

Sphere 1 Circular

“News and Views That Are Out Of This World”

Spring/Summer 2020
Vol. 20 No. 4

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Simpson Strong-Tie is Committed to the Customer

Founded in 1956 when Barclay “Barc” Simpson made his first joist hanger for a neighbor, Simpson Strong-Tie has stayed true to its roots as a business focused on solving problems and putting the customer first. Our phrase – “Our customers are our bosses” – is a simple philosophy that permeates all that we do.

Today, Simpson Strong-Tie is the world leader in structural product solutions – solutions that not only help our customers, but help make structures safer and stronger.

But even with all of the growth, we still keep it simple, focusing on the core values that Barclay instilled and living up to our reputation of reliability, quality and service. Like Sphere 1, Simpson Strong-Tie is committed to education and innovation, and relies heavily on contractor and supplier feedback to develop and introduce training and products designed to solve challenges and boost efficiency and productivity in the field.

SPHERE 1 UNIVERSITY

One great example of our commitment to education is a new series of Sphere 1 University courses from Simpson Strong-Tie. Launched in late 2019, the courses have been a successful forum for sharing new ideas, exploring emerging markets in concrete construction, and providing instruction on the product features, benefits, and installation techniques that make contractor jobs easier.

Since going live, over 1,660 Sphere 1 University users have enrolled in the Simpson Strong-Tie training courses and have completed more than 136,400 hours of online training in courses focusing on product knowledge for direct fastening, mechanical and adhesive anchors, carbide drill bits and cold formed steel products. In addition to product training, the new courses also cover key market knowledge training on retrofit construction, water and wastewater treatment plants, and more.

NEW STRUCTURAL CRACK INJECTION PRODUCT LINE

Simpson Strong-Tie recently introduced a complete line of structural epoxy products designed for a variety of concrete crack repair jobs, and tested to the latest ASTM standards. The new CI family of crack injection epoxies have an improved viscosity range, with accelerated cure times, and can be installed at temperatures between 40°F and 110°F, to meet the demands of real-world concrete repair applications.



From hairline cracks to wider concrete fractures, crack injection repair products are designed for both cartridge and pump applications to suit a variety of jobs from the smallest to the largest, and everything in between.



CORDLESS QUIK DRIVE

Innovation through contractor feedback has Simpson Strong-Tie bringing to market a new cordless Quik Drive system. Designed to improve speed, reliability and user comfort for a wide variety of fastening applications, the cordless Quik Drive features quick-loading screw strips, precise countersink adjustment, and the patented Quik Drive auto-advance mechanism, all in a 20-volt kit

Continued on page 3



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Vendor Spotlight

GOLD SPONSOR

SPHERE 1

LIVE WEBINAR

JUNE 16TH @8AM PST

iQ President, Paul Guth, will take us firsthand through a demo of each iQ Power Tools' machines. Get a sneak peek at the iQ Tool line up, plus R&D and how we develop the most innovative dust collection products on the market today.

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Rob Moe
President and CEO

Well, these are some crazy times, Members and Suppliers of Sphere 1. Crazy times in virtually every way...

Over the last few months, since making the decision to cancel our annual meeting due to the impact of the Covid-19 crisis, things have certainly evolved. While this was arguably the toughest decision that our Board of Directors and management team could have made – it had to be made for the safety and security of both our members and suppliers. While there are many reasons why – in the end it came down to the true spirit of who we are and have always been, as it's summed up in all of you and the value of our time together each year. If the meeting was to be tainted in any way, we had to do what was best for everyone. Speaking with many of you since the decision was made, it appears that you all have wholeheartedly agreed.

Coming out of this, and as we roll into the future, there will be many keys to the success of Sphere 1's member and supplier. Our greatest asset is that we are so fortunate to have what we do be with each other, and in this industry. As I speak with many of you, the thing that resonates with me is the unwavering level of confidence there is throughout our group and in the industry. It amazes me when I think of all that you've endured thus far, even as you've remained steadfast in your pursuit of success.

You are an inspiration!

As we move forward, here are a few things to consider, as I aspire to provide you with a reminder of the power of who you are as a part of Sphere 1.

1. Group Success - We are coming off a record year, one where this organization surpassed every goal we put in place. While we lost significant spend coming into 2019 due to members selling their businesses, our spend with our preferred suppliers grew more than \$50,000,000. Because of your loyalty and consistency moving business from outside of Sphere 1 to our preferred suppliers, we grew organically more than \$60,000,000. Due to this, our rebate value, coupled with the reduction

in overhead, put more dollars in your collective pockets. What this does is show our supplier network that Sphere 1 cares about growing our business together so that we don't waste the dollars captured through our purchases.

2. Annual Meeting 2020 - While we canceled our annual meeting, please know that we were able to negotiate with our partners at Station Casinos (Red Rock) to have all of our deposit returned to us (more than \$160,000). This was huge, as it allowed us to put dollars back into the coffers in a time of need for our members. Additionally, you will see various opportunities in the weeks ahead where we can still capture value from what our annual meeting has meant to us since we started 21 years ago. Can anyone say Virtual? Stay Tuned!

3. Opportunity – While the word “crisis” has probably been used too many times in the last few months, I think we would all agree that what this crisis has meant is a new stark reality. Regardless of what side of the fence you may reside on, this has impacted everyone. That being said; what I've learned is that Opportunity comes from crisis. Because we are Sphere 1, and because we have always been resilient in all that we do, we will persevere as not only a Cooperative, but as a body of people that do not know the word “failure”. We will press on and be better tomorrow than we are today. The opportunities that will come from this situation will be abundant. With this being the case, we must be open to what lies ahead and understand that it's too late to prepare when the opportunities are in front of you. So, I ask you all to tap into each other and into our supplier network to seek ways to take advantage of what lies ahead.

Tap into the Power of Being a Part of Sphere 1.

In closing, I would like to say thank you on behalf of our management team; thank you for the opportunity to work for you every day. While I may say this a lot, it can never be said enough in my opinion - we take great pride in being a part of your cooperative.

Let's band together to see “what's next and how we can be 1st in all we do”... Stay Well, Friends!

Rob



for cord-free driving.

Powered by a 2000 rpm DeWalt DCF622 driver motor, the fully-mobile cordless solution has an adapter to connect Quik Drive systems, and Simpson Strong-Tie has also reduced the weight on extension tubes to offset battery weight and allow for comfortable, stand-up driving. Free of bulky extension cords, the cordless Quik Drive is ideal for subflooring, decking and other jobs requiring a high volume of fastener drives.

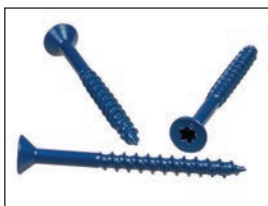


TITEN TURBO

Launched in May 2020, Titen Turbo is the latest generation of the popular Titen line of concrete and masonry screw anchors from Simpson Strong-Tie. Commonly used

for attaching electrical boxes, light fixtures, window frames, and all kinds of components into concrete or masonry base materials, Titen Turbo carbon steel screw anchors are zinc-plated and available in hex and 6-lobe flat-head designs in three colors.

Based on feedback from suppliers and contractors in the field, advancements to Titen Turbo include a re-engineered thread design that incorporates a dust channel to eliminate binding when driving the screws. Developed in part with extensive



field trials, Titen Turbo will help contractors on the jobsite with consistent performance and dramatically reduced failure rates.

No matter what the application, Simpson Strong-Tie continues to develop new concrete and fastening product advancements and innovations to get things done faster and easier. At Simpson Strong-Tie, it's about enjoying what we do, doing it right and supporting our customers every step of the way – from order placed to product installed. To learn more about Simpson Strong-Tie products and services, including virtual and in-person training programs, visit us at strongtie.com.



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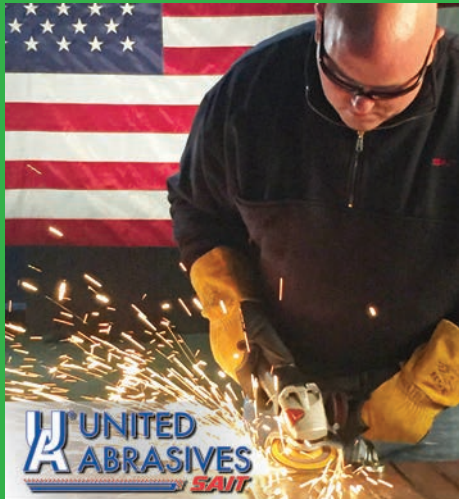
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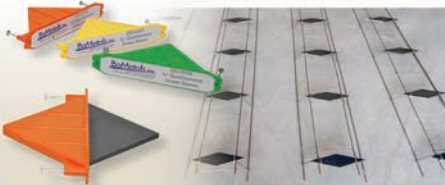
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www.acebolt.net



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Contact: Pat Baker • patb@spearsonline.com

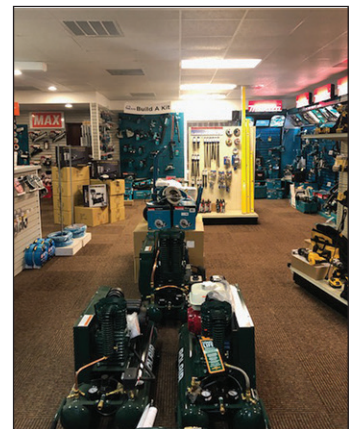
www.spearsonline.com

Sphere 1 Member News



Tool Expo Corporation is pleased to announce its continued expansion in the Gulf Coast market. During a very successful 2019, the company opened its third building supply store in Pensacola, Florida. Tool Expo added a fourth store at the beginning of 2020, taking over the location of the previous DeWalt Factory Service Center

at 732 Lakeside Drive, Mobile, Alabama 36693. In addition to providing a new sales location along the Gulf Coast, the Tool Expo Factory Service Center now handles all the company's tool repair work. The new location is staffed by experienced professionals, with former DeWalt employees **Shannon Garner, Bobby Walker and Thomas Bryant, Sr.** joining Tool Expo's **Larry Price**. We wish the team a happy and prosperous 2020.



Celebrating 70 Years!



Dear Fellow Sphere 1 Members,

I think we all have been Covid 19th'd enough, both living-wise and information-wise, to the intolerable point. I will say though, I was glad my company sells toilet paper!

In the midst of all this chaos, it became very clear to me that my wife's parents were about to reach a milestone anniversary so rare that the government which keeps statistics on almost everything in perpetuity, stops this one after sixty years. Harry S. Truman was president when they married seventy years ago! It was a momentous occasion and a terrible disappointment to celebrate without family. They were in Missouri while we were in lockdown in Florida and other family in Georgia and New York. I saw an article about a veteran turning 101 years of age sequestered in a nursing home, and the staff had an idea for a drive-by parade. This was long before social distancing parades had become common practice to celebrate birthdays and graduations. We contacted some of their friends, and the idea took off! They held a surprise parade of more than 40 cars! It was a wonderful event with proclamations, private dining, and champagne.

I'm sharing this because it encouraged me to look at what we can do, not what we can't. Your Board of Directors and the S1 staff have been meeting remotely sharing thoughts and ideas of how we can help and what we should do, and with all that's going on, what we should not do. We encourage you to:

- Remote conference with vendors
- Make sure you call customers to see how they are doing and how they can be helped
- Reach out to friends in the industry
- Take S1 courses

With the strong creative group of business owners in Sphere 1, I'm sure that many more ideas can be shared.

I'm very proud of our team as they continue to work on our behalf. Current and ongoing projects include:

- A new state-of-the-art website launching soon
- A Sphere 1 member Facebook page to share thoughts and ideas
 - Record enrollments of new participants in S1U
- Multiple educational webinars with our vendors
 - Vendor contracts
 - Rebate management

I must thank my fellow officers as they rise to the challenges facing our organization. Please welcome new Vice Chair Todd Klutts who is a great support and sounding board; new Treasurer Joe Wibbenmeyer who is taking on an immense responsibility and following in the footsteps of Larry Johnson, a founding board member and our treasurer for many many years; and new Secretary Marie Polidoro who allows me to officially retire my secretarial pen! These executive officers guide their own respective businesses as you do and also serve this organization through teleconferences, emails, and phone calls. Thank you.

As we persevere through the changes COVID-19 has created, please continue to keep your mind open to what we can do and to share support whenever possible. Be safe, be well and keep moving forward.

Sincerely,
Ron Foltz,
Sphere 1 Chairman



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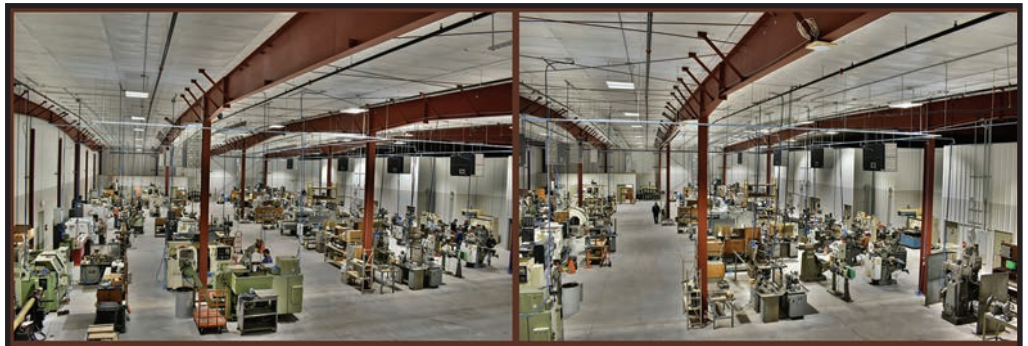
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Sphere 1 Member News



We are growing! **B&F Fastener Supply** and our manufacturing division **B&F Custom Machining** is excited to announce that we have recently just moved into our 25,000 square foot machine shop expansion in Frederic,

WI. This addition will provide us the opportunity to increase our machining efforts and increase efficiency in our production. At this particular location, they focus primarily on prototype products, however, they do have the ability to help with our production parts, which are generally manufactured in our Ramsey, MN location. This addition comes at the perfect time as our machining business continues to grow and ensures that we will be able to provide the best quality parts for our customers and continue to meet lead time expectations.



Welcome New Preferred Supplier

ABBOTT RUBBER COMPANY, INC.

Serving the contractor's market since it was founded in 1951, **Abbott Rubber** has understood the need for quality hose and assemblies for the demands of today's equipment on the jobsite. Serving customers nationwide, we are centrally located in Elk Grove Village, IL with over 100,000 sq. ft. of warehouse and fabrication facilities.

Starting in a loft building in Chicago almost 70 years ago, the company moved to Elk Grove Village in 1972. It now occupies three buildings in the industrial park with close proximity to highway and air access.

Now in its second generation, the

family owned business serves not only the contractor supply and rental dealer markets, it is a major supplier to original equipment manufacturers, distribution, agriculture, petroleum & chemical, food & beverage, landscape, fire suppression, hydraulics, automotive, plumbing and general industry.

Terry Weiner is the Sphere 1 Primary Contact. He may be contacted at **800-852-1855 x3004, 847-758-6112** cell or terry@abbottrubber.com.



Terry Weiner

Welcome New Preferred Supplier



BN Products USA has been servicing the concrete industry alongside their distribution partners for over 40 years. A family owned company, Benner-Nawman Company, was founded in 1925 in Oakland, CA as a sheet metal manufacturer. Over the next 95 years, the company has continually searched for innovative solutions to defend against the challenges of the Great Depression, WWII and the Industrial Revolution. Today we are a stronger company because of the vision and leadership of

our CEO Edward Kientz. A third-generation owner, Ed prides himself on making sure that BN Products continues its efforts in

providing “Quality Products Engineered With Intelligence And Imagination”.

Jim Dehnert is the Sphere 1 Primary Contact. Jim may be contacted at 602-814-1977 cell or j.dehnert@bnproducts.com.



Jim Dehnert

Sphere 1 Member News



Heyden Supply is pleased to announce the opening of their new location, 4620 Hemingway Trail, Cumming, GA, 30041. The facility focuses on tool repair.



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Atlantic Hardware Supply is proud to reveal their new marketing publication. District Publishing produced the book with the support of many Sphere1 preferred suppliers, including Milwaukee Electric Tool, DeWalt Power Tools & Accessories, Irwin-Lenox, Powers Fasteners, Werner Ladder, Diamond Products, Makita USA, Southwire Tools & Equipment, Metabo Power Tools, JPW Industries, and Cendrex.



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Our rags are packaged in-house by our own staff because quality control and consistency is the goal we strive for daily. Our company helps to keep millions of pounds of textiles out of the



waste stream every year.

We are a “one-stop shop” and “vendor consolidator”, and a direct importer of micro-fiber,

disposable overalls, shoe covers, and other textiles. We also stock a full line of oil sorbents and spill kits.



Glenn Welsh is the Sphere 1 Primary Contact. He may be reached at **800-683-0052, 206-369-5592** cell, or glenn@buffaloindustries.com.

Glenn Welsh

Preferred Supplier News

3-26-20

To Our Valued Customers,

Brighton-Best International is proud to be on the front lines with our distributor partners and are continuing to provide uninterrupted customer service by shipping 100% daily. With that said, we need your support. Many states have mandated Shelter in Place rules and the shutdown of non-essential businesses.

To avoid costly charge backs to our customers, it is imperative that you communicate to BBI any Changes in Receiving Hours or Temporary Closures that you or your customers may be experiencing that would result in the carrier's inability to deliver your freight. Carriers will not warehouse undeliverable products and we will be forced to charge back all incurred fees.

These are turbulent times for all of us. We appreciate the trust you place in BBI and our people. We will continue to earn your support daily.

Be well, stay safe.

Brighton-Best International

Additional BBI news

Dahiana Olivo Cruz, Warehouse Manager for BBI Sayreville, New Jersey. Dahiana has been with BBI for 7 years. She is knowledgeable in Systems and Customer Service pertaining to both New Jersey and Boston accounts.

Mrs. Ysabel, Assistant Warehouse Manager for BBI, Sayreville, New Jersey. Ysabel has been with BBI for many years. She served as the Inventory Control Lead in past years.

Congratulations to **BBI-Dallas team** for receiving the 2019 Supplier Continuous Improvement Award by Gexpro. BBI could not be more proud of Team Dallas for the excellent job they have achieved. Simply some of Brighton's very Best. Way to go TEAM.

Brighton-Best International welcomes **Corey Hall** as our new Ironclad Regional Sales Manager for the Upper-Midwest Region. Corey has more than 14 years of experience in the industrial distribution world. You can reach Corey at chall@ironclad.com.

BBI President, **Jun Xu**, joined the podcast of Fully Threaded Episode #151 to discuss the implications of Brighton-Best International during the Covid-19 stay at home orders.



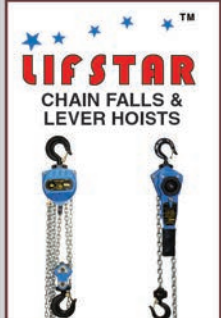
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Preferred Supplier News



Kevin Short

ORS Nasco and MEDCO Appoint New President & CEO

ORS Nasco and MEDCO has announced the appointment of **Kevin Short** as the new President & CEO.

"Kevin brings over 25 years of experience in multiple sales, operations and general management roles. His extensive distribution experience will help us both internally as well as connecting with our customers," said Manny Perez de la Mesa, Chairman of ORS Nasco and Medco. "The Board is confident in Kevin's ability to work closely with the dedicated management team, committed employees, and business partners to execute our growth strategy and create value. I am excited to see what lies ahead with the many opportunities that we have to become integral business partners with our distributor customers and manufacturer vendors as a true value add wholesaler."

"It is thrilling to join recognized leaders in ORS Nasco and MEDCO. Now independently owned, we will add increased speed and flexibility to our track record of delighting customers. We have the right strategy in place going forward and I am committed to delivering value for our customers and sustained profitable growth and value to all our partners." said Kevin Short, Group President & CEO, ORS Nasco and MEDCO. "The dedicated people of these organizations are a true differentiator and it is an honor to lead them."

Kevin has served in senior executive, President, and CEO roles for the past decade. Most recently he was President of Plaskolite, a global leader in plastic sheet manufacturing with facilities in the U.S., Mexico and Europe. From 2016-2019, Short served as a board member on the executive board of National Association of Wholesaler Distributors and Institute for Distribution Excellence.

For more information about ORS Nasco visit www.orsnasco.com.

For more information about MEDCO visit www.medcocorp.com.



Reed Manufacturing welcomes new Rep agencies to the REED team

Reed recently added **Triangle Rep Group** of Chesterfield, MO; **Pro Staff Sales** of Lawrenceville, GA; **The R.C. Richardson Co.** of Spring, TX; **ISK Industries** out of Rolling Meadows, IL; along with **Green Sales** from Nashua, NH.

Check the REED website, www.reedmfgco.com for full contact details.



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BY **NPS** SPILL CONTROL

Since 1996, **NPS Spill Control** has quietly grown to become the largest integrated manufacturer of spill control products in North America. Between our diverse manufacturing base, complete product line and strategic partnership with UltraTech, we can deliver targeted solutions ideal for your business. Privately held, NPS Spill Control works with its distribution partners to deliver a one-stop resource for liquid safety solutions.

Whether it involves the day-to-day

management of leaks and drips, stormwater compliance or spill cleanup and containment, NPS Spill Control has a liquid safety product solution for your customer's operations.

Craig Engelskind is the Sphere 1 Primary Contact. Craig may be contacted at **800-615-8699** or cengelskind@npspillcontrol.com.



Craig Engelskind

Welcome New Preferred Supplier



Since being formed in 1932, **Topcon** has been committed to delivering the right technology and expertise at the right place and time for every job and job site.

Much more than just lasers, Topcon Positioning Systems is the leader in the design, manufacture and distribution of precision measurement and workflow solutions for the global construction industry. Developing world-class products with the world's first technologies, from automated machine control and GNSS solutions to advanced surveying robotics and software, Topcon focuses on providing high-value, yet simple-to-use technology to our customers globally.

Whether it's digital theodolites, multipurpose self-leveling, single or dual slope exterior laser technology, or even traditional auto-levels — Topcon has the right tool for the job built tough and smart to get things done fast the first time. We back all of our tools with a second-to-none guarantee.



Scot Floyd

Scot Floyd is the Sphere 1 Primary Contact. Scot can be reached at **925-245-8300** or **sfloyd@topcon.com**.

Preferred Supplier News

Newell Brands is pleased to announce that **Michael McDermott** joined Newell Brands as Business Unit CEO for **Rubbermaid Commercial Products**, inclusive of RCP, Rubbermaid Home outside of Food/Outdoor products, Quickie & MAPA/Spontex.

Michael was most recently President of Omni-Channel Retail at Bass Pro Shops, where he was a member of the senior executive team with P&L responsibility and led the retail business strategy. Prior to that, he was Executive Vice President and Chief Customer Officer at Lowe's Companies



where he co-owned the \$65 billion business P&L while overseeing all aspects of merchandising, customer experience and marketing.

Michael also served as Chief Merchandising Officer at Lowe's with oversight for product, category and vendor development across the enterprise. Prior to Lowe's, Michael had various management roles at General Electric Company, including Head of Sales for GE Appliances and Product General Manager for Cooking. Michael lives locally in NC, will be based in Huntersville, and will report to Newell CEO **Ravi Saligram**.



From the desk of Bob Zimmerman of Louisville Ladder

Dear Friends, Colleagues, Associates, and Business Partners: After more than 35 years in our industry, it is with great mixed emotions that I am formally announcing my retirement from Louisville Ladder Inc at the end of June, 2020. This was a very difficult

decision to make because I have been blessed to be able to be part of such outstanding company for the past several years. Between now and June, I will continue to work with the Team at Louisville Ladder to assure a smooth transition of my responsibilities. My cell phone number (909-263-8194) and Louisville email address (bob.zimmerman@louisvil-ladder.com) will remain as the contact information for me through June. I want to thank everyone I have worked with during my career for the support they have shown me. I have made many life-long friends during my career and plan on both keeping and enhancing these friendships during the next phases of my life.

Thanks again for being such a positive part of my life, both in the past as well as into my retirement.

Best regards to all,
Bob



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Preferred Supplier News

metabo HPT

Metabo HPT Announces New President & CEO

Metabo HPT (Koki Holdings America Ltd.), subsidiary company of Koki Holdings Co, Ltd, has announced **Joe Leffler** will assume the role of CEO and President. **Hiro Yumoto**, will assume the role as interim Chief Operation Officer of the Americas and will continue to serve as chairman of the board of Koki Holdings America.

Leffler previously served as Chief Operating Officer & General Management for MetaboHPT. Joining the company in 1994, he has served various roles across the organization. His strengths are in cultivating strategic partnerships and leveraging unique opportunities to consistently deliver strong business results. Leffler offers a unique perspective of the residential and commercial markets having personally used the tools, repaired, and managed at many levels within these industries over the last 30 years. His leadership and insights have helped to deliver Metabo HPT as a Preferred Pro Brand within the U.S.

“Our customers, employees and products are what define us today and will continue to be what separates us in the future,” said Leffler. “Through innovation and execution, we will continue to deliver on the opportunity of our position in the building industry. We are taking action that will propel our company into the next phase of its evolution, while providing long-term value to our employees, distribution partners and end users.”



SPHERE 1 UNIVERSITY UPDATE

- 3,472 Member Employees taking courses (141 Student Enrollments this Quarter)
- 143,018 Hours of Training Completed (4,828 Total Training Hours Completed This Quarter)
- 477,091 Enrollments (16,341 Total Course Enrollments this Quarter)
- 654 Courses

Brighton-Best International Inc. (BBI)

- Ironclad Gloves General

CONSTRUCTION ELECTRICAL PRODUCTS (CEP)

- Temporary Power Training Pt 5 of 15: Cable
- Temporary Power Training Pt 6 of 15: Choosing the Right Wiring Device Based on System
- Temporary Power Training Pt 7 of 15: Choosing the Right Wiring Device Grade

GREIF

- EasyPour™ Weather Shield™ Concrete Forming Tubes

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- IPG Tape Basics
- IPG HVAC Market Solutions

MAKITA

- Laser Distance Measurement (LDM) Devices
- XRU15 18V X2 (36V) LXT Brushless String Trimmer
- SK105, SK 106 Self-Leveling Lasers
- XBU03 18V LXT Brushless Blower
- Impact XPS Fastening Accessories

RADIANS INC

- Hearing Protection Fast Facts

SOUTHWIRE

- Hang-A-Light
- Wobblelight

Preferred Supplier News



Abilene Fastener Supply, Inc. hosted a sales event with the Makita DIT (Driving Innovations Tour) Truck. The month long planning included invitations targeting end users and



publicizing the day via social media. It was their most successful sales event ever, with 150+ customer walk-ins and strong sales. **Brandon Fischer** set up a meeting with a key user. After several meetings, the user tried more of the Makita line of tools. The successful demos resulted in purchases of more Makita solutions and accessories, becoming Abilene's #1 Makita user. When the Makita Utah training center opened, Brandon and the customer attended a training session. Afterwards, the customer decided to convert all of his trucks, tools and accessories from Hilti to Makita. This illustrates the impact of building relationships, planning and training. Makita wishes to thank Brandon and his team for the support. Schedule a visit from the DIT truck for your store—it works. Contact your local rep to set a date. Invite your key customers to the Makita training center classes. Check with your rep for available sessions.



Big D Bolt & Tool recently held two DIT truck events. For the first, a sales event, Makita teamed up with Big D's outside sales team for 45 days of aggressive promotion and to create exclusive promos for the day. The weather was rough but the sales were great.



The second event was held for one of Big D's key customers. The DIT truck went to their local yard so all the key personnel were able to see and demo the entire Makita tool line and accessories. Would a DIT truck visit help you with a key user? Contact your local rep; together we can drive business this year. The great partnership between Big D and Makita has resulted in new end-users converting to Makita. The new end-users attended training at the Utah Training Center. These two customers are expected to provide a lot of new business. Bob and Collen, Makita appreciates your support.



Coastal Tool is growing and is excited to share their new larger location. Coastal was founded in 1980 by **Rob**

Ludgin in Hartford, CT. The original store was less than 10,000 square feet. As the tool trade started to evolve and grow, they quickly ran out of space and moved in 1999 to 510 New Park Avenue, West Hartford, which featured a combined retail and warehouse space of 18,000 sq ft. In 2020, wishing to modernize and add more retail space for their growing internet sales, they moved to 571 New Park Avenue, West Hartford. Coastal Tool's new retail store and warehouse is 24,000 sq ft. They carry over 100 product lines for both professional construction and DIYer's. Good luck in the new location. Pictured on the right is the Makita section of the new showroom.



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Preferred Supplier News



Multiquip Inc. is proud to once again support the work of **Concrete Cares**, a non-profit organization, that rallies support from within the concrete industry in the fight against the disease and while supporting families affected by cancer. Multiquip donated equipment to the annual Concrete Cares auction at World of Concrete 2020. This year, the company provided its best-selling MQ Whiteman 46" power trowel, the model -BH46H90 - to go on the auction. All proceeds from the event went directly towards a local Las Vegas charity assisting families with children stricken with cancer. Volunteers and Sponsors join together at Concrete Cares events to raise funds to help and assist families stricken by cancer. Cancer may strike one person in a family, but the consequences are far-reaching, and in many cases, devastating both financially and emotionally.

Multiquip proudly supports the mission of Concrete Cares as it brings awareness to the impact of cancer throughout the many communities touched by the concrete industry.

Concrete Cares is a volunteer group focusing on fighting cancer at the local level. The nonprofit hosts fundraising events in communities across America. The aim of the organization is to make a difference in the local community by enabling friends, relatives and families to join the fight to provide support for those stricken with cancer. Concrete Cares was founded by **Mike and Donna Murray**. After selling Murray Decorative Concrete Supply, the couple moved to Arkansas and now



Congratulations Austin!
Last day of Chemotherapy

work full time on Concrete Cares. Signed banners and proceeds are presented to a local victim selected by community members. Concrete Cares raises money at concrete related events, such as the World of Concrete, and from generous donations. For more information please visit www.concretecares.com.



What chainsaws do the professionals choose - **Makita**. No matter the medium, ice or wood, they know they are the best.



In a national competition **Steve Dean** (pictured right) won the chance to participate in an ice carving event at the Winter Olympics. This grueling event starts with a 300 pound block of ice and ends with an amazing ice sculpture 56 non-stop hours later. Steve created a great ice sculpture of the 36C Rear handle Makita saw. **Denali Industrial** has placed it at the front door, in the shade, for Fairbanks customers to admire during shopping trips.

Ron Foltz and his **Cornerstone Tool & Fastener** team held a DIT truck event, March 12, at the Florida store. They blitzed the area to insure the local market was aware of the sales event. Attendance was great in spite of COVID-19 slowing travel and gatherings. **Bob King**, "The Chainsaw King" flew in from Edgewood, WA to show off his carving skills. Ron gave him a picture of his beloved FSU Seminole mascot and Bob created an amazing sculpture. Ron also had him carve the arch rival U of F Gator for local Makita rep **Spenser Mahagan** who is an avid fan. Pictured (left) is Bob King, Ron, Spenser and the Cornerstone team with the sculptures created for the day. Consider hosting the DIT truck in your parking lot to further drive your business; we would love to work with you.



Preferred Supplier News



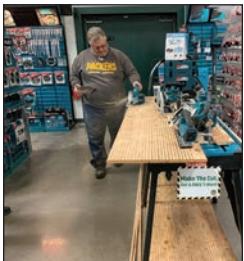
Denali Industrial, Fairbanks, held their annual Casino Night in early October.

The invitation only poker event, with 300 guests, is held to thank their customers. Makita was a sponsor of the night, providing a 7-pc brushless kit as a grand prize, and another prize of a 3-pc Sub-Compact kit. A fun night for all with great food and drink and plenty of poker games. Denali is a Makita Pro Center and Makita appreciates all their support.



Farrell Equipment & Supply, Eau Claire, WI, held their annual Product Show on March 13th.

Featuring over 40,000 sq ft of heated tent show space, 250 vendors, 5,000 attendees and the best pricing of the year. Guests were served a great lunch. They can seat 600+ during lunch service. This year's show happened JUST before shelter in place orders began. Farrell's provided hand sanitizers and took many precautions to allow a safe space for everyone. Makita's 7-1/4" top handle and rear handle saws were popular. Many contractors didn't intend to buy the saw, but once they tried it, they bought one. Thank you once again Farrell Equipment.



Rufus Richardson, has joined Makita as District Sales Manger for the Inland Empire, San Diego and Las Vegas territories. Rufus has spent the last 22 years in the power tool industry. His vast experience includes IC Territory Manager, HD Regional Manager, National Accounts, Field Training Manager, and Operations Manager. Previously, Rugus served as the lead college recruiter at Cal State Fullerton, Cal State Sacramento, NC State, Virginia Tech, and UNC. Rufus won numerous sales and leadership awards, twice winning the highest honor, the Eagle award. As a Corporate Trainer, he has trained more than 2,900 User, Distributor Sales Rep. and Internal Associates. Rufus looks forward to working with sales reps and Sphere 1 members. Rufus may be reached at 951-415-9233 or rrichardson@makitausa.com.



Rufus Richardson



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When the Spring newsletter became the Spring/Summer newsletter in early May, Sphere 1 Preferred Suppliers were sent an email requesting information about the impact COVID-19 had on their companies.

- *How are you managing your team through COVID-19?*
- *What opportunities do you see once we come out of this?*
- *What does the new normal look like for your customers and how are you servicing their needs?*
- *Do you have any best practices or insight to share on how you collaborate with other Members or Suppliers during this climate?*
- *What has your experience been going through this situation?*

We wanted to hear about their experience dealing with COVID-19.



These are unprecedented times, and Metabo HPT is hoping for the very best as you, your families, friends, and associates navigate these difficult challenges. We are all in this together, and we will get through this by doing all we can to support each other.

As we emerge, we all have an even greater respect for the many people critical in our response to the virus. This includes those dedicated people on the front lines: nurses, doctors, health care professional, first responders, local grocery and retail employees. We are extremely grateful to this group, as well as the many other groups that are essential to coming through this even stronger.

We are all dealing with a lot of the same issues every day. Metabo HPT had employees across the country sheltering in place, and we are doing our best to manage the business through these ever evolving COVID-19 circumstances. Our customers and employees will continue to be our top priority. We are focused and positioned to continue to supply you without interruption. Our factories and suppliers are all in operation, and our supply chain is strong. We will continue to monitor the situation and update as things develop.

I also wanted to take the chance to say thanks for your support. We have completed our transition from Hitachi Power Tools to Metabo HPT. We continue to see a strong base with our #1 pro preferred pneumatic nailers and fasteners, and we have seen strong performance within our power tool business. Our revolutionary new MultiVolt™ corded or cordless platform, along with our cordless nailers continue to deliver innovation that matters to the PRO.

Coming soon, Metabo HPT will offer new BlueVolt training courses. These are designed to educate your sales teams about our products, so we emerge even stronger.

We are very thankful for your support, and we look forward to the many years of growth and innovation ahead of us together.

Stay Safe,
Joe Leffler
Metabo HPT



Radians donates over 14,000 N95 masks to help first responders and health care workers during COVID-19 crisis

Radians, a top-tier manufacturer of quality Personal Protective Equipment (PPE), donated over 14,000 N95 masks to its hometown Memphis.

According to a recent article in USA Today, “Perhaps no issue is more pressing for health care workers across the United States as they battle the novel coronavirus than the shortage of personal protective equipment (PPE) to avoid contamination. Face masks, including N95 masks that provide more protection than loose-fitting surgical masks, are becoming scarcer, subject to increasing demand.”

Radians® added the N95 respirator to its PPE portfolio in 2018. “We knew that adding N95 respirators to our portfolio was important,” said Radians President, Bill England, “but with the COVID-19 pandemic, they have become a critical PPE item to help protect those with the highest risk of exposure. We’re happy that Radians is able to make this donation to our hometown, which has a very large medical community, including St. Jude, Le Bonheur, and UT Medical.”

Radians CEO, Mike Tutor, said the donation “represents Radians’ corporate responsibility to help during challenging times. With a worldwide shortage of respirator masks, we knew this donation would quickly assist first responders and health care workers as they help Memphis rise above the COVID-19 crisis. The respirators will also be of service at COVID-19 test sites.”



I am so proud of how Radians’ executive leadership (Mike Tutor, Ruth Tutor, Bill England, and Mary Ann Morrow) took care of our employees during COVID-19. From the very beginning, they swung into action, halting all travel and incorporating safe practices in our daily routine, such as:

- Taking and monitoring every employee’s temperature when they checked in to work
- Asking us three critical questions during check-in to reveal illness or exposure to COVID-19
- Distributing N95 respirators and cleaning wipes with 70% IPA to all employees every week
- Extra cleaning on our premises
- Distribution of hand sanitizers and Clorox wipes
- Posters encouraging 6’ social distancing and hand hygiene
- Frequent communications and updates about COVID-19
- Allowing work-at-home

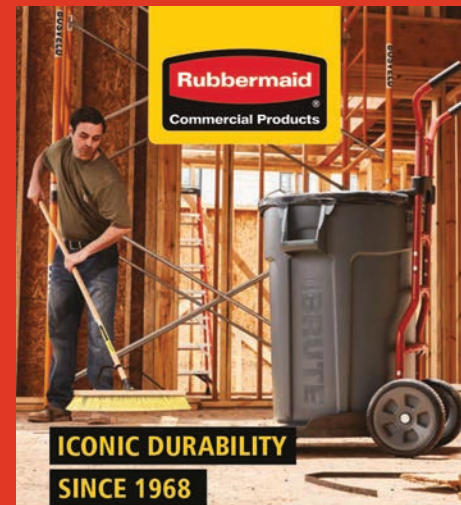
I am very honored to work for Radians. The Radians N95 donation to Memphis first responders and health care workers made me extra proud of Radians. We were also very fortunate because we kept working every day.

Mary Padron
Radians



Vendor Spotlight

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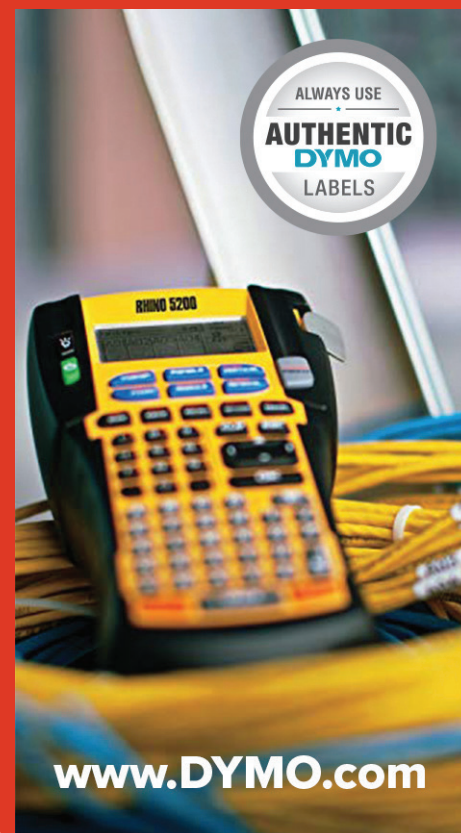


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Navigating the changing landscape shaped by Covid-19 has been nothing short of monumental for the entire country. Fortunately, PrimeSource Building Products has extensive experience responding to sudden natural disasters - tornados, floods, hurricanes and severe storms - which prepared us to quickly pivot in order to meet the challenges presented by this health crisis. Remaining steadfast in our commitment to support every PrimeSource customer across the country, each of our 34 distribution locations remained open for business - thanks largely to the hard work and dedication of our outstanding distribution center teams and the support of our sales, operations, product, IT and marketing teams. Our inside and outside sales teams, as well as our corporate office staff, quickly transitioned to remote setups to stay connected with PrimeSource customers via email, text, phone and video conference.

During this world-wide crisis, demand remained incredibly strong in many distribution channels. As such, PrimeSource conducted business as normally as possible over the past several months. Unprecedented demand coupled with inevitable supply chain disruptions of both domestic and foreign goods, as well as international shipping delays, found our system strained beyond historical records. Despite incredibly strong manufacturing, sourcing and vendor partnerships, PrimeSource was not exempted from the impact of the health crisis on the global economy. As before, during and after the effective shutdown of the country, PrimeSource remains committed to servicing our core business partners to the best of our ability every day...in spite of the supply challenges in the marketplace.

The "new normal" points to all things digital, and as business advisors, the PrimeSource team continually looks for new ways to provide a premier experience to our customers. Perhaps the most innovative and compelling is our proprietary Business Analytics software, which helps drive efficiency and profitability relative to the product mix at each individual customer location. Our "PrimeSet" software is focused on optimizing your product offering and predicting emerging trends in your local market to keep you ahead of the curve. If you haven't already seen PrimeSet in action, your PrimeSource rep would be happy to run a demo, showing you how analytics can uncover opportunities to leverage or tweak your inventory and grow your business. In addition, development of our customer portal is underway with online product selection and ordering functionality at the forefront of the project. Yet another way to connect with PrimeSource, we look forward to rolling out portal access to additional customers in the near future.

PrimeSource is sincerely grateful for the continued loyalty and partnership of our customers throughout the crisis, and wish health and safety for all - today and always.



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