

Get to Know Your STAFDA Board Member



Throughout 2016, a different STAFDA Board member will be profiled in every *Trade News*. Each Director brings a unique perspective to the Board and their varied experiences give STAFDA its rich tapestry of business diversity. This month features **Ronnie Mann**, president, **Mann Tool & Supply**, West Columbia, SC.

What path brought you to this business and how many years have you been in the industry?

I grew up working with my father who started out in the electric motor business in 1944. I started working for **Mann Electric** in 1961. Tool repair was part of that business. We started selling tools and supplies in the late 1980s and changed the company name to Mann Tool & Supply, Inc. in 2001.

What are you most passionate about professionally?

I care deeply about our employees and their families, along with our customers and what is important to them. This carries over into the types of relationships we enjoy with our vendors.

What is your greatest accomplishment in this industry?

Serving our city of Columbia, SC, and surrounding area for 72 years and bringing in the third generation of family ownership are sources of great satisfaction. Providing employees with a place to succeed and the means to support their families are very important to me as well.

What part of this business do you enjoy the most?

I am one of the few who enjoys change. I love the new technology that has changed everything, especially instant access to information. I also believe the people we serve make coming to work something our employees look forward to every day.

What is the current focus of your business?

We have evolved into a woodworking store with a lot of construction supplies. Our focus is to continue increasing growth in both of these important segments without losing sight of either one.

What is your favorite way to spend time when not working?

Work seems to be my main hobby, but my wife, **Joye**, and I travel a lot. Plus, there is always something going on with family, friends, and church.

Educational Opportunities

STAFDA's Canadian distributors are in-line at www.apicconference.ca and vited to the **September 22 Advanced Profit Innovation Conference (APIC)** Hulbert and Wright will be at STAFDA's at the **ALT Hotel Toronto Airport**. Atlanta Convention in November. APIC's This one-day meeting features the best U.S. meeting will be in Scottsdale, AZ, in minds in distribution: **Bruce Merrifield**, Spring '17. Visit www.apicconference.com for details. **Brent Grover**, **Jeanne Hulbert**, **Barry Wright**, **Jonathan Bein**, and **Randy McLean**. Topics include: *How to Provide Concierge Customer Service*; *Data into Actionable Behavior for Profitable Outcomes*; *Service-Value, Innovation Guidelines*; *2016 Strategy* **29-30**, to expand on the book's findings. – *Thriving When the Economy Isn't*; *Profit Improvement & Marketing*; Details will be announced this fall. and *Why Don't Distributors Make More Money: Managing Margins & Building Industry Advisors*, LLC, just released their 2016 report on *"Foreign*

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chasing department works on returning slow moving items and excess inventory to the vendors so we can in turn put those inventory dollars toward our higher turnover items. We do an adequate job at this but we are still far from having a completely successful system. In talking with other STAFDA distributors, I found we are no different than they are in tackling this issue.

I researched articles from STAFDA's Inventory consultant, **Jon Schreiber** of **Effective Inventory Management Inc.**, author of STAFDA's *Effective Supply Management* manual, and the Association's quarterly *Advisories*. He says, "Well, it's true that turning excess inventory into cash is good. But before you put considerable effort into a dead stock liquidation program, be sure you are currently "buying right" – that is, be sure you are ordering the right quantities, of the right items, at the right time." Good advice for all our product teams as they hit the Trade Show searching for fast moving items to give us a better ROI.

One thing I've found true is having strong relationships with your vendors is critical to the success of turns and earns in your inventory!

Competition in the U.S. Building Products Industry." The 38-page report discusses foreign competition in 27 different product categories including concrete, construction machinery, pipe/plumbing, hardware, stone, aluminum, HVAC, cement, siding, roofing, engineered wood products, decks, structural metal, and more. For a free PDF of the report, please e-mail info@stafda.org.

STAFDA's HR Consultant, **Nancye Combs**, revised STAFDA's *Employee Handbook Template*. To get the new version, please visit the members-only section of STAFDA's website.



President's Message

Here in the South, we refer to the time when temperatures soar over 100 degrees most days as the "dog days" of summer. Heat bearing down on a great deal of the nation leaves us all yearning to be inside under an air conditioning vent.

I find it hard to believe we are past midyear already and in less than three months we will be attending STAFDA's 40th Annual Convention & Trade Show in Atlanta. I look forward to the Trade Show each year when we can meet with our vendors, see the latest innovations, and search for new product lines we can add to our mix.

Thankfully, hot and dry summers bring in business at a brisk pace with construction going strong in our area. Although we work on closing as many sales as possible during these months, our management team here at Fort Worth Bolt & Tool focuses on our product inventory also. We look at the slow, excess, dead, and discontinued items so we can plan a strategy for moving these items out of inventory before year's end. Sales managers put in place plans of action for giving the boot to dead items by scheduling in-store sale days, creating closeout flyers for e-mailing to target customers, and stacking product in the showroom to draw the customer's eye to the blowout deals. Our pur-



Terry Earle
Fort Worth Bolt & Tool Co.
Fort Worth, TX

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Trade News
AUGUST 2016

In This Issue: ♦ Atlanta Exhibitors ♦ Meet a STAFDA Director

Distributors Post Higher Q2 '16 Sales

STAFDA distributors participating in the *Q2 2016 Trend Report* reported a 7.5% sales increase for Q2 vs. Q2 2015. That's better than what **Dodge Data & Analytics** shared for the first six months of 2016: Total construction starts were down 11% from the same period a year ago to \$318.1 billion. The January-June 2015 period included 13 exceptionally large projects valued at \$1 billion or more, including a \$9 billion liquefied natural gas export terminal in Texas, an \$8.5 billion petrochemical plant in Louisiana, and two massive office towers in New York City (\$2.5 billion 30 Hudson Yards and \$1.2 billion One Manhattan West). In contrast, January-June 2016 included only four projects at \$1 billion or more.

If these exceptionally large projects are excluded, total construction starts during the first half of 2016 would be down only 2% from last year. STAFDA members averaging \$13 million in annual sales reported this Q2 data:

Region	Q2 '16 Sales to Q2 '15	A/R 6/30/16 to 6/30/15	Avg. A/R Days
1-Northeast	+10.4%	+8.4%	40
2-Mid-Atlantic	+10.1%	+14.7%	43
3-Southeast	+2.6%	+22.2%	42
4-South Central	+4.5%	+0.3%	44
5-Midwest	+3.2%	+4.0%	39
6-North Central	-6.5%	-15.1%	36
7-Rocky Mountain	+6.4%	+1.9%	38
8-Northwest	+6.5%	-2.1%	50
9-Pacific	+6.0%	+6.5%	37
10-Canada	+31.8%	+2.8%	41
Overall Average	+7.5%	+4.4%	41

The 11% drop in total construction starts on an unadjusted basis for the first half of 2016 reflects reduced activity for both nonbuilding construction and nonresidential building relative to their elevated pace in 2015. **Nonbuilding** construction fell 22% YTD with public works down 15% and electric utilities/gas plants down 33%. **Nonresidential** building took a 19% nose dive YTD with commercial building down 7%, institutional building down 12%, and manufacturing building in the basement at -70%. **Residential** building continues to be the one major sector advancing YTD rising 4% with an 8% gain in single family housing outweighing the 4% dip in multi-family housing.

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New Members

Please be sure to visit the members-only section of STAFDA's website, www.stafda.org, to get detailed information on the following new members.

Distributors

Portier's Inc., dba PMC Machinery Co. – West Hammond, LA
Powerpak Civil & Safety – Congers, NY

Associates

Digital Measuring Tools, Laser Levels, Ind. Tile Cutters
Beiter Laser – Foshan, China
Const/Indus. Pressure Sensitive & Marking Tapes
Cantech Industries, Inc. – Johnson City, TN
Nail Guns, Pneumatic Tools, O-Rings
Dongguan Kenatal Pneumatic Tool Co., Ltd. – Dongguan, China
Safety Clothing, Footwear, Equipment
Portwest LLC – Shermansville, KY

Rotary & Reciprocating Air Compressors

Quincy Compressor – Bay Minette, AL
Reinforcing Steel Coils & Bars, Wire Rod, Nails
RMZ Austria – Vienna, Austria
Drill Bits
TG Tools United Co. – St. Charles, IL
Cutting Tools, Abrasives, MRO Products
Travers Tool – Flushing, NY
Structural Fasteners
U2 Fasteners – Thunder Bay, ON
Generators & Light Towers
Wanco – Arvada, CO

Affiliate

The Family Handyman – New York, NY



Atlanta Exhibitor List: June 27 Through August 15

STAFDA’s Trade Show got off to its fastest start ever! Currently, there are 707 booths sold, which is nearly 84% of the exhibit hall. The next issue of the Trade News will list exhibitors registered from August 16 to our publish date.

AEG Electric Tools GmbH #1618-1620
AZ Lifting Hardware #542
Abbott Rubber Co. Inc. #1056
ABCO Industries, LLC #257
Acme Staple Co., Inc. #1253
Advantage Sales & Supply #1807
Aeropro-USA #1739
Aervoe Industries, Inc. #1418-1420
Air King Ventilation Prods. #1808
Airmaster Fan Co. #228
Ajax Tool Works #1435-1437
Akdeniz Nail Wire #134-136
Akkim Sealants & Adhesives #627-629
Allbion Engineering Co. #105
Alfa Tools #1738
All America Threaded Products #626
All Material Handling, Inc. #7126-1728
Allen Engineering Corporation #1724
Alliance Construxion Group #853
Allied International #339
Alpha Professional Tools #1545
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. #1727-1729
Apache Technologies, Inc. #948
Apex Tool Canada, LLC #704-706
Apex Tool Group-USA #700-702
Arbortech Tools USA #1801
ARTU-USA, Inc. #1343
Asphalt Anchors Group #1152
Associate Engineering Corp. #327
AutoKap LLC #1052
Aztec Washer Company #1656
B & B Pipe and Industrial Tools #1438
BN Products-USA, LLC #1735-1737
Bartell Family of Companies #1126-1128
BeA Fasteners USA, Inc. #839
BECK Fastener Group #418-420
Beiter Laser #607
Bessey Tools North America #819-821
The Better Bungee #149
Blaster Corp. Inc. #856
Blue Point Fasteners #1701-1703
BlueLinx Corp. #139
Rbt. Bosch Tool Corp./Acc'ys. #1318-1320
Rbt. Bosch Tool Corp./BOSCH #1322-1324
Rbt. Bosch Tool Corp./Measuring #1319-1321
Rbt. Bosch Tool Corp./CST/berger #1328
Rbt. Bosch Tool Corp./Canada #1326
Rbt. Bosch Tool Corp./Dremel #1329
Boss Manufacturing Co. #625
Bosse Tools #548
Brass Knuckle #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
CLC/Custom Leathercraft Mfg. #427-429
CMT U.S.A., Inc. #1404
CS Unitec, Inc. #1234-1236
CTG International LLC #844
Cable Tie Express, Inc. #804
Cendrex, Inc. #1235-1237
Centipede Tool, LLC #600-602
Central Fastener Co., Ltd. #1244-1246
Certified Safety Mfg. #1610-1612
Champion Cutting Tool Corp. #445
Channellock, Inc. #911-913
China Harvest Nails & Staples Mfg. #560
Chongqing Hybest Tools Group #447-449
Coilhose Pneumatics #1747-1749
Construction Electrical Prod. #419-421
Construction Electrical Prod. Canada #423
Continental Abrasives #1825
CORAM TOOLS USA LLC #458
The Council Tool Co. #1252
Current Tools, Inc. #1535-1537
DC International, Inc. #1611-1613
Delta Consolidated Industries #705-707
Dentec Safety Specialists Inc. #236
DEWALT Accessories #735-737
DeWalt Industrial Tool Co. #734-736
DEWALT Tools #743-745
Diablo #923-925
Diamond Products Limited #900-902
Direct Sales, Ltd. #800-802
Divine Brothers Co. #643
Dixie Diamond Mfg., Inc. #827-829
Dixon Ticonderoga Co., A FILA Co. #234
Dongguan Kenatal Pneumatic Tool #957
Drillco Cutting Tools #1410-1412
Driltec LLC #909
Dripless, Inc. #554
Duchesne et Fils Itee #145-147
DYMO Corp. #442
ERB Safety #1734-1736
ET&F Fastening Systems, Inc. #424
EZE-LAP Diamond Products, Inc. #1523
E-Z LOK #813
Eagle Industries #947-949
Eazypower Corporation #747
Edge Eyewear #1426-1428
EDMA North America #308
Electro Tape, Inc. #1818-1820
Elgen Manufacturing #1823
Elite Components #459
Elite Sales, Inc. #852
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
Erin Rope Corporation #623
Escaleras Cuprum #1227-1229
Estwing Mfg. Co. #208
EVCO Tools & Fasteners #639
Everwin Pneumatic Corp. #1454-1456
Falcon Fasteners Reg'd. #1508
Fall Safe USA FSP USA #446-448
FallTech #641
FANACO Fasteners (S.T.O. Industries) #1527-1529
Fanaco Tools #1525
FASCO America/Empire Products #422
FastenMaster #855-857
Fehr Bros. Industries, Inc. #1248
FEIN Power Tools Inc. #211-213
FIAC S.p.A. #611-613
Fini USA Corp. #1355-1357
FISCH-Tools Johann Eberhard GmbH #840
Fiskars Brands, Inc. #860-862
Flambeau, Inc. #1826-1828
Flexovit USA, Inc. #1424
Fluke Corporation #1709
Fomo Products, Inc. #1657
The Fountainhead Group #119-121
Foxfire Safety Lights #858
Franklin International #222
Freud America, Inc. #919-921
G-EC International #1339
G-STRUT #1119-1121
Gateway Safety, Inc. #927-929
Gedore Tools, Inc./Klann Automotive #749
Gemtex Abrasives #1243
Generac Power Systems, Inc. #347-349
Gerber Legendary Blades #1055
Gilmour #864
Global Glove & Safety Mfg., #326-328
Global Saw #610
Grabber Construction Prod. #635-637
Granite Industries #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. #153-155
Halder, Inc./Picard #1111-1113
Haydon Corporation #545
Heatstar #710-712
HIT Tools USA #609
HITACHI #452
Hitachi Koki Canada #454
Hitachi Koki U.S.A., Ltd. #457
Hitachi Power Tools #453-455
Hogan Stakes #659
Horizon Tool, Inc. #246-248
H. D. Hudson Mfg. Co. #1740
ICS, Blount, Inc. #1547
IDL Techni Edge LLC #1439
ITW Commercial Construction #1843
Imperial Blades #1718-1720
Indasa Abrasives #1053
Indusco Wire Rope & Fittings #1756
Innate Devices/Plugfones #1245
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
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
Jenny Products, Inc. #1427-1429
Jescraft #1839
JITOOL USA Corp. #238
JOBBOX - Apex Tool Group #701-703
Joh. Friedrich Behrens AG (BeA) #835-837
Johnson Construction Lasers #926
Johnson Level & Tool Mfg. Co. Inc. #928
JVCKENWOOD USA Corp. #955
KS International, Inc. #1112
Kanca Hand Tools #1752-1754
KARCHER North America, Inc. #809-811
Keller #760 & 761
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
L. B. White Co., Inc. #834-836
Lackmond Canada #1110
Lackmond Products, Inc. #1106-1108
Leaktite Corporation #1255
Leatherman Tool Group #962-964
Legacy Mfg. Co. #146-148
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 Canada #1223-1225
Louisville Ladder, Inc. #1219-1221
Lowell Corp. #122
Lug-All #838
Lumax LLC #1241
M & M Industries Co., Ltd. #356
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
Mercer Industries #253-255
Metabo Corp. #235-237
METALTECH-OMEGA #302
Mi-T-M Corporation #1218-1220

Michigan Ladder Co. #1352
Midwest Tool #229
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
Nanjing Toua Hardware & Tools Co. #109
National Equipment Wholesale #842
NED #1548
Neocorp Mfg. #918-920
Newborn Brothers Co., Inc. #1149
Nilfisk Industrial Vacuums #1127-1129
Ningbo Wenkai Abrasive Tools Co. #240
Nitroset, LLC #300
NORMA Group #1254
Norseman Drill & Tool, Inc. #954
Northrock Ind., Inc. #204
Northwest Instrument Inc. #1455-1457
Norton Construction #110-112
Nour Trading House, Inc. #1845
NuTrend Disposables #343
Nu-Wave Manufacturing LLC #1841
OEL Worldwide #1805
Omer S.p.A. #501-503
OX Group USA #135-137
PLS Pacific Laser Systems #1711-1713
PPG Industries #634-636
PacTool Int'l. #544
Pan American Screw Inc. #1500
Pearl Abrasive Co. #335-337
PFERD INC. #1629
Phoenix Support Systems #239
Pinnacle Climate Technologies #912
Plastic Forming Co. (PFC) #1210-1212
The Pneu-Fast Co. #519-521
Pneutek, Inc. #1555
PneuTools, Inc. #1635-1637
PORTER-CABLE #739-741
Powernail Co. #1846-1848
Powers Fasteners Inc. #742-744
Powers Industries Ltd. #738-740
PREBENA North America Fastener Corp. #1434-1436
Premalux, LLC #808
PrimarySource #1712
Primatch (Lab, Inc.) #444
Prime Global Products #346-348
PrimeSource/Grip-Rite #537-539
PrimeSource/Grip-Rite Fastening Systems #534 & 535
PrimeSource/Pro-Twist #536-538
Pro Line Products, Inc. #558
ProBuilt Professional Lighting #1303-1305
Proffered #963-965
Protective Industrial Products, Inc. #1847-1849
Proto Industrial Tools #727-729
Puerto Rico Steel Products #1211-1213
Puma Industries, Inc. #1411-1413

Pyramex Safety #256
Q.E.P. Co., Inc. #1526-1528
Qualtool, Inc. #822
raaco A/S #219-221
Radians, Inc. #711-713
Rectorseal Corp. #708
RED HORSE USA, Inc. #907
REED Instruments #552
Reed Manufacturing Company #618-620
Reliability Provin, Inc. #1544-1546
RELTON Corporation #646-648
Rennsteig Tools, Inc. #810-812
Resinet Products U.S., Inc. #1809
Ridge Tool Canada #1638-1640
RIDGID/Ridge Tool Co. #1634-1636
Rivet & Eyelet Technologies LLC #952
Robertson Inc. #1502
Rockhard Tools, Inc. #527-529
Rockwell #1446-1448
Rocky Mountain Twist/Montana Brand USA #352-354
Rodenhouse, Inc. #1406
ROLAIR Accessories Div. #323-325
ROLAIR Compressors #319-321
RotoZip #1327
Rubbermaid Commercial Prod. #439-441
Rubbermaid/Gott #443
Rust-Oleum Corporation #426-428
S-5! #106
SFS intec #104
SKM Industries, Inc. #249
Safety Maker, Inc. #1444
SARGE Knives & Lights #518-520
SawStop LLC #425
Scenic Road Mfg. #245
Schaefer Ventilation Equip. #908-910
Scodd Industries #1238
Seaco Industries LLC #1511-1513
Seatek #1027-1029
Seirus Innovation #845-847
Sellstrom Manufacturing Co. #1534-1536
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 Ind. Co. #656
Shaoxing Qianjiang Pin Industry #1810-1812
Shop-Vac Corp. #1046-1048
Simpson Strong-Tie Anchor Systems #1335-1337
Simpson Strong-Tie Fastening Systems #1334
SKILSAW Power Tools #1323-1325
Snap-on Industrial Brands #318-320
Solo, Inc. #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 #1135-1137
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. #1026-1028
Sunex Tools #1852-1854
Superior Abrasives, LLC #1643
Surface Shields, Inc. #218-220
Sycamore USA, Inc. #1353
3M - Ind. Adhesive & Tape #1400-1402
3M Fall Protection Business #1401-1403
T & S Perfection Chain Products #628
TG Tools United Co. #144
T P I Corp. #647-649
Tajima Tool Corp. (U.S.A.) #1340
Tanaka Power Equipment #456
Teknatool USA #806
Telesteps, Inc. #619-621
TENRYU America, Inc. #540
TimePilot Corporation #1422
Titan Tools #1510-1512
Todol Products Inc. #1057
TOGGLER/Wej-It Fastening Syst. #657-655
Tolman Tool Mfg. #556
Tool Keepers Foam & Etch LLC #1338
Toter, Inc. #1518-1520
Tractel, Inc. #108
Trimaco #801-803
Tru-Cut/Galaxy Industries/NEC #1145-1147
Truper, S.A. de C.V. #1207-1209
Tsurumi Pump #509
Tuff Toe, Inc. #344
U.S. Wire & Cable #1835-1837
Unicorn (Tianjin) Fasteners Co. #654
UnionTools #824

UNISTRUT #1800-1802
United Abrasives, Inc. #846-848
United Company for Metal Products #638
Universal Fastener Outsourcing #1447-1449
Urrea Professional Tools, Inc. #252-254
Valley Industries Corp. #1002-1004
Vaughan & Bushnell Mfg. Co. #1239
Vega Industries, Inc. #1442
Ventamatic, Ltd. #1746-1748
Vestil Manufacturing Co. #1226-1228
Virginia Fasteners #612
VizCon #1146-1148
Voltec Power & Lighting #200-202
Vulcan Threaded Products, Inc. #905
Walraven, Inc. #1753-1755
Wanco #1556
Warwood Tool Company #1641
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
Wrap-It Storage Straps #1408
Wright Tool Co. #100-102
Xtend & Climb #1553
Xtreme Visibility #956
XYNYTH Manufacturing Corp. #247
ZSI-Foster #1155
Zephyr Tool Group #1710
Zhejiang Best Nail Industrial Co. #1653
Zhejiang Dongya Facility Co. #746-748
Zhejiang Rongpeng Air Tools Co. #762-764
Zhengzhou Anxin Abrasives Co. #546
Zip-Up Products, LLC #555-557
Zormot International, Inc. #1519-1521

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ing. Using Dodge Data’s geography, total construction starts for the first half of 2016 as compared to 2015 revealed: South Central (-32%), Northeast (-11%), West (-3%), South Atlantic (-1%) and the Midwest (+5%). By STAFDA geography, distributors from its 10 regions anticipate the following for Q3:

Region	Q3 '16 to Q2 '16 Sales	Q3 '16 to Q3 '15
1-Northeast	+4.7%	+6.7%
2-Mid-Atlantic	+6.0%	+14.4%
3-Southeast	+2.1%	+9.4%
4-South Central	+5.3%	+5.5%
5-Midwest	+7.0%	+17.0%
6-North Central	+13.7%	-1.7%
7-Rocky Mountain	-0.3%	+6.0%
8-Northwest	+7.0%	+8.5%
9-Pacific	+5.4%	+9.7%
10-Canada	-2.5%	+5.0%
Overall Average	+4.8%	+8.1%