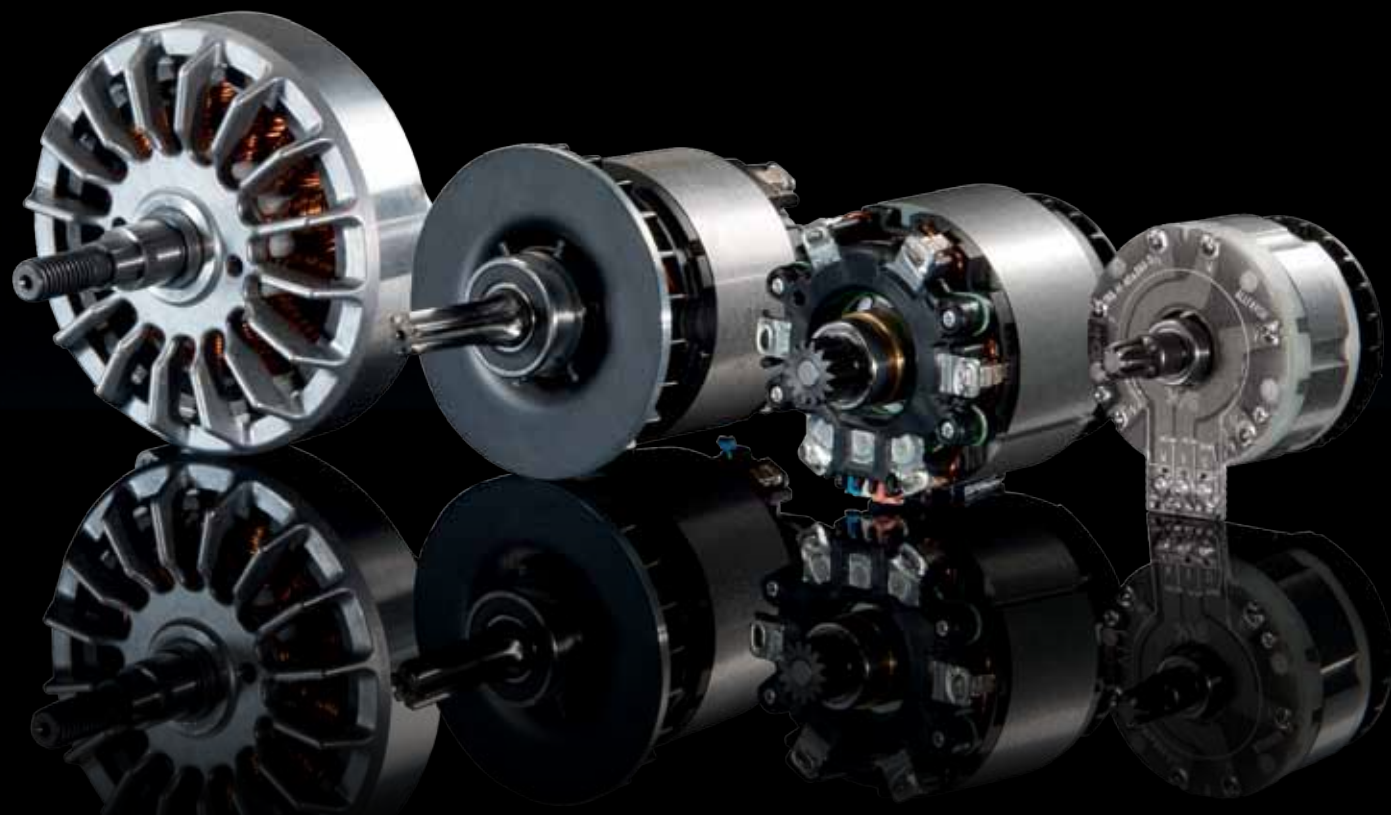




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Purpose-built means “designed and built for a particular use”, and Makita has followed this engineering philosophy for over 100 years. For Makita, purpose-built engineering has always started with its motors, a legacy that continues today through the ongoing development of a range of powerful, job-specific brushless motors. Makita created brushless motors in 2003 for the defense and aerospace industries. Each Makita tool is designed and built from the ground up for performance and efficiency. By combining these motors with application-specific features, Makita continues to deliver performance that exceeds the demands of professional tool users worldwide.

It's just another part of the LXT® Advantage.



WELCOME 40TH ANNUAL CONVENTION & TRADE SHOW

Writing this article for *Contractor Supply* in 2016 is very different from writing it in 2009, the last

time STAFDA met in Atlanta. That year marked the height of the recession. Company closings, laid-off employees, and few sales opportunities plagued the construction and industrial channel. It was a tough time for STAFDA members, but they persevered.

Now here we are, seven years later, back in Atlanta, but it's a different story. Business has been strong the last few years, and while ‘cautious optimism’ continues to prevail, nearly all STAFDA members have retooled their businesses to account for both good times and bad.

Just like STAFDA members have rebounded, so did Atlanta. After General Sherman's infamous March to the Sea during the Civil War in the 1860s, burning everything in his wake including Atlanta, the locals banded together and rebuilt the city. Look at modern Atlanta today — a premier U.S. city and home to hundreds of Fortune 500 companies. Cranes dot the skyline and the city continues its urban sprawl. Always growing and expanding!



STAFDA's November 6-8 Convention & Trade Show allows its members to also grow and expand — **grow** their knowledge through our seven exceptional educational workshops on important business topics, and **expand** their line card by visiting more than 800



GEORGIA H. FOLEY
STAFDA EXECUTIVE DIRECTOR

booths at the Trade Show. Our General Session features former football coaching legends and commentators, Jimmy Johnson and Herm Edwards, who will address the importance of leadership, teamwork and how to motivate people to achieve their maximum potential. What a perfect way to follow up STAFDA's Opening Party at the College Football Hall of Fame, that is adjacent to the Georgia World Congress Center.

This year's Trade Show brings distributors the **most diverse product mix we've had to date** — from core STAFDA product lines (power tools, hand tools, anchors, fasteners etc.) to more options in electrical, welding, safety, concrete and everything in between. Manufacturers who dropped out of STAFDA in the past because they didn't have the ‘right’ product for our market are back!



Plus, there are more international companies exhibiting who recognize if they want to break into the U.S. construction market — the STAFDA Show is the best place to start! We appreciate all exhibitors' strong support so distributors need a solid game plan before setting off on the show floor.

This issue of *Contractor Supply* highlights STAFDA Atlanta activities in detail and I encourage you to use this publication as you prepare. A final reminder to our U.S. members, before you board a plane or hop in a car, **please be sure to absentee vote beforehand!** The Presidential Election is Tuesday, November 8 and your vote matters! Please visit your local municipality to take care of this important civic duty in advance of our Atlanta Convention & Trade Show. *See you soon!* **cs**

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AGENDA

SATURDAY, NOVEMBER 5

7:00 a.m. – 5:00 p.m. STAFDA Registration

7:00 a.m. – 6:00 p.m. Exhibitor Move-In

SUNDAY, NOVEMBER 6

7:00 a.m. – 6:00 p.m. STAFDA Registration

7:00 a.m. – 5:00 p.m. Exhibitor Move-In

Continental Breakfast, 8:00-8:30 a.m. before workshops

8:30 a.m. – noon Concurrent Educational Workshops

(Programs run 8:30 – 10:00 a.m., break from 10:00 – 10:30 a.m., Programs repeat 10:30 – noon)

1. Work Foundations of Leadership: Building a Culture of Success

Gail Alofsin

2. Sales Compensation Plans

Brent Grover

3. Concierge Customer Service

Jeanne Hurlbert

4. The Art of Negotiating

Barry Wright

Lunch on Own

Noon – 6:00 p.m.

Manufacturer Meetings (Various)

CONTINUED ON PAGE 40

ATLANTA CONVENTION AND VISITORS BUREAU

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AGENDA

1:00 – 3:00 p.m. Targeted Workshops

- 1. Today's HR Environment
Nancye Combs
- 2. Manufacturing and Distribution Outlook: Beyond 2016
Eric Skie

1:00 – 3:00 p.m. Spouse/Companion Program

The Art of Holiday Hors d'oeuvres with chef Kevin Rathbun

6:30 – 9:30 p.m. Opening Party
College Football Hall of Fame

MONDAY, NOVEMBER 7

7:00 a.m. – 6:00 p.m. STAFDA Registration

8:00 – 8:30 a.m. General Session Seating
(Thomas Murphy Ballroom)

8:30 – 11:00 a.m. General Session/Keynote

General Session: State of the Industry reports
Terry Earle, STAFDA President
Brandon Moss, Southwire

Keynote Speakers:
Herm Edwards and Jimmy Johnson on
"Winning in Business . . . and Life!"

11:00 a.m. – noon Exhibitors/Reps in Hall for final show prep (Halls A1-A2)

Lunch on Own

12:00 – 6:00 p.m. Trade Show

Evening Open to Associate Hospitality

TUESDAY, NOVEMBER 8

8:00 a.m. – 3:00 p.m. STAFDA Registration

Continental Breakfast, 7:30-8:00 a.m. before workshops

8:00 – 10:00 a.m. Economic Recap and 2017 Forecast
Alan Beaulieu, ITR Economics

7:30 a.m. – 5:00 p.m. Spouse/Companion Tours

10:30 a.m. – 4:00 p.m. Trade Show

5:00 – 6:30 p.m. Closing Party
(Thomas Murphy Ballroom)

4:30 – 11:45 p.m. Exhibitor Move Out

WEDNESDAY, NOVEMBER 9

7:00 – noon Exhibitor Move Out



CENTENNIAL OLYMPIC PARK



The following list contains **STAFDA 2016 Trade Show exhibitors and booth assignments as of September 19, 2016.**

Please note: More exhibitors are signing up so please check at the show for additions.

Codes:
S = Show Special
P = Prize Drawing
N = New Product

| Company | Booth |
|---------------------------------|-----------|
| 3M - Industrial Adhesive & Tape | 1400-1402 |
| 3M Fall Protection Business | 1401-1403 |
| A | |
| ABC Hammers, Inc. | 458 |
| AEG Electric Tools GmbH | 1618-1620 |
| AZ Lifting Hardware | 542 |
| Abbott Rubber Co. Inc. | 1056 |
| ABCO Industries, LLC | 257 |
| Abesco Fire LLC | 1907 |
| Accuform | 1947 |
| AccuTec Blades, Inc. | 1923 |
| Acme Staple Co., Inc. | 1253 |

| Company | Booth |
|-------------------------------------|-----------|
| Advantage Sales & Supply | 1807 |
| Aeropro-USA | 1739 |
| Aervoe Industries, Inc. (S,N) | 1418-1420 |
| Air King Ventilation Prods. | 1808 |
| Airmaster Fan Co. (N) | 228 |
| Ajax Tool Works | 1435-1437 |
| Akdeniz Nail Wire | 134-136 |
| Akkim Sealants & Adhesives | 627-629 |
| Albion Engineering Co. (S,P) | 105 |
| Alfa Tools | 1738 |
| All America Threaded Products, Inc. | 626 |
| All Material Handling, Inc. | 1726-1728 |
| Allen Engineering Corporation | 1724 |
| Alliance Construxion Group | 853 |
| Allied International | 339 |
| Alpha Professional Tools | 1545 |
| Aluminum Fastener Supply Co., Inc. | 2010 |
| Amana Tool Corp. | 2012 |
| American General Tool Group | 601-603 |
| American Wire Tie, Inc. | 1557 |
| The AMES Companies, Inc. | 826-828 |
| Anderson Metals Corp. Inc. | 953 |
| Angel-GUARD Products, Inc. | 1440 |
| Anglo American Tools | 1552 |
| Ann-Chain Enterprise Co., Ltd. | 1727-1729 |
| Apache Technologies, Inc. | 948 |
| Apex Tool Canada, LLC | 704-706 |

| Company | Booth |
|---|-----------|
| Apex Tool Group-USA | 700-702 |
| Arbortech Tools USA | 1801 |
| Asphalt Anchors Group (S,P) | 1152 |
| Associate Engineering Corp. | 327 |
| AutoKap LLC | 1052 |
| Aztec Washer Company | 1656 |
| B | |
| B & B Pipe and Industrial Tools (S,P,N) | 1438 |
| BN Products-USA, LLC | 1735-1737 |
| Bartell Family of Companies | 1126-1128 |
| BeA Fasteners USA, Inc. | 839 |
| BECK Fastener Group (S,N) | 418-420 |
| Beiter Laser | 607 |
| Bessey Tools North America | 819-821 |
| The Better Bungee (N) | 149 |
| Blaster Corp. Inc. | 856 |
| Blue Point Fasteners (S,P,N) | 1701-1703 |
| BlueLinX Corp. | 139 |
| Robert Bosch Tool Corp./Accessories | 1318-1320 |
| Robert Bosch Tool Corp./BOSCH | 1322-1324 |
| Robert Bosch Tool Corp./Bosch Measuring | 1319-1321 |
| Robert Bosch Tool Corp./CST/berger | 1328 |
| Robert Bosch Tool Corp./Canada | 1326 |
| Robert Bosch Tool Corp./Dremel | 1329 |
| Boss Manufacturing Co. | 625 |
| Bosse Tools | 548 |

| Company | Booth |
|--|-----------|
| Brass Knuckle (S) | 526-528 |
| Brighton Best International | 959-961 |
| The Brush Man, LLC | 818-820 |
| BSTC Building Products & Nails | 212 |
| Buffalo Industries | 849 |
| Bullard Abrasives, Inc. | 1453 |
| Bullet Tools | 901-903 |
| Burndy LLC | 111-113 |
| C | |
| CGW, Camel Grinding Wheels | 2022 |
| CLC/Custom Leathercraft Mfg. Co., Inc. | 427-429 |
| CMT U.S.A., Inc. | 1404 |
| CS Unitec, Inc. | 1234-1236 |
| CTG International LLC | 844 |
| Cable Tie Express, Inc. | 804 |
| Cendrex, Inc. (N) | 1235-1237 |
| Centipede Tool, LLC | 600-602 |
| Central Fastener Co., Ltd. | 1244-1246 |
| Certified Safety Manufacturing | 1610-1612 |
| Champion Cutting Tool Corp. | 445 |
| Channellock, Inc. | 911-913 |
| China Harvest Nails & Staples Mfg. Co., Ltd. | 560 |
| Chongqing Hybest Tools Group Co., Ltd. | 447-449 |
| Coilhose Pneumatics | 1747-1749 |
| Construction Electrical Products | 419-421 |
| Construction Electrical Products Canada | 423 |

| Company | Booth |
|---|-----------|
| Continental Abrasives | 1825 |
| Copper Wire Stripper Ltd. | 1940 |
| CORAM TOOLS USA LLC | 1343 |
| The Council Tool Co. | 1252 |
| Cover Guard - Bainbridge International | 661 |
| COX North America, Inc. | 2018-2020 |
| Current Tools, Inc. | 1535-1537 |
| Cuz-D Industries | 1908 |
| D | |
| DC International, Inc. | 1611-1613 |
| Delta Consolidated Industries | 705-707 |
| Dentec Safety Specialists Inc. (S) | 236 |
| DEWALT Accessories | 735-737 |
| DeWalt Industrial Tool Co. (U.S.) Inc. | 734-736 |
| DEWALT Tools | 743-745 |
| Diablo | 923-925 |
| Diamond Products Limited | 900-902 |
| Diamond Vantage | 1945 |
| Direct Sales, Ltd. | 800-802 |
| Divine Brothers Co. dba Dico Products (S,N) | 643 |
| Dixie Diamond Mfg., Inc. | 827-829 |
| Dixon Ticonderoga Co., A FILA Co. | 234 |
| Dongguan Kenatal Pneumatic Tool Co., Ltd. | 957 |
| Drillco Cutting Tools | 1410-1412 |
| Drittec LLC | 909 |
| Dripless, Inc. | 554 |

| Company | Booth |
|---------------------------------|-----------|
| Duchesne et Fils ltee | 145-147 |
| Dustless Technologies | 1938 |
| DYMO Corp. | 442 |
| Dynamic Safety, USA LLC | 152-154 |
| E | |
| ERB Safety | 1734-1736 |
| ET&F Fastening Systems, Inc. | 424 |
| EZE-LAP Diamond Products, Inc. | 1523 |
| E-Z LOK | 813 |
| EZ Thread Corporate | 1925 |
| Eagle Industries | 947-949 |
| Eazypower Corporation | 747 |
| Edge Eyewear (N) | 1426-1428 |
| EDMA North America | 308 |
| Electro Tape, Inc. | 1818-1820 |
| Elgen Manufacturing | 1823 |
| Elite Components | 459 |
| Elite Sales, Inc. | 852 |
| Elk River (S,P,N) | 662-664 |
| Emglo Compressors By DeWalt | 719-721 |
| Empire Level Mfg. Corp. | 1626-1627 |
| Encon Safety Products | 123 |
| Equipment Synergy International | 124 |
| Ergodyne | 310-312 |
| Erickson Mfg., Ltd. | 126-128 |

CONTINUED ON PAGE 46

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| Company | Booth |
|--------------------------------------|-----------|
| Erin Rope Corporation | 623 |
| Escaleras Cuprum | 1227-1229 |
| Estwing Mfg. Co. | 208 |
| EVCO Tools & Fasteners | 639 |
| Everwin Pneumatic Corp. | 1454-1456 |
| F | |
| FSP USA | 446-448 |
| Falcon Fasteners Reg'd. | 1508 |
| FallTech | 641 |
| FANACO Fasteners (S.T.O. Ind., Inc.) | 1527-1529 |
| Fanaco Tools | 1525 |
| FASCO America/Empire Products (S,N) | 422 |
| FastenMaster | 855-857 |
| Fehr Bros. Industries, Inc. | 1248 |
| FEIN Power Tools Inc. | 211-213 |
| FESTOOL | 763-765 |
| FIAC S.p.A. | 611-613 |
| Fini USA Corp. | 1355-1357 |
| FISCH-Tools Johann Eberhard GmbH (S) | 840 |
| Fiskars Brands, Inc. | 860-862 |
| Flambeau, Inc. | 1826-1828 |
| Flexovit USA, Inc. | 1424 |
| Fluke Corporation | 1709 |
| Fortune Products, Inc./ACCUSHARP | 562 |
| The Fountainhead Group | 119-121 |

| Company | Booth |
|--------------------------------------|-----------|
| Foxfire Safety Lights (S,P) | 858 |
| Franklin International | 222 |
| Freud America, Inc. | 919-921 |
| G | |
| GB Electrical | 1934-1936 |
| G-EC International | 1339 |
| G-STRUT | 1119-1121 |
| Gateway Safety, Inc. | 927-929 |
| Gedore Tools, Inc./Klann Automotive | 749 |
| Gemtex Abrasives (S,N) | 1243 |
| Generac Power Systems, Inc. | 347-349 |
| Gerber Legendary Blades (S,P,N) | 1055 |
| Gilmour | 864 |
| Global Glove & Safety Mfg, Inc. | 326-328 |
| Global Saw | 610 |
| Grabber Construction Products | 635-637 |
| Granite Industries (N) | 1853-1855 |
| Green Bull | 756-758 |
| Greenfield Industries | 709 |
| Greenlee, A Textron Co. | 353-355 |
| Grex Power Tools | 334-336 |
| Grey Pneumatic Corp. | 1811-1813 |
| Grove Products Inc. | 1628 |
| Groz USA | 1336 |
| Guangdong Meite Mechanical Co., Ltd. | 153-155 |

| Company | Booth |
|--|-----------|
| H | |
| Halder, Inc./Picard | 1111-1113 |
| Haydon Corporation | 545 |
| Heatstar | 710-712 |
| HELFAST GmbH & Co. KG | 565 |
| HIT Tools USA | 609 |
| HITACHI | 452 |
| Hitachi Koki Canada | 454 |
| Hitachi Koki U.S.A., Ltd. | 457 |
| Hitachi Power Tools | 453-455 |
| Hogan Stakes (S) | 659 |
| Horizon Tool, Inc. | 246-248 |
| H. D. Hudson Mfg. Co. | 1740 |
| I | |
| ICS, Blount, Inc. | 1547 |
| ICP Adhesives & Sealants (formerly Fomo Prod.) | 1657 |
| IDL Techni Edge LLC | 1439 |
| IOA Dist. - CK Tools | 1926 |
| ITW Commercial Construction N.A. | 1843 |
| Imperial Blades | 1718-1720 |
| Imperial Marking | 1922 |
| Indasa Abrasives | 1053 |
| Indusco Wire Rope & Fittings | 1756 |
| Innate Devices/Plugfones | 1245 |

CONTINUED ON PAGE 48



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| Company | Booth |
|------------------------------------|-----------|
| Intercorp..... | 1247-1249 |
| Interfast Group..... | 244 |
| International Fasteners, Inc..... | 118-120 |
| International Tool Mfg. Corp..... | 1354 |
| Intertape Polymer Group (IPG)..... | 653 |
| Inventory Sales Co..... | 1642 |
| Irwin Tools..... | 434-436 |
| Irwin Tools Canada..... | 438-440 |

J

| | |
|---|-------------|
| JLG Industries Inc..... | 1154-1156 |
| JPW Industries (JET)..... | 1644-1646 |
| JPW Industries (Powermatic)..... | 1645-1647 |
| JPW Industries (Wilton)..... | 1648 & 1649 |
| Jaaco Co..... | 1419-1421 |
| Jackson Tool..... | 1539-1541 |
| J-Air..... | 1954 |
| Jaydee Group..... | 461 |
| Jenny Products, Inc..... | 1427-1429 |
| Jescraft..... | 1839 |
| JITool USA Corp..... | 238 |
| JOBOX - Apex Tool Group..... | 701-703 |
| Joh. Friedrich Behrens AG (BeA)..... | 835-837 |
| Johnson Construction Lasers (N)..... | 926 |
| Johnson Level & Tool Mfg. Co. Inc. (N)..... | 928 |
| JVCKENWOOD USA Corp..... | 955 |

K

| | |
|---------------------------------|-----------|
| KS International, Inc..... | 1112 |
| Kanca Hand Tools..... | 1752-1754 |
| Kapro Tools, Inc..... | 465 |
| KARCHER North America, Inc..... | 809-811 |
| Keller..... | 760 & 761 |
| Kelly's 5 Distribution LLC..... | 1757 |
| Keson Industries Inc..... | 934-936 |
| Kett Tool Co..... | 1639 |
| KEY-BAK..... | 1409 |
| Kinco Gloves..... | 863-865 |
| Kingwire Industrial..... | 1341 |
| Klein Tools, Inc..... | 1719-1721 |
| Knaack LLC..... | 757-759 |
| Kraft Tool Co..... | 563 |

L

| | |
|-------------------------------------|-----------|
| L. B. White Co., Inc. (N)..... | 834-836 |
| Lackmond Canada..... | 1110 |
| Lackmond Products, Inc. (S,N)..... | 1106-1108 |
| Leaktite Corporation..... | 1255 |
| Leatherman Tool Group..... | 962-964 |
| Legacy Mfg. Co..... | 146-148 |
| Leica Geosystems, Inc..... | 157 |
| Leland Industries Inc..... | 206 |
| Lenox..... | 435-437 |
| Liberty Glove & Safety..... | 608 |
| Lift-All Co., Inc..... | 329 |
| Liftex Corp..... | 1445 |
| Linzer Products Corp..... | 1054 |
| LitNaglis UAB..... | 1827-1829 |
| Logistics Supply - Safety..... | 1655 |
| Louisville Ladder, Inc. Canada..... | 1223-1225 |
| Louisville Ladder, Inc..... | 1219-1221 |
| Lowell Corp..... | 122 |
| Lug-All..... | 838 |

| Company | Booth |
|------------------------|-------|
| Lumax LLC (S,P,N)..... | 1241 |

M

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|---|-----------|
| M & M Industries Co., Ltd..... | 356 |
| MAT Industries, LLC..... | 462-464 |
| MJJ Brands, LLC..... | 1549 |
| MK Diamond Products, Inc..... | 652 |
| MKT Fastening LLC..... | 101-103 |
| Macnaught USA, Inc..... | 210 |
| MAG-BIT..... | 338 |
| Magnolia Brush Mfrs., Ltd..... | 226 |
| Majestic Glove Co..... | 547-549 |
| Makita Canada Power Tools..... | 1011-1013 |
| Makita U.S.A. OPE..... | 1010-1012 |
| Makita U.S.A. Pneumatics..... | 1006-1008 |
| Makita U.S.A. Power Tools..... | 1007-1009 |
| Marathon General (M.G.E.) Inc..... | 644 |
| MAR-MAC, INC..... | 1803 |
| Martin Tool & Forge..... | 1139 |
| Master Magnetics, Inc..... | 1844 |
| Max USA Corp..... | 1347-1349 |
| Max USA Corp./Rebar Div..... | 1345 |
| Maxpower USA..... | 553 |
| Mayhew Steel Products, Inc..... | 357 |
| Maze Nails..... | 1742 |
| MegaPower, Inc..... | 1906 |
| Mercer Industries (S,P,N)..... | 253-255 |
| Metabo Corp..... | 235-237 |
| METALTECH-OMEGA..... | 2011-2013 |
| Mi-T-M Corporation (S,N)..... | 1218-1220 |
| Michigan Ladder Co..... | 1352 |
| Midwest Tool..... | 229 |
| Mijin System, Inc..... | 463 |
| Milton Industries, Inc..... | 1538 |
| Milwaukee Tool..... | 1619-1621 |
| Milwaukee Tool & Equipment Co..... | 938 |
| Milwaukee Tool Canada..... | 1623-1625 |
| Mingguang Ruifeng Hardware Prod. Co., Ltd..... | 1722 |
| Miyanaga America Corp..... | 107 |
| The M.K. Morse Co. - Metal Devil Div..... | 1118-1120 |
| The M.K. Morse Co. - Power Tool Acc'y. Div..... | 1122-1124 |
| Motorola Solutions, Inc..... | 522-524 |
| Mungo USA, LLC..... | 1819-1821 |
| Muro North America Inc..... | 1834-1836 |
| Murray Corp..... | 209 |
| Mutual Industries, Inc..... | 1946-1948 |

N-O

| | |
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| Nanjing Toua Hardware & Tools Co., Ltd..... | 109 |
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| Northrock Ind., Inc..... | 204 |
| Northwest Instrument Inc..... | 1455-1457 |
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| Nour Trading House, Inc..... | 1845 |
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| OX Group USA..... | 135-137 |

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| PLS Pacific Laser Systems..... | 1711-1713 |
| PPG Industries..... | 634-636 |
| PPG/Liquid Nails (S,N)..... | 1937 |
| PacTool Int'l..... | 544 |
| Pan American Screw Inc..... | 1500 |
| Pearl Abrasive Co..... | 335-337 |
| PFERD INC..... | 1629 |
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| Pinnacle Climate Technologies..... | 912 |
| The Plastic Forming Co. (PFC)..... | 1210-1212 |
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| Pneutek, Inc..... | 1555 |
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| Portwest LLC..... | 2024 |
| Powermail Co. (S,P,N)..... | 1846-1848 |
| Powers Fasteners Inc..... | 742-744 |
| Powers Industries Ltd..... | 738-740 |
| PREBENA North America Fastener Corp..... | 1434-1436 |
| Premalux, LLC..... | 808 |
| PrimarySource..... | 1712 |
| Primatech (Lab, Inc.)..... | 444 |
| Prime Global Products..... | 346-348 |
| Prime Wire & Cable, Inc..... | 2019-2021 |
| Primefit, Inc..... | 1941 |
| PrimeSource/Grip-Rite..... | 537-539 |
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| ProBult Professional Lighting LLC..... | 1303-1305 |
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| Protective Industrial Products, Inc..... | 1847-1849 |
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| Puerto Rico Steel Products Corp..... | 1211-1213 |
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| RIDGID/Ridge Tool Co..... | 1634-1636 |
| Rite in the Rain/JL Darling LLC..... | 663 |
| Rivet & Eyelet Technologies LLC..... | 952 |
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| Company | Booth |
|--|-----------|
| Rockhard Tools, Inc. | 527-529 |
| Rockwell | 1446-1448 |
| Rocky Mountain Twist/Montana Brand USA (S,M) | 352-354 |
| Rodenhouse, Inc. | 1406 |
| ROLAIR Accessories Div. | 323-325 |
| ROLAIR Compressors | 319-321 |
| RotoZip | 1327 |
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| SawStop LLC | 425 |
| Scenic Road Mfg. | 245 |
| Schaefer Ventilation Equipment | 908-910 |
| Scodd Industries | 1238 |
| Screw Products, Inc. | 302 |
| Seaco Industries LLC | 1511-1513 |
| Seatek | 1027-1029 |
| Seirus Innovation | 845-847 |
| Sellstrom Manufacturing Co. | 1534-1536 |

| Company | Booth |
|---|-----------|
| Senco Brands BV | 1307-1309 |
| Senco Brands Japan Ltd. | 1310-1312 |
| Senco Brands, Inc. | 1306-1308 |
| Senco Brands/TyRex Div. | 1311-1313 |
| Seymour Midwest LLC (Seymour Mfg.) | 138-140 |
| Seymour of Sycamore, Inc. | 1047-1049 |
| Shanghai Qianjun Tools Co., Ltd. | 1543 |
| Shanghai Recky International | 1554 |
| Shanghai Yueda Nails Co. | 227 |
| Shanxi Pioneer Hardware Industrial Co. Ltd. | 656 |
| Shaoxing Qianjiang Pin Industry Co., Ltd. | 1810-1812 |
| Shop-Vac Corp. | 1046-1048 |
| Shurtape Technologies LLC | 1924 |
| Simpson Strong-Tie Anchor Systems | 1335-1337 |
| Simpson Strong-Tie Fastening Systems (N) | 1334 |
| SKILSAW Power Tools | 1323-1325 |
| Snap-on Industrial Brands | 318-320 |
| Solo, Inc. (S,P) | 645 |
| Southwire Assembled Products | 1018-1020 |
| Southwire Canada | 1022-1024 |
| Southwire Company | 1023-1025 |
| Southwire Lighting | 1019-1021 |
| Specialty Fastening Systems, Inc. | 605 |
| Spectra Precision | 944-946 |
| Speedtac | 141 |
| Spotnails (N) | 1135-1137 |
| The Sqwincher Corp. | 1929 |

| Company | Booth |
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| Stabila GmbH | 1342-1344 |
| Stabila, Inc. | 1346-1348 |
| Stanley Black & Decker | 722-724 |
| Stanley-Bostitch Inc. | 723-725 |
| Stanley Bostitch USA | 718-720 |
| Stanley Tools & Storage | 726-728 |
| Star Sales & Distributing Corp. | 1745 |
| Star Stainless Screw Company | 341 |
| Starrett Construction Division | 511-513 |
| Stiletto Tools | 1622-1624 |
| Stride Tool Inc. | 1838 |
| Strong Hold Products | 201-203 |
| Sumner Manufacturing Co. Inc. | 1026-1028 |
| Sunex Tools | 1852-1854 |
| Superior Abrasives, LLC | 1643 |
| Surface Shields, Inc. | 218-220 |
| Sycamore USA, Inc. | 1353 |

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| T & E Tools USA | 1919-1921 |
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| TDL Tool, Inc. | 156 |
| TG Tools United Co. | 144 |
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| Tajima Tool Corp. (U.S.A.) | 1340 |

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| Company | Booth |
|--|-----------|
| Tamlyn | 665 |
| Tanaka Power Equipment | 456 |
| Techniweld USA | 1910-1912 |
| Teknatool USA | 806 |
| Telesteps, Inc. | 619-621 |
| TENRYU America, Inc. | 540 |
| Tianjin Hweschun Fasteners Mfg. Co., Ltd. | 460 |
| Tie Down Engineering/TranzSporter/RoofZone | 1856 |
| TimePilot Corporation (N) | 1422 |
| Titan Tools | 1510-1512 |

| Company | Booth |
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| Todol Products Inc. | 1057 |
| TOGGLER/Wej-It Fastening Systems (S) | 657-655 |
| Tolman Tool Mfg. (S) | 556 |
| Tool Keepers Foam & Etch LLC | 1338 |
| ToolPro | 1953 |
| Toter, Inc. | 1518-1520 |
| Tractel, Inc. | 108 |
| Travers Tool Co. | 1955 |
| Tree Island USA/Halsteel, Inc. | 1909 |
| Trend Routing Technology (S,P,N) | 1943 |

| Company | Booth |
|-------------------------------------|-----------|
| Trimaco | 801-803 |
| Triumph Twist Drill | 1857 |
| Tru-Cut/Galaxy Industries/NEC, Inc. | 1145-1147 |
| Truper, S.A. de C.V. | 1207-1209 |
| Tsurumi Pump | 509 |
| Tuff Toe, Inc. | 344 |
| Tuffy Products | 1944 |
| Tyrolit Industrial Abrasives | 1927 |

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| U.S. Wire & Cable | 1835-1837 |
| Unicorn (Tianjin) Fasteners Co., Ltd. | 654 |
| UnionTools | 824 |
| UNISTRUT | 1800-1802 |
| United Abrasives, Inc. | 846-848 |
| United Building Materials Factory | 1935 |
| United Company for Metal Products | 638 |
| Universal Fstnr Outsourcing, LLC | 1447-1449 |
| Urrea Professional Tools, Inc. | 252-254 |
| Valley Industries Corp. | 1002-1004 |
| Vaughan & Bushnell Mfg. Co. | 1239 |
| Vega Industries, Inc. | 1442 |
| Ventamatic, Ltd. (S,P,N) | 1746-1748 |
| Vestil Mfg. Company (S,P,N) | 1226-1228 |
| Virginia Fasteners | 612 |
| VizCon | 1146-1148 |
| Voltec Power & Lighting | 200-202 |
| Vulcan Threaded Products, Inc. | 905 |

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| Walraven, Inc. | 1753-1755 |
| Wanco | 1556 |
| Warwood Tool Company | 1641 |
| Waterloo Industries, Inc. | 1952 |
| Weather Guard Truck & Van Equip. | 753-755 |
| Weego | 345 |
| Weiler Corporation | 1744 |
| Werner Co. | 752-754 |
| Westpro Power Systems LLC | 1452 |
| Wheeler Mfg. | 127-129 |
| Whirlwind USA Inc. | 1153 |
| Dave White's SitePro | 854 |
| Wood Industries Inc. | 1652-1654 |
| WoodOwl Products/Star-M Intl | 1928 |
| The Wooster Brush Company | 1911-1913 |
| Wrap-It Storage Straps | 1408 |
| Wright Tool Co. | 100-102 |

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| Xtend & Climb | 1553 |
| Xtreme Visibility | 956 |
| XNYTH Manufacturing Corp. (S) | 247 |
| Young Bros. Stamp Works | 1939 |
| ZSI-Foster | 1155 |
| Zephyr Tool Group | 1710 |
| Zhejiang Best Nail Industrial Co., Ltd. | 1653 |
| Zhejiang Chaoyue Hardware and Chem. Co., Ltd. | 1949 |
| Zhejiang Dongya Facility Co., Ltd. | 746-748 |
| Zhejiang Rongpeng Air Tools Co., Ltd. | 762-764 |
| Zhengzhou Anxin Abrasives Co., Ltd. | 546 |
| Zip-Up Products, LLC | 555-557 |
| Zornot International, Inc. (S,P,N) | 1519-1521 |

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| 100 | 101 | 102 | 104 | 106 | 108 | 110 | 112 | 114 | 116 | 118 | 120 | 122 | 124 | 126 | 128 | 130 | 132 | 134 | 136 | 138 | 140 | 142 | 144 | 146 | 148 | 150 | 152 | 154 | 156 | 158 | 160 | 162 | 164 | 166 | 168 | 170 | 172 | 174 | 176 | 178 | 180 | 182 | 184 | 186 | 188 | 190 | 192 | 194 | 196 | 198 | 200 | 202 | 204 | 206 | 208 | 210 | 212 | 214 | 216 | 218 | 220 | 222 | 224 | 226 | 228 | 230 | 232 | 234 | 236 | 238 | 240 | 242 | 244 | 246 | 248 | 250 | 252 | 254 | 256 | 258 | 260 | 262 | 264 | 266 | 268 | 270 | 272 | 274 | 276 | 278 | 280 | 282 | 284 | 286 | 288 | 290 | 292 | 294 | 296 | 298 | 300 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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433 | 435 | 437 | 439 | 441 | 443 | 445 | 447 | 449 | 451 | 453 | 455 | 457 | 459 | 461 | 463 | 465 | 467 | 469 | 471 | 473 | 475 | 477 | 479 | 481 | 483 | 485 | 487 | 489 | 491 | 493 | 495 | 497 | 499 | 501 | 503 | 505 | 507 | 509 | 511 | 513 | 515 | 517 | 519 | 521 | 523 | 525 | 527 | 529 | 531 | 533 | 535 | 537 | 539 | 541 | 543 | 545 | 547 | 549 | 551 | 553 | 555 | 557 | 559 | 561 | 563 | 565 | 567 | 569 | 571 | 573 | 575 | 577 | 579 | 581 | 583 | 585 | 587 | 589 | 591 | 593 | 595 | 597 | 599 | 601 | 603 | 605 | 607 | 609 | 611 | 613 | 615 | 617 | 619 | 621 | 623 | 625 | 627 | 629 | 631 | 633 | 635 | 637 | 639 | 641 | 643 | 645 | 647 | 649 | 651 | 653 | 655 | 657 | 659 | 661 | 663 | 665 | 667 | 669 | 671 | 673 | 675 | 677 | 679 | 681 | 683 | 685 | 687 | 689 | 691 | 693 | 695 | 697 | 699 | 701 | 703 | 705 | 707 | 709 | 711 | 713 | 715 | 717 | 719 | 721 | 723 | 725 | 727 | 729 | 731 | 733 | 735 | 737 | 739 | 741 | 743 | 745 | 747 | 749 | 751 | 753 | 755 | 757 | 759 | 761 | 763 | 765 | 767 | 769 | 771 | 773 | 775 | 777 | 779 | 781 | 783 | 785 | 787 | 789 | 791 | 793 | 795 | 797 | 799 | 801 | 803 | 805 | 807 | 809 | 811 | 813 | 815 | 817 | 819 | 821 | 823 | 825 | 827 | 829 | 831 | 833 | 835 | 837 | 839 | 841 | 843 | 845 | 847 | 849 | 851 | 853 | 855 | 857 | 859 | 861 | 863 | 865 | 867 | 869 | 871 | 873 | 875 | 877 | 879 | 881 | 883 | 885 | 887 | 889 | 891 | 893 | 895 | 897 | 899 | 901 | 903 | 905 | 907 | 909 | 911 | 913 | 915 | 917 | 919 | 921 | 923 | 925 | 927 | 929 | 931 | 933 | 935 | 937 | 939 | 941 | 943 | 945 | 947 | 949 | 951 | 953 | 955 | 957 | 959 | 961 | 963 | 965 | 967 | 969 | 971 | 973 | 975 | 977 | 979 | 981 | 983 | 985 | 987 | 989 | 991 | 993 | 995 | 997 | 999 | 1001 | 1003 | 1005 | 1007 | 1009 | 1011 | 1013 | 1015 | 1017 | 1019 | 1021 | 1023 | 1025 | 1027 | 1029 | 1031 | 1033 | 1035 | 1037 | 1039 | 1041 | 1043 | 1045 | 1047 | 1049 | 1051 | 1053 | 1055 | 1057 | 1059 | 1061 | 1063 | 1065 | 1067 | 1069 | 1071 | 1073 | 1075 | 1077 | 1079 | 1081 | 1083 | 1085 | 1087 | 1089 | 1091 | 1093 | 1095 | 1097 | 1099 | 1101 | 1103 | 1105 | 1107 | 1109 | 1111 | 1113 | 1115 | 1117 | 1119 | 1121 | 1123 | 1125 | 1127 | 1129 | 1131 | 1133 | 1135 | 1137 | 1139 | 1141 | 1143 | 1145 | 1147 | 1149 | 1151 | 1153 | 1155 | 1157 | 1159 | 1161 | 1163 | 1165 | 1167 | 1169 | 1171 | 1173 | 1175 | 1177 | 1179 | 1181 | 1183 | 1185 | 1187 | 1189 | 1191 | 1193 | 1195 | 1197 | 1199 | 1201 | 1203 | 1205 | 1207 | 1209 | 1211 | 1213 | 1215 | 1217 | 1219 | 1221 | 1223 | 1225 | 1227 | 1229 | 1231 | 1233 | 1235 | 1237 | 1239 | 1241 | 1243 | 1245 | 1247 | 1249 | 1251 | 1253 | 1255 | 1257 | 1259 | 1261 | 1263 | 1265 | 1267 | 1269 | 1271 | 1273 | 1275 | 1277 | 1279 | 1281 | 1283 | 1285 | 1287 | 1289 | 1291 | 1293 | 1295 | 1297 | 1299 | 1301 | 1303 | 1305 | 1307 | 1309 | 1311 | 1313 | 1315 | 1317 | 1319 | 1321 | 1323 | 1325 | 1327 | 1329 | 1331 | 1333 | 1335 | 1337 | 1339 | 1341 | 1343 | 1345 | 1347 | 1349 | 1351 | 1353 | 1355 | 1357 | 1359 | 1361 | 1363 | 1365 | 1367 | 1369 | 1371 | 1373 | 1375 | 1377 | 1379 | 1381 | 1383 | 1385 | 1387 | 1389 | 1391 | 1393 | 1395 | 1397 | 1399 | 1401 | 1403 | 1405 | 1407 | 1409 | 1411 | 1413 | 1415 | 1417 | 1419 | 1421 | 1423 | 1425 | 1427 | 1429 | 1431 | 1433 | 1435 | 1437 | 1439 | 1441 | 1443 | 1445 | 1447 | 1449 | 1451 | 1453 | 1455 | 1457 | 1459 | 1461 | 1463 | 1465 | 1467 | 1469 | 1471 | 1473 | 1475 | 1477 | 1479 | 1481 | 1483 | 1485 | 1487 | 1489 | 1491 | 1493 | 1495 | 1497 | 1499 | 1501 | 1503 | 1505 | 1507 | 1509 | 1511 | 1513 | 1515 | 1517 | 1519 | 1521 | 1523 | 1525 | 1527 | 1529 | 1531 | 1533 | 1535 | 1537 | 1539 | 1541 | 1543 | 1545 | 1547 | 1549 | 1551 | 1553 | 1555 | 1557 | 1559 | 1561 | 1563 | 1565 | 1567 | 1569 | 1571 | 1573 | 1575 | 1577 | 1579 | 1581 | 1583 | 1585 | 1587 | 1589 | 1591 | 1593 | 1595 | 1597 | 1599 | 1601 | 1603 | 1605 | 1607 | 1609 | 1611 | 1613 | 1615 | 1617 | 1619 | 1621 | 1623 | 1625 | 1627 | 1629 | 1631 | 1633 | 1635 | 1637 | 1639 | 1641 | 1643 | 1645 | 1647 | 1649 | 1651 | 1653 | 1655 | 1657 | 1659 | 1661 | 1663 | 1665 | 1667 | 1669 | 1671 | 1673 | 1675 | 1677 | 1679 | 1681 | 1683 | 1685 | 1687 | 1689 | 1691 | 1693 | 1695 | 1697 | 1699 | 1701 | 1703 | 1705 | 1707 | 1709 | 1711 | 1713 | 1715 | 1717 | 1719 | 1721 | 1723 | 1725 | 1727 | 1729 | 1731 | 1733 | 1735 | 1737 | 1739 | 1741 | 1743 | 1745 | 1747 | 1749 | 1751 | 1753 | 1755 | 1757 | 1759 | 1761 | 1763 | 1765 | 1767 | 1769 | 1771 | 1773 | 1775 | 1777 | 1779 | 1781 | 1783 | 1785 | 1787 | 1789 | 1791 | 1793 | 1795 | 1797 | 1799 | 1801 | 1803 | 1805 | 1807 | 1809 | 1811 | 1813 | 1815 | 1817 | 1819 | 1821 | 1823 | 1825 | 1827 | 1829 | 1831 | 1833 | 1835 | 1837 | 1839 | 1841 | 1843 | 1845 | 1847 | 1849 | 1851 | 1853 | 1855 | 1857 | 1859 | 1861 | 1863 | 1865 | 1867 | 1869 | 1871 | 1873 | 1875 | 1877 | 1879 | 1881 | 1883 | 1885 | 1887 | 1889 | 1891 | 1893 | 1895 | 1897 | 1899 | 1901 | 1903 | 1905 | 1907 | 1909 | 1911 | 1913 | 1915 | 1917 | 1919 | 1921 | 1923 | 1925 | 1927 | 1929 | 1931 | 1933 | 1935 | 1937 | 1939 | 1941 | 1943 | 1945 | 1947 | 1949 | 1951 | 1953 | 1955 | 1957 | 1959 | 1961 | 1963 | 1965 | 1967 | 1969 | 1971 | 1973 | 1975 | 1977 | 1979 | 1981 | 1983 | 1985 | 1987 | 1989 | 1991 | 1993 | 1995 | 1997 | 1999 | 2001 | 2003 | 2005 | 2007 | 2009 | 2011 | 2013 | 2015 | 2017 | 2019 | 2021 | 2023 | 2025 | 2027 | 2029 | 2031 | 2033 | 2035 | 2037 | 2039 | 2041 | 2043 | 2045 | 2047 | 2049 | 2051 | 2053 | 2055 | 2057 | 2059 | 2061 | 2063 | 2065 | 2067 | 2069 | 2071 | 2073 | 2075 | 2077 | 2079 | 2081 | 2083 | 2085 | 2087 | 2089 | 2091 | 2093 | 2095 | 2097 | 2099 |

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- **MONDAY, NOV. 7:**
NOON TO 6:00 P.M.
- **TUESDAY, NOV. 8:**
10:30 A.M. TO 4:00 P.M.

This year, the STAFDA Tech & Consultants' Pavilions will again be located in special areas inside the Trade Show hall. As you enter the Trade Show hall, the Tech Pavilion will be on your left and the Consultants Pavilion will be on your right. The following companies were signed up to exhibit as of press time. Check at the convention for a complete listing. www.construction.com



TECH EXHIBITORS

| | |
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| 48 WS | www.48ws.com |
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| Computer Insights, Inc. | www.ci-inc.com |
| DDI System | www.ddisystem.com |
| DX Web, LLC | www.dxweb.net |
| Distribution One | www.distone.com |
| dynaMACS Software | www.dynamacs.com |
| INxSQL Software | www.inxsql.com |
| Mincron Software Systems | www.mincron.com |
| Netsuite | www.netsuite.com |
| Point of Rental Software | www.point-of-rental.com |
| RPMS | www.rpms.com |
| sales-i | www.sales-i.com |
| Speartek | www.speartek.com |
| 3PL Links, Inc. | www.3pllinks.com |
| Telenotes | www.telenotes.com |
| Tour de Force, Inc. | www.tourdeforceinc.com |
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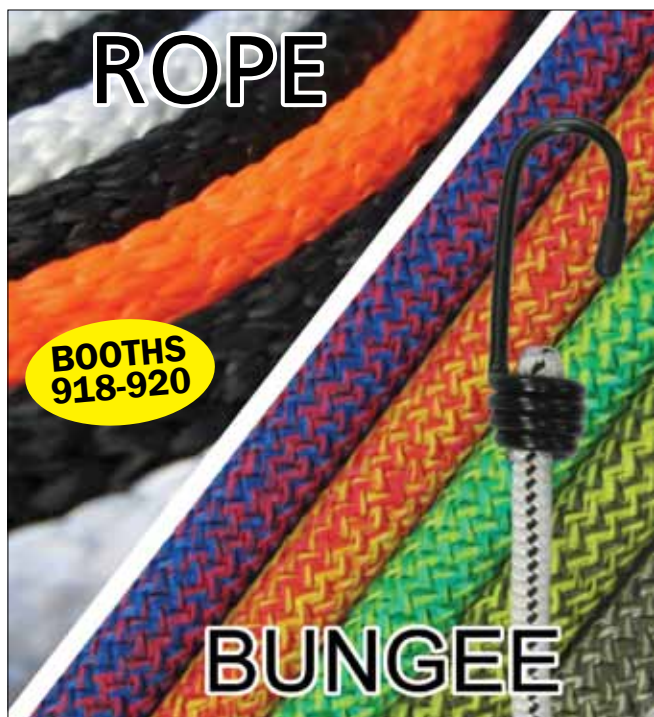
- » Screw tip draws bit through wood
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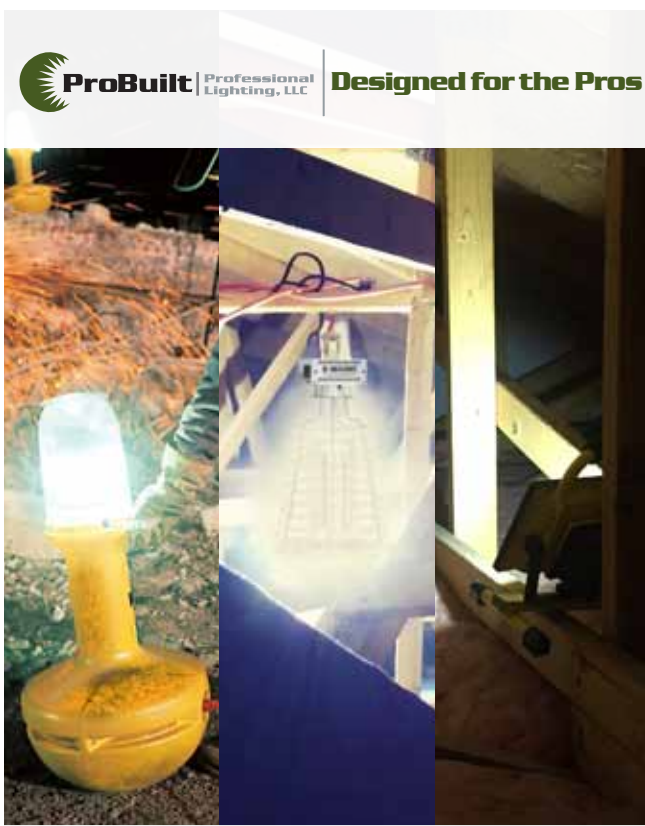


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CITY GUIDE



For its 2016 Convention & Trade Show, STAFDA returns to Atlanta, a vibrant city with a tantalizing mix of ultra modern, avant-garde and antebellum charm.



Atlanta is a supercharged fusion of history and high energy business. It is home to 18 Fortune 500 companies, including Coca-Cola, UPS, Inc., Home Depot, Inc., and HD Supply, Newell Rubbermaid, Aflac and Delta Air Lines. Inc. It is also the site of The Fox Theatre, Margaret Mitchell's home and Oakland Cemetery, the final resting place of golf legend Bobby Jones, famous citizens and Civil War soldiers.

LODGING

STAFDA has three hotels for this year's Convention and Trade show:

- Westin Peachtree Plaza, (404) 659-1400
- Omni Atlanta at CNN Center, (404) 659-0000
- Doubletree Atlanta Downtown, (404) 688-8600

When booking your rooms, be sure to call the hotel directly and ask for the STAFDA Show room rate.

DINING

Atlanta and its environs, notably Buckhead (where carnivores go to heaven), the Old Fourth Ward and Virginia Highlands offer a bounty of dining options. But Downtown also throws down mightily with STK Atlanta (404) 793-0144, Morton's (404) 577-4366, and the stunning views of Nikolai's Roof (404) 221-6362 and Polaris (404) 460-6425. And those are just four of more than 300 restaurants in the Downtown area alone. Oh, and did we mention ribs?

STEAK

- Kevin Rathbun Steak: (404) 524-5600
- Bone's Restaurant: (404) 237-2663
- Marcel: (404) 665-4555

- Cabernet: (770) 777-5955
- McKendrick's: (770) 512-8888
- Chops Lobster Bar: (404) 262-2675

ITALIAN

- La Tavola: (404) 873-5430
- Sotto Sotto: (404) 523-6678
- La Grotta: (404) 231-1368
- Valenza: (404) 969-3233

RIBS

- Fat Matt's Rib Shack: (404) 607-1622
- Fox Bros. BBQ: (404) 577-4030
- Bone Lick BBQ: (404) 343-6574
- Grand Champion BBQ: (404) 467-4427

FORE!

With more than 20 courses within 30 minutes of downtown Atlanta, golfers can find courses ranging from congenial neighborhood courses to the skill-challengers like Cobblestone and Royal Lakes.

- Stone Mountain Golf Course – Lakemont: (770) 879-9900
- Cherokee Run Golf Club: (770) 785-7904
- Cobblestone Golf Course: (770) 917-5151
- Royal Lakes, (770) 535-8800
- Bobby Jones Golf Course: (404) 355-1009

SHOPPING

From art galleries and funky boutique shops to upscale malls, Atlanta has enough shopping venues to satisfy even the most demanding tastes. These are just a few.

- Atlantic Station, Midtown
- Underground Atlanta, Downtown
- Lenox Square, Buckhead
- Phillips Plaza, Buckhead
- Little Five Points, near Downtown



PEACHTREE!

STAFDA veterans will remember Atlanta's number one attraction from a few years ago, the **Georgia Aquarium**, the Western Hemisphere's largest aquarium. It has more than 10 million gallons of water; 6.3 million alone in the massive Ocean Voyager habitat. The **Fox Theatre** is considered by many to be the grand dame of American movie palaces. It contains the 3,622-pipe "Mighty Mo," the largest Moller pipe organ in the world. Atlanta has the distinction of being the only America city destroyed in an act of war; General Sherman burned it down during the Civil War. Only about 400



buildings survived the conflagration. Pray you don't need to find an address on "Peachtree." Atlanta has over 65 streets with "Peachtree" in their names. And not one was named for an actual peach tree. However, the Buckhead neighborhood is in fact named for an actual buck's head, which was once displayed in a general store. **CS**

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STATE OF THE INDUSTRY

GOOD HELP HUNTING AND FOLLOWING THE CUSTOMER



DISTRIBUTOR PERSPECTIVE



TERRY EARLE,
CHIEF OPERATING OFFICER/
SALES MANAGER,
FORT WORTH BOLT & TOOL

"While attending the convention in Phoenix last year, I mentioned wanting to impress upon STAFDA members the importance of relationships in all aspects of the distributor's business. I feel that the industry is seeing the effects of this as larger members of the industry associations consume the smaller companies.

"The topic of acquisitions and mergers has been circulating around the industry for years and continues to be a subject of concern for smaller supply houses. It seems to be successful for both parties in business transactions where like-minded owners with good relationships have been involved.

"In areas where the economy is good and business is growing for STAFDA distributors, the need for quality help is a major issue. Finding, attracting, and retaining employees top the list of concerns for many business owners in their day to day struggles. Low unemployment numbers, a lack of interest in the smaller-scale private industry, and the largest segment of employable workers being from a younger generation all seem to be major factors for this battle. Many industry leaders have told me that when losing long-term, experienced employees to retirement, their attempts to find suitable replacements have not been successful. Distributors will need to look at new ways to hire, train, and adapt the Generation X and Millennial workers to their company culture." **CS**

WHEN AND WHERE

The distributor and supplier State of the Industry addresses will take place during the General Session, **8:30 to 11:00 a.m., Monday, Nov. 7** in the Georgia World Congress Center. The Session hall doors will open at 8:00 a.m. for seating.

SUPPLIER PERSPECTIVE



BRANDON MOSS,
PRESIDENT,
TOOLS & ASSEMBLED PRODUCTS
DIVISION, SOUTHWIRE COMPANY

"I am fortunate to have had the opportunity to meet with many distributor partners, contractors and manufacturers this past year. In recent years and particularly this year, I have found the labor market to be fiercely competitive for contractors. This is leading to some interesting trends. Contractors that are winning business are able to overcome this labor shortage or the heightened competition for skilled labor by becoming more efficient. More than ever, there is a need for labor saving products and involvement in the planning phase and prefabrication phase of construction projects. This is changing the way many manufacturers and distributors go to market.

"Along with increased planning and prefabrication, more contractors are now doing business outside of their core geographic area and are competing for business thousands of miles away. This provides an interesting conundrum for their partner distributor and manufacturers that typically support that contractor. Many of these contractors would prefer to do business with the same distributor they have always worked with, because they are used to a certain type or level of service. This is driving a new level of creativity and sophistication on the part of the distributor and the manufacturer to be able to service that contractor. It is also driving geographic expansion opportunities for distributors and some of the consolidation in the market place. Even though the markets are a bit uncertain, one thing we can count on is that all of our businesses will continue to change." **CS**



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SESSION SPEAKERS

All sessions, except Alan Beaulieu's economic forecast, take place **Sunday, Nov. 6** in Building A of the **Georgia World Congress Center**. Session locations will be posted at the show.

MORNING WORKSHOPS

JEANNE HURLBERT CONCIERGE CUSTOMER SERVICE

9:00 to 11:00 a.m.

Jeanne Hurlbert, Ph.D. is an expert in survey research, social networks, and social media. She has served on the faculty of Louisiana State University for more than 20 years surveys and directed the Louisiana Population Data Center Survey Research Lab. She helps businesses harness the power of surveys.

MORE INFO: www.linkedin.com/in/jeannehurlbert
See a preview of Jeanne's presentation on page 78.



GAIL ALOFSIN

THE FOUNDATIONS OF LEADERSHIP: BUILDING A CULTURE OF SUCCESS

9:00 to 11:00 a.m.

Gail Alofsin, president of Authentic Measurable Performance (AMP!), is an internationally recognized speaker, author, seminar leader and professor with the University of Rhode Island since 1999. She has participated in the internationally renowned IEG Annual Conference for over two decades.

MORE INFO: www.gailalofsinSpeaks.wordpress.com
See a preview of Gail's presentation on page 84.



BARRY WRIGHT NEGOTIATING FOR SALES... AND PROFIT

1:00 to 2:30 p.m. & 3:00 to 4:30 p.m.

Los Angeles-based Barry Wright is director of Grosvenor USA, a division of Grosvenor Training, one of Great Britain's leading training and organizational development consulting firms, with an emphasis on helping organizations achieve their full potential through their people.

MORE INFO: www.grosvenortraining.co.uk
See a preview of Barry's presentation on page 66.



BRENT GROVER



SALES COMPENSATION PLANS: INCENTIVES TO CREATE VALUE FOR CUSTOMERS AND PROFIT FOR THE DISTRIBUTOR

1:00 to 2:30 p.m. & 3:00 to 4:30 p.m.

Brent Grover, founder of Evergreen Consulting, has been CEO and co-owner of National Paper & Packaging Co. He is also an adjunct professor at Case Weatherhead School of Management.

MORE INFO: www.evergreenconsultingllc.com
See a preview of Brent's presentation on page 70.

AFTERNOON WORKSHOPS

ERIC SKIE

MANUFACTURING & DISTRIBUTION OUTLOOK: BEYOND 2016

1:00 to 2:30 p.m. & 3:00 to 4:30 p.m.

Eric Skie is managing principal, manufacturing and distribution at CliftonLarsonAllen LLP. For the past 23 years, he has helped business owners and leaders improve profitability, reduce business and ownership risk, build value and plan for succession.

MORE INFO: www.CLAconnect.com
See a preview of Eric's presentation on page 90.



NANCYE COMBS

TODAY'S HR ENVIRONMENT

1:00 to 2:30 p.m. & 3:00 to 4:30 p.m.

Nancye Combs, AEP/SPHR, principal of HR Enterprise Inc. is an executive management consultant, college instructor, national speaker, writer and expert witness in employment practices, including discrimination and termination issues. She is also STAFDA's HR consultant.

MORE INFO: www.hrenterprise.com
See a preview of Nancye's presentation on page 88.



TUESDAY, NOVEMBER 8

ALAN BEAULIEU

ECONOMIC FORECAST

Tuesday, Nov. 8, 8:00 to 10:00 a.m.

STAFDA's economic guru, Alan Beaulieu, president of ITR Economics, will look at recent economic trends and use his knowledge of historic patterns, the construction and industrial markets, and financial indicators to predict where the U.S. and global economy is headed in 2017. His program is a perennial must-attend Convention event.

MORE INFO: www.ITReconomics.com
See a preview of Alan's presentation on page 76.



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