

Powernail has served the flooring industry for over 75 years but this was their first STAFDA show as exhibitors. Powernail's executive team of (L-R) Tom, Todd and Dave Anstett proudly introduced their new 2000F cleat nailer (in green) for engineered flooring.



And, since prefinished flooring is less labor intensive to install than unfinished wood floors, more contractors are entering the market, opening opportunities for Powernail and its distributors. As a result, Powernail has been developing tools specifically for engineered and laminate flooring applications.

technologies; some old, some very new. Some of these first-time exhibitors at STAFDA are young companies just starting out, while others are well established in other markets and are just starting to grow into the STAFDA channel. Powernail is one of the latter.

"We've been in business for 75 years and have been STAFDA members since 1996, but this is our first show as an exhibitor," began Powernail CEO Tom Anstett. "We are well known in the traditional 'sand and finish' solid flooring market, but as engineered flooring approaches 60 percent of the market for wood flooring today, we are also very active in that segment."

"Our newest tool is the model 2000F, a 20-gauge cleat nailer for 5/16- to 9/16-inch engineered, laminate or exotic wood flooring," Anstett said. "We developed this version of the cleat specifically for HDF (High Density Fiber) core flooring. Its design displaces less material and penetrates better than an 18-gauge staple. Plus, our patented PowerCleave nails won't fold up like some nails will in some of these harder materials. And it won't produce a surface dimple. Eliminating dimples has been a big challenge in the industry — especially when working with more fragile, harder-to-deal-with materials."

CEP (Construction Electrical Products) were busily
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The 2016 STAFDA Convention and Trade Show rode the wave of industry optimism to its highest booth registrations since 2008 and a verified attendance of 4,366 professionals.

2016 STAFDA A WINNING SEASON

STAFDA CHALKS UP ANOTHER BIG WIN IN ATLANTA

What a year, what an election, what a show! The election night coverage was just the topper on an incredibly exciting 40th annual STAFDA Convention and Trade Show, held Nov. 6-8 in Atlanta, Georgia. From the seminars to the opening party at the National College Football Hall of Fame and on through the general session and the trade show itself, the take-home value was as ubiquitous as "Peachtree" is in Atlanta street names — in other words, everywhere.



Anticipation for the event ran high all year and all three of STAFDA's official convention hotels sold out their room blocks within three weeks of going on sale this past June. Vendors snapped up 820 booth paces, the highest number since the 2008 show in Denver, and a record 25 vendors set up shop in the show's Tech Row.

The official count of registered attendees for this year's show was 4,366 professionals. During the General Session, STAFDA executive director Georgia Foley announced the current membership numbers for the organization: 1,154 distributor members, 1,158 manufacturers, 307 manufacturers' rep agencies and 23 media firms.

As much as networking and educational sessions are draws of the event, the trade show itself is the top card for most attendees. Show exhibitors run the gamut of construction tools, fasteners, equipment, services and

Left, Jim Bohn of Bosch swaps out flesh detection cartridges in the highly anticipated Bosch REAXX table saw. Above, Freud product managers demonstrate the new Diablo carbide-tipped recip blades for wood. And yes, they are fast!



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showing off their latest bright ideas in job-site lighting, including a brilliantly retro-looking new floodlight in a spring-suspended roll cage.

"We call this the Cage light," began Rob Larrabee, CEP vice president of sales and marketing. "Its wraparound cage has its own spring suspension that resists vibration and handles drops of up to 4 feet without occurring any damage. Its light output is 5,500 lumens, one of the brightest units in its category. These units are in inventory and ready to go. We've only had them for 30 days."



Construction Electrical Products' vice president of sales and marketing Rob Larrabee needs no introduction to STAFDA members, but his new Cage light does. This clever spring-suspended LED work light shrugs off falls of up to 4 feet.

DEWALT director of product marketing Dave Veprek was all smiles as he showed off the company's new model DCH481 cordless rotary hammer, which is coming in Q1. This cordless powerhouse delivers an astounding six joules of impact energy.



CEP also offers work lights with dime-sized single LEDs instead of the typical array of small square LEDs. These COB (Chip on Board) LEDs are less efficient than their smaller cousins, but also cost less. Larrabee also notes that LED quality continues to improve and prices keep dropping, both of which are good news for distributors and their customers.

Over at DEWALT's always busy mega booth, director of product marketing Dave Veprek was proudly showing off the company's new model DCH481 cordless rotary hammer, which is coming in Q1.

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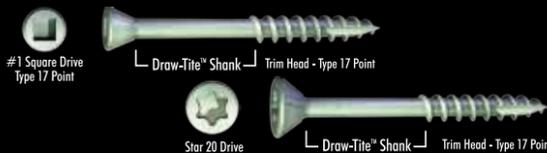
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"This new 60-volt SDS-Max, 1 9/16-inch rotary hammer equals the power of our corded unit with six joules of impact energy," Veprek claimed. "This three-mode model has hammer-only, chipper drilling and hammer drilling modes and also has a built-in clutch, so if you hit rebar while you're drilling, it will prevent you from binding up and getting hurt. This hammer is running off our new nine-amp-hour flexible pack, which will start shipping early next year. Some of our new flexible products will come automatically with the higher-capacity pack to give it more run time."



A few rows over, Cameron Jaccard, vice president of sales and marketing for **Dustless Technologies**, was touting the company's new Dust Buddy for circular saws, a universal shroud that attaches to most circular saws.

"The Dust Buddy for circular saws has a metal plate with wheels so it slides really nicely over concrete block,

Right: Dustless Technologies' Cameron Jaccard touts and touts the new Dust Buddy for circular saws, a universal shroud that attaches to most circular saws.



Left: Fasco America's new F70 Fence 40-315 cordless gas-fueled fence stapler takes center stage. It drives up to 1 9/16-inch fence staples into treated posts.

wood or whatever you're cutting," Jaccard said. "It attaches to our HEPA-certified vacuum and collects all the dust right at the source, so it's compliant with the Table One requirements of the new OSHA silica regulations that are going into effect next year. This will be shipping to our distributors in January."



Decking pros got new options at the show too. HID Fast's new Edge Fast hidden fastener decking nailer drives nails at a 35-degree angle into wood and composite boards for a clean, invisible fastener look with the speed of an air nailer.

Fasco America's marquee tool for this STAFDA show is the new model F70 Fence 40-315, a gas fuel-cell-powered fencing stapler.

"The F70 Fence 40-315 shoots a 10.5-gauge up to 1 9/16-inch staple that has diversion points and is diamond coated, which is our proprietary adhesive coating that increases the withdrawal and improves drivability into pressure-treated fence posts," explained Brett McCutcheon, Fasco general manager.

Features include a balanced design, rubber comfort grip and a battery charge indicator. Its magazine holds 75 staples and the tool weighs just 8.24 pounds.

Although we visited their booth only an hour into the show, **HID Fast** was graced with high traffic from a fortuitous foot traffic flow pattern. As a result, HID Fast president Glenn Tebo had already racked up an excellent response to his company's new Edge Fast hidden-fastener decking nailer, which was making its debut at the show.

"The Edge Fast shoots fasteners at a 35-degree angle, through the edge of decking, down into the joist," Tebo explained. "We do it very fast, faster than anything else on the market. This tool is not designed for ipe or ironwood, but you can do mahogany, cedar, fir, redwood and composites with amazing speed."

Todd Willetts, regional sales manager for **Metabo**, also had a show-favorite tool to show, the recently-released model GB 18 LTX BL Q I cordless tapping tool. This innovative and specialized tool runs off Metabo's

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impossible to see all the great new products on display in the few hours allotted, which is all the more reason why distributors should bring teams to “divide and conquer” the show floor. We hope this small review of some of the highlights of the show will help jog the memories of those who attended and encourage those who skipped this year to be sure to attend next year.

Speaking of which, STAFDA travels to Austin, Texas, in 2017 for the first time.

Austin is one of the gems of Texas and the music capital of the Southwest. With the economy cooking as well as all predictors indicate it will be next year, the STAFDA Convention and Trade Show could be a near-record event. So set your calendars for Nov. 12-14, 2017, in tune with Austin, Texas. Just the sound of it is music to our ears. **CS**

The 2017 STAFDA Convention and Trade Show is set for Nov. 12-14 in Austin, Texas. Visit www.stafda.org to learn more.



Skilsaw's Craig Hanba was justifiably excited to premier the new 7 1/2-inch worm drive concrete saw for the STAFDA audience. The saw features a built-in GFCI for shock protection and two onboard dust mitigation systems — water and vacuum.

minimum and an integrated GFCI in the cord minimizes the threat of shock. In addition, rust-prone components have been replaced with zinc-coated parts for rust resistance.

“Our engineers have thought through this saw all of the way and it has been the hit of the show for us,” Hanba added. “The brake saw is a very nice addition to the Skilsaw line up, but this is truly a new innovation for users who have been using our worm drives to do a lot of these concrete jobs already, and now it is actually designed for those applications.

Naturally, at a show with 820 exhibitor booth spaces (the largest STAFDA since 2008), it is



Metabo's Todd Willetts demonstrates the new model GB 18 LTX BL Q cordless tapping tool. Engineered specifically for tapping and threading operations, the tool has a twin-chuck system and an auto-back-out feature to drill and thread holes effortlessly.



Prime Wire & Cable's Nelson Castillo explains the recently upgraded Prime USA Custom Printing Program, which can now turn around custom imprint extension cord orders of as few as 30 cords in as little as one week.

18-volt Lithium-ion HD (high-density) battery packs.

“What makes this tool unique is that it has two quick-release chucks, a standard three-jaw chuck for drilling pilot holes, and another chuck for the tap. Once you’ve drilled your pilot hole, you can swap in the tapping chuck and switch the tool from drill mode into tap mode. Once you’ve done that, it overrides the reverse-forward mechanism in the tool. When you’ve tapped the hole, just reverse pressure on the tool and simply pull it out of the hole. The tool automatically goes into reverse, backing out the tap in one smooth, clean, fast and efficient motion.”

Prime Wire & Cable is adding a new level of customization and theft protection to job-site cables with its newly enhanced Prime USA Custom Printing Program. This custom imprint program enables distributors and contractors to imprint labels on Prime cords in a wide variety of colors, duty grades and connector styles.

“We are the only manufacturer that can do custom printing on smaller quantities, as few as 30 pieces,” said Nelson Castillo, national sales manager. “We will print the contractor or distributor’s name, address and phone number right on the cable and it does not rub off. We can do any color or style in our catalog and we can normally turn an order around in a week. Other competitors need five, six or eight weeks. All we need is a 30-piece order; the customer can even combine them — 50 footers, 100 footers or any color as long as there’s 30 pieces. We can do case pack quantities and we can do them fast!”

Skilsaw has been making some major waves in the industry as of late with its new worm drive circular and table saws. Craig Hanba, group brand manager for the Skilsaw and Skil brands showed us the new all-magnesium brake SideWinder. This upgraded version of Skilsaw’s popular heat-dissipating all-magnesium saw now boasts an electric brake that stops the blade within four seconds of releasing the trigger.

“The brake allows you to line up your next cut more quickly and increases the productivity on a job site,” Hanba explains. “Plus, there are certain areas of the country where insurance policies, union or government rules — including Canada — that require a brake saw to be used. This saw meets those requirements.”

Skilsaw’s worm drive saws continue to evolve, too. Coming on the heels of last year’s metal cutting Outlaw saw, Skilsaw is now introducing a new worm drive circular saw engineered for concrete cutting.

“This STAFDA show is the first time anybody is publicly seeing this saw,” Hanba said with pride. “For years, contractors have been taking our 7 1/2-inch wood cutting saw and putting a diamond blade on it, but that saw is not designed to cut concrete and using it for that application creates some serious problems; the saw does not slide very well over concrete; using water for dust suppression creates a shock hazard and rust issues; and plunge cutting is very inaccurate. But this new saw is designed from the ground up with concrete users in mind.”

One high-demand feature of the saw is its integrated plunge mechanism that allows the user to cut straight down into concrete to a preset depth. The saw also has a retractable guide in front and a rear marker for maintaining long straight cuts and control joints in concrete. Dust collection is accomplished either via an integrated dust port in the auxiliary handle that attaches to a vacuum, or via the included water feed system. The water feed system sprays a small amount of water on either side of the blade that virtually eliminates airborne dust without making a mess.

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