

# CuttingEdge

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■ DOWNTURN HITS TOOLMAKERS / GREEN SUPPLIER / TRUCK NEWS / HOT FINDS

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## IN THE NEWS

# Toolmakers Face 'Difficult' Year

BLACK & DECKER, SHAREHOLDERS SHARE PAIN, OTHERS LESS AFFECTED

The ongoing slump in housing credit and sales is affecting every sector of the home building industry, including manufacturers of tools and other products used in construction.

Citing "an increasingly difficult business environment," publicly traded Black & Decker Corp., which includes tool manufacturer DeWalt and security products maker Kwikset, announced that sales fell 5% in the first quarter of 2008. The company reduced its profit forecast for the rest of the year, according to Reuters news service. DeWalt officials could not



be reached for comment.

Other tool manufacturers declined to comment, although a number of industry sources acknowledged a slowdown in both sales and production

activity related to home construction.

Not all the news was dismal, however. Metabo Power Tools reported its business grew in 2007 and remained steady in the first quarter of 2008, thanks to its industrial and commercial construction sales, which have been less impacted by the housing downturn.

Product manager Terry Tuerk said that most tool manufacturers "saw a significant decline in sales last year...especially those that are tied very closely with residential construction and sales through the big box stores."

## AROUND THE INDUSTRY

# Supplying Green Builders

BUILDING SUPPLY SEEKS SUSTAINABLE INVENTORY OF TOOLS, MATERIALS

GreenSpot, a tool, hardware, lumber, and building supplies dealer in Carbondale and Glenwood Springs, Colo., wants to be all green to all builders.

Everything this store—recently founded by Snowmass, Colo. resident Christopher Jacobsen—stocks and sells is certified to be sustainable, recycled,

recyclable, or locally sourced.

"We evaluate every product that comes in our door," says manager Evan Menzel. "We're always on the lookout for new green building supplies and materials."

The store carries only lumber certified by the Forest Stewardship Council; paints, stains, and glues low in VOCs;

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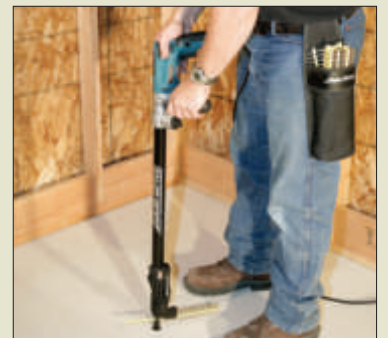
PHOTO COURTESY OF GREENSPOT

Christopher Jacobsen is founder and CEO of popular GreenSpot.

## HOT FINDS

### TEFLON PAINTING TOOLS

Cleaning paint rollers, trays, and brushes often isn't worth the time or trouble, but throwaway tools are an expense that adds up. Shur-Line's new Teflon-coated roller covers, trays, and brushes for latex and oil paints and stains come clean so easily that even dried paint peels off without residue or damage. ■ Price: Roller covers \$9 (three pack); trays \$6 to \$8; brushes \$7 to \$20. shurline.com. 877-748-7546. Circle #200.



### UNDERLAYMENT DRIVER

Simpson Strong-Tie has added a new extension tool to its Quik Drive power driver line for installing cement board, fiber-cement board, and gypsum panel underlayments. The PROCGB Combo System comes with two auto-feed attachments that can handle a range of collated screw sizes and types to meet ANSI tile installation standards. This tool is designed for use with Makita and DeWalt screw guns, and adapters are available for other drill/driver models.

■ Price \$379. strongtie.com/quikdrive. 800-999-5099. Circle #201.