



The 2015 STAFDA Convention and Trade Show once again proved itself the best show of the year for construction tool and supply professionals.

STAFDA DAZZLES IN PHOENIX

FUN, SUN, AND MORE NEW PRODUCTS THAN YOU CAN SHAKE A CACTUS AT

When a team puts in an exceptional performance time after time, people begin to expect it, regardless of how easy it would be to taper off, relax a bit and cruise through one. This nothing-but-the-best professionalism makes it all the more impressive when STAFDA puts on a stellar convention year after year, which came through again in Phoenix, November 8-10, with a

soaring success with the 39th annual Convention & Trade Show.

Phoenix's perfect weather notwithstanding, Sunday's educational sessions were almost as well attended as the convention's bases-loaded opening party Sunday evening at Chase Field. The weather was so agreeable that many members walked the few blocks from the hotels to the stadium, enjoying the evening skies.

During the general session on Monday, Nov. 9, STAFDA executive director Georgia Foley reported that this year's show drew 558 manufacturers who reserved 795 booth spaces. Over 4,000 members preregistered for the show and final attendance was estimated to be in excess of 4,300.

And as always, once the trade show floor opened at noon on Monday, attendees crowded the aisles and made the show's first six hours seem like less than three. A record number of Tech & Consultant's Row exhibitors were also major draws.

And, also as always, the wealth and variety of new product was abundant. It is simply impossible for one person to see all the new products in the show's two days. To make the best of this show, distributors should plan to bring teams of at least three people to "divide and conquer" the plethora of product on display. The following are just a few

CONTINUED ON PAGE 28



Just before the show floor opened on Monday, Diablo hosted its annual press conference which showcased its latest generation cutting products, including new 12-inch Steel Demon carbide-tipped recip blades. They claim to deliver 20 times longer cutting life than standard bi-metal blades when cutting metal between 3/16 and 1/2 inches thick.

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NEW Model HM1812X3
70 lb. Advanced AVT® Breaker Hammer
Accepts 1-1/8" Hex Bits

- Efficient 15 AMP motor with improved hammer mechanism delivers 53.9 ft.lbs./72.8 joules of impact energy to handle the most demanding applications
- Advanced AVT® is a synchronized, three-component system that more effectively reduces vibration in varying conditions resulting in a low 6.5m/s²

DEMOLTON / BREAKING

11 TOOLS & COUNTING

AVT

42 LB.
Model HM1317CB
42 lb. AVT® Breaker Hammer

- Accepts 1-1/8" Hex Bits
- Powerful 14 AMP motor delivers 25.7 ft.lbs. of impact energy



DRILLING

15 TOOLS & COUNTING

AVT

NEW
Model HR5212C
2" Advanced AVT® Rotary Hammer

- Accepts SDS-MAX Bits
- Powerful 15 AMP motor delivers 14 ft.lbs. / 19 J. of impact energy



CUTTING

7 TOOLS & COUNTING

MM4
4-STROKE ENGINE

NEW
Model EK7651H
14" 76 cc MM4® 4-Stroke Power Cutter

- No oil mixing simplifies operation and prevents piston seizure due to improper mixing



SURFACING

7 TOOLS & COUNTING

SJS
SHOCK-REDUCING SYSTEM

HIGH POWER 13 AMP
Model 9564PC
4-1/2" SJS™ Paddle Switch Angle Grinder

- SJS™ technology is a mechanical clutch system that helps prevent motor and gear damage



NEW
ALSO AVAILABLE
ANTI-VIBRATION DIAMOND CUP WHEELS



Raymond Wong, vice president of Grex Power Tools, was showcasing the company's ultra compact, lightweight new model GC1850 cordless, 18-gauge fuel-cell-powered brad nailer, which weighs less than five pounds, but drives two-inch nails into oak.

and, Wong says, lighter as well.

"As you can see, the GC1850 is a very small tool. The whole philosophy behind this is: How do we develop a cordless tool that gives the advantages of an air tool — the compactness, maneuverability and power — but without the cord?"

Wong explained that simplifying every system was the route Grex took. For example, the tool's ignition system is powered by two AAA batteries, its fuel cells are redesigned to eliminate both odor and expiration dates and a power adjustment mechanism enables the user to reduce the power delivered for softer woods or shorter fasteners. The tool drives up to two-inch fasteners into red oak.

"Plus, even though the Grex design philosophy emphasizes metal construction for durability, the tool still weighs less than five pounds," Wong added. "We showed it here last year as a teaser but it will be available in January."

The newest star of the show was SureCan (www.surecanusa.com), the winner of the Shark Tank new product competition during the convention's General Session.

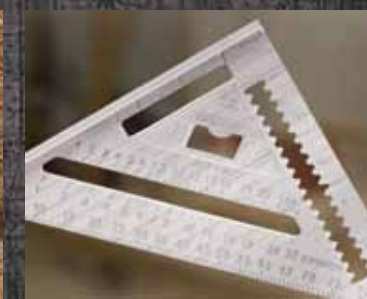
"The Shark Tank review was an amazing experience!" said Trent Woolsey, sales and marketing manager for SureCan. "To have three of the sharks from the show not only approve of our fuel can but also say they would personally buy one validates our product. Daymond John actually tried to sneak the can offstage and take it home

CONTINUED ON PAGE 30

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of the show's notable new products from established — and first-time — exhibitors.

Caroline Graham, national sales manager for the Toter division of Wastequip (www.toter.com) based in Charlotte, N.C., was showing part of the company's line of rotationally molded waste recyclable containers. This year marked her first STAFDA show. One of the largest products in the booth was an example of Toter's tilt trucks, which range in capacity from 450 to 2,000 pounds.

"The advantage of our rotationally molded product is that it will not crack," Graham explained. "If you were to back a truck into this, it would compress and then spring back once it was released. Our product also features a big rugged rim and our handles are meshed in with it so they're not going to break off. Also, our lids snap on very tightly so critters can't get into them — and they're also human proof, too."

Accelerated Fastening's SkyDrill system (www.acceleratedfastening.com) meets several challenges of overhead drilling into concrete, including reducing silica dust, ladder

Reed Felton (L) and Dave Buchner (R) were busy demonstrating Accelerated Fastening's SkyDrill and KwikPole systems for overhead fastening into concrete. The SkyDrill enables workers to drill dust-free holes and install fasteners into concrete up to 16 feet, six inches overhead while standing on the ground.

and lift dependence and soft tissue damage — all while increasing productivity a claimed 200 to 500 percent.

"The SkyDrill is a pneumatic cylinder mounted on a rugged base with castors," explained Reed Felton, director of business development for Accelerated Fastening, LLC. "Any SDS Plus drill easily mounts to the top of the cylinder, allowing you to drill ceilings up to 16 feet, six inches high with up to 250 pounds of vertical drilling pressure, while standing on the floor beneath. Its convenient handle makes for easy job site maneuvering and its handy joystick-style valve moves the drill up or down."

The SkyDrill and its smaller, lever-powered telescoping KwikPole drill press version, also attaches fasteners and assemblies quickly and easily from the floor. The system has an expanding line of accessories that

Caroline Graham, national sales manager for the Toter division of Wastequip, had her maiden showing at STAFDA with the company's crush-proof rotational molded trash cans and large tilt trucks, which range from 450 to 2,000 pounds in capacity.



SENCO came to STAFDA with new swiveling air hose and compressor connectors, a new high-performance hybrid air hose, fasteners and nailers, including the SHD150XP tool for installing SENCO Mantis hidden deck clips up to 80 percent faster than traditional fastening methods.

allow the craftsman to insert a fastener, threaded rod and an accessory all in one operation. It works with drop-ins, sleeve, powder-actuated or screw-in anchors.

Raymond Wong, vice president of Grex Power Tools (www.grexusa.com) was demonstrating the company's new model GC1850 cordless, 18-gauge fuel-cell-powered brad nailer. Beneath a booth banner proclaiming "Size Matters," when seen side by side with comparable tools from Paslode, DeWalt and Senco, the GC1850 is considerably smaller





Above, Makita reinforced its 18-volt leadership with a number of significant new products including 6.0-Ah Lithium-ion batteries with LED charge-level indicators and several new-twin-battery-powered X2 tools including the 18V LXT model XSL02Z Lithium-ion Brushless 7 1/2-inch Dual Slide Compound Miter Saw and the all-new dual-battery model XRJ05M/Z 18V LXT Lithium-ion Brushless Recipro Saw.

with him! Lori Greiner said, 'I could see that replacing all other gas cans,' and Kevin O'Leary said, 'It's easy to see its benefit in two seconds.' The audience also was able to vote which product they were most excited about promoting and 82 percent chose the SureCan."

The SureCan's patented design features a bottom-mounted, rotating dispensing nozzle that eliminates the need to tip the can to fill a gas tank, a self-ventilating design and a thumb trigger for spill-free control.

"We believe this can is going to

Steven Kohn, (R) vice president of sales and marketing for Pirit Heated Hose expected — and received — major attention for his company's unique heated job site hose that automatically turns itself on when temperatures drop and works down to minus 42 degrees without needing insulation.



take over the fuel can industry," Woolsey says. "We've re-engineered the way that fuel cans work, so you no longer have to bend over, strain your back and hold your can in awkward positions to fill your machines — gravity does all the work. We just launched it for retail this past May."

Pirit Heated Hose (www.pirithose.com) is another first time exhibitor at STAFDA.

"We have known about STAFDA for quite some time and we are already selling to several distributor members," began Steven Kohn, vice president of sales and marketing. "We've been in the market now for over seven years, we continue to grow and it was time to join as a manufacturing member."

Pretty good for a first-time exhibitor. Trent Woolsey, SureCan sales and marketing manager, was floored by the huge response his company's new gas can technology generated, aided by its top placement in the Shark Tank segment during the convention's General Session.

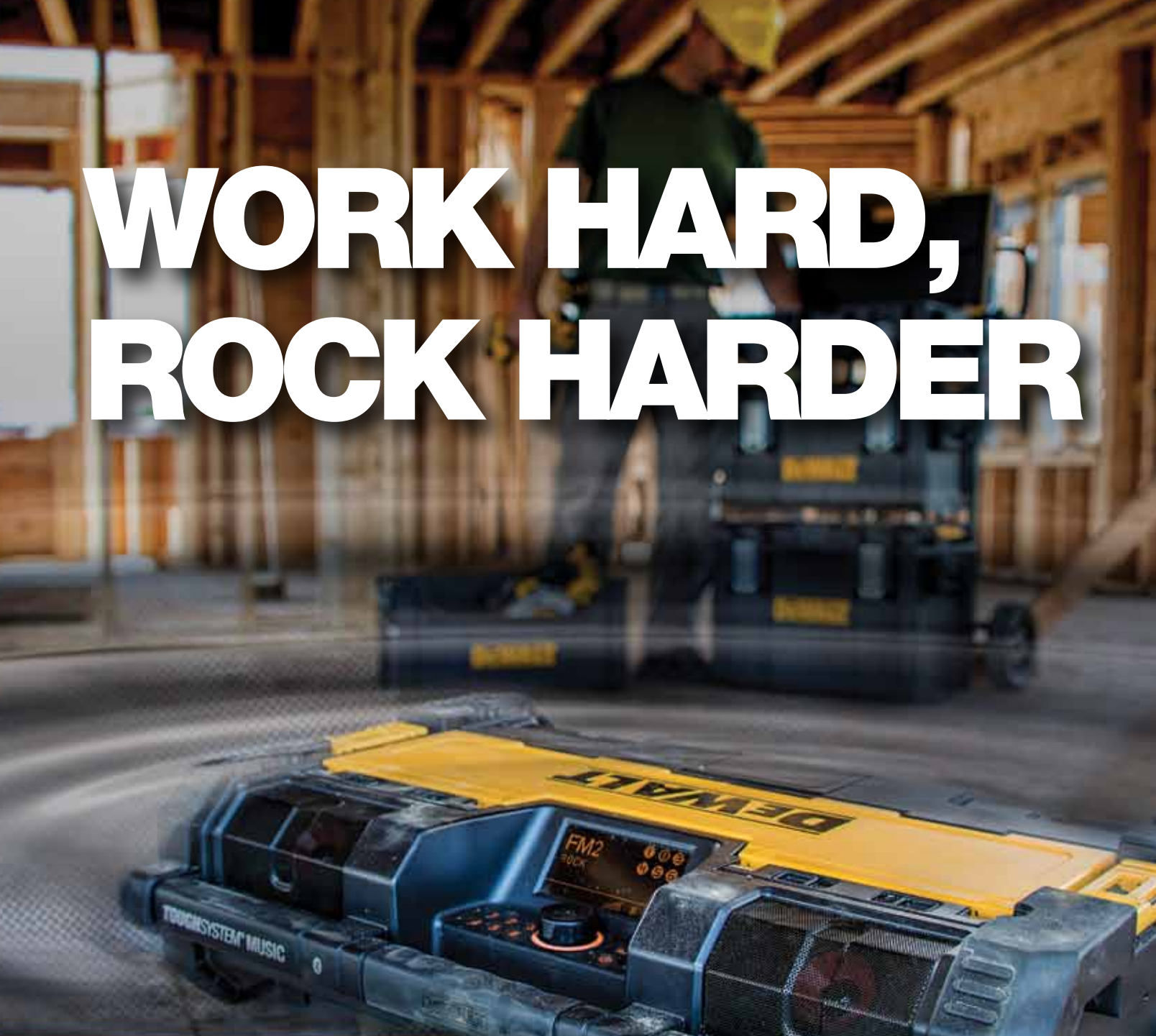
Pirit Heated Hose is an integrated heated hose where the heating element is built into the inner wall of the hose. It plugs into a standard 110-volt, three-prong GFCI outlet. The male end of the hose has a thermostat. Once the thermostat feels the temperature outside get cold enough, it activates the line and starts heating throughout, end to end. The hose keeps water from freezing down to minus 42 degrees before needing any added insulation. Its applications include OSHA-mandated bathrooms on job sites, wet sawing and cutting, mining, moving fluids, dust abatement and quite a lot of applications.

NO EXCUSES!

Do yourself a big favor and promise yourself right now that nothing will stop you from attending next year's 2016 STAFDA Convention & Trade Show at the Georgia World Congress Center in Atlanta, Nov. 6-8, 2016.

If you are truly dedicated to the prosperity and profitability of your business and your employees, you owe it to yourself and to them to attend. No other event offers more top-level vendor access, breadth of innovative new products and vital educational opportunities for the construction supply channel than the STAFDA Convention & Trade Show. Don't miss it — you can bet your competitors won't. Learn more at www.stafda.org. **CS**

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