

# Sphere 1 Circular

“News and Views That Are Out Of This World”

Winter 2020  
Vol. 20 No. 3

## BOARD OF DIRECTORS

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OCM

100 Years of Strength

### So Who Is OCM Really?

As we head into 2020, I would first like to take the opportunity to personally thank the entire Sphere 1 Leadership Team and our Sphere 1 Members for a tremendous 2019! OCM experienced very strong broad base growth among existing members, and grew dramatically with many new members as well. Sphere 1 has created a unique platform of access, communication, training, support, and accountability (and I could go on) that enables us to execute our strategy, and thus demonstrate our value proposition directly to the Sphere 1 membership.

While calendar year 2020 will mark our 3rd full year as a Sphere 1 Preferred Supplier, many of you still may not have heard of OCM or know much about what we do, how we do it, and most importantly, how we benefit Sphere 1 Members.

I believe part of the reason is that OCM has only been in existence in our current form for ten years. In a very mature construction industry, ten years is not a lot of time, because it takes a while to establish a name, credibility, and brand equity. Within Sphere 1, we supply under the Concrete Forms and Concrete Forming Accessories categories, selling a wide mix of forming and reinforcing products for all types of concrete construction. But what do we really do, who is OCM really? As the great Paul Harvey used to say, “And now, the rest of the story...”

### The OCM Story

Ironically, OCM’s history goes back over 100 years to 1917 when the original founder, **Mr. Okabe**, started the company in his garage in Tokyo, Japan, tinkering with equipment and products for every day construction

purposes. Over time, the company developed the first Japanese forming tie, similar to a snap tie today in the U.S. It was really after World War II that the company experienced explosive growth to support reconstruction in Japan. It started to expand and diversify its core product line and penetrated new markets around the world, becoming nearly a \$1 billion worldwide conglomerate. The company



also went public during that time to support this growth. In the late 1970’s, it established a small U.S. division in Chicago called Okabe Inc to sell fasteners, wheel nuts, etc, to major truck and trailer companies. Okabe Inc then leveraged its product development and sourcing to launch into the concrete construction industry selling coil nuts and related accessories to the likes of Dayton Superior, Meadow Burke, and Universal Building Products on a private label basis from overseas. In 2002, Okabe Inc split off a sister company called Okabe Construction Materials (OCM Inc) to focus solely on supplying the concrete construction industry, and continued on this same path until 2009.

### The OCM Difference

As stated previously, OCM has only

Continued on page 30



Rob Moe President and CEO

## President's Message

Wow! Can you believe we are now in 2020?

When I think about entering into a new decade, I get a bit sentimental and a bit nostalgic. I think about the last decade, and not only about how far Sphere 1 has come, but also what path my personal life has taken. I just want to say to all that are reading this, I am humbly thankful for this opportunity. Being a part of Sphere 1, alongside Colleen, Kathy, Barb, Joe, Kat, Sharon and Mike, is not only a blessing to me, but also something I am so grateful for. Our team is amazing, and so are all of you. Again, thank you!

The last decade has been something special. We started like everyone else, in the final stages of a recession. We lost revenue, and while we were still solid, the times were tough. Looking at things 10 years later – WOW! This organization has grown in every aspect – membership size, supplier partners, our platforms (GFG & S1U), our team, and our spend. Rebate values are off the charts. This is a true testament to all of you, whether you are a new member or someone that has been here since day one. This success is also the very reason why being a part of a cooperative in today's climate is important. You never stand alone, as it's about everyone. We are so much stronger together.

While the numbers for 2019 are still coming in, we are on the cusp of having our best year ever, with the highest rates of return to members in the history of Sphere 1. This doesn't happen by accident. It takes everyone working together - Members, Suppliers, Board of Directors and your Sphere 1 Team. We all make a difference.

In closing, I would like to wish everyone a fantastic 2020. We, as your management team, are here to support you at every turn. I'd also like to leave you with a quote that pertains to all of our Members here at Sphere 1, regardless of your size: *"Small business isn't for the faint of heart. It's for the brave, the patient and the persistent. It's for the overcomer."*

Have a great year everyone!

Rob



On October 11, 2019 ASI–Auxiliary Service Inc. and Metabo - HPT hosted a customer appreciation and sales event at Colonial Entertainment in Lawrenceville, NJ. The event featured three hours of bowling, dinner, laser tag, and arcade fun for customers and their families. Customers enjoyed demoing and learning about the new Metabo-HPT Multi Volt line of tools from Metabo HPT's Northeast Regional Manager **Franklin Saylor** and Territory Sales Representative **Michael Dagny**. Several customers also went home with some great Metabo HPT tools which were raffled off during the event. ASI - Auxiliary Service Inc. thanks Metabo HPT for their continued partnership and relationship with our Sphere 1 member companies.



Atlantic Hardware Supply is proud to announce that effective October 18, 2019, they are officially MDOT certified. Special thanks to **Frances Gray**, CEO and **Lauren Van Roon**, President.



**Certification number 19-587 – The Maryland Department of Transportation's (MDOT) Office of Minority Business Enterprise (OMBE) is pleased to notify you that pursuant to the Minority Business Enterprise (MBE) Program, the Disadvantaged Business Enterprise (DBE) Program, the Small Business Enterprise (SBE) Program and/or the Airport Concessions Disadvantaged Business Enterprise Program (ACDBE). It has been determined that Atlantic Hardware Supply meets the eligibility standards and is certified.**

Midway Rentals & Sales is proud to announce the promotion of **Dave Caster** to Parts Manager. Dave joined Team Midway in August of 2013, starting as a service tech in our small repairs shop. There he worked on various power and pneumatic tools, laser and optical levels, and so much more. Through his hard



work, he quickly proved he excelled in technological skill and customer service. Dave's first major project in the position has been an ambitious one – rebuilding our parts department and updating our inventory. Over the past month, the dusty, grey storage has been replaced by brilliant blue Lista International shelves and tool boxes. The time-weathered wooden counter is gone, and in its place stands a striking diamond-plated and blinged-out wrap-around. The drab, plyboard walls have been given a fresh coat of paint, and even the run-down office desks



have been replaced with state-of-the-art Uplift standing/sitting desks with dry erase whiteboard tops. Since his promotion, Dave has continued to excel, and we are excited about what he will accomplish in the future.

# MAX

# TWINTIER®



**THE RB611T HAS THE CAPACITY TO TIE UP TO #9 x #10 REBAR\***

# Maximize your Tying Capacity

**NEW** **RB611T**



**LARGEST JAW SIZE OF ANY BATTERY POWERED REBAR TYING  
TOOL ON THE MARKET. TIES UP TO #9 x #10 REBAR\*.**

*\*Varies by rebar manufacturer.*

MAX developed the World's First battery powered rebar tying tool. Since then MAX Rebar Tying Tools have revolutionized rebar tying all around the world. MAX has continued improving rebar tying technology, which led to the invention of the Twintier RB611T, a dual wire feeding rebar tier. The latest technology allows 4,000 ties per charge, while delivering just the right amount of wire for added productivity and cost savings. These innovative features make the Twintier the best and most innovative and efficient rebar tier in the industry. Today, MAX manufactures a full line of rebar guns that can tie between mesh up to #9 x #10 rebar.\*

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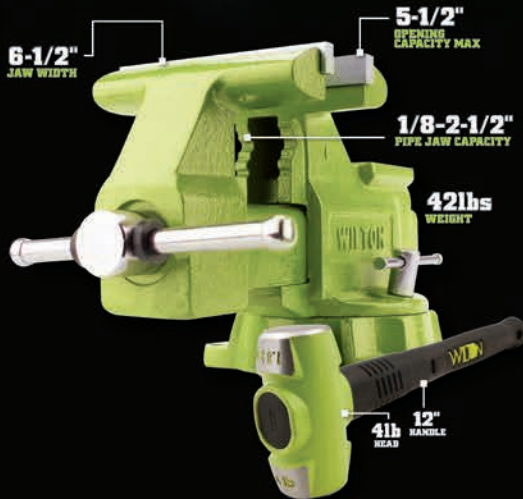
WILTON

# B.A.S.H.<sup>®</sup>

SPECIAL EDITION



**FREE**  
B.A.S.H.<sup>®</sup> 4 LB. 12"  
UNBREAKABLE HANDLE  
HAMMER INCLUDED  
WITH EVERY VISE.  
**\$44.99 VALUE**



11128BH

## WISE / HAMMER BUNDLE BACK BY POPULAR DEMAND

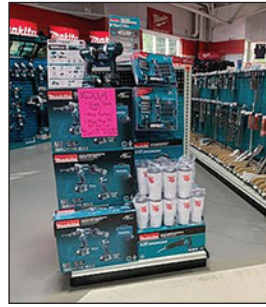
CONTACT YOUR LOCAL REP FOR PRICING OR MATT DEDELUK AT [MDEHLUK@JPWINDUSTRIES.COM](mailto:mdehluk@jpwindustries.com)

## Sphere 1 Member News



Mann Tool celebrated their 75th business anniversary during the annual fall show – The Mann Event, Oct. 1-2, 2019. Vendors on hand included many Sphere 1 partners; **Makita, Milwaukee,**

**MANNTOOL  
AND SUPPLY, INC**



**Dewalt, JPW, Stabila, and Simpson-Strong Tie.** It was one of the largest events in company history, with customers enjoying special promotions and consuming over 800 barbecue sandwiches. Family and friends from all over also stopped by to help celebrate.



**Hartman Independent Company**, Canonsburg, Pennsylvania, a distributor of fastening and packaging solutions, has acquired the assets of **Levy Paper Company**, Morgan, Pennsylvania.

Levy Paper is a leading distributor of industrial packaging products with expertise in the engineering of specialty pressure-sensitive tapes. The goal of the purchase is for both Levy Paper and Hartman customers to be better served by expanding inventory of materials and products.

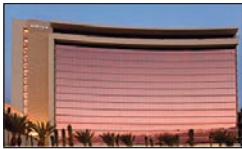
“For years, I heard about Levy Paper and their role in the packaging world,” says **Andrew Hartman**, President and CEO of Hart-

man. “But it was its strength in adhesive tapes that had me intrigued. According to **Stuart Levy**, Owner of Levy Paper Company, “The best part about this partnership is how it will mutually benefit our customers.”

Andrew Hartman was elected to the STAFDA Board of Directors during the STAFDA 2019 Meeting in November. “I attended my first meeting this past convention, coming in on Saturday morning to have the 1/2 day board meeting. It’s a great opportunity to learn and to build bonds in the industry that go beyond the normal commonalities of membership. Sphere 1 is thought of very highly in the board circle”, stated Hartman.

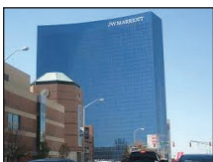


## Sphere 1 Upcoming Meetings



**red rock**  
CASINO - RESORT - SPA  
Las Vegas

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



**JW MARRIOTT.**

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



## Vendor Spotlight

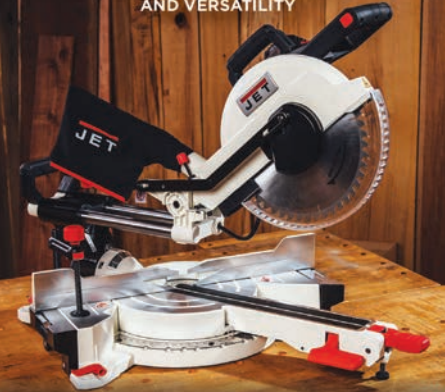
**DIAMOND  
SPONSOR**



STAND BEHIND YOUR WORK™

**10" AND 12"  
MITER  
SAWS**

ACCURACY, PORTABILITY  
AND VERSATILITY



For more info, contact your local  
JPW rep or Matt Dedeluk at  
[mdedeluk@jpwindustries.com](mailto:mdedeluk@jpwindustries.com)

## Vendor Spotlight

**PLATINUM  
SPONSOR**



**READY.  
SET.  
DONE.**

**EXPERIENCE BATTERY-POWERED  
CONVENIENCE.**

The NEW K 535i battery-powered power cutter is the perfect rental solution for small to medium masonry cutting projects. Call your rep to learn more about our battery product equipment.

**800-288-5040**

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GET  
***Makita***  
**CORDED POWER**  
WITH CORDLESS CONVENIENCE  
2019-20 CORDLESS CUTTING PROMOTION





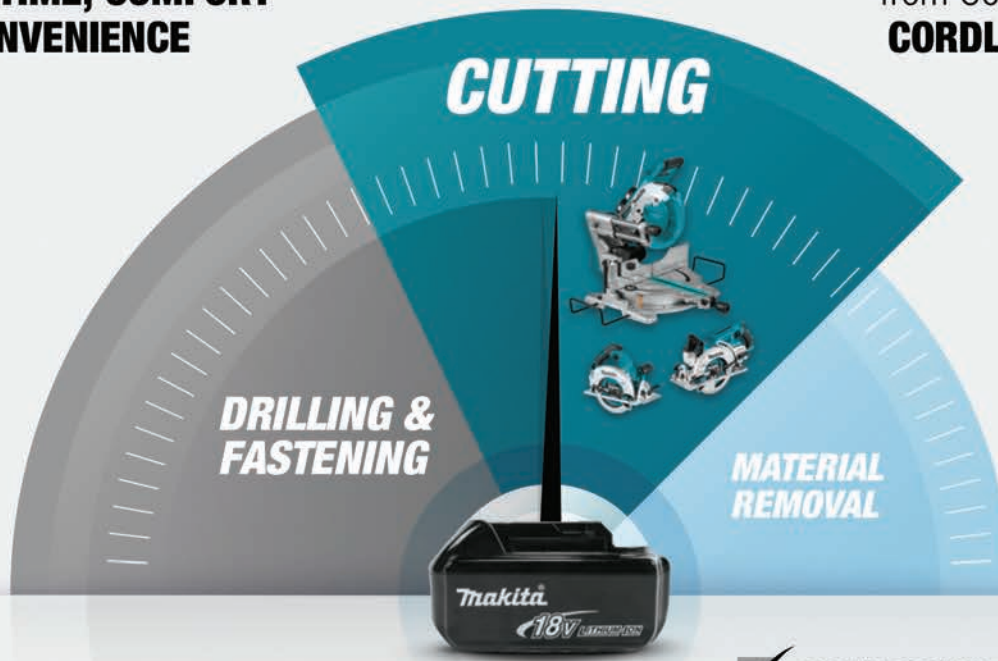
GET  
**CORDED POWER**  
WITH CORDLESS CONVENIENCE

## USERS WANT

**POWER, SPEED  
RUN-TIME, COMFORT  
& CONVENIENCE**

## MARKET TRENDS

The market has moved  
from Corded Tools to  
**CORDLESS TOOLS**



- MARKET CONVERTED TO **CORDLESS**
- NEW **CORDLESS OPPORTUNITY**
- FUTURE **CORDLESS OPPORTUNITY**

# HUGE OPPORTUNITY TODAY

**CONVERT CUTTING  
USERS** from Corded to  
Cordless Tools

Cutting users are able to  
use the **SAME BATTERY**  
for all their applications

**INCREASE**  
Makita® dealers **GROSS  
MARGIN DOLLARS**  
(Cordless is a higher ticket item vs. Corded)



**ONE SYSTEM  
225+ PRODUCTS**

ENDLESS POSSIBILITIES

# 2019-20 CORDLESS CUTTING PROMOTION

## CUTTING TRADES

**FRAMING**

**PRIMARY TOOLS**



**EXPANSION TOOLS**  
CUTTING | FASTENING | CLEAN-UP | AUDIO



**FINISHING**

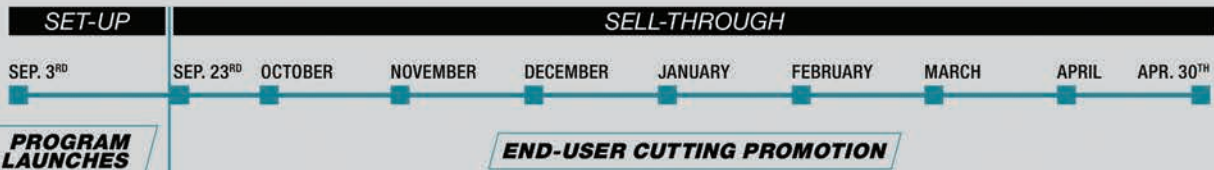
**PRIMARY TOOL**



**EXPANSION TOOLS**  
CUTTING | EDGING | CLEAN-UP | AUDIO



## CUTTING PROMOTION LIMITED TIME WITH QUALIFYING PURCHASE



MAP \$ 349  
**SAVE \$100**  
PMAP \$ 249



**+ 2 FREE\* BATTERIES\*\***  
GET 4 BATTERIES  
WITH PURCHASE OF XSR01PT  
OR XSH06PT



Offer valid on purchases made September 3, 2019 – April 30, 2020

MAP \$ 679  
**SAVE \$150**  
PMAP \$ 529



**+ 2 FREE\* BATTERIES\*\***  
GET 4 BATTERIES  
WITH PURCHASE OF XSL06PT



Offer valid on purchases made September 3, 2019 – July 31, 2020





GET  
**CORDED POWER**  
WITH CORDLESS CONVENIENCE

# PLANOGRAM

## A MERCHANDISING OPTIONS

MAKE AT LEAST ONE QUALIFIED PURCHASE TO QUALIFY FOR A PALLET PURCHASE FROM SECTION B.



**FRAMING & FINISHING GONDOLA**  
(Dimensions 4' W x 8' H x 2' D)



**FRAMING KIOSK**  
(Dimensions 5' W x 64" H x 25.5" D)



**FINISHING KIOSK**  
(Dimensions 5' W x 64" H x 25.5" D)

## B PALLET PRODUCT DISPLAYS

MAKE A QUALIFIED DISPLAY PURCHASE FROM SECTION A TO PURCHASE ANY NUMBER OF PALLET.



**XSR01PT**  
REAR HANDLE  
CIRCULAR SAW PALLET  
(6 Pieces)



**XSH06PT**  
TOP HANDLE  
CIRCULAR SAW PALLET  
(6 Pieces)



**XSL06PT**  
MITER SAW PALLET  
(2 Pieces)

### POINT-OF-PURCHASE COLLATERAL (NOT ALL COLLATERAL SHOWN)



**VINYL BANNER A.** (48" X 27")



**VINYL BANNER B.** (48" X 27")



**WINDOW CLINGS**



CONTACT YOUR LOCAL SALES REP FOR INFORMATION ON THE PROMOTION BUY-IN,  
OR THERESA WESTPHAL, PRIMARY CONTACT FOR MAKITA: (909) 210-3176 TWESTPHAL@MAKITAUSA.COM



Vendor Spotlight

**DIAMOND SPONSOR**



# CUSTOM CORD PROGRAM

For pricing and to place an order call 1-855-SWTOOLS



[SOUTHWIRETOOLS.COM](http://SOUTHWIRETOOLS.COM)

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Vendor Spotlight

**PLATINUM SPONSOR**



# HANDLE THE HEAT

with Ironcat® welding gloves



MIG, TIG, AND STICK WELDING

BRINGING YOU THE **BEST** IN PRODUCT INNOVATION  
PROTECTIVE INDUSTRIAL PRODUCTS, INC. | [www.pipusa.com](http://www.pipusa.com) | (800) 262-5755

## Welcome New Sphere 1 Members



**Ace Cutting Equipment & Supply, Inc.**  
Novi, MI • 248-449-4944  
Contact: Steve Measel  
[steve@acecutting.com](mailto:steve@acecutting.com)  
[www.acecutting.com](http://www.acecutting.com)



**Gamka Sales Co. Inc.**  
Edison, NJ • 732-248-1400  
Contact: JR Weiss  
[jr@gamka.com](mailto:jr@gamka.com)  
[www.gamka.com](http://www.gamka.com)



**Heyden Supply**  
Alpharetta, GA • 678-990-8072  
Contact: Derek Heyden  
[derek@heydensupply.com](mailto:derek@heydensupply.com)  
[www.heydensupply.com](http://www.heydensupply.com)



**Live Oak Construction Supply Inc.**  
Norcross, GA • 770-963-3000  
Contact: Ryan Fraizer  
[rfraizer@liveoaksupply.com](mailto:rfraizer@liveoaksupply.com)  
[www.liveoaksupply.com](http://www.liveoaksupply.com)



**Tri-State Fasteners**  
Seekonk, MA • 508-399-6050  
Contact: Scott Graham  
[scott@tristatefast.com](mailto:scott@tristatefast.com)  
[www.tristatefast.com](http://www.tristatefast.com)



**Universal Fasteners & Supply LLC**  
Boise, ID • 208-602-4261  
Contact: Dean Snyder  
[snyderdean@gmail.com](mailto:snyderdean@gmail.com)  
[www.universalfastenersandsupply.com](http://www.universalfastenersandsupply.com)

## Preferred Supplier News



Bartell Global is teaming up with Concrete Cares – a charity that raises money to help kids with cancer. Bartell will be gathering donations in their limited edition Pink and Gold ribboned Power Buggy. Bartell is hosting a silent auction for the buggy, awarding it to the highest bidder. All proceeds will go to Concrete Cares to aid in the fight for kids with cancer.



We know kids can't fight cancer alone so we teamed up to **FIGHT CANCER** The Concrete Way... "ONE YARD AT A TIME"



Over several rounds of treatments, this lovely young lady never lost her smile. As she was released to treatments the long range of joy which became an inspiration to other patients.

**SPACES ARE LIMITED!** Reserve your spot now.



**2020 TRAINING  
POWER TOOL ACCESSORY**



**LEARN THE BASICS OF POWER TOOL ACCESSORIES (PTA)** from the experts at The M. K. Morse Company.

*We created the Morse Academy to support you, our distributor partners, by increasing your knowledge, competency and confidence in the skill of cutting with power tools. This two-day experience includes a balanced mix of classroom and hands-on training in our cutting lab. You will leave the Morse PTA Academy with a solid understanding of the product categories and an increased confidence to sell the entire portfolio of Morse products.*



**SCHOOL DATES**

	ARRIVE	CLASSES	CLASSES
<b>MARCH</b>	SUN 22	MON 23	TUE 24
<b>MAY</b>	SUN 3	MON 4	TUE 5
<b>OCTOBER</b>	SUN 4	MON 5	TUE 6

**TRAINING OVERVIEW**

- ▼ Hands-On and Instructional Training
- ▼ Blade, Cutting and Machine Basics
- ▼ Plant Tour

See your Morse Representative for additional information about Power Tool Accessory Training at The Morse Academy

Vendor Spotlight

**DIAMOND SPONSOR**



**CUT THE CORD TODAY!**

**XSH06PT**  
18V X2 (36V)  
7-1/4" Circular Saw  
**UP TO 610**  
CROSS-CUTS IN 2x4\*



**XSR01PT**  
18V X2 (36V) Rear Handle  
7-1/4" Circular Saw  
**UP TO 558**  
CROSS-CUTS IN 2x4\*

\*Using two 5.0Ah Batteries

**EXPAND WITH BARE TOOLS**  
**OVER 250 PRODUCTS!**  
CALL YOUR REP FOR DETAILS

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Vendor Spotlight

**SILVER SPONSOR**

**NEW PORTABLE CYCLONE**



Make accurate bends with easy to read angle decal.



Pipe threader serves as the power source for bending.



Portable Cyclone® can also perform horizontal bends.

**1 YEAR WARRANTY**

**Portable Cyclone® Powered Rigid and EMT Conduit Bender**

The first option for bending 1/2" to 1" conduit that doesn't break your back or wallet!

WEIGHT	Model	Weight
	Portable Cyclone®	35 lbs.
	Portable Cyclone® with Pipe Threader	53 lbs.*

\*Weight may vary depending on type of threader being used.

**PRE-ORDERS NOW OPEN!**  
**PRE-ORDER NOW FOR A DISCOUNT OF UP TO \$200!**

PO must be received by January 31st, 2020. Contact our customer service team for more information or to request a product demonstration.

Customer Service: 800.624.4320 | gardnerbender.com

**Preferred Supplier News**



**John Brockelman**

**John Brockelman** is the new Sphere 1 Primary Contact for **AMES Companies Inc.** John is Director of Sales for the Industrial Division at AMES where he has been for the past 12 years. Prior to that, he was the VP of Sales for UnionTools. He has been in the Contractor Supply industry for over 30 years, holding various sales and management positions. John may be reached at [john.brockelman@ames.com](mailto:john.brockelman@ames.com), 860-676-2256, or 860-883-4792- cell.



**Mi-T-M Corporation** Equipment Division Manager **Matt Hofer** recently joined the Specialty Tools and Fasteners Distributors Association (STAFDA) Manufacturer Liaison Committee. This committee is responsible for keeping the STAFDA Board of Directors informed of manufacturing industry trends. While serving a 3-year term, Hofer will have the opportunity to meet with the STAFDA Executive Board during the annual World of Concrete held in February. He will participate in discussions of business conditions, industry trends and STAFDA activities. This committee is responsible for the annual sales and manufacturing trends report, which is presented to the STAFDA Board of Directors.



Hofer looks forward to his time on the committee, "This is a great opportunity to network with our industry leaders and obtain a broader perspective of the industry as a whole." Hofer has been with Mi-T-M since 1996, and has been vital in the company's growth in the equipment industry.



**Matt Hofer**

Improved User Experience for **REED** website



Reed Manufacturing's website has been redesigned for an enhanced user experience. Quick Links and an ever-expanding product video library speedily provide valuable information. To give more perspective on REED markets, Industries Served has been added. Check the globe for multilingual options.



Browse <https://www.reedmfgco.com> to check out the new offerings. We're expecting you!



**Raz Ghazikhanian**

**Shurtape Technologies** Regional Sales Manager Industrial & Construction Channels –West, **Raz Ghazikhanian**, is the new Sphere 1 Primary Contact. Raz has been in the industry for 34 years, starting as a shipping and receiving clerk at an industrial distributor (Tool & Abrasives) in the Los Angeles area. He joined Shurtape 8 months ago. Prior to Shurtape, Raz was with Weiler Abrasive for 19 years and Pearl Abrasive for 1 year. He may be contacted at 818-359-0650 or [rghazikhanian@shurtape.com](mailto:rghazikhanian@shurtape.com).



**Voltec Power & Lighting** is pleased to announce the promotion of **Matt DeSantis** to Vice President of Sales. Matt brings more than 14 years of previous combined experience as the National Sales Manager of Voltec Power & Lighting and US Wire Corp for the construction industry. Matt's knowledge of the construction market, vision, and creativity, delivers to Voltec Power & Lighting what is required in heading up the overall sales efforts in the construction market.



**Matt DeSantis**



**Blaine Ballard**

Additionally, Voltec Power & Lighting wishes to announce the addition of **Blaine Ballard** as Regional Sales Manager for the Midwest and Eastern US regions. Blaine brings extensive knowledge and years of experience in the construction industry for our core product categories of power and lighting products. Blaine will work along with Matt DeSantis in growing distribution and sales in the Midwest and Eastern regions of North America.



# Pinnacle Gate

Platform Accessory



**EASY** TO  
**INSTALL**  
AND USE

PROVIDES FULL CONTACT  
ON ALL **4** SIDES  
PERMITTING **360°**  
**WORK ACCESS.**



**COMPATIBLE WITH:**

- FXP1800HD
- FXP1700XL
- FXP1700



Get more information about the Pinnacle Gate at [LouisvilleLadder.com](http://LouisvilleLadder.com)



SKC2FN



FOAM NITRILE

SKC2SN



SANDY NITRILE

SKC2PU



POLYURETHANE

SKC2PU-Y



HI-VIZ POLYURETHANE



SKC3FN



FOAM NITRILE

**ALL GLOVES SOLD BY THE DOZEN  
12 PAIR MINIMUM PURCHASE**



SKC4FN



FOAM NITRILE

SKC4N



NITRILE

SKC4PU



POLYURETHANE



SKC5FN



SANDY NITRILE



SKC6FN



FOAM NITRILE

The new standard knit coated glove line has infused touchscreen capability that won't wear out or wash out for the life of the glove, with cut ratings from A2- A6 & nitrile reinforced saddles that show the cut protection level. Pairs are wrapped individually in vend friendly packaging and sold by the dozen.



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# IRONCLAD PERFORMANCE WEAR LINE CARD



## Ironclad® Task Specific

STYLE	FAMILY CODE	NAME	AVAIL. SIZES	CE EN388	ANSI CUT	ANSI ABR
GUG	G02	GENERAL UTILITY™	XS - 2XL	2132	A2 (551g)	3
HUG	G02	HEAVY DUTY™	S - XXL	4132	A2 (681g)	4
FUG	G02	FRAMER™	S - XXL	2131		
BHG	G02	BOXHANDLER®	S - XXL	3131A	A1 (215g)	4
WCG	G02	WORKCREW®	S - XXL	3121		
WFG	G02	WORKFORCE	S - XXL	3121		
SDG2	G02	SUPERDUTY™	S - XXL	2021P	A2 (681g)	4
SDG2B	G02	SUPERDUTY™ STEALTH	S - XXL	2021P	A2 (681g)	4
WWX2	G02	WRENCHWORX®	S - XXL	2132		
WWI2	G02	VIBRATION IMPACT	XS - XXL	2122		
IVG2	G02	I-VIZ® - GREEN	S - XXL	2121A		
IWO2	G02	I-VIZ® - ORANGE	S - XXL	2121A		
MFG2	G02	MACH-5®	S - XXL	2131		
MF12	G02	MACH-5® VIBRATION IMPACT	S - XXL			
TCX	G02	TUFF CHIX®	W: S - XL			
SMTc	G01	TUFF CHIX FLEECE®	W: XS - XL			
RWG2	G02	RANCHWORX®	S - 3XL	3112	A1 (416g)	3
RWC2	G02	COWBOY®	S - XXL	2121		
ILD-IMPC5	G02	360° CUT LEATHER IMPACT	S - 3XL	3542	A4 (2091g)	4
IEX-WHO	G14	WORKHORSE	S - 3XL	3111	A1 (227g)	4
IEX-HVIP5	G14	INSULATED LEATHER CUT	S - XXL	3544	A6 (3449g)	3
ULD-IMPC5	G02	LIMITLESS LEATHER™ IMPACT	S - 3XL	4X42FP	A5 (2992g)	4
ULD-CS	G02	LIMITLESS LEATHER™	S - 3XL	4X42F	A5 (2992g)	4
HW4	G02	HEATWORX® REINFORCED	S - XXL	3232A	A2 (624g)	
HW6X	G02	HEATWORX® HEAVY DUTY	S - XXL	4143B	A2 (522g)	
WMIG	G04	MIG WELDER	S - XXL	3234	EN 407: 413X4X	
WSTK	G04	STICK WELDER	S - XXL	3234	EN 407: 413X4X	
CCG2	G01	COLD CONDITION®	S - XXL	2111A		
CCW2	G01	COLD CONDITION® WATERPROOF	S - XXL	2121A		
SMB2	G01	SUMMIT™ REFLECTIVE	S - XXL			
CCT2	G01	TUNDRA®	S - XXL	3333		
IKC3	G05	KNIT CUT 3	S - XXL	4343	A1 (352g)	5
IKC5-BAS	G03	KNIT CUT 5	S - XXL	4544	A3 (1043g)	4

## KONG®

STYLE	FAMILY CODE	NAME	AVAIL. SIZES	CE EN388	ANSI CUT	ANSI ABR
SDX2	G11	KONG® ORIGINAL	S - 3XL	4242AP	A1 (417g)	4
SDX2-HAD	G11	KONG® HIGH ABRASION	S - 3XL	4331BP	A2 (880g)	5
INDI-HAD	G10	KONG® HIGH ABRASION IVE™	S - 3XL	4121P	A1 (310g)	5
INDI-RIG	G10	KONG® RIGGER IVE™	S - 3XL	3142P	A2 (960g)	4
KRIG	G11	KONG® RIGGER	S - 3XL	3122AP	A2 (934g)	4
INDI-CCP	G10	KONG® COTTON CORDED IVE™	S - 3XL	1142BP		
KCCP	G11	KONG® COTTON CORDED	S - 3XL	1142BP		
LPI-CC5	G10	KONG® LOW PROFILE CLOSED CUFF CUT 5	S - 3XL	3X44DP	A4 (1893g)	3
LPI-OC5	G10	KONG® LOW PROFILE OPEN CUFF CUT 5	S - 3XL	3X44DP	A4 (1893g)	3
KDC5	G11	KONG® DECK CREW	S - 3XL	4X44EP	A4 (1868g)	4
KRC5	G11	KONG® RIGGER GRIP CUT 5	S - 3XL	4X42DP	A5 (2308g)	3
SDX2WC	G11	KONG® WATERPROOF CUT 5	S - 3XL	4X43DP	A5 (2475g)	5
INDI-RCS	G10	KONG® RIGGER CUT 5 IVE™	S - 3XL	4544P	A5 (2545g)	3
SDXC	G11	KONG® CUT RESISTANT	S - XXL	3X44CP	A5 (2546g)	
KKCA5	G11	KONG® KNIT CUT A5 IMPACT	S - 3XL	4X43EP	A5 (2708g)	4
INDI-KC5	G10	KONG® KNIT CUT 5 IVE™	S - 3XL	4X43CP	A3 (1103g)	4
INDI-KC5G	G10	KONG® KNIT CUT 5 GRIP IVE™	S - 3XL	4X43CP	A3 (1020g)	
KKCSB	G11	KONG® KNIT CUT 5	S - 3XL	4X43C	A4 (2162g)	
SDX2W	G11	KONG® WATERPROOF	S - 3XL	4222XP	A1 (316g)	5
SDXW2	G11	KONG® INSULATED WATERPROOF	S - XXL	2122AP		
INDI-CCPW	G10	KONG® COTTON CORDED IVE™ WATERPROOF	S - 3XL	2343CP	A2 (722g)	
INDI-RIW	G10	KONG® RIGGER IVE™ INSULATED WATERPROOF	S - 3XL	3222BP	A2 (960g)	4
KKCSBW	G11	KONG® KNIT CUT 5 INSULATED	S - 3XL	4X42E	A4 (2145g)	
KDC5W	G11	KONG® DECK CREW INSULATED	S - 3XL	4X33FP	A7 (4190g)	4
MMUD-OGG	G10	MONSTER MUD ORIGINAL	S - 3XL	3121BP		
INDI-ATM	G10	KONG® ARCTIC TRIGGER MITT IVE™	S - 3XL	4X44EP	A4 (2015g)	5
SDXG2	G11	KONG® SUPER GRIP	S - XXL	3131P		
SDXO2	G11	KONG® SLIP & OIL RESISTANT	S - XXL	4131P		
KCHA5	G11	KONG® A5 CHEMICAL IMPACT	XS - 3XL	4X42FP	A6 (3719g)	
FC1N12	G16	TOWA™ ACTIVEGRIP 566	M - XXL	4121X		
FC1P12	G16	TOWA™ OR656	M - XXL	3121X	EN 374: AJK	

## Command™ Series

STYLE	FAMILY CODE	NAME	AVAIL. SIZES	CE EN388	ANSI CUT	ANSI ABR
IEX-MUG	G14	COMMAND™ UTILITY - BLACK	S - XXL	2121	A2 (635g)	3
IEX-MPG	G14	COMMAND™ PRO - BLACK	S - XXL	2121	A2 (635g)	3
IEX-MGG	G14	COMMAND™ GRIP - BLACK	S - XXL	3121	A1 (242g)	5
IEX-MIG	G14	COMMAND™ IMPACT - BLACK	S - XXL	3121AP	A2 (699g)	3
IEX-PUG	G14	COMMAND™ UTILITY - BROWN	S - XXL	2121	A2 (635g)	3
IEX-PPG	G14	COMMAND™ PRO - BROWN	S - XXL	2121	A2 (635g)	3
IEX-PGG	G14	COMMAND™ GRIP - BROWN	S - XXL	3121	A1 (242g)	5
IEX-PIG	G14	COMMAND™ IMPACT - BROWN	S - XXL	3121AP	A2 (699g)	3
IEX-HSY	G14	COMMAND™ UTILITY - YELLOW	S - XXL	2121	A2 (635g)	3
IEX-HSO	G14	COMMAND™ UTILITY - ORANGE	S - XXL	2121	A2 (635g)	3
IEX-HVP	G14	COMMAND™ PRO - HI-VIZ	S - XXL	2121	A2 (635g)	3
IEX-HZI	G14	COMMAND™ IMPACT - HI-VIZ	S - XXL	3121AP	A2 (699g)	3
IEX-MWR	G14	COMMAND™ PRO WATER RESISTANT	S - XXL	2131	A2 (635g)	3
IEX-MPRE	G14	COMMAND™ PRO REINFORCED	S - XXL	2121	A2 (635g)	3
IEX-NMTW	G14	COMMAND™ PRO INSULATED	S - XXL	2132A	A2 (635g)	3
IEX-MPLW	G14	COMMAND™ PRO LEATHER - WHITE	S - XXL	2121	A1 (222g)	3
IEX-MPLG	G14	COMMAND™ PRO LEATHER - GOLD	S - XXL	2121	A1 (222g)	3
IEX-MIGL	G14	COMMAND™ IMPACT LEATHER	S - XXL	2121	A1 (404g)	3
IEX-MIGR5	G14	COMMAND™ IMPACT CUT 5 - RED	S - XXL	3X43FP	A6 (3131g)	
IEX-HZIL1	G14	COMMAND™ IMPACT L1 - HI-VIZ	S - XXL	3121AP	A2 (699g)	3
KKC1FN	G03	COMMAND™ ILT FOAM NITRILE	S - XXL	4121X		3
KKC1PU	G03	COMMAND™ ILT PU	S - XXL	2010X		3
KKC2FN	G03	COMMAND™ ILT A2 FOAM NITRILE	S - XXL	4242B	A2 (789g)	4
KKC2PU	G03	COMMAND™ ILT A2 PU	S - XXL	3442B	A2 (525g)	4
KKC2PU-Y	G03	COMMAND™ ILT A2 PU (YELLOW)	S - XXL	3242B	A2 (525g)	3
KKC3FN	G03	COMMAND™ ILT A3 FOAM NITRILE	S - XXL	4X43E	A3 (1226g)	3
KKC3KV	G03	COMMAND™ ILT A3 FOAM NITRILE W/ KEVLAR®	S - XXL	4X43E	A3 (1212g)	4
KKC4FN	G03	COMMAND™ ILT A4 FOAM NITRILE	S - XXL	4X43E	A4 (2035g)	4
KKC4PU	G03	COMMAND™ ILT A4 PU	S - XXL	4X43C	A4 (1645g)	5
KKC4N	G03	COMMAND™ ILT A4 NITRILE	S - XXL	4X44D	A4 (2030g)	
KKC5KV	G03	COMMAND™ A6 FOAM NITRILE W/ KEVLAR®	S - XXL	4X43E	A6 (3088g)	4
KKC6FN	G03	COMMAND™ ILT A7 FOAM NITRILE	S - XXL	4X44E	A7 (4018g)	4
SKC2PU	G03	COMMAND™ A2 PU	S - XXL	3X42C	A2	
SKC2PU-Y	G03	COMMAND™ A2 PU (HI-VIZ YELLOW)	S - XXL	3X43C	A2	
SKC2SN	G03	COMMAND™ A2 SANDY NITRILE	S - XXL	4X41C	A2	
SKC2FN	G03	COMMAND™ A2 FOAM NITRILE	S - XXL	4X42C	A2	
SKC3FN	G03	COMMAND™ A3 FOAM NITRILE	S - XXL	4X42C	A3	
SKC4N	G03	COMMAND™ A4 NITRILE	S - XXL	4X42D	A4	
SKC4FN	G03	COMMAND™ A4 FOAM NITRILE	S - XXL	4X42D	A4	
SKC4PU	G03	COMMAND™ A4 PU	S - XXL	4X42E	A4	
SKC5SN	G03	COMMAND™ A5 SANDY NITRILE	S - XXL	4X42D	A5	
SKC6FN	G03	COMMAND™ A6 FOAM NITRILE	S - XXL	4X42E	A6	
KC1SNW2	G03	COMMAND™ INSULATED A2 SANDY NITRILE	S - XXL	4221B	A2 (829g)	
SKC4SNW2	G03	COMMAND™ INSULATED A7 SANDY NITRILE	S - XXL	4X44F	A7 (4249g)	
KC1LW	G03	INSULATED KNIT A2 LATEX	S - XXL	2132B	A2 (855g)	
SKC4LW	G03	INSULATED KNIT A6 HPPE LATEX	S - XXL	2X43F	A6 (3925g)	

## Ironclad® Tactical

STYLE	FAMILY CODE	NAME	AVAIL. SIZES	CE EN388	ANSI CUT	ANSI ABR
IEXT-PBLK	G07	COMMAND™ TACTICAL PRO - BLACK	M: S - XXL W: S - L			
IEXT-GBLK	G07	COMMAND™ TACTICAL GRIP - BLACK	M: S - XXL W: S - L			
IEXT-IBLK	G07	COMMAND™ TACTICAL IMPACT - BLACK	XS - 4XL			
IEXT-PCOY	G07	COMMAND™ TACTICAL PRO - COYOTE	S - XXL			
IEXT-GCOY	G07	COMMAND™ TACTICAL GRIP - COYOTE	S - XXL			
IEXT-ICOY	G07	COMMAND™ TACTICAL IMPACT - COYOTE	S - XXL			
IEXT-PODG	G07	COMMAND™ TACTICAL PRO - OD GREEN	S - XXL			
IEXT-GODG	G07	COMMAND™ TACTICAL GRIP - OD GREEN	S - XXL			
IEXT-IODG	G07	COMMAND™ TACTICAL IMPACT - OD GREEN	S - XXL			
IEXT-FIBLK	G07	COMMAND™ TACTICAL IMPACT FINGERLESS	S - XXL			
IEXT-FRIBLK	G07	COMMAND™ TACTICAL IMPACT TRIGGER	XS - 4XL			
IEXT-GIBLK	G07	COMMAND™ TACTICAL GRIP IMPACT	S - XXL			
EXOT-PBLK	G07	EXO® OPERATOR PRO - BLACK	S - XXL			
EXOT-GBLK	G07	EXO® OPERATOR GRIP - BLACK	S - XXL			
EXOT-IBLK	G07	EXO® OPERATOR IMPACT - BLACK	S - XXL			
EXOT-PCOY	G07	EXO® OPERATOR PRO - COYOTE	S - XXL			
EXOT-GCOY	G07	EXO® OPERATOR GRIP - COYOTE	S - XXL			
EXOT-ICOY	G07	EXO® OPERATOR IMPACT - COYOTE	S - XXL			
EXOT-PODG	G07	EXO® OPERATOR PRO - OD GREEN	S - XXL			
EXOT-GODG	G07	EXO® OPERATOR GRIP - OD GREEN	S - XXL			
EXOT-IODG	G07	EXO® OPERATOR IMPACT - OD GREEN	S - XXL			
EXOT-PGRY	G07	EXO® OPERATOR PRO - GRAY	S - XXL			
EXOT-GGRY	G07	EXO® OPERATOR GRIP - GRAY	S - XXL			
EXOT-IGRY	G07	EXO® OPERATOR IMPACT - GRAY	S - XXL			
EXOT-FRIBLK	G07	EXO® OPERATOR GRIP IMPACT	S - XXL			
EXOT-SINS	G07	EXO® STEALTH LEATHER INSULATED	S - XXL			
EXOT-SVEN	G07	EXO® STEALTH VENTED	S - XXL			
EXOT-SWP	G07	EXO® STEALTH WATERPROOF	S - XXL			
EXOT-SSRCH	G07	EXO® STEALTH SEARCH	S - XXL			
EXOT-RTU	G07	EXO® OPERATOR PRO - REALTREE™	S - XXL			
EXOT-RTP	G07	EXO® OPERATOR UTILITY - REALTREE™	S - XXL			
EXOT-RTG	G07	EXO® OPERATOR GRIP - REALTREE™	S - XXL			
EXOT-RTI	G07	EXO® OPERATOR IMPACT - REALTREE™	S - XXL			

Revised: January 2020

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## Preferred Supplier News



**Dave Cannon**

President of Sales, Forced Entry Products Division. He brings over 30 years of industry experience, having previously held leadership roles within key manufacturing and distribution companies. His extensive knowledge of the tool and fastening industry, along with expertise in channel development, will allow Aeromsmith to bring our new and innovative product offerings to a broader customer base across the country. Dave may be reached at [dcannon@aeromsmithfastening.com](mailto:dcannon@aeromsmithfastening.com) or through Aeromsmith's Indianapolis Headquarters at **1-800-528-8183**. Aeromsmith Fastening Systems is proud to announce its entry into the Mechanical and Adhesive fastener market. Everything you

**Aeromsmith Fastening Systems**, Indianapolis, Indiana, is pleased to announce the addition of **Dave Cannon** and **Lenny Colasuonno** to the company leadership team. Dave Cannon joined Aeromsmith as Vice

would expect to need is contained within the lineup, along with ICC-ESR and IAMPO test reports supporting many of the products used in Life Safety and Structural Connections.

Lenny Colasuonno joined the organization as Vice President of Sales, Mechanical and Adhesive Anchoring Products Division.

Lenny comes to Aeromsmith with over 30 years experience in the anchoring business, formerly the Vice President of Sales and Marketing for Powers Fasteners Brands. "Lenny's extensive experience and knowledge in the anchoring business, as well as his long lasting relationships over the years, has made him the obvious choice for heading this newly formed Anchoring Division", says Don Kudlak, President.

You may reach Lenny at [LColasuonno@Aeromsmithfastening.com](mailto:LColasuonno@Aeromsmithfastening.com) or by calling our toll free number, specifically set up for the Anchoring Division @ **1-844-373-2666**.



**Lenny Colasuonno**



**Rick Skitt**

Now serving as Senior Director of the PrimeSource Direct business, Rick has returned as Primary Contact and looks forward to helping members strategically grow their businesses. Rick may be contacted at **303-888-7724** or [skitt@primesourcecbp.com](mailto:skitt@primesourcecbp.com).



**Rick Skitt** is reprising his role as Sphere 1 Primary Contact. Rick is well-versed across the commercial and residential construction industries, having started his career in Fort Collins, Colorado, with Osborn Industrial Supply in 1977.

## Sphere 1 Preferred Supplier New Primary Contacts



**Guardian Fall Protection**  
**Mike Stauffer**  
614-846-2525 Ext 315  
614-323-0246 Cell  
[mike.stauffer@puresafetygroup.com](mailto:mike.stauffer@puresafetygroup.com)



**Keson Industries**  
**Jude Nosek**  
630-820-4265  
630-723-8811 Cell  
[jude.nosek@keson.com](mailto:jude.nosek@keson.com)



**Lackmond Products**  
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\*Based on the 2014, 2015, 2016, 2017, 2018 & 2019 Product Brand Survey of Pneumatic Nailers in Builder & Developer Magazine

## Preferred Supplier News

**Multiquip Inc.** announces changes to its online parts ordering platform powered by SmartEquip®. The changes went live November 2019 and feature a completely redesigned interface that simplifies and enhances the customer experience.



Every enhancement takes into consideration Multiquip's broad user base and their unique work environments. Whether deployed in construction, industrial, rental or repair, equipment technicians require an easily accessible online tool for both shop and field environments. The redesigned SmartEquip platform succeeds by offering:

**Improved functionality** for mobile devices makes identifying and ordering parts easier for technicians while in the field.

**Powerful search** engine enables users to quickly identify the machine model, subassembly or component in need of replacement.

**Document access** now offers quick downloads of invoices to facilitate billings and access to product documentation.

**Shopping cart** offers more information about your order and offers the flexibility of saving items in the cart to manage your purchases.

**Streamlined password retrieval** provides the information you need with less delay. Altogether, these enhancements will benefit parts specialists, equipment technicians, fleet managers and business owners by providing the ability to accurately and efficiently order parts and reduce equipment downtime. Additionally, Multiquip's parts sales specialists and technical support team are available to assist customers whenever needed.



**Metabo HPT** (formerly **Hitachi Power Tools**) welcomes to our sales team as Account Executives **Barry Terhune** covering the California Bay area, **Matthew Swanson** covering Oregon and Washington state, **Arturo Maldonado** covering South Texas, Austin & San Antonio, **Tarris Murray** covering Dallas/Fort Worth and North Texas, **Josh Volheim** covering Central & Northern Florida, **Mark Edwards** covering North Carolina, **Daniel Morrill** covering Louisiana and Mississippi, **Wes Moe** covering West Georgia, Alabama and the Florida Panhandle and **John Spain** covering Southern Virginia. We congratulate **Nathan Limpus** on his promotion to Western Regional Manager. For more information about Metabo please visit [www.metabo-hpt.com](http://www.metabo-hpt.com) or phone 800-706-7337.

**BlueVolt** has appointed **Benjamin Ertischek** as its new president. In this



role, Ertischek will be focused on enhancing the customer-centric approach that is a core to BlueVolt's solutions.

Ertischek comes to BlueVolt as an industry veteran with more than 25 years of strategic, financial management and executive experience. He holds a bachelor's degree from Princeton University and earned a master's in business administration from New York University.

"Research shows that training employees, partners and channel associates can be the difference between growing sales and increasing brand loyalty and getting lost among the noise," said Ertischek. "I'm excited to lead BlueVolt



into the future and will look for ways to help our customers build on the e-learning data they're collecting, so they can better understand how value is being driven in their organizations."

Founded in 2002, Portland, OR headquartered BlueVolt is a pioneer in the e-learning industry. BlueVolt's e-learning solutions help a wide range of organizations increase sales, build brand affinity and enhance employee productivity. Along with its

learning management system, the company offers a range of client-focused services, including course and curriculum development, strategic support, and channel-training innovations that make learning a strategic asset. To learn more, visit [www.bluevolt.com](http://www.bluevolt.com).

## Vendor Spotlight

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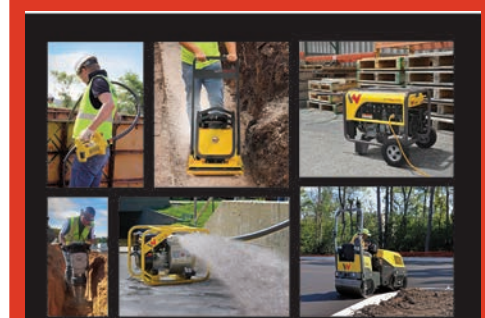
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## Preferred Supplier News

**Ace Tool**, Wantagh, NY, held a DIT truck event on Saturday October 26<sup>th</sup>, a beautiful sunny day. Attendance and sales were good throughout the event. Fran provided great food, delicious donuts in the morning, and then an Italian lunch of subs and pasta. Thanks to **Maria Polidoro** and the Ace Tool sales team for the hard work and customer service. We look forward to our next event with the Ace team.



**Hahn Systems** Merchandise Manager **Mike Beaupre** worked with local Makita rep **Kevin Thompson** to reset the Indianapolis showroom. They did a great job expanding the Makita area and plan to expand it further in 2020. Makita thanks Mike and the team at Hahn Systems for their support and look forward to continued growth in 2020.



**Mann Tools** held their annual Wood Working Show on October 1<sup>st</sup> – 2<sup>nd</sup>. This year Mann Tools is celebrating their 75<sup>th</sup> year in business. To commemorate the event they created a pin for all the vendors, a “saw blade” with **Ronnie Mann**’s picture in the middle. It was a great way to



remember Ronnie, a true southern gentleman who is missed by all, and acknowledge his years of hard work building the business. The day got off to a busy start and continued throughout the event. **Suzanne, Mark**, and the whole Mann team did a wonderful job hosting the show. Customers were served great food by the ladies, and the “special”

food served to the vendors was much appreciated. Makita congratulates the Mann Tool Team on their 75<sup>th</sup> business anniversary. Job well done!



**Neu's Building Center**, Menomonee Falls, WI, held their annual “Tool Day Sale – It's all about Tools!” This event has grown so big that they offer deals the entire week. On Friday they pull out all the stops. All their key vendors attend and food is served all day long. The morning starts with donuts and hard rolls, followed by a great hot lunch, and summer sausage and cheese in the afternoon. And there are homemade cookies all day long – thousands of them baked by the employees. Tool Day is fun for everyone. We are busy from before 7 in the morning till 7 at night. As always we thank **Harvey, Mike &** the whole Neu's crew for their support throughout the year.



On Dec 2<sup>th</sup> – 4<sup>th</sup> **SouthernCarlson** held their Annual Partner Conference at the Diplomat Beach Resort, Hollywood, FL. Makita brought the DIT truck to the event. More than 150 SC sales team members visited and were able to demo the LXT tools. In the Makita booth they were able to try pneumatics and more products. About 130 sales associates attended PK



classes, where the discussion included “Cut the Cord” promos. Following the awards dinner, everyone enjoyed a concert from 38 Special – a blast from the past! Thank you, SouthernCarlson team, for allowing Makita to be part of your event.

Thank you, SouthernCarlson, Salt Lake City, UT. This location recently added two new displays and brought in the “Cut the Cord” promo. Sales have increased, and they were able to convert some key users to Makita. Requests for maintenance and repairs have gone up, so in January, Makita's FSC Manager is set to lead a training session at the store.

For other SC stores thinking about expanding with Makita– give Makita a chance. We'll support you and show you how you can grow your power tool business. Contact your local Makita Rep or our National Account Manger “TH” **Tlalo Hidalgo**, [thidalgo@makitausa.com](mailto:thidalgo@makitausa.com) or (832) 923-0312.



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## SPHERE 1 UNIVERSITY UPDATE

- **3,400 Member Employees** taking courses  
(114 Student Enrollments this Quarter)
- **443,827 Enrollments**  
(15,392 Total Course Enrollments this Quarter)
- **138,388 Hours of Training Completed**  
(4,248 Total Training Hours Completed This Quarter)
- **657 Courses**

### CHEMMASTERS

- Penetrating Sealers Training Video

### RADIANS

- iQuity™ Anti-Fog Safety Eyewear
- Vision Protection

### SIMPSON STRONG-TIE CO.

- Light-Frame Construction
- Cold-Formed Steel Products
- Direct Fastening
- Retrofit Construction
- Water and Wastewater Treatment Plants
- Carbide Drill Bits

### TAMCO TOOLS

- TAMCO Dust Collection Tutorials

## New Online Training from Simpson Strong-Tie

Simpson Strong-Tie has launched nine new online training courses on Sphere 1 University. The new Concrete Training Series provides updated product knowledge about Simpson Strong-Tie® anchoring systems for concrete and masonry, carbide drill bits, direct fastening systems, and cold-formed steel clips. In addition, four of the new courses provide industry knowledge about specific construction markets with the largest sales opportunities for Simpson Strong-Tie solutions.

Here is a look at the new course titles now available:

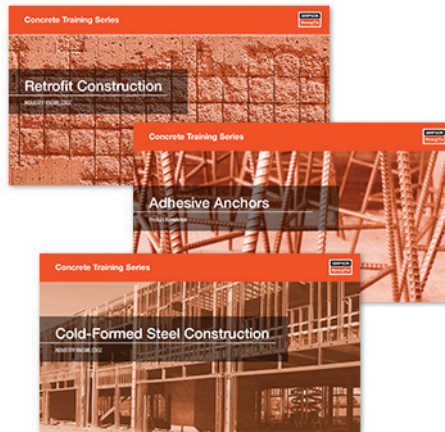
### Product Knowledge Courses

- Adhesive Anchors
- Carbide Drill Bits
- Cold-Formed Steel Products
- Direct Fastening
- Mechanical Anchors

### Industry Knowledge Courses

- Cold-Formed Steel Construction
- Light-Frame Construction
- Retrofit Construction
- Water and Wastewater Treatment Plants

For the months of January and February, completion of the courses listed above will earn you \$6 Blue Bucks each! After the promotional period, Blue Bucks will return to \$4. To share your feedback about these courses or additional Simpson Strong-Tie training you would like us to offer, please contact [training@strongtie.com](mailto:training@strongtie.com).



Vendor Spotlight

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Vendor Spotlight

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Brighton-Best International is pleased to announce the acquisition of CleanFit Gloves. BBI is excited about the opportunities and efficiencies this new acquisition brings to BBI in the automotive retail channel. This acquisition will further help diversify CleanFit to other retail channels, along with BBI and Ironclad's own distribution network.

The Fastener Industry Coalition (FIC) would like to announce that **Chuck Halpin** from Brighton-Best International is the new Chairman for the 2020 board term. The Fastener



Chuck Halpin

Industry Coalition is a group of 12 National and Regional Associations. Originally formed in 1980s, the FIC was instrumental in affecting change to the Fastener Quality Act in 1999.



BBI's Proffered is a Pro Tools Innovation Award Winner for the 3rd year in a



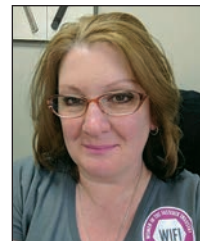
Precision Tool, Tucson AZ, held their 2nd DIT Truck Event of the year on Tuesday, October 22<sup>nd</sup>. Advertising on 5 local radio stations helped to bring in new customers. Customers were served lunch, and the sales topped their previous event sales. Precision Tool later held another event with local Makita sales reps Robert and Jeff. They continued the radio promotion in conjunction with "Sweet Deals", a promo that the local Tucson station runs on Fridays. Precision featured the XFD131 and sold out. Makita thanks **Marla** and **Merry** and the Precision Tool Team. We appreciate the support and always have a great time with you in Arizona.



In December, Sphere 1 Member employees and one customer attended training at the Makita Wilmer, TX, facility. **Eric Brunberg** from **Farrell Equipment** and one of his good customers, and **Aron Waystedt** and **Rusty Hoffenberger** from **Midway Rental & Sales** traveled to Texas to receive hands on product training and classroom discussions covering Makita technology. Contact your local Makita rep to get information about scheduling training for you and your customers.



row, and this year we can add Ironclad to the list!!



Linda Grohowski

BBI is pleased to announce that **Linda Grohowski** is the new Branch Manager at BBI-Sayreville. Linda's tireless work ethic and drive to deliver BEST level service to every customer gives us the

confidence that Sayreville's future is brighter with Linda at the helm. You may reach Linda at the Sayreville location at **lgrohowski@brightonbest.com**.

BBI would also like to congratulate **Sarah Evans** from BBI-Chicago and **Michael McChesney** from BBI-Atlanta for passing the final exam to become a Certified Fastener Specialist from the Fastener Training Institute.



Sarah Evans



Michael McChesney

DuPont picks Ironclad Performance Wear as the 2019 Kevlar Glove Innovation Award winner. The awards showcased innovative glove and sleeve designs from licensees that use DuPont Kevlar aramid fiber, and help to redefine the standards for performance and comfort. This year's winners, announced during a special reception at the 2019 National Safety Council Congress & Expo in San Diego, California, were presented with



the Kevlar Innovation Award. The Heatworx Heavy Duty HW6X, a glove designed to withstand up to 600 degrees of heat while being highly dexterous and comfortable for wearers, was among the winners.

The Ironclad Performance Wear Command™ Impact Hi-Viz (IEX-HZI) Glove has recently been chosen as a winner for the LAGCOE 2019 New Technology Showcase. LAGCOE's is one of the pioneers of oil and gas industry expositions.

For more information, please visit [www.brightonbest.com](http://www.brightonbest.com).

**Unslotted Indented Hex Washer Head w/Locking Serrations, Zinc Plated**



- Meets ASTM C 1513 for cold-formed steel framing connections
- Meets SAE J78 for performance & dimensional specifications
- Meets ASTM F1941 for corrosion resistance

**Material Application**  
Attaches metal to metal.

Size	Pt	Bulk Part No	Bulk Qty	Lbs*	Drill Cap (in.)	5lb Part No	5lb Qty	1lb Part No	1lb Qty
14-14 x 1**	3	H14167	2.5M	46	.060 - .220	H14167V	250	H14167I	50
5/16-12 x 1**	3	H1616	2M	50	.060 - .220	H1616V	200	H1616I	40
5/16-12 x 1-1/2**	3	H1624	1.5M	49	.060 - .220	H1624V	150	H1624I	30
5/16-12 x 2**	3	H1632	1M	41	.060 - .220	H1632V	125	H1632I	25

\*\*7/16 A.F

**Unslotted Indented Hex Washer Head, Strong-Shield Coated**



- Rust/Acid Rain Protection
- ACQ Compatible
- Exceeds 1,000/hr. salt spray resistance



**Material Application**  
Attaches metal to metal.

Size	Pt	Bulk Part No	Bulk Qty	Lbs*	Drill Cap (in.)	5lb Part No	5lb Qty	1lb Part No	1lb Qty
1/4-20 x 3	5	H543C	1M	34	.125 - .500	H543CV	125	H543CI	25
1/4-20 x 4	5	H544C	.5M	22	.125 - .500	H544CV	100	H544CI	25
1/4-20 x 5	5	H545C	.5M	26	.125 - .500	H545CV	100	H545CI	20
1/4-20 x 6	5	H546C	.5M	31	.125 - .500	H546CV	75	H546CI	N/A
1/4-20 x 8	5	H548C	.25M	20	.125 - .500	H548CV	N/A	H548CI	N/A

**Phillips Bugle Head, Zinc Plated**



- ICC-ES Evaluation Report: ESR-3528
- Meets ASTM C 1513 for cold-formed steel framing connections
- Meets ASTM C 954 for attaching gypsum board to steel studs



**Material Application**  
Attaches gypsum, insulation, wood to metal.

Size	Pt	Bulk Part No	Bulk Qty	Lbs*	Drill Cap (in.)	5lb Part No	5lb Qty	1lb Part No	1lb Qty
10-16 x 6	2	D1060Z	.5M	17	.035 - .110	D1060ZV	125	D1060ZI	N/A

**Phillips Bugle Head, Ruspert Coating**



- Meets ASTM C 1513 for cold-formed steel framing connections
- Meets ASTM C 954 for attaching gypsum board to steel studs
- Exceeds 1,000/hr. salt spray resistance

**Material Application**  
Attaches exterior sheathing to metal.

Size	Pt	Bulk Part No	Bulk Qty	Lbs*	Drill Cap (in.)	5lb Part No	5lb Qty	1lb Part No	1lb Qty
6-20 x 1-7/8	2	D617R	4M	23	.035 - .090	D617RV	700	D617RI	160
8-18 x 2-3/8	2	D823R	2.5M	24	.035 - .100	D823RV	500	D823RI	100
8-18 x 2-5/8	2	D825R	2M	22	.035 - .100	D825RV	400	D825RI	100
8-18 x 3	2	D830R	2M	24	.035 - .100	D830RV	400	D830RI	80

**Phillips Modified Truss (R/W) Head, Zinc Plated**



- ICC-ES Evaluation Report: ESR-3528
- Meets ASTM C 1513 for cold-formed steel framing connections
- Meets ASTM F1941 for corrosion resistance



**Material Application**  
Attaches wire lath to metal studs or metal to metal.

Size	Pt	Bulk Part No	Bulk Qty	Lbs*	Drill Cap (in.)	5lb Part No	5lb Qty	1lb Part No	1lb Qty
10-16 x 4	3	M1032Z	1M	20	.035 - .176	M1032ZV	200	M1032ZI	50

**410 Stainless Steel Phillips Modified Truss (R/W) Head, Self-Drilling, Passivated & Waxed**



- Meets F.I.P.-1000.7 for torsional strength & drill speed
- Meets SAE J78 for performance & dimensional specifications
- Medium degree of corrosion resistance

**Material Application**  
Attaches metal or aluminum to metal or aluminum.

Size	Pt	Bulk Part No	Bulk Qty	Lbs*	Drill Cap (in.)	5lb Part No	5lb Qty	1lb Part No	1lb Qty
8-18 x 1-7/8	2	4M88	2M	18	.035 - .100	4M88V	500	4M88I	100
8-18 x 2-1/2	2	4M92	1.5M	17	.035 - .100	4M92V	400	4M92I	75
8-18 x 3	2	4M95	1.5M	20	.035 - .100	4M95V	375	4M95I	75
10-16 x 3/4	3	4M106	5M	27	.035 - .176	4M106V	1,000	4M106I	200



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## Wood & Metal Mix

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ITEM #	QTY	DESCRIPTION	UPC #	LIST	TOTAL LIST	50/10% COST	TOTAL COST	SUGGESTED RETAIL
DS0906CWS3PUT	15	9 NAIL EMBED WOOD USER TRL 3+3	0 00 08925 14628 5	\$48.22	\$723.30	\$21.70	\$325.50	\$26.97
DS0908CF3PUT	15	9 THICK METAL USER TRIAL 3+3	0 00 08925 14630 8	\$68.40	\$1,026.00	\$30.78	\$461.70	\$39.97
DS0909CGP3PUT	15	9 GP USER TRIAL 3+3	0 00 08925 14629 2	\$49.44	\$741.60	\$22.25	\$333.75	\$31.97
DS0909CGP3PUT	15	9 GP USER TRIAL 3+3	0 00 08925 14629 2	\$49.44	\$741.60	\$22.25	\$333.75	\$31.97
<b>TOTAL</b>							<b>\$1,454.70</b>	

## Metal Mix

**PGMTCTRC4MTL**  
4 Respective Countertop Displays

ITEM #	QTY	DESCRIPTION	UPC #	LIST	TOTAL LIST	50/10% COST	TOTAL COST	SUGGESTED RETAIL
DS0908CF3PUT	15	9 THICK METAL USER TRIAL 3+3	0 00 08925 14630 8	\$68.40	\$1,026.00	\$30.78	\$461.70	\$39.97
DS0908CF3PUT	15	9 THICK METAL USER TRIAL 3+3	0 00 08925 14630 8	\$68.40	\$1,026.00	\$30.78	\$461.70	\$39.97
DS0910CF3PUT	15	9 MED METAL USER TRIAL PK 3+3	0 00 08925 14631 5	\$66.45	\$996.75	\$29.90	\$448.50	\$42.97
DS0909CGP3PUT	15	9 GP USER TRIAL 3+3	0 00 08925 14629 2	\$49.44	\$741.60	\$22.25	\$333.75	\$31.97
<b>TOTAL</b>							<b>\$1,705.65</b>	

## Wood Mix

**PGMTCTRC4WOOD**  
4 Respective Countertop Displays

ITEM #	QTY	DESCRIPTION	UPC #	LIST	TOTAL LIST	50/10% COST	TOTAL COST	SUGGESTED RETAIL
DS0903CP3PUT	15	9 PRUN FAST WOOD USER TRL 3+3	0 00 08925 14627 8	\$37.06	\$555.90	\$16.68	\$250.20	\$23.97
DS0906CWS3PUT	15	9 NAIL EMBED WOOD USER TRL 3+3	0 00 08925 14628 5	\$48.22	\$723.30	\$21.70	\$325.50	\$26.97
DS0906CWS3PUT	15	9 NAIL EMBED WOOD USER TRL 3+3	0 00 08925 14628 5	\$48.22	\$723.30	\$21.70	\$325.50	\$26.97
DS0909CGP3PUT	15	9 GP USER TRIAL 3+3	0 00 08925 14629 2	\$49.44	\$741.60	\$22.25	\$333.75	\$31.97
<b>TOTAL</b>							<b>\$1,234.95</b>	

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been in its current form for approximately ten years. When Dayton Superior filed for bankruptcy in 2009, followed by Universal Building Products' bankruptcy in 2010, OCM was forced to change its strategy to compete for the available distribution business against the existing suppliers in the U.S. market.

**The question was, how do we do it?** We began with what we thought customers needed most—sales support and product distribution on the ground. In other words, have the local product mix available and be able to deliver it to customers efficiently and competitively, while providing local sales support for training, joint calls, and new product introductions. One lesson we learned from the Great Recession was that there was too much fixed cost in distribution, so we chose a different

path—a variable cost model of distribution—by partnering with independent manufacturer representatives with stocking facilities in their regions. Today, our national network of nine first-in-class stocking representatives allows us to service our customers beyond any of our competitors, with a personalized focus on our customers' needs. More importantly, our model continues to position OCM as your most strategic supplier partner in our industry!

As we grew steadily in 2010 and 2011, we realized that sales and distribution were becoming our greatest core competencies that allowed us to provide value to our customers. However, we also fell back on what gave us a strong foothold in the U.S. market—product sourcing and new product development. Our parent company, Okabe LTD, provided us with substantial financial support to invest in tooling and equipment to scale up current production and explore new product opportunities. We also received engineering support for quality control and product testing purposes, so our customers could count on OCM to stand behind our products and to help source new products for them. Strategically, these four core competencies provided tremendous value to our customers and propelled our growth quickly, but we also knew that domestic manufacturing capabilities would be essential to completing our entire strategic plan. To this end, we invested in our Denver facility in 2014 to manufacture our own brand of concrete handset forms (like Steel-Ply) to position ourselves as a more complete forming manufacturer. We also added make-to-order capabilities for domestic requirements, non-stock, and custom products where lead times were critical on projects around the country. Taken together, our manufacturing, sales, and distribution have created a much greater OCM brand identity, helping us to become a very recognizable name in the industry today.

**Product Mix and Markets Segments**

Today, OCM has a very strong presence in all of the major concrete construction market segments: Residential, Commercial/Industrial, and Department of Transportation. Each year, we strive to bring new products to these segments based on both innovation and general market need. In the Residential segment, we sell a full line of aluminum form ties and accessories and a growing line of the 1-1/8" residential system including ties and accessories. In the Commercial/Industrial segment, we sell a full line of forming and reinforcing products for every day cast-in-place, tilt-up, and precast work. Key forming product groups include snap ties, pencil rod, concrete handset forming (like Steel-Ply),

Speed Lock (like Gates Cam Lock), coil rod and accessories, taper ties and she-bolts, euro rod and accessories (for systems like Meva, Doka, Ulma, etc), and every day products like nail stakes and anchor bolts. In the D.O.T segment, we sell a complete line of bridge deck forming products like bridge overhang brackets and accessories, bridge hangers, and epoxy coated bar supports. We pride ourselves on being a very complete forming supplier.

In addition to forming, OCM provides a full line of reinforcing and specialty products to these same segments. We offer a full line of both metal and plastic bar supports, rebar hand tools like our OCM Pry Bars (like Burke Bars), manual rebar cutter/benders, and hickey bars. We also sell high quality tie wire, bag ties, and OSHA rebar caps to round out this offering. Our specialty products include Mesh Form (like Stay Form), concrete hoppers and accessories, Bentoswell strip water stop (like Cetco RX101/101T), Adeka water stop products, and masonry wire ladder, corners, and tees. We compiled our main forming, reinforcing, and specialty products onto very attractive banners, counter mats, and desk pads that serve as helpful educational tools for your inside teams and customers alike.

**Value Proposition for Sphere 1 Members**

So to recap, who is OCM really? The answer lies in who we are and how we help you, our Sphere 1 Members, make more money every day. This thought can be summed up in our value proposition statement:

*OCM is your best strategic supplier partner because of the size and scale of our unique sales and distribution network of highly trained sales managers and independent reps ready to partner with your team to drive programs, provide training, and add value to your customers.*

Moreover, we are able to achieve this by providing the BEST COMBINATION of product mix and quality, customer service, sales support, and competitive pricing. So we look forward to partnering more with all of you as we venture into 2020. Thank you for your growing commitment to OCM while we continue to live up to our newer company motto, "100 Years of Strength!"

**-Ray Sullivan,  
Vice President  
of Sales and  
Marketing,  
OCM Inc.**



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