

Sphere 1 Circular

“News and Views That Are Out Of This World”

Winter 2019
Vol. 19 No. 3

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Husqvarna Construction Products – Company Profile



Husqvarna Construction Products has been providing solutions globally since it was founded in 1689. To provide the best solutions, we understand that efficiency, teamwork and accountability mean the difference between success and failure in our industry. That's why we are devoted to not only developing equipment and diamond tools to help finish the job quickly and efficiently, but also by providing a support system to help no matter what the challenge.

Smart solutions make a difference on the bottom line.

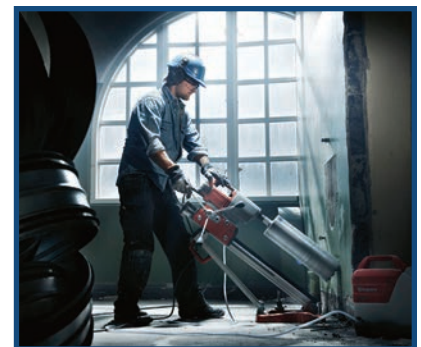
Husqvarna helps improve efficiency by finding solutions to the challenges contractors face on the job. To do this, Husqvarna's diverse line up provides solutions and benefits to our dealers and contractors. The equipment is not only reliable and effective during operation, but also very easy to transport, install, dismantle and service. This difference results in better ergonomics and higher productivity.

An example of how we do this can be seen in our cutting, coring and grinding systems with integrated water or dust collection to help contractors meet or exceed OSHA Silica regulations. As our industry changes, so do our solutions to help ensure contractors have the best possible cutting systems on the market.

Diamond tools that maximize productivity.

In the construction industry, the diamonds

Continued on page 2





Rob Moe
President & CEO

President's Message

Well, it's been another fine year. Coming out of December 2018, it looks like we will finish with our best year yet. We surpassed our forecast for purchases and rebate values, and will capture our highest rate of return to our Members in our history. Here at Sphere 1, there's a lot to be excited about.

Looking into 2019, both Members and Suppliers are anticipating a strong year ahead. In speaking with Members and Suppliers, I've found that the consensus is that next year is looking positive for both the industry and for Sphere 1.

I believe there are many reasons for our success as a cooperative. I feel this starts with both Members and Suppliers working together, working for the greater good of their respective businesses, and achieving mutual success. In my four years being with Sphere 1, I see this happening more and more every day. When you couple this together with the strides we've made with Sphere 1 U, Gateway for Growth, our Young Executive Team, the development of our communication platform, and the many things we have on the horizon, I have to say that our future isn't just bright, it's blinding. And, "We Are Only Getting Started"!

In closing, I would like to say "Thank You" for another successful year for the best Members, Preferred Supplier Partners and Service Providers in the industry. It's because of all of you that we are experiencing the success we have thus far. We are so much stronger when we recognize the value of Sphere 1, our relationships together and our common goal.

Have an Excellent 2019!

Rob

Husqvarna Construction Products

Continued from the front page

have a tough job. As a world-leading manufacturer of diamond tools for sawing, drilling, cutting and grinding, Husqvarna sees the diamond tool, the machine and the user as a whole that must work together optimally. This view is a cornerstone of Husqvarna's product development.

Our experts know there are many uncontrollable factors on a job site – weather, regulations, timeframes, and even the material to be cut. Diamond tooling should never be on that list. Husqvarna develops tools based on a machine's power, application and the material to be cut. Tooling is labeled clearly to eliminate confusion so users will find the right tool for their equipment, application and material without having to guess.

User-focused service and knowledge.

Whether contractors need equipment or diamond tools, technical service or qualified advice, the nearest Husqvarna Service Center is just a phone call away. Husqvarna's skilled and dedicated support staff is available to help, so contractors can accomplish their mission without delay.

In addition to service centers, we have a dedicated team of representatives ready to help your business including,

- District Managers: these are individuals committed to helping your business grow and to ensuring you have all the support you need. They have an answer for any question.

- Floor Placement Specialists: this is our team of compaction, concrete placement and finishing experts. They are your go to for any technical or how to questions on ensuring a



site is prepped, poured and finished correctly.

- Applications Specialists: this group ensures you know exactly how to use any piece of equipment and can trouble-shoot any issues. They can also help recommend the appropriate blade or bit to use for a particular application.

- Distributor and Technical Training Managers: our distributor trainings offer a chance to not only learn about Husqvarna, diamond blade selection techniques and applications for all equipment groups, but also a hands-on demonstration. Our technical trainings are offered for mechanics to learn the inner workings of our equipment and how to conduct any maintenance or repairs needed.

Husqvarna Construction Products' product range includes power cutters, floor saws, ultra early entry™ saws, tile and masonry saws, core drilling machines, surface preparation equipment, demolition equipment, compaction equipment, concrete finishing equipment and diamond tools for these and other applications.

For more information please visit <http://www.husqvarnacp.com/us>.



Customers visiting the Husqvarna booth at the World of Concrete, Las Vegas, NV.

Welcome New Sphere 1 Member



Duo-Fast of Knoxville Inc.
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 bjohnson@duofastknoxville.com
www.duofastknoxville.com

Gulf Coast Nail and Staple
 Fort Myers, FL • 239-489-0300
 Contact: Ricky Bartz
 bartz1012@yahoo.com
www.gulfcoastnailandstaple.com



Sphere 1 Member News



LINC Systems is pleased to announce the acquisition of Packaging Systems Design (PSD). PSD, headquartered



in West Chester, OH, specializes in end of line automatic packaging equipment and provides a complete line of packaging supplies. PSD will continue to operate under the leadership of **Keith Gordon** and maintain their company name: Packaging Systems Design. The combination will bring improved efficiency and expertise to both companies, ultimately benefiting their customers. Both companies have a long history built on the foundation of expert customer solutions, quality products and a high level of customer service. LINC Systems president **Ted Azar** advises: "We are pleased to have Keith and his team join LINC as we look forward to continued growth. The two businesses truly complement each other. Interestingly both of our businesses were founded in 1995." To learn more about the companies visit: www.lincsystems.com or www.callpsd.com.



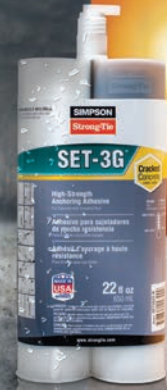
ASI – Auxiliary Service Inc. recently completed a facility relocation and expansion of their Lakewood, NJ branch. The 15,000 sq ft new facility, double the previous 7,500 sq ft store, includes a 10,000 sq ft warehouse and 5,000 sq ft showroom with display spaces dedicated to many Sphere 1 vendor suppliers. The location opened to the public on October 24, 2018 with a two-day sale event attended by numerous vendor suppliers including **Metabo HPT, Makita, DeWalt, Werner, Louisville, Simpson Strong-Tie, PrimeSource, and Stabila**. The event was also visited by the Makita Driving Innovation tour and was highlighted by an appearance by Señorita Makita 2018 **Melissa Palacio**. The opening was a tremendous success and ASI wishes to thank all of our Sphere1 vendor partners for their participation and support of the event. A special thanks to the main sponsors of the event Metabo HPT, Makita, and DeWalt.



Vendor Spotlight

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Sphere 1 Member News



Hahn Systems (a Descours and Cabaud Company headquartered in Lyon, France) is pleased to announce the acquisition of **Straight Drive Fasteners** of Grand Rapids, Michigan. Straight Drive is a leading distributor of fasteners, tools, and repair service in Western Michigan.

Scott Brown, President/CEO of Hahn Systems said "We are excited to add Straight Drive Fasteners to our family. **Keith Wildman** and his team's values of strong service are in complete alignment with our values. It was a logical geographic expansion for Hahn Systems."

Hahn Systems celebrated its 80th anniversary in 2018. Its family of companies; Hahn Systems LLC, Viper Industrial Products, and Contractor Nail & Tool have 13 fully stocked warehouses located in Indiana, Michigan, Illinois, Kentucky, Arkansas, and South Carolina. For more information contact **Spencer Jessee**, Vice President, **317-613-7050**.



The Contractors Association of Truckee Tahoe recently announced the winners of the 2018 Annual Awards Competition.

The Supplier/Vendor of the Year award went to **Craig Reynolds** of **DHC Supplies, Inc.**

The Contractors Association of Truckee Tahoe is a nonprofit trade association representing the broad spectrum of design and building professionals and related suppliers in the greater Truckee/North Tahoe region. The association was established in 1998 and has 402 member companies. The award winners were nominated by fellow members for superior craftsmanship, excellent customer service, innovative design, devotion to the association and community, or other outstanding characteristics. Twenty-nine nominations were made in five "project" categories, and a three-person panel of independent judges from Reno and the Sacramento area selected the project winners.



*CATT award winners
Craig Reynolds is second from the left*

SouthernCarlson, Inc., recently announced two acquisitions. The first was **Titan Supply, LLC**. Titan Supply is one of Texas' leading providers of construction supplies and equipment primarily serving multifamily contractors. Titan, headquartered in Irving, TX, was founded in 2014. The acquisition was finalized on Oct. 31, 2018.

The acquisition strengthens SouthernCarlson's footprint and expands its multifamily construction supply and service capabilities. **Davey Vanicek**, President of Titan Supply, stated, "We are excited to become part of the SouthernCarlson family. The resources and national capabilities of SouthernCarlson will allow us to expand our multifamily construction program with a broader range of products, nationwide delivery and excellent customer service."

On Dec. 31, 2018, SouthernCarlson finalized the acquisition of **Apex Tool & Fasteners, Inc.** Apex is one of Florida's leading providers of construction supplies and equipment serving residential construction, commercial construction, and industrial accounts. They have 3 locations, Fort Meyers, Orlando, and Tampa, with company headquarters in Hudson, FL.



The acquisition strengthens SouthernCarlson's footprint in Florida. **Eric Heath**, President of Apex Tool, stated, "We are excited to join the SouthernCarlson family. The support and backing of a national company will enable us to expand our Florida business even faster, and provide more products and services to our customers."

Kenneth Sweder, SouthernCarlson Chairman & CEO, commented on the acquisitions, stating "I am pleased to welcome the outstanding associates of Titan Supply to SouthernCarlson. Davey Vanicek and his team have built a great business, and I look forward to combining our capabilities to strengthen and expand our multifamily platform."

"Florida is an important market for us and I am pleased to welcome the outstanding associates of Apex Tool & Fasteners to SouthernCarlson. Eric Heath and his team have built a strong business, and I look forward to accelerating our growth together."

For more information visit www.SouthernCarlson.com.

Preferred Supplier News



Bartell expands into the metal working industry

Bartell began in 1946 as a manufacturer of walk-behind power trowels to the Canadian marketplace. 70 years later they have grown into a Global Equipment Manufacturer with facilities in the UK, Canada and the US. Over the years Bartell has demonstrated longevity and has experienced steady growth as a trusted and respected equipment manufacturer. They currently have 5 brands of equipment that serve both the construction and surface preparation equipment marketplaces.

Bartell continues to demonstrate commitment to the industry with the purchase of **Precision Metalworks**, an engineering and metalworks facility located in Louisville, KY. Precision is a 300,000 sq ft facility, that reflects Bartell's deep commitment to the rigors of manufacturing. With a corporate vision to be "the most respected construction equipment and metal works supplier in the world", Bartell continues to earn the trust and loyalty of their customers.



Juan Torres



ERB is pleased to announce the addition of **Juan Torres** as Regional Sales Manager for the Western U.S. Region. Based in Duarte, CA, Juan will cover Arizona, New Mexico, Nevada, California, Hawaii and Texas. He has over five years of sales experience. Juan has worked extensively with mechanical and electrical contractors and distributors, including Fastenal, Grainger, Whitecap and Ferguson. He may be contacted at jtorres@e-erb.com or 442-400-9366.



Frank Multerer

Frank Multerer, President of **MBW, Inc.**, retired December 31, 2018. Frank didn't intend to run the company that his father **Frank Sr.** and **Helmut Maass** started. During the summer of 1967, Frank was working in the MBW factory before attending the University of Wisconsin Law School. Two weeks in, his father asked him to make a sales call. Frank sold four of the new vibratory plates to a new customer that day. By the end of August, he decided to put off law school for a year and build up a little nest egg. As Frank likes to point out, he was "introduced to commission." At the passing of Frank Jr. in 1972, Frank took over the sales and administrative

duties of MBW. He helped the company grow in the Northeast, Midwest, and Midsouth region, and expanded MBW's product line with the additions of walk-behind power trowels as well as mortar mixers. Frank became President in 1987 when Helmut Maass retired. He opened MBW UK Ltd to help expand international distribution. At the same time, MBW continued to grow the concrete and compaction line of products.

Frank's retirement marks the end of an era for MBW, Inc. Over the past 50 years, Frank's vision and commitment to the company has propelled MBW, Inc. to their present position in the industry. His leadership and innovation has kept MBW ahead of the competition, and his dedication and work ethic has assured MBW's success for decades to come.

Continuing the family business that his grandfather started, **Andy Multerer** is the new CEO/President. **Bert Multerer**, Frank's brother, will be the new COO.

MBW is pleased to announce two promotions. **Heather Hughes** assumed the position of Marketing Manager effective November 1, 2018. For 16 years Heather has provided customer support, brand development and consistency, digital marketing and social media presence as Advertising Manager. She will now add these responsibilities: management of the marketing department, planning and budgeting in brand expansion, developing marketing strategy, and overall responsibility for brand management and corporate identity.

Jason Stasinopoulos has been promoted to the position of Marketing Coordinator, effective November 1, 2018. For a year and a half, Jason has helped develop the CRM, provide customer service and sales and marketing support. Jason's new duties will include; CRM and database management, produce and analyze customer and product sales reports, event planning, demo/consignment, campaigns, promotions and dealer support, and create and monitor sales and marketing projects.



Heather Hughes



Jason Stasinopoulos



Vendor Spotlight

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Preferred Supplier News



Brent Higgs

The M. K. Morse Company is pleased to announce **Brent Higgs** as Regional Sales Manager for the Central Region. Brent is responsible for Morse's commercial and industrial direct sales teams, and agency representatives covering Michigan, west to the Dakotas, into Texas. He brings a depth of knowledge in sales management to the role. Most recently, he was National Account Manager, Industrial Division for Rust Oleum. Additional experience includes 7 years as National Distribution Manager for Georgia-Pacific, Commercial Division, and 15 years at Grainger Industrial Supply, where he moved from the warehouse to customer service, then to an outside sales role. Brent believes that having experience in distribution and manufacturing—and understanding the language of both—will allow him to quickly get up to speed in his Morse position while focusing his efforts on driving profitable growth for all.



Southwire TOOLS & EQUIPMENT

Southwire Tools & Equipment recently acquired **Garvin Industries** and **ProBUILT Professional Lighting, LLC**. Garvin Industries, now Garvin, A

Southwire Business, is widely recognized for designing innovative, labor-saving products that provide economical solutions to common installation problems. The team at Garvin can custom design and manufacture products to meet customer specifications.

ProBUILT Professional Lighting brings high-quality, innovative lighting products for the professional that includes the Wobblelight®, Hang-A-Light®, and other great products. These items will become part of the Southwire Tools & Equipment professional lighting line.

Learn more about these products at garvinindustries.com and probuilting.com.



RectorSeal is pleased to announce the following promotions.

Riley Archer has been with RectorSeal since 2008 and was

recently promoted to Vice President of Sales of Building Safety Products, leading a unified sales team between RectorSeal, Balco, Greco and SmokeGuard. Riley has played an integral role in identifying strategies of synergy and closely aligning efforts of Building Safety Products within the greater company, CSW Industrials. He may be reached at riley.archer@rectorseal.com, riley.archer@balcouse.com or 713-929-4282.



Riley Archer



Steve Cooper

Formerly the Director of Sales and Marketing for Balco, Inc. for many years, **Steve Cooper** has been promoted to Vice President of Business Development, responsible for identifying and cultivating new partnerships and markets, in addition to covering a portion of the national territory for the unified sales team of RectorSeal, Balco, and Greco. Contact Steve at steve.cooper@rectorseal.com, steve.cooper@balcousa.com or 470-409-3112.

Scott Benson, formerly the National Technical Manager for all of the US, has now become the Regional Sales Manager (RSM) for the Central US territory for the combined efforts of RectorSeal, Balco, and Greco, making him the latest addition to the sales team. With this new assignment, the representatives within the Central US sales territory report directly to him. Scott has a

very strong background in sales of building products and a rich history with RectorSeal. He may be contacted at scott.benson@rectorseal.com, scott.benson@balcousa.com or 832-808-3111.



Scott Benson



Peter Logsdon

With a long history at Balco, **Peter Logsdon**, formally a Regional Sales Manager for Balco and RectorSeal, has recently accepted the position of Florida Technical Sales Director. With this new position, he represents RectorSeal, Balco, and Greco directly to architects, contractors and general contractors for the majority of the state of Florida. Contact Peter at peter.logsdon@balcousa.com or 904-465-9932.

Preferred Supplier News

Peace Industries, Ltd. dba Spotnails, Reliability Provin and Parts Krafters announces the acquisition of **Red Hawk Fasteners**, makers of composite staples and finish nails.



Red Hawk Fasteners complements the Spotnails division which supplies one of the largest selections of pneumatic tools and fasteners to independent distributors of nailing and stapling equipment. As a pioneer in the pneumatic nailing and stapling industry for over 75 years, Spotnails continues to develop tools and fasteners that can be used throughout the construction and industrial markets. "The addition of Red Hawk Fasteners' products allows Spotnails to strengthen relationships with existing customers by offering high quality composite fasteners under the same umbrella of Spotnails, Reliability Provin and Parts Krafters. Bringing the Red Hawk products into our warehouses will allow our customers to combine the Red Hawk items onto Spotnails orders," noted **Mark Wilson**, President of Peace Industries.

Peace Industries is a wholly owned division of Peace Industries, Korea, the market leader in the Korean pneumatic fastening market.

For more information, please contact **Win Waterman** at wwaterman@spotnails.com.



Intercorp is pleased to announce the release of their new product and submittal catalogs.

"Our product and submittal catalogs have been updated with over 40 new product offerings," said Director of Marketing, **David Harlan**. "These two comprehensive catalogs, with over 700 available fasteners, give distributors, architects, engineers, specifiers, and contractors the tools they need to complete their projects from start to finish with confidence. We're excited about the value, information and project solutions these catalogs will bring to construction professionals throughout our industry."

To download the new product catalog, visit:

<http://www.intercorpusa.com/home/download-catalog/>.

To download the new submittal catalog, visit:

<http://www.intercorpusa.com/submittalcatalog.pdf>.



G.L. Huyett is pleased to announce that it has received 48 Section 232 Tariff Exclusions for stainless steel bar product. In March, the President of the United States issued Proclamations 9704 and 9705



on Adjusting Imports of Steel and Aluminum into the United States, citing Section 232 of the Trade Expansion Act of 1962. These proclamations imposed duties in the amount of 10% on aluminum and 25% on steel. The United States Department of Commerce issued a process in June by which importers of these products could file exclusions from these tariffs.

The criteria for exclusions was for raw materials, "not produced in the United States in a sufficient and reasonably available amount or of a satisfactory quality, and upon specific national security considerations." To date there have been over 40,000 requests submitted, of which about half have received public objection from domestic producers or similar stakeholders. As of November 1, 2018, the Commerce Department had approved fewer



than 5,000 exclusions. "This is a big win for us," noted **Zac Chamberlain**, G.L. Huyett Purchasing Manager, adding, "we have another 15 exclusions pending, all of which have passed the public comment

period with no objections."

"This is even a bigger win for our customers," said **Dan Harriger**, Vice President of Sales. "While there is general inflation in the

market due to capacity constraints and the underlying production input costs, this is one step in the right direction." Harriger further noted that the exclusions would primarily affect G.L. Huyett's stainless key stock and solid pins made from bar.

"I am especially proud of our team," offered **Tim O'Keefe**, CEO, "rather than accepting regulatory changes as inevitable, they assessed the situation and built a compelling case to the Federal government that our claimed exclusions possess a national security interest. I suspect that we may be the very first company in the U.S. fastener industry to receive exclusions."



Vendor Spotlight

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Preferred Supplier News

Kingspan Insulation LLC has named **Doug Crawford** as its new Managing Director in charge of operations for North America effective January 2, 2019. “Doug’s background in building products and knowledge of construction markets makes him the ideal person to serve as managing director in North America,” said **Peter Wilson**, Divisional Managing Director, Kingspan Insulation. “We look forward to Doug’s leadership in helping Kingspan Insulation LLC expand its portfolio and business in this growing market.”



Doug Crawford

Crawford has held numerous leadership roles in corporate development and line management for Oldcastle (CRH plc) over the last decade. He most recently served as Vice President of Sales and Marketing for Meadow Burke Products, LLC. Prior to joining Oldcastle, Crawford was a consultant with the Boston Consulting Group (BCG). He holds a Bachelor of Science in Finance from Pennsylvania State University and an MBA from Northwestern University’s Kellogg School of Management. For more information visit www.kingspaninsulation.us.



Douglas Engstrom is the new Sphere 1 Primary Contact for **Wright Tool Company**. He has been in the Industrial Market Place for 42 years, primarily selling hand tools. Douglas spent 11 years as a Sales Manager for an industrial distributor, and 27 years with Stanley Black and Decker as Territory Manager, District Manager, and Regional Sales Manager. He joined Wright Tool 2 years ago as West Region Sales Manager. Contact Douglas at dengstrom@wrighttool.com or **330-696-0092** and let him know how Wright Tool can help you grow your business. For more information about Wright Tool visit www.wrighttool.com.



Douglas Engstrom

Shurtape Helps Bridge the Skilled Trades Gap at the Sachse Construction Academy

Sachse Construction, a Detroit-based commercial construction management firm, established The Sachse Construction Academy in 2016. **Shurtape Technologies** sponsored the Sachse Construction Academy event in Detroit. The Academy provides a hands-on opportunity for students to learn about careers in skilled trades from professionals in the industry and encourage them to consider entering the field after high school. For the third consecutive year, 500 students attended and participated in construction modules, including plumbing, masonry, restoration services and more.



announced the company would be awarding a \$2,500 scholarship, named the Tape University Education Scholarship, after Shurtape’s education-focused **TapeUniversity.com** website. The scholarship will go to a senior student in attendance who plans to pursue a technical education in a skilled trade after school. Applicants were asked to describe why they want to pursue a skilled trade and how they can make an impact on the skilled trades gap. **Mikayla Specci** was this year’s winner.

As a sponsor Shurtape attended with an interactive module to teach students about the use of tape as a tool in building and construction trades. At the start of the event, **Lisa Zierfuss**, Product Manager for Building & Construction/HVAC tapes at Shurtape, an-

Learn more about Shurtape’s education programs –including its Mission: HVAC scholarship program for HVAC students and schools at TapeUniversity.com. For more information on the Sachse Construction Academy, visit constructionacademy.sachse.net. For more information about Shurtape products visit Shurtape.com.



Preferred Supplier News



Aaron Thomas

Solomon Colors, Inc. is proud to announce **Aaron Thomas** as its new Vice President of Sales. The addition of Thomas to the management team is part of a wider effort to restructure the salesforce and more effectively serve a wide variety of customers. Under this directive, sales managers and technical representatives will focus greater efforts on ensuring the success of customers and improving customer service.



Aaron has over 20 years experience in the fields of sales and marketing. He has spent most of his career in the consumer-packaged industry, focusing on growth and improving sales with major national retailers such as Walmart. His background will help introduce new energy and concepts into the decorative and architectural concrete industry.



Todd Holyfield

Additionally, Solomon Colors is pleased to announce the newest member of their salesforce, **Todd Holyfield**. Todd will assume the role of Category Manager, Pigments. In this position, he will oversee and facilitate the sales of liquid, dry, and granular iron oxide pigments to the ready mix concrete, precast concrete, and manufactured concrete products industries. He will also focus on Solomon Colors' in-house ColorSelect and QuickColor pigment dispensers.

With over 25 years of experience in the concrete pigments field, his resume features other notable industry players such as LM Scofield, Davis Colors, and Venator. Todd is also an active member of both the NCMA and ICPI, holding board, executive committee, and committee chair positions.



After 37 years of service and dedication, **Bob Isaacs** has retired. Bob was a highly valued member of the **Caraustar** team and will be greatly missed. **Doug Courtney** has been promoted and will assume the position of Sales Manager of Construction Products. Doug is also the new Sphere 1 Primary Contact. He is located at the Ontario, CA facility, and has many years of construction products experience. Doug may be contacted at **951-685-5544** or doug.courtney@caraustar.com.



Doug Courtney



(left) **Kurt Wanner**, PIP Vice President of National Accounts (right) **Tim Kane**, PIP National Account Manager covering Fastenal

Protective Industrial Products (PIP) proudly announces they were a winner of Fastenal's 2018 Best in Class Supplier award. This coveted award recognizes key suppliers in various classes for sales and operational excellence. The Fastenal Employee Expo in Orlando, FL is an annual event attended by more than 2,000 Fastenal associates from across the country.

PIP's focused relationship with Fastenal started almost three years ago. Working together, they put all efforts on positive and organic growth. The key to winning this award is based on understanding the needs, training, and focusing in on top-notch presentations with key end users.

In November PIP announced the acquisition of California based **Hearos LLC**, along with its recognized brands of hearing protection. Hearos® founder **Doug Pick** and his leadership group will join the PIP team. Pick will serve as President of Business Development for Hearos®. Hearos® will continue to operate out of its California location, marketing and



selling its brands of ear plugs to retail and specialty market channels including hardware, grocery, food and drug, as well as general merchandisers.

"This is a very significant deal," stated **Joe Milot**, President and CEO of PIP. "Together with the Hearos® team, we are now a leading manufacturer of innovative ear plug technologies," he adds, referring to Hearos'® state-of-the-art, high capacity manufacturing facility.



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Preferred Supplier News



Brighton Best International had several reasons to celebrate at the recent International Fastener Expo in Las Vegas. On Wednesday, October 31, the BBI booth was busy welcoming distributors from across North America and beyond. Later that day BBI chief operating officer, **Peggy Hsieh**, and husband and BBI president, **Jun Xu**, jointly accepted the IFE Young Fastener Professional Award during a well-attended ceremony at the show's 'Sessions Corner'. As COO, Peggy Hsieh oversees the operational and IT functions of thirty-two BBI branches across six countries. She is



passionate about the role of technology as a philosophy throughout the BBI businesses and the fastener distribution industry it serves. Responsible for strategy and purchasing, BBI credits Jun Xu's leadership and direction as transforming BBI's purpose and role in the fastener industry to focus on helping the distributor grow and succeed. Living in Los Angeles, the married couple have worked together for more than ten years.



BBI traces its roots to a Cincinnati storefront factory which opened in 1925. However, the acquisition of Brighton Best Socket Screw Mfg in January 2008, by a consortium of Taiwanese investors headed by **Robert Shieh**, transformed the business. Reason enough then for BBI to conclude the first day of the Las Vegas show with a Halloween themed party to celebrate a decade-long and quite extraordinary growth trajectory.



Metaltech-Omega recently hired **Mike Slauson** and **Cooper Gardner**. Mike is Director of Sales – US. He may be reached at michael.slauson@metaltechna.com or **503-720-2211**. Cooper is the new Regional Sales Manager for Industrial and Drywall Channel. Contact him at **816-698-6548** or cooper.gardner@metaltechna.com.



Cooper Gardner



Patrick Shahan



Michael Slauson

Metaltech is pleased to announce the promotion of **Patrick Shahan** to Director of US Sales for Industrial and Drywall Channel. Patrick may be reached at patrick.shahan@metaltechna.com or **817-673-8934**.



Don Kudlak



Aerosmith Fastening Systems is proud to announce the promotion of **Don Kudlak** to President of the company. This

follows the retirement of former President **Robert Shluzas**. Don has been part of the specialty fastening industry for 34 years. He joined the company in 2005 and previously held the positions of General Manager and Director of Product Development. Don was one of the architects who molded Aerosmith into the industry leading specialty fastener company it is today. Producing unique forced entry fasteners for commercial construction, as well as Industrial/OEM accounts, has allowed Aerosmith to separate itself in the market by providing innovative solutions.

Under Don's leadership, Aerosmith has adopted a "cross functional" management culture, whereby TEAM Aerosmith functions as a unit delivering superior customer service, application expertise, product QC, workplace safety and employee engagement. Don may be contacted at dkudlak@aerosmithfastening.com or at Aerosmith's Indianapolis headquarters, **800-528-8183**.

Preferred Supplier News



Allison Grove

Allison Grove, Regional Account Manager covering AZ, CA, HI, NM and NV, is the new Sphere 1 Primary Contact for **Guardian Fall Protection**. Allison has been with the company for 4 years previously in a Sales Administrator role. Guardian Fall Protection, a Pure Safety Group Company, is the largest dedicated fall protection company in the world, providing high-performance and professional grade height safety equipment, tool tethering products, and services,



such as training, engineering and on site consultation. PSG was formed by a team of industry veterans with a family of companies and brands that includes industry-leading height safety companies Guardian Fall Protection, Web Devices and U.K.-based Checkmate, and the innovator of tool tethers and foreign materials exclusion, Ty-Flot. Contact Allison at **614-846-2525 ext 307** (work), **614-769-1804** (cell), or allisong@guardianfall.com.

BBI welcomes **Deborah Mann** as the new Director of Business Development. Deborah will be concentrating on new markets for both Ironclad Performance Wear and Proffered Tools. She is based in the California offices and may be reached at dmann@brightonbest.com.



Deborah Mann



BBI donated Ironclad gloves, Proffered hand tools and consumable products to support the CA Camp Fire Victims

in their efforts to aid affected families recover and rebuild. This donation will support on-the ground responses and reconstruction efforts. BBI also wishes to recognize OPUSA for donating their time and resources to help the rebuild. We are proud to partner with such an honorable organization.



The BBI Ironclad Performance Wear Marketing Team won the 2018 Advertising Excellence Award from Occupational Health and Safety Magazine.

Congratulations to Brighton-Best International for winning 2018 Fastenal Best in Class Supplier of the Year Award!



Congratulations to Brighton-Best International for being chosen for the 2018 Best Booth Awards, Best Overall Booth at the International Fastener Expo (IFE)!

The Metropolitan Fastener Distributors Association (MFDA) held their annual scholarship meeting recognizing this year's scholarship recipients. Congratulations to this year's winners:

\$2,000 Tanzman Family Scholarship – Jennifer Grohowski, daughter of Linda Grohowski of Brighton-Best Sayreville, NJ

\$1,000 Metric & Multistandard Components Scholarship –Kinsleigh Edmunds, daughter of DuWayne Edmunds of Brighton-Best Portland, OR

\$750 MFDA Scholarship winner – Brianna Pearson, daughter of Deborah Pearson of Brighton-Best Logan Township, NJ

For more information on benefits and scholarships, please visit fastenercoalition.org or your Regional/National association.

BBI welcomes **Michael McChesney** as the new Territory Sales Manager for the Southeast Region. If you would like to meet Michael, email him at mmcchesney@brightonbest.com.

Congratulations to James Sayers on his promotion to Regional Manager of Western Canada. James is in the Vancouver BBI location and may be reached at jsayers@brightonbest.com.

The Fastener Industry Coalition (FIC) would like to announce that **Rosa E. Hearn** from BBI is the new Vice Chairman for the 2018/2019 board term. The Fastener Industry Coalition is a group of 12 National and Regional Associations. Originally formed in 1980s, the FIC was instrumental in effecting change to the Fastener Quality Act in 1999. For more information about FIC please visit www.fastenercoalition.org.



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Preferred Supplier News



Farrell Construction Supply, Eau Claire, WI

brought 14 of their top sales reps to Makita's Dallas Training Facility November 12-14 to meet with Makita Rep Jerry Jadin. As the photos show, everyone took advantage of the "hands on Training". The Farrell sales reps were able to take that training home and turn it into increased customer sales. At the end of the long training day they were treated to "Top Golf".



Manor Hardware, Lynwood WA, held a very successful sales event with over 150 in attendance. The Makita Driving Innovation truck was at the front entrance across from the event Taco Truck. Makita demonstrated their newest technology, the XSR01PT 7-1/4" X2 Rear Handle Saw, by first dipping the saw into a bucket of water before making sample cuts. Customers were impressed, resulting in a high level of sales. Due to the success of the event, Manor Hardware has planned another Makita partnership event in late spring/early summer. To schedule your own sales event contact your local Makita Rep or Sphere 1 Primary Contact Theresa Westphal, twestphal@makitaua.com.



Sphere 1 Upcoming Events – Save the Dates



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



Sphere 1 Expands Partnerships to Enhance Member Trainings



This past fall, Sphere 1 teamed up with **Simpson Strong-Tie**; **Rep Agencies Morris Marketing and Ebbert Co.**, and 15 Sphere 1 Preferred Suppliers, to expand training for Sphere 1 Members throughout the country.

32 Member Distributors sent 94 of their team members to South Carolina, Texas and California to learn how to sell and increase profits from some of the best trainers in the industry.

Morris Marketing hosted training at their facility in South Carolina that focused on safety, equipment, and how to effectively sell to contractors while making solid margins.

Simpson Strong-Tie played host to Sphere 1's first ever safety training at their facility in Texas. Over an intense 3 days of training, Sphere 1 Members learned OSHA Regulations and ANSI Standards, and how to apply that knowledge to sell hard hats, gloves, eye protection, hearing protection, ladder safety and fall protection.

Ebbert Co. in partnership with Simpson Strong-Tie hosted Sphere 1's 2 day training in Southern California. The training was geared towards the veteran sales person. This was Sphere 1's largest to



date with over 50 Sphere 1 Distributor Team Members in attendance. Day 1 covered the concrete trades while Day 2 focused on the MEP Trades.

A big thank you to our Preferred Suppliers and rep agencies who teamed up to make all 3 trainings a success and to the Sphere 1 Distributors and team members who took time out of their busy schedules to attend.

Be on the lookout in 2019 for future trainings throughout the country. Please reach out to **Mike Shumard** at Sphere 1, **949-932-3600, 714-933-5744** or **mikes@sphere1net.com** to discuss training needs specific to your market.





Sphere 1 Member Attendees



American Machinery Works
Robert McGivern

Arco Contractors Supply

Andrew Hoover
Jorge Arredondo
Lonny Knoll

Arrow Tools

Adam Stern
Chris Parsons
Danny Robles
Jeffrey Silverman
Mark Littleford
Mike Leach
Mike Leviton
Mike Sherbert
Peter Nasi
Randy Sincomb
Ray Achterman

ASI-Auxiliary Service

Tyler Veth

Big D Bolt & Tool

Chris Happel
Gus Rodriguez

Carson Sales Company

Mike Maloney

CFC

Blake Larsen
KJ Rasmussen

Contractor Nail & Tool

Ahmad Eaddy
Kenny Supplee
Peter Rouse

Contractors Supply, Inc.

Elisa Hatfield

Construction Safety Products

Chad Davis
Hunter Ferrell
Mike Knutsen
Trisha Champlin



Elfco

Chris Schneider
Ken Millman

Fastening Solutions

Corey Shelton
Danny Upegui

Fisher's Tools

Brian Kowitzke
Jeff Brian

Hampton Roads

Fastener and Construction Supply
Shane Baird

Hub Construction Specialties

Abraham Ybarra
Bruce Young
Casey Araujo
Daniel Guillen
Don Willman
Eric Smith
Grady Grube
Jonathan McGregor
Jose Bueno
Leon Lopez
Louie Butler
Louie Hernandez
Mike Kohler
Mike Loretto
Nick Paternoster
Rigo Reyes
Will Pope
Yrbin Andrades
David Cline
Mike Alverado

Job Site Supply

Brad Lawhorn
Tab Brockway
Tony Bonilla

Little Hardware
Seth Blankenship

Lord and Sons
Andy Boatman



Bill Bonelli
Julie Verdugo
Thomas Siufanua

Mann Tool & Supply
Tyler Cook

Muller Construction Supply

Anthony Silveira
Aryn Garcia
Denzil Rout Jr.
Rick Torreano
Siaki Hunkin

Neu's Building Center

Dan Davis
Steve Meinholz

New South Construction Supply

Chandler McDonald
Colby Ruel
Steve Williams

Nu Way

David Schnable

Pioneer Fasteners & Tools

Eddy Castillo
Robert Summers
Terrance Alletto

RSS - Reinforcing Steel Supply

Denise Jones
Mike Burton
Sean Melancon

SouthernCarlson

Jill Roff

Southwest Fastener

Bobby Ramirez

Tanner

Adam Tannenbaum
Patrick Monahan

The Supply Guy

Jake Sutherland
Rick Greenhow





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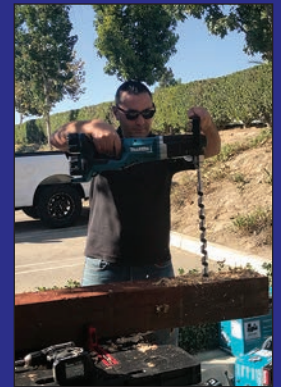


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<https://www.clarkdietrich.com/products/foundation-connectors/pony-wall>

Member Training Continued



SPHERE 1 UNIVERSITY UPDATE

- 3,464 Member Employees taking courses (119 Student Enrollments this Quarter)
- 376,096 Enrollments (16,372 Total Course Enrollments this Quarter)
- 124,295 Hours of Training Completed (5,763 Total Training Hours Completed this Quarter)
- 506 Courses

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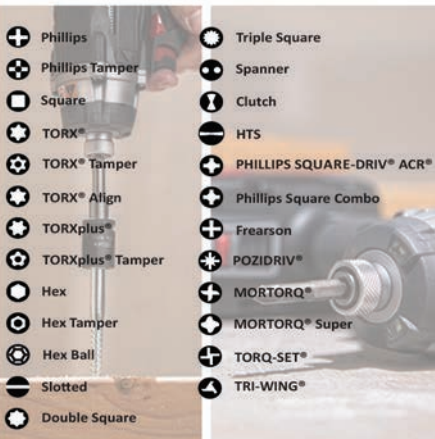


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Preferred Supplier News



Phoenix Market December 2018 Driving Innovation Tour Recap

Fisher's Tools and Handle- Tempe AZ



On Wednesday, December 5, 2018, Fisher's Tools hosted the Driving Innovation Tour. Fisher's was able to take advantage of the robust commercial and industrial construction activity in the Tempe area to highlight many Makita solutions.

As the only Makita Pro Center in Arizona, Fisher's was able to stock a large variety of Makita solutions for quick customer service. Also offered during the tour event were special buys of Makita's X2 products, as well as remaining deals on Makita Days starter pack promotions. The event was well attended from start to finish, with many lined up and waiting at the start of the event. Some local tool bloggers with national and international followers were among the attendees.



Lord & Sons- Phoenix AZ

Lord & Sons (formerly Carson Sales) of Phoenix was the final destination for the Driving Innovation Tour. On Thursday, December 6, Makita's Phoenix team braved the rain and chilly temperatures while Lord & Sons crew kept the deals hot. In addition to local contractor traffic, the event drew people from neighboring industries within the complex where Lord & Sons is located, and contractors from as far away as the Tucson area. The tour was a great way to re-introduce Makita to many of Lord & Sons customers. Lord & Sons has greatly improved their Makita selection at the store. Among the biggest attention grabbers were the XWL01 Brushless X2 14" Metal Cutting Saw and some special buys on brushless tool kits.



Burns Tools,

Fall River, MA held a DIT Event in early December. The day was very cold and windy, so most of the action was inside the store. Despite the weather, the crowds were large, and the sales desk lines long. Makita thanks the crew at Burns Tools for their support at the successful event.

Fall River, MA held a DIT Event in early December. The day was very cold and windy, so most of the action was inside the store. Despite the weather, the crowds were large, and the sales desk lines long. Makita thanks the crew at Burns Tools for their support at the successful event.



On Time Supply in Suffern, NY hosted a customer Appreciation Night for 150 of their top customers. The night featured dinner and dancing at The Estate of Florentine Gardens. Thank you for letting Makita be a part of the wonderful evening.



From left to right: John Malak (Makita), Mike Gersten (VP of Operations at OnTime), Brian Gersten (President/Owner at OnTime), Scott Gersten (VP of Purchasing at On Time) and John Horodiski (Makita).



New South Construction Supply, their customers, and Makita Sales Rep Westin Moe, had a great time with training and hunting pheasant's in the Makita Utah training facility. They learned about Makita's quality and had hands on product demonstrations. Makita enjoys training your customers while having a little fun along the way.



Tony, Ken, Chase, Chris, Chance, Wes (Makita), Kerry, Jeff, Andrew, Eric, Dustin, kneeling David and Rich Ambis (New South)

Preferred Supplier News



Contractors Nail & Tool, Mount Pleasant, SC, held their annual sales event on Nov 7th, but the planning began in August. Makita Rep **Corey Veibl** convinced CNT owners **Brian and Aleta Riesberg** to make it 3 days of events by moving the show on to their two other stores. First up was the Mount Pleasant location. Invitations went out to jobsites and local businesses. The day started at 6:30 am with a rush of customers. The crowd lightened near lunch and then came on strong to finish as their best event ever. The truck provided a stunning and active backdrop for the cordless products, and all the individual demo stations provided a huge advantage for the user to experience all the other tools like O.P.E. Products, dust control, concrete related products and pneumatics and miter saws.



Then it was on to Summerville. This is CNT's newest location and has only been open for 9 months. There was a respectable turn out and most attending made purchases. Corey was also able to provide one-on-one training with store staff during the day.

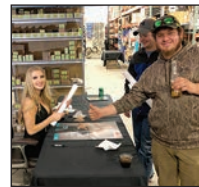
The final stop was John's Island, a small island outside the Metro Charleston area. The truck arrived at 5:15 am and customers were already waiting. Due to the crowd, set up took until 7:30 am. The wait was worth it; another great day with record sales. Makita thanks Brian and Aleta for the total trust and support they gave Corey and his team. Let's do it again next year!



Miss Makita and the winners of the Makita combo kit door prizes.

A great time was had by all as can be seen in the pictures during the Casino Night. Special thanks to **Gary Swoffer, Bo Kilborn** and **Mark Weber** for allowing Makita to be part of this fun event.

Denali Industrial Supply, Fairbanks, AK held their annual Customer Appreciation Night and Demo Day on October 4th, sponsored by Makita. The invitation only event is for their top customers. Miss Makita was there to greet and sign posters for the 200 guests. The menu included chicken, Mexican food, appetizers and beverages.



Tools Plus, Waterbury, CT, held their annual Tool-O-Rama event on October 19 - 20. **Eric and Jeannie Savelle** always have a great turnout and this year was no exception. The Makita Driving Innovation Tour Truck was in the parking lot with many customers taking advantage of "try before you buy". More than 125 customers visited the truck. The most requested demo tools were the new chain saws, the new top handled X2 7-1/4" circular saw, along with many of the new concrete tools with dust collection. Sales were great. Miss Makita was there signing posters as well as a customer's leaf blower. Makita Reps **Todd Jenkins, Andrew Schille, Dan Mangan** and **Kevin Schillig** were on hand to assist customers. Thanks Eric & Jeannie for hosting the truck!



Eric & Jeannie Savelle and the Makita Driving Innovation Truck



ASI-Auxiliary Service Inc. opened a new store in Lakewood, NJ. They now have three locations. Makita was proud to have them open up as our newest Makita Pro Center in early December.



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