction Distribution, is the new Sphere 1 Primary Contact for **Norton Saint Gobain**. Chadd joined the company in 2011 as a Sales Representative, Welding & Construction Markets. He later served as Sales Supervisor, Strategic Accounts before becoming Product Manager, Construction Products. Chadd holds a degree in Civil Engineering. His family had a construction company, so he has been in and around the industry most of his life. Chadd may be reached at 214-208-8926 or chadd.m.lafond@saint-gobain.com.



Chadd Lafond



United Abrasives is pleased to announce the addition of **Dan Ledogar** to our sales team as a Technical Application Specialist. Dan is a former Marine with two tours of duty in Iraq and Afghanistan and brings a “can do” attitude to the job. He received extensive application and hands on training to become an expert in the use of our vast abrasives product line. Dan is a strategic, surgical application specialist for targeting specific end user opportunities. If you feel you have an end user opportunity that you would like to close, please contact your local United Abrasives Rep to schedule an appointment.



Dan Ledogar

Wright has appointed **Will Bazela** as Regional Sales Manager to help lead their sales efforts in the Southeast, Mid-Atlantic and Northeast regions. Will joins Wright with over 14 years of sales experience in the Industrial, Construction and Utility Markets, having been Territory Manager for 3M / Capital Safety for the last 10 years. Prior to 3M, Will held various sales positions with McGovern & Associates, Robert Bosch and Metabo.



Will Bazela

Welcome New Preferred Supplier

ORS Nasco is North America's largest pure wholesaler of industrial supplies selling exclusively to distributors throughout North America. Our mission is to help independent distributors grow profitably through diversification while providing cost savings. ORS Nasco offers access to over 200,000 skus of premium products from more than 600 brands for use in the industrial, welding, oilfield, safety, electrical, construction, HVAC, MRO, plumbing, janitorial and rental markets. ORS Nasco serves distributors with a network of 13 strategically placed distribution centers across the United States. With our versatile portfolio, ORS Nasco offers a warehouse solution for its customers, which allow the customer's customer



to be taken care of in a timely manner. When it comes to wholesale supply, the ORS Nasco difference rings loud and clear. That's because ORS Nasco is a pure wholesaler. We do not compete with our customers by selling to end-users. We partner with our distributors to provide a single-source wholesale solution.

Jamie Spangler, Business Development Manager, is the Primary Contact for ORS Nasco. He may be reached at 800-678-6577 Office, 937-546-1317, Cell or Jamie.Spangler@orsnasco.com.



Jamie Spangler



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Preferred Supplier News



Dan Reinecke

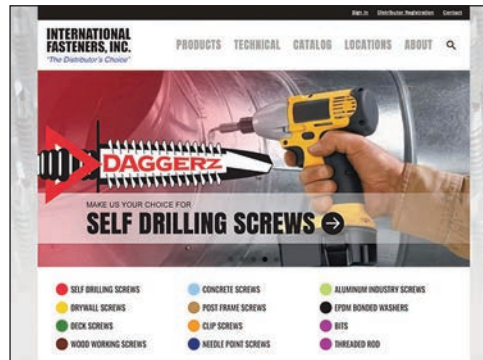


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dreinecke@reedmfgeo.com.

Reed Manufacturing welcomes **Dan Reinecke** as our new Regional Manager for the Alabama, Florida, Georgia, Mississippi, North Carolina, South Carolina, and Tennessee markets. Before joining REED, Dan worked for Kapro Tools as OEM Sales Manager, and for 10 years at Milwaukee Electric Tool serving as District Sales Manager for its Western New York/Northwest Pennsylvania markets. Additionally, he served as Sales and Project Manager for Nesaru Consulting out of Wisconsin. Dan may be contacted at 262-227-1209 Cell, Voicemail: 800-666-3691 Ex.1405 or

dan@reedmfgeo.com. Dan may be contacted at 262-227-1209 Cell, Voicemail: 800-666-3691 Ex.1405 or



International Fasteners, Inc. is pleased to announce that they have launched their new innovative website designed to help both purchasing and sales personnel. The new site is fully functional as an app on your phone, as well as traditional desktop computing. Just add it to your home screen on your mobile device. Sign up and sign in to access all of the new features today.



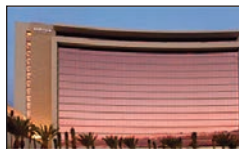
Sphere 1 Upcoming Events – Save the Dates



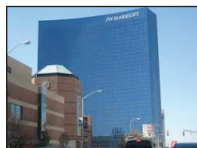
2019 STAFDA:
November 10 – 12, 2019
Nashville Music City Center
Nashville, TN



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



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



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



Preferred Supplier News

BoMetals Acquires Dowel Bars and Baskets

BoMetals, Inc. of Carrollton, Georgia, announced their acquisition of **Dowel Bars and Baskets, LLC**. DBB is a now a wholly-owned subsidiary of BoMetals and will continue operations in Farmersville, TX. BoMetals, founded in 1989, is a provider of concrete and masonry accessories throughout the US, Canada, and International markets. Dowel Bars and Baskets (DBB) is a leading manufacturer of products used in FAA, DOT, Corp of Engineers, and Commercial/Industrial projects nationwide, with a focus on quality material made to specification. The addition of DBB's product line is a logical addition and increases an already strong market position held by BoMetals. With this acquisition, BoMetals now offers the most complete line of US manufactured concrete joint products available from a US owned company. When asked about the purchase, **Todd Rambo**, CEO of BoMetals said, "DBB is a familiar name in the construction industry, and we share the same core value of consistently providing the very best products possible." Rambo continued, "We are pleased to announce this acquisition, and look forward to continuing to provide the DBB products with the service standard for which we are known at BoMetals." For more information contact: info@bometals.com or call **1-800-862-4835**.



Brighton Best International VP of Sales, **Steve Andrasik** joined the podcast of www.fullythreaded.com episode #141 with **Mike McNulty** from *Fastener Technology* to

discuss his view of the FDI index and follow-up on the NFDA meeting.

The Edison Awards™ have recognized and honored some of the most innovative products in the world and is among the most prestigious accolades honoring excellence in new products design and innovation. Ironclad Performance Wear – KONG© is a 2019 Gold Winner for their Vibram© O.B.M glove. For more information about the award or Edison Awards™ please visit www.edisonawards.com.



BBI has just received an official notification that its Taping SD product line was approved by Miami Dade County. This approval covers the standard blue concrete screws, now through 6", as well as the new trim head series designed for the hurricane impact window industry in various colors. These will be available for order starting in late Fall of 2019.



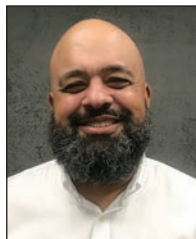
DCA Construction Products, a U.S. Veteran owned manufacturer located in Northeast Ohio, manufactures industry leading brands for the Concrete Construction Industry. These brands include Durajoint® "The Original" Waterstop, and Preco® Concrete



Accessories. Pictured (left) is the newly renovated 271,000 sq ft corporate headquarters. All facets of operations are conducted in the facility including, sales and marketing, product development, manufacturing, shipping/receiving, and accounting. For more information on DCA Construction Products, visit www.durajoint.com. Contact the company at **888-833-8308** or sales@durajoint.com.



Jennifer Hanna



Warren Brooks

to the continued growth of the company. **Warren Brooks** joined the company as Inside Sales Representative for the Northeast and Eastern Canada. With over 10 years of customer service and sales experience, Warren exemplifies active listening, empathy, problem-solving and clear communication with customers.



POWER TOOLS

iQ Power Tools, manufacturer of

premium power tools with integrated dust collection technology, is proud to introduce two new employees to their team. **Jennifer Hanna**, Accounting Manager, brings extensive accounting and administrative experience to iQ Power Tools. Her knowledge of proper accounting methods, accurate forecasting, budget preparation and her international accounting experience is paramount



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Bit Bandit
Removes dust
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CORE BORE

CORE VAC



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GOLD (coated)
PREMIUM Merchant Wire
BLACK (annealed)
GOLD (coated)
PREMIUM Nails
Common (bulk)
Duplex (bulk)

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Concrete Construction Products



Slab Bolsters NEW!

Duplex Nails
Anchor Bolts
Bright Common Nails
Coated Sinker Nails
Sod Staples • Nail Stakes
Annealed Wire Ties
Annealed Tie Wire
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T-Posts • Barrier Fence
Impalement Caps



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Preferred Supplier News



MBW, Inc. is proud to announce and welcome **Christy Matuszewski** as the Engineer Manager. Christy has 20+ years of engineering and management experience. Prior to joining MBW, Christy managed metrology labs, developed and implemented continuous improvement methodologies, lean processes, and program validation strategies for development and qualification of new products. Her extensive back-



Rick Gramoll

ground in new product design, product development, cost reduction and program management will strengthen MBW's engineering and R & D.

Rick Gramoll has been promoted to the position of Sales Director. Rick joined MBW in May 2013 as the Utility Sales Manager. He later moved to Regional Sales Manager on the construction side as well as overseeing the utility division. Rick is responsible for management of all MBW sales in the U.S. as well as supervising all outside sales staff.

Heather Hughes, Marketing Manager, is the new Sphere 1 Primary Contact. Heather joined MBW in 2002 and was promoted to Marketing Manager in 2018. She has over 17 years of experience in the industry. Contact Heather at heatherh@mbw.com or 262-644-5234, ext 143.

MBW, Inc. is pleased to announce **Cavalier Industries LTD** as the company's representative for all of Canada. With headquarters in Alberta and warehouses located in Quebec, Ontario, Alberta and British Columbia, Cavalier will be promoting MBW's full line of light compaction and concrete finishing equipment. Cavalier Industries was founded in 1991 and has developed the experience required to create valuable equipment solutions. They serve in-demand markets and industries as well as deliver solutions designed and engineered to perform.



Christy Matuszewski



Heather Hughes



G.L. Huyett Opens New Tech Center in Sidney, Nebraska

In April 2019, **G.L. Huyett** opened a Technology Center in Sidney, Nebraska, a small rural town on the high plains of Western Nebraska.

Sidney is the former home and headquarters of Cabela's, Inc., which dramatically downsized operations in the community after it was acquired by outdoor retail rival Bass Pro Shops. We chose Sidney because of the presence of a large skilled workforce that is under-employed or unemployed and are wanting to stay in Sidney.



The Technology Center will be headed by **Sarah Sinnett**, Vice President of Technology and Marketing. Sinnett was formerly a Portfolio Manager for Bass Pro Shops / Cabela's, Inc. Much of Sinnett's experience is in project management, business strategy, and talent management. Sinnett will sit on G.L. Huyett's Executive Committee.

G.L. Huyett has also hired **Alan Beard** to the newly-created role of E-Commerce Manager. Beard has an individual qualification certificate in Google Analytics and was most recently E-Commerce Manager at Great Plains Industries, a manufacturer of fuel management equipment. Beard will head up G.L. Huyett's continuing development of its e-commerce site. Beard also has extensive experience in EDI interfaces, another fast-growing technology priority for distributors.

Charles "Chuck" Hoffman was hired for the position of Special Projects Administrator. In this role, Hoffman will be tasked with initiating a data analytics function, with specific goals to leverage data to improve decision making at G.L. Huyett. Early priorities include enhanced management of inventory and pricing management, as well as customer analytics to assist the G.L. Huyett sales team in improving the Company's value proposition. He was previously a Retail Associate Category Manager for Bass Pro Shops / Cabela's, Inc.

Future additions to the Sidney Tech Center likely include roles in digital marketing, product development, and digital analytics. The Tech Center supports G.L. Huyett's belief in the future of B2B commerce in the industrial space, and the increasing relevance of e-commerce and technology solutions that wire together the participants in the channel in a more intelligent manner using data to drive decisions and actions. We are excited to embrace these developments as part of our continuing strategy to be the most innovative technology company in the fastener industry, supported by a caring human touch from our sales and customer service teams.

Preferred Supplier News



Big D Bolt & Tool Customer Appreciation Event May 17th

Turnout was great for the day. According to the sales guys, they had the “best Makita event they’ve had so far.” Makita had a great setup and wonderful support from the staff of Big D Bolt and Tool. Prior to the day, we partnered up with Big D’s outside sales team to flood the territory to advertise the sales event. A good number of pre-sales were made during the account visits. During the appreciation day, sales focus was on all of our key products highlighted with instructive demos. A key initiative to the event was an incredible EK6101 package. The package included the EK6101 with a “starter pack” made up of our pressurized water tank, gas tank, 2-stroke fuel mix, and a gas gift card to buy the first four tanks of gas. To close out the customer appreciation event, we partnered with Big D to host our Texas Rangers Customer Appreciation Night. We invited our key Makita end users as well as potential key end users. It was a very successful night. Makita strengthened their partnership with the Big D sales team as well as owners, Bob and Colleen.



On May 4, 2019 **Reinforcing Steel Supply** hosted their annual Kentucky Derby/Crawfish Boil Contractor Event. **Don White** held the RSS event at the



White Ranch in Davil, Texas. Contractors and their significant others, about 50 couples, were invited for an afternoon of horse racing and crawfish. With plenty of food and dancing to live music from a local band, everyone had a great time. Donna and Cecilia showed up in their derby hats.



LOORS Spring Race Wrap-Up

On Saturday, April 13th, 2019, the Makita Phoenix team hosted employees and customers of **Fisher’s Tools** for a hospitality event with **Rob MacCahren** in the pit area before the Duel in the Desert at Wild Horse Pass Motorsports Park in Chandler, AZ. About 25 employees, along with their families and close friends, were able to come out and see how the #21 team prepares for a race. Rob also gave a pit tour, answering questions about the truck, the track and the race series in general. He even made a kid’s day by letting him sit in the driver’s seat of the truck while answering questions. The Makita team worked behind the scenes to get the Fisher’s Tools logo placed prominently on the hood of Rob’s truck. The look on **Diane and Steven Fisher’s** faces when they saw it in person made the efforts worthwhile. The entire Fisher’s team beamed with pride seeing their company logo on the hood of one of the top drivers in the LOORS world. The biggest highlight of all came after the event, when Rob presented Diane and the Fisher’s team the hood, now prominently displayed in their showroom,



right above the main door. Makita appreciates the continued support of Fisher’s Tools, Arizona’s only Makita pro center and an authorized service center.



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robmoe@sphere1net.com



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714-933-5744
mikes@sphere1net.com



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sharonb@sphere1net.com



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katherinew@sphere1net.com

Sphere 1 Corporate Office
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Irvine, CA 92618
949-932-3600

Preferred Supplier News



Protective Industrial Products, Inc. (PIP) is proud to announce that it will open a 600,000 sq ft distribution center, along the I-22 Highway, in Olive Branch, Mississippi. “PIP is truly excited to build our new world-class distribution center in Olive Branch, and we look forward to contributing to the economic development in the area,” said **Joe Milot**, President and CEO. “This new facility will facilitate our continued growth and help provide even better service to our customers. Our customers are always the primary driver of our business decisions,” he concluded. “Our current distribution center in Lamar served us well for over 15

years. With the recent acquisitions and expanded product lines, moving to a larger, more modern facility made economic and business sense – especially considering PIP’s future growth plans,” added Chief Operating Officer, **Thomas Fry**.

The new center is currently being outfitted with state-of-the-art pallet locations, logistics software and hardware systems that will result in increased efficiencies on all levels, as well as an improved work environment. This large, cross-docked facility increases inventory, holding capacity by three times. PIP expects to be operational at the new facility by September 1, 2019.

PIP Global Holdings Inc. (PIP Global) proudly announces the acquisition of DSI Safety Inc. (Dynamic Safety) headquartered in Laval, Canada. Led by veteran industry executive, Claude Roberge, Dynamic Safety is a leading supplier of Personal Protective Equipment in Canada, as well as a globally recognized manufacturer of hard hats, first aid kits, and other safety products. PIP Canada Ltd, PIP’s current Canadian entity, will be rolled up into this acquisition and operate under Dynamic Safety – selling hand and arm protection and other PPE products that meet CSA standards under the G-Tek®, Assurance®, Ambi-Dex®, ATG, Kut-Gard® Bouton and Maximum Safety® brands. Based just outside of Montreal, Canada, the Dynamic Safety Laval head office and manufacturing plant will remain and become PIP’s Canadian headquarters.

PIP Global is pleased to announce the acquisition of Worldwide Protective Products LLC (Worldwide), headquartered in Hamburg, NY. Worldwide is long recognized for its knitting and yarn technologies, as well as its custom design capabilities. The company offers an extensive line of industrial hand protection products along with protective sleeves and garments. “This is a natural fit,” explains Joe Milot, President and CEO of PIP Global. “There are synergies in manufacturing capabilities, yarn technologies and experience. Together, we will be a leading provider of American-made knit work gloves and protective sleeves.” Milot added, “We look forward to building upon the functional expertise established at Worldwide’s three locations in Wilkesboro, NC, Buffalo, NY and North Attleboro, MA.”



Midway Rental and Sales in Negaunee, MI held their annual buying show May 3, 2019. Despite a little snow earlier in the week, the show had a very good attendance by both vendors and customers. Makita brought in the “Driving Innovation Tour truck” as their display booth, which allowed the end users more “hands on” opportunity to see and use our first in class engineered tools. That along with our show specials and hot buys generated excellent sales; a great start to the new construction season. To top that off - Makita was voted as best show booth for the second year in a row! Hats off to **Jerry Jadin**, Makita Rep, who does a great job for Midway and loves to work with their great sales team. Jerry is already looking forward to next year’s show and planning how to top the last two years! Special thanks to Midway for their support of Makita. We appreciate your business and support!



SPHERE 1 UNIVERSITY UPDATE

- 3,276 Member Employees taking courses
(138 Student Enrollments this Quarter)
- 409,071 Enrollments
(15,590 Total Course Enrollments this Quarter)
- 133,555 Hours of Training Completed
(4,465 Total Training Hours Completed This Quarter)
- 604 Courses

Arconic Industrial Products

- How HuckBolts Work

Brighton-Best International Inc.

- Cutting Tools Training

Champion Cutting Tool

- Carbide Tipped Hole Cutters

DEWALT

- SDS Plus Drill Bits
- Small Diameter Circular Saw Blades

Kingspan

- XPS Insulation – Features, benefits and applications

Irwin-Lenox

- Lenox Reciprocating Saw Blades

Makita

- JR3070CT with Anti Vibration Technology
- 18V LXT Brushless Hedge Trimmers XHU07, XHU08
- 18V LXT Lithium-Ion Brushless 4-1/2" Angle Grinder (XAG10M/Z)
- 18V LXT® Lithium Ion Brushless High Torque 7/16" Hex Impact Wrench (XWT09Z)
- 18V X2 LXT (36V) Brushless 1-9/16" Advanced AVT® SDS-Max Rotary Hammer with AWS (XRH07PTU)
- JR3070CT Recipro Saw 15 AMP with Anti Vibration Technology
- OSHA Silica Standard, Part 2 Dust Extractors
- Sync Lock Part 5: Multiple Batteries & Added Security
- XML03 18V X2 (36V) LXT Brushless 18" Lawn Mower
- XRT01 18V LXT Brushless Rebar Tying Tool
- XSF03RX2 18V LXT Drywall Screwdriver & Collated Attachment (Part 1: Overview and Demonstration)
- XSF03RX2 18V LXT Drywall Screwdriver & Collated Attachment (Part 2: Demonstrating the System)
- XSF03RX2 18V LXT Drywall Screwdriver & Collated Attachment (Part 3: Choosing the Correct Screw)
- XSF03RX2 18V LXT Drywall Screwdriver & Collated Attachment (Part 4: Preparing the Demonstration)
- XSF03RX2 18V LXT Drywall Screwdriver & Collated Attachment (Part 5: Demonstrating the Application)

MAX USA

- SN438J Metal Connector Nailer Product Training
- TWINTIER RB441T PRODUCT TRAINING
- MAX REBAR TYING TOOL HISTORY AND TOOL MODELS

Continued on page 20



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Continued from page 19

Milwaukee

- Accessories: BIG HAWG with Carbide Teeth
- Accessories: Dust Trap
- Accessories: The TORCH with Carbide Teeth Sawzall Blades
- Accessories_Shockwave Impact Duty Step Bits
- FUEL: M12 FUEL 3" Compact Cut Off
- FUEL: M18 FUEL 7"/9" Large Angle Grinder
- FUEL: M18 FUEL High Torque Impact Wrenches
- FUEL: M18 FUEL Mud Mixer with 180 Degree Handle
- FUEL: M18 FUEL Sawzall
- FUEL: M18 High Torque Impact Wrench with ONE-KEY
- FUEL_M12 1/4" Hex Impact Driver
- Hammers: Dust Extraction Solutions
- Hammers: M18 FUEL 1-3/4" SDS Max Rotary Hammer with ONE-KEY
- Hand Tools: Conduit Benders
- Hand Tools: Fish Tapes
- Hand Tools: PACKOUT Modular Storage System
- Hand Tools: Screwdrivers
- Hand Tools: Tool Lanyards
- Hand Tools_Cut Resistant Dipped Gloves
- Hand Tools_Mechanics Hand Tools
- Hand Tools_Milwaukee Hammers
- Hand Tools_Power Utility Knives
- Hand Tools_Power Utility Storage
- Level: REDSTICK Expandable Levels
- Lifestyle_M18/M12 Wireless Jobsite Speaker
- Lighting: M12 ROCKET Dual Power Tower Light
- Lighting: M18 RADIUS Compact Site Light with Flood Mode
- Lighting: M18 ROCKET Dual Power Tower Light
- Lighting: Personal Lighting
- Lighting_M18 ROVER Mounting Flood Light
- M12: M12 3/8" Crown Stapler
- M12: M12 Compact Inflator
- M12: M12 FUEL Stubby Impact Wrenches
- M12: M12 Soldering Iron
- M12_Compact Charger and Power Source
- M18: FUEL Drill/Driver and Impact Driver
- M18: Knockout System
- M18: M18 Brushless Threaded Rod Cutter
- M18: M18 Compact Heat Gun
- M18: M18 FUEL Hackzall
- M18_FUEL 3-in-1 Backpack Vacuum
- Outdoor: M18 FUEL 16 Inch Chainsaw
- Outdoor: M18 FUEL String Trimmer
- Outdoor_M18 FUEL QUIK-LOK Attachment System

- Outdoor: M18 SWITCH TANK Interchangeable Sprayer and Water Supply System
- Plumbing: M12 AIRSNAKE
- Plumbing: M18 FUEL Switch Pack Sectional Drum System
- Plumbing: Milwaukee Drain Cables with Rust Guard
- Sanding & Polishing: M18 Random Orbit Sander
- Saw: Miter Saws
- Saw: M18 Brushless Circular Saw
- Saw: M18 FUEL 7-1/4" Circular Saw
- Saw: M18 FUEL Super Sawzall
- Saw: M18 FUEL Table Saw
- Squares: Rafter and Framing Squares

Senco Brands

- FinishPro23SXP & FinishPro23LXP

Shurtape Technologies

- Shurtape Duct Tape 201 (Syndication)

Simpson Strong-Tie Co.

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- Cold-Formed Steel Clips
- Cold-Formed Steel Connectors
- Mechanical Anchor Installation
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- Fall Protection - Horizontal Lifelines 101
- Fall Protection - ProForm F3™ Harness 101
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- Ladder - Dual Purpose 101
- Ladder - Ladder Safety 101
- Ladder - Multi-Position Ladders 101
- Ladder - Pump Jack Safety 101
- Knaack - Core Training
- Knaack - DataVault 101
- Knaack - Safety Kage 101