

Sphere 1 Circular

“News and Views That Are Out Of This World”

Summer 2018
Vol. 19 No. 1

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The 2018 Annual Meeting is on the books and one to remember!

Thank you all for making this year's meeting one for the ages. Since the meeting, we have heard from countless Members and Suppliers, and the reviews have been raving.

2018 was a big year for Sphere 1, as we engaged with Members and Suppliers to develop new concepts that would help enhance and evolve our Annual Meeting.

Our first big enhancement was the Member-Led Breakout Sessions that

focused on the evolution of Technology and Talent in our industry. We are very grateful for the Members and Suppliers who spent countless hours of their free time to develop content that they shared during the sessions. This was a giant step forward for Sphere 1, as we continue to engage our membership to drive a Member-Led, Sphere 1-Driven Cooperative.

The second enhancement was the development of our new Echelon Award

Continued on page 2

Preferred Brand of the Year



DeWalt Power Tools & Accessories
Robert Lee

Top Member Overall Purchases



SouthernCarlson
Jim Whitley

Top Performing Member Supporting the Most Suppliers



L.W. Meyer
Andy Marker

Top Member by Highest Volume by Location Average



Tools Plus
Jeanne Savelle

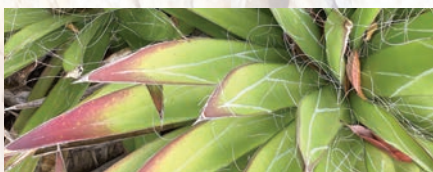
Moves Management Award

This award is presented to the Member with the largest number of conversions to new Preferred Suppliers in 2017



Atlas Bolt & Supply
Stacy Stansell

ELFCO
Mike Gleason



Continued from the cover

Criteria. These new award thresholds were developed to create a fair level of competition. We were all very excited to recognize Members and Suppliers, both big and small, who excelled in 2017. Congratulations to all of our Award Winners!

We hope you all enjoyed the 2018 Annual Meeting, and we are excited to say that we are just getting started. As we continue to “Make the Right Moves,” we will need to continue to collaborate and work together to create the best Sphere 1.

The second half of 2018 is going to be exciting and fast-moving, filled with new product launches, expansion, and growth opportunities for everyone. Be on the lookout for new training sessions and webinar series to help both Members and Suppliers grow.

Thank you again for your commitment to Sphere 1, and we hope you have a great summer.

Gateway for Growth Echelon– Supplier Winners



Opal
Wacker Neuson
Paul Rogers



Ruby
International
Fasteners
Joanne Bialas



Sapphire
Freud America
Russell Kohl



Emerald
Simpson Strong-Tie
Ryan Kaelin

Gateway for Growth Echelon– Member Winners



Opal
Momentum Rental
and Sales Inc.
Mark Armstrong



Ruby
Cornerstone
Tool & Fastener
Ron Foltz

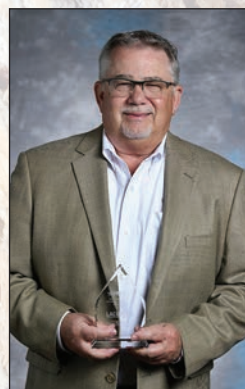


Sapphire
ASI – Auxillary
Service Inc.
Tyler Veth



Emerald
Triangle Fastener
Marty Martin

Sphere 1 University Echelon – Supplier Winners



Opal
Lackmond Products
Cliff Sallis



Ruby
Diamond Products
Bob Coats



Sapphire
ITW CCNA
Frank Morrow



Emerald
Stanley Black &
Decker
Robert Lee

Top Supplier by Overall Sales Volume Echelon



Opal
Magnolia Brush
Glenn Guyette



Ruby
Surface Shields
Mike Apple



Sapphire
Werner Ladder
Lenny Colasuonno



Emerald
Stanley Black
& Decker
Robert Lee

Largest Percentage Purchase Growth Echelon– Member Winners



Opal
C-K & W Supply
Daniel Brafford



Ruby
Muller Construction
Supply
Brian McGovern



Sapphire
The Tool Nut
Sean Ackerman



Emerald
Foundation
Building Materials
Jerry Ferguson

Largest Sales Growth Percentage Echelon– Supplier Winners



Opal
Albion Engineering
Company
Dean Hammel



Ruby
Radians
Bill England



Sapphire
SONOCO Products
Scott Ferguson

Sphere 1 University Overall



Diamond Tool & Fastener
Brandon Kelly

Not Pictured: **Emerald** – Husqvarna Construction Products



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Member of the Year Echelon

New Sphere 1 Preferred Suppliers



**Durajoint Waterstop/
Preco Concrete Accessories**
Scott Jacob, Mike Diskin,
Michael Diskin



Opal
Harmco Fastener
Ron Credit



Ruby
Ace Tool
Maria Polidoro



Sapphire
ASI - Auxilliary
Service Inc.
Don Veth



Emerald
L.W. Meyer
Andy Marker



**Kingspan
Insulation**
Kevin Cutler



**Motorola
Solutions**
James Morgan



OCM Inc.
Ray Sullivan



**Pro Line
Products Inc.**
Luke Thorburn



**Solomon
Colors Inc.**
Adam Solomon



TPI Corporation
Joe Aeschliman

Supplier of the Year Echelon



Opal
ERB Industries
Peter Solum



Ruby
Norton/
Carborundum/Clipper
Paul Hunt



Sapphire
JPW Industries
Tim Onello



Emerald
Milwaukee Tool
Corporation
John Stevens



Andrew "Andy" Marker
L.W. Meyer, Inc.



Board of Director Participation and Recognition

We want to thank Andy Marker for serving as a Sphere 1 Board Member from 2011 – 2018. Andy's participation brought many new ideas and much insight to our Board of Directors. Andy's service will long be remembered, and the initiatives that were formed during Andy's time on the Board will continue to bring growth opportunities to our entire membership.

About L.W. Meyer: Headquartered in Waukesha, WI (four locations), L.W. Meyer has been serving professional contractors since 1960. Andy Marker has been an owner of L.W. Meyer since 2001. L.W. Meyer has been a member of Sphere 1 since June 2000.







Presentation to the Members

freud[®]

StanleyBlack&Decker



Member/Supplier Tabletop Appointments Wednesday, May 16th



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Member/Supplier Golf Monday, May 14th



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| DRILTEC | Powers Fasteners |
| FallTech | PrimeSource Building Products |
| Hitachi / Metabo | Rivet & Eyelet Technologies |
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www.factorydirectsupply.net



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jon.zappone@fsiusa.com
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www.powerboltandtool.com



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Contact: Ben Williams
bwilliams@brockwhite.com
www.richformconstructionsupplycompany.com



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Contact: Kevin Andrade
Kevin@tcSPORTcharlotte.com
www.tcSPORTcharlotte.com



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Welcome New Preferred Suppliers

On any given day, every moment matters to someone, somewhere. And every moment, **Motorola Solutions'** innovations, products, and services play essential roles in people's lives.

We keep utility workers connected and visible to each other with real-time voice and data communication across the smart grid. And we provide the situational awareness first responders need when a moment brings catastrophe. We do this by connecting them to seamless communication networks, applications and services, by providing them with real-time information, and by arming them with intuitive, nearly indestructible radios and devices.

We help people be their best in the moments that matter. This is our purpose.



Since 1928, Motorola has been committed to innovation in communications and electronics. Our company has achieved many milestones in its 85-plus year history. We pioneered mobile communications in the 1930's with car radios and public safety networks. We made the equipment that carried the first words from the moon in 1969. In 1983 we led the communications revolution with the first commercial handheld cellular phone and system. Today, as a global industry leader, excellence in innovation continues to shape our future.

James Morgan is the Motorola Solutions Sphere 1 Primary Contact. He may be contacted at **512-829-5602**, or cell **512-496-5523**, or James.Morgan@motorolasolutions.com

Please visit www.motorolasolutions.com for more information.

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Water Where You Need It

Luke Thorburn is the Sphere 1 Primary Contact for ProLine Beverage Group. He may be reached at **972-488-4200**, cell **214-789-0990**, or luke@prolineproductsinc.com.

For more information, please visit www.prolineproductsinc.com.



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Sphere 1 Member News



On Friday, April 20th, **Midway Rentals and Sales** of Negaunee, Michigan held their 10th Annual Buyers' Show at their location just outside of Marquette. Thirty inches of snow falling in the area four days before the event wasn't enough to deter anyone. With a fleet of equipment and a bunch of Yooper ingenuity, the lot was cleared in time for canopy setup on Wednesday. Friday brought beautiful weather, and over ninety manufacturers, many of them Sphere 1 Preferred Suppliers, for this hugely popular one-day professional contractor event.

This is the largest single-distributor event in the Upper Peninsula of Michigan, regularly drawing a variety of attendees from laborers to owners of the top construction businesses in the U.P. and Northern Wisconsin. It offers something for everyone, including an opportunity for contractors to increase bottom-line profits by gearing up for the season at the best prices of the year, an excavator operator challenge for those with the skills and desire to compete, "how-to" demonstrations, and an excellent meal of smoked brisket sandwiches crafted throughout the previous night by Smokin' Joe's BBQ (**Joe O'Dovero**, Midway's General Manager). The day culminated with the giveaway of many top notch prizes, including a MetalTech BuildMan portable scaffold, an extensive Diablo premium blade set with contractor carrying bag, a Remington shotgun package, a 50" Samsung Smart TV, an Apple iPad, and TWO lake trout fishing charters to Stannard Rock in Lake Superior.

Sphere 1 vendors once again made a significant impression on the show's attendees. **Jerry Jadin** of **Makita USA** was the winner of the Best Booth prize, with **Mike Farrell** of **Milwaukee Tools** as the runner up. Makita's in-booth drawing for a Makita/Ski-Doo snowmobiling jacket drew TONS of interest, and Milwaukee's promotions were immensely popular. The crowds also were well-impressed with **Dave Eifrid**'s demos of the blow gun models available from **Coilhose Pneumatics**.

Over the ten years of this show's existence, it still continues to grow every year. We at Midway Rentals and Sales all look forward to next year's 11th Anniversary Buyers' Show on Friday, May 3rd, 2019!



Preferred Supplier News

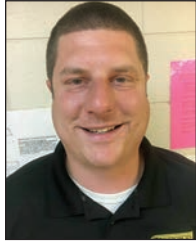


BBI is pleased to introduce **Arthur Bernardon** as the newest member of the BBI organization, Arthur (Artie) will be working in the Proffered US Anchor Product Division as the new Proffered US Anchor Business Development Manager. Artie comes to BBI from a stellar career as VP of the Powers Fastener Company, working in the capacity of purchasing, marketing, key accounts. He brings a wealth of industry experience. Artie will be based out of the Sayreville location.



Arthur Bernardon

Please give Artie a warm Brighton-Best welcome.



Chris Conley

Please welcome **Chris Conley** as the new **IronClad** Regional Sales Manager for the Upper Midwest Region. Chris has a very strong background selling PPE to major end users through distribution. Chris is a graduate of Minnesota State where he majored in Physical Education and played NCAA basketball. Chris and his family live in the Minneapolis, MN area. He may be reached at cconley@ironclad.com.

IronClad will be moving into a new warehouse in Texas this year that will allow us to better serve our distributors as the demand for new products and new designs become available in the months and years to come.



Linda Grohowski

Linda Grohowski from Brighton-Best Sayreville location has just passed the final exam and has become a Certified Fastener Specialist from the Fastener Training Institute.

BBI in Santa Fe Springs CA, supports South Bay Vocational Center's, (a not-for-profit organization), efforts

in providing work training skills to those with disabilities. In Chicago, BBI partners, along with local non-profit ClearBrook, creates opportunities to support adults with disabilities. BBI focuses on ability rather than disability. They believe in empowering their employees to reach their maximum potential through multiple training opportunities, and offer up solutions to help make the company and the employees more successful.



The history of automobiles being used for drag racing is nearly as long as the history of motorized vehicles. BBI Proffered is proud to be an official sponsor for driver **Alan Englen** and his motorsport car for the premier drag racing circuit.



Intercorp's Strong-Point® and Strongcon® brands have revamped their product packaging, giving it a brand new look and feel that is much bolder and appealing. "Intercorp has a great reputation for providing high-quality products

throughout the construction industry, and we wanted our packaging to reflect the quality of the products inside the box," said Director of Marketing, **David Harlan**. "After doing our homework, we came up with a design that we feel is one of the most eye-catching designs on the market for commercial fasteners. It is one that conveys to anyone who uses our products, that they are going to perform at a very high level." The new packaging design covers all of their product families including their bulk, 5lb. and 1lb. packaging. This high-impact design gives continuity and ease-of-recognition across the Strong-Point and Strongcon brands.



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Preferred Supplier News



The major expansion of the **Milwaukee Tool** global new product development center in Brookfield, WI, is moving forward. With a planned total investment of \$32M, the new 114,500 sq ft, multi-story building will be built on an existing 3.5 acre lot owned by Milwaukee

Tool, increasing their global headquarter space from 390,000 sq ft to an approximate 504,500 sq ft.

Over the last several years, Milwaukee Tool has delivered hundreds of game-changing solutions to the industry, driving significant growth and expanding employment at its Brookfield campus from just over 300 jobs in 2011, to almost 1,300 this year. This expansion will lead to the creation of 350 additional jobs in the next five years.

“We are dedicated to driving growth and creating new jobs in Wisconsin and throughout the United States,” said **Steve Richman**, Milwaukee Tool Group President. “We are proud to partner with the City of Brookfield to grow our world-class work environment here in Wisconsin so we can attract, retain, and recruit the best talent in the world. We firmly believe that, through investing in our people, we will continue delivering disruptive innovation and driving productivity on the jobsite for our users and distribution partners.”



Milwaukee Tool’s global leadership continues to make a big impact on job growth within not only Wisconsin, but also the United States. The company recently expanded operations at three Mississippi locations, creating 660 jobs, and has a vast sales and support footprint across the country.



Steve Cooper

Steve Cooper was recently promoted to VP of Business Development at **Rectorseal** and Balco. Steve is new to the Rectorseal business, but has several years of executive management at Balco. He will be managing the Sphere 1 Buyers Group and coordinating with Regional Managers and Sphere 1 Members to ensure steady growth and focus on collaboration and goals with the Firestop products, as well as other Life Safety Architectural products offered in their other brands.



Keson LLC is pleased to announce that **Eric Biersack** has recently joined the Keson sales team as a National Sales Manager. Eric lives in Milwaukee, and will manage the states of

Minnesota, North and South Dakota, Wisconsin, Illinois, Michigan, Indiana, Ohio, Kentucky, and West Virginia. Eric is a 20-year veteran in our industry, has a great reputation, and is well-respected by distributors, sales reps, and our current sales team.



Eric Biersack



Leslie Hugo

ERB Safety is pleased to announce the addition of **Leslie Hugo** as Regional Sales Manager for the Northwest Region. Based in Utah, Leslie will cultivate and grow new business relationships in the northwest U.S. region, including: AR, CO, ID, MT, UT, WA, and WY. Leslie brings over 25 years of professional sales experience, having worked in the rail, plumbing, industrial mining, and oil and gas industries. She is a graduate of Purdue University. Contact Leslie at **801-503-7770** or lhugo@e-erb.com, to increase revenue through safety products sales.



Preferred Supplier News

Multiquip Inc. is proud to support Habitat for Humanity of Greater Los Angeles, a non-profit organization, that builds, rehabilitates and repairs houses in blighted neighborhoods across LA County. Multiquip is aiding the efforts of Habitat LA in their mission to provide affordable housing and end the cycle of poverty throughout Los Angeles County. In recent years, LA County has experienced a housing shortage that has spiked housing prices as well as increased its homeless population. This year, Multiquip is donating an MTX70 rammer, GA6HR generator, B46H90 walk-behind trowel, ST2037 submersible pump, TP24X tile saw, MC94PH8 concrete mixer, MVC88 plate compactor and MP115E masonry saw, and more to Habitat LA. All proceeds will go directly to Habitat LA to assist families struggling to find affordable housing. "Dedicated to making homeownership possible for low-income, hardworking families and individuals, we hope this donation



will help in Habitat LA's efforts in providing affordable housing and stability to families in our local community," stated **Steve Cavazos**, VP of Human Resources, Multiquip. Multiquip proudly supports the mission of Habitat LA as it brings volunteers, donors and community partners together to build homes, communities and hope. Since their founding in 1990, Habitat LA has built and repaired more than 1000 homes locally and internationally.

To learn more about Habitat's mission, visit www.habitatla.org.

For more information about MultiQuip, please visit www.multiquip.com. To connect with Multiquip via Facebook, visit: <https://www.facebook.com/Multiquip>.



Maria Garcia, National Sales Manager for **RIVETEYELET.COM**, recently announced a marketing partnership with Bellator MMA fighter **David 'The Caveman' Rickels** for 2018. RIVETEYELET.COM is a domestic and international source for pop-style rivets, setting tools, and custom eyelets products. Contact Maria at **800-853-7011** or maria.garcia@riveteyelet.com. For more information, please visit <https://www.riveteyelet.com>.



Patrick Kearl

Champion Cutting Tool Corp is pleased to announce the addition of **Patrick Kearl** to our sales team. Patrick has over 20 years of industry experience and is an expert on carbide hammer bits. He excels at product training and prides himself on building strong relationships with customers. Patrick's enthusiasm, passion for tools, and hands on approach align perfectly with Champion's culture. Patrick will be responsible for serving the needs of distributors and their customers in Southern California and Clark County, Nevada.



Vendor Spotlight

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Water Pumps • Water Treatment Systems

Preferred Supplier News



International Fasteners, Inc. is on the move in Dallas, joining forces with **C.R.Kinsman & Associates** to provide Sphere1 Members better service and more products at this will call point. Effective June 11th, all inventory was relocated to their warehouse at **1110 Pamela Drive, Euless, TX**



76040. For more information, please reach out to **Joanne Bialas**, VP Sales and Marketing for International Fasteners, Inc., joanne@daggerz.com.



MAX USA Corp. is pleased to announce that it has promoted **John W. Dominice III** to Senior Vice-President of Sales. John joined MAX USA Corp. in January 1999. Since joining the company, John's efforts have increased the brand's market

penetration, boosted the company's sales volume, and created greater brand awareness for its industrial products. John previously served as VP of Sales. John has almost 20 years of service at MAX USA. He will continue to oversee sales and marketing in North America, Canada, South America and Mexico, managing a team of 16 sales professionals.



John Dominice



Safety Supply Corporation, the parent of **Radians, Inc.**, recently acquired **Neese Industries** and **LFS Glove**, a division of



LFS Inc. The acquisition of Neese Industries, a global leader in FR clothing and rainwear for almost 60 years, will help Radians grow these protection categories at a rapid pace. Radians and Neese combined will have manufacturing capabilities in Mexico, which will improve lead times on several product lines by bringing manufacturing closer to the USA. Owning their plants, equipment and in-house design and production teams allows both companies to respond quickly to unique customer needs.

"FR clothing and protective rainwear are an important growth area in the Radians portfolio," said **Bill England**, President of Radians. "The acquisition of Neese bolsters our PPE platform and will build on our combined strengths of manufacturing, distribution, and product innovation. The acquisition allows us to broaden our efforts to be a top-tier, single-source supplier of high quality protective gear."

"We are looking forward to a mutually beneficial partnership with the management and employees of Radians," said **Bob Riches**, Neese Product Champion of FR clothing. "Radians and Neese share a respected reputation in the safety industry and the mutual mission of 'Protecting What Matters Most', which includes our relationships with workers, consumers, and our customers."

Riches will continue to lead and manage the 134 employees that work for Neese Industries and will play a major role in the expansion of FR clothing and rainwear at Radians. After systems integration is completed later this year, customers will be able to conveniently order both Radians products and Neese products on a single purchase order.

The new subsidiary, **LFS Glove**, is registered as **Bellingham Glove, Inc.** "The team at Bellingham® Glove is very enthusiastic about this new partnership," said LFS Glove Vice President, **Bill Stevens**. "Bellingham Glove and Radians have both built reputations for innovation and excellence in the past 20 years. Combining our strengths will allow us to serve and supply our customers even more effectively."

According to **Mike Tutor**, CEO of Radians, "Our acquisition of LFS Glove will help Radians to continue our aggressive expansion of our hand protection category. The combination will provide our customers with an outstanding selection of gloves to meet a multitude of applications in the industrial and retail markets, including lawn and garden gloves, eco-friendly gloves, and gloves designed especially for women."

For more information, visit www.radians.com.

“We are changing” & “We are improving” are the most common phrases we have heard these days in any organization. Change is a necessity for any organization to stay in the business, rather, it is inevitable. Change doesn’t promise success, it merely promises to have a different outcome.

Construction Electrical Products (CEP) is an industry leader in Manufacturing Temporary Power Distribution & Portable Lighting. In the last 30 years, we have brought new & efficient products to the game, invariably delivering punctually at a very competitive cost in North America. Even though we have seen a lot of changes in the market, and in the business itself, we are consistent at changing and improving (streamlining) our processes & products to satisfy our customer’s needs.

In my short career here, I found CEP a little different than all previous companies that I worked for. Here, we have an ever changing (or improving) culture, which we call an “Innovative” culture. We like to improve everything and anything while focusing on adding value. We focus on those things which we know will never change in business: Customers will always look for a quality product, in short time, at a low cost. We relish in serving our customers. “How do we do this?” – you will ask. We strive in our “Innovative” culture, and we improve ourselves continuously like The Grizzly Bear. I’ll explain later why. At CEP, we work unceasingly on three very important things which affect our business directly. Key Performance indicators, Continuous Improvements, and Culture.

At CEP we measure ourselves regularly. We have metrics for many business processes, such as, on time delivery, first pass yield, scrap, sales revenue, number of defects, etc. We call them Key Performance Indicators, or KPI’s. KPI’s help us measure ourselves and lead us in the right direction to allocate our efforts and resources to get the best results through improvements. If a course correction is required, it will guide us towards identifying the factors which bring us success or challenges. KPI’s also bring awareness to our team members, placing accountability to what they do on them, and allowing them to take pride in their accomplishment. Precise communication with the team, along with KPI’s, has helped CEP build a great working environment.

We believe in Continuous Improvement. With the help of data (KPI), we focus on those

things which can have the biggest impact on & require comparatively less efforts, what we all call the low hanging fruits. We started our lean journey with simple and easy to implement lean principles such as 5S, point of use (POU), and just in time (JIT). We continuously focus on Non-Value-added activities in any process, which means anything which does not add value to the company (and not required) or to our customers, is minimized or replaced. The first place we focused on was our temporary power box production line. With a constant focus on value addition through re-arranging the work area & removing non- value-added activities, we improved our productivity by 160% while adding floor space to bring in another product line.

What we did not expect was the 3rd item: the change in Culture. Shop floor employees’ involvement in re-arranging work area brought employees close to each other, which in turn made for a better team environment. Employees were cross trained so they were able to work at any position in the line, and it provided a safe work environment. We observed an increase in employee morale as they took greater pride in their work.

Why do we consider ourselves Grizzly Bears? They say that if you ever encountered a grizzly bear in the wild, you should not flee, as Grizzlies can outrun you. Rather, you drop on the ground, put your hands over your neck, and play dead. A grizzly bear will meander over, poke and prod a bit, and if you are lucky, will carry on its way. Now, the key is not to get up immediately and run – as the grizzly will come back to make sure its prospective prey is, in fact, dead. Just as a grizzly makes sure that its prospective prey is in fact dead, we at CEP make sure that every improvement we do (Product, Process, or Cultural Change) is, in fact, in place and we do not go back to our old habits. This is as simple as the last S for “Sustain” in 5S methodology. We believe, if you do not sustain improvements you made in streamlining a process and fall back to your old way of working, you, in fact, are adding more waste to the process. For this reason, I want not only CEP, but you all, to be Grizzlies of your respective business.

Those of you who are our customers, vendors, and partners in the construction business, must have experienced a new and different CEP in last few years. You will continue to see more change, as we are continuously improving, rather Evolving, to be a unique Company...A Grizzly Bear!



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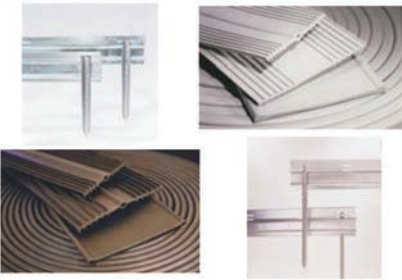


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Preferred Supplier News



Arco Contractor Supply held their 10th Annual Customer Appreciation Day at the Fort Worth, TX store on May 24th. The 200 attendees and nearly a dozen vendors enjoyed a good ole' Texas BBQ lunch. During the day, **Makita** Reps showed customers innovative products, like the new rebar cutter, X2 products, and sub compact tools. Makita wishes to congratulate Arco on 10 years of great contractor shows, bringing innovation and ideas to their customers in the Dallas-Fort Worth market. Makita is pleased to have the opportunity to provide support for Arco and their customers.



New Sphere 1 Member **Denali Industrial Supply, Inc.** has achieved a company milestone, having celebrated the 1st anniversary of their new Anchorage store on May 23, 2018. The new Anchorage location offers 3,600 sq ft of product and warehouse space, plus a new additional warehouse with 6,500 sq ft to service the Anchorage bowl market and beyond. Denali Industrial Supply was born from an idea mixed with a lot of hard work. In 1986, **Gary Swoffer** and **Bo Kilbourn** combined their sales experience and knowledge of the industry to form Denali Fastener Supply. Denali Industrial Supply grew from that original small Fairbanks warehouse into a multimillion dollar operation. Denali now has 2 locations, 30+ employees, 30,000 sq ft of combined warehouse and showroom space, and a combined inventory of \$3.25 million dollars. The store addresses are; 1499 Van Horn Rd., Fairbanks, AK and 330 E. International Airport Rd., Anchorage, AK. Makita wishes Gary, Bo and their crew a congratulations on their successful 1st year in Anchorage.

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Pictured are (L-R) **Daniel Puac**, Warehouse; **Derek Spaulding**, Counter Sales; **Ryan Sike**, Warehouse; **Kyale Swensen**, Anchorage Store Mgr; and **Gary Swoffer**, President.



Makita Hits the Road With Driving Innovation Tour

The Driving Innovation Tour™, launched on June 25, is an interactive tool demonstration on wheels. The fleet of fully-custom vehicles carry a full range of Makita LXT® - offering users ONE SYSTEM, the ability to use the same batteries and chargers on all LXT tools. The Tour delivers a 360-degree experience with hands-on demonstrations, sweepstakes, give-aways, promotions, and more, to end users and dealers across America.

“Makita made a significant commitment and investment in the Driving Innovation Tour to bring our leading LXT technology to users and dealers so they can experience Makita innovation hands-on,” said **Brent Withey**, Sr. Director of Brand Marketing, Makita U.S.A., Inc. “The number of Tour events will reach well into the 4-figures each year as we bring this mobile experience to our user and dealer audiences where they work and where they learn, and even where they play, as the Tour will make stops at Makita sponsored events off the job site.”

The Driving Innovation Tour is a demonstration of Makita’s leadership in the cordless tool category. Makita created the 18V lithium-ion tool category in 2005, and today LXT is ONE SYSTEM that will offer over 200 cordless solutions in 2018, the world’s largest cordless tool system powered by 18V lithium-ion slide-style batteries.

“Did we sweat the details? Absolutely, yes,” said Withey. “The Driving Innovation Tour is a mobile environment that is consistent with the Makita legacy of leading engineering. And it’s built for constant movement, so be on the lookout for this mobile experience in your region.” For more information go to www.makitatools.com/drivinginnovation.

Sphere 1 Upcoming Events – Save the Dates



2018 STAFDA:
October 28-30, 2018
 Phoenix Convention Center, Phoenix AZ



2019 World of Concrete: 
January 22-25, 2019
 Las Vegas Convention Center, Las Vegas NV



2019 Sphere 1 Annual Meeting:
May 13-16, 2019, JW Marriott Marco Island
 Beach Resort, Marco Island FL



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



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SPHERE 1 UNIVERSITY UPDATE

- 4,304 Member Employees taking courses
- 125 Student Enrollments this Quarter*
- 341,290 Enrollments
- 13,266 Total Course Enrollments this Quarter*
- 112,111 Hours of Training Completed
- 3,658 Total Training Hours Completed this Quarter*
- 480 Courses

ACME UNITED CORPORATION

- First Aid Only - Bleeding Control Kits

CHAMPION CUTTING TOOL

- Brute RZR Circular Saw Blades

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- Aware Wear Conspicuity 107 2015

JET

- 12 X 54 Variable Speed Mills
- 1221VS Lathe
- 14" Steel Frame Bandsaw
- 1440VS Lathe
- 15", 18", & 20" Bandsaw
- 1632 Drum Sander
- 1640EVS Lathe
- 17" & 22" Industrial Drill Presses
- 17" Woodworking Drill Press
- 1840 Lathe
- 7" X 12" Bandsaw
- 8" Woodworking Bench Grinder
- Air Compressors
- Air Tools Overview

JET continued

- Air Tools - Part 3
- Bench Grinder and Dust Collection Stand
- Box and Pan Brakes
- Compact Lever Hoist
- Construction Air Tools
- Cyclone Dust Collectors
- Dual Sided Box & Pan Brake with Foot Clamp
- Electric Roll Bender
- EVS & Geared EVS Drill Presses
- JHL & JLP-A Lever Hoists
- Metal Forming Training Part 1
- Metal Forming Training Part 2
- Metal Forming Training Part 3
- Metalworking Dust Collector Training
- Plate Roller
- Roll Bender
- Scroll Saw
- Spindle Sander
- Woodworking Bandsaw Comparison
- Powermatic: 18", 20" & 24" Bandsaws
- Powermatic: 2 X 2 & 2 X 4 CNC
- Powermatic: PM1500 Woodworking Bandsaw
- Powermatic: PM2244 Drum Sander
- Powermatic: PM2800B Woodworking Drill Press
- Powermatic: PM4224B Woodworking Lathe
- Powermatic: Tenoning Jig
- Social Media: Edwards
- Social Media: JET Industrial
- Social Media: JET Woodworking
- Social Media: Powermatic
- Social Media: Wilton Tools
- Wilton: Cold Front 3037 Atomized Cooling Fan
- Wilton: Machine Vises

Makita

- Sync Lock Part 1: Introduction
- Sync Lock Part 2: Getting Started
- Sync Lock Part 3: Adaptor Set-up
- Sync Lock Part 4: Implementation (Program Batteries)
- Sync Lock Part 5: Multiple Batteries & Added Security

MAX USA

- Max PowerLite HN25C Drywall Track Pinner
- Max Buy America Tie Wire
- Applications for MAX Rebar Tying Tools
- AKHL1260E/EX PowerLite Compressor
- Benefits of using the MAX Rebar Tier

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- Cable Ties
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- Wire Strippers



“After being inducted into Sphere 1 in February 2018, I didn’t know what to expect when visiting our first conference in San Antonio. Coming out of that conference we couldn’t be happier to be members of Sphere 1! There is no question how much Rob, Carol, and the leadership team at Sphere 1 care about this organization and truly believe in the direction that Sphere 1 is taking.

We are excited to be part of this group!”



Travis Clements
Operations Manager
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