



Quarterly Newsletter

Quality Meets Performance

New time-saving innovations from Malco

Long Cut AVs[®] Metal Snips by Malco[®]

Introducing our newest models in the AVs[®] snip product line: **AV33 Combo** (yellow grips), **AV73 Right Offset** (green grips) and **AV63 Left Offset** (red grips). Designed with long blades to promote longer and faster cuts to reduce time and fatigue on the job site. They share the same features and benefits as our standard AVs line including hardened forged steel jaws that provide long-lasting cuts and strength for a variety of materials and Malco **POWER-FIT Performance Hand Grips**[™]



AV33
Combo



AV73
Right Offset



AV63
Left Offset



SCAN THE QR CODE FOR MORE INFO

High Performance Caulk Guns

We've added two new high performance caulk guns to our pro-favorite lineup!



The **CGS1 20oz. Sausage Caulking Gun Tool Kit** has a 12:1 ratio drive designed for standard viscosity materials, dispensing 10oz., 13oz., or 20oz. sausage packs, bulk materials and standard 10 oz. cartridges for the ultimate versatility on the job site. Pair with a 10-pack of CGSN1 replacement nozzles.



The **CGC1 1/10 Gallon High Thrust Caulking Gun** delivers precise and smooth material application, with a 26:1 ratio drive for high performance in cold environments and high viscosity materials.



SCAN THE QR CODE FOR MORE INFO

An Update from Malco President and CEO Rich Benninghoff

What a great year we've had here at Malco—there certainly is a lot to celebrate!

It's been a record year of creating several award-winning products, which we've highlighted just a few of in this newsletter. These recognitions are great, as they are validation that we are delivering on our promise to our customers and end users to create industry-leading tools that are built to last and help get the job done. And we're just getting started!

It really is an exciting time for our business as we look ahead to our future and the opportunities ahead thanks to our partnership with Aspen Pumps Group, which acquired Malco Tools in October. Aspen is a global leader in the HVAC/R industry whose mission, vision and values align and complement our own, and will allow us to expand into new markets and bring even more new, industry-leading products and solutions. We can't wait to share more very soon!

Rest assured, Malco isn't going anywhere. We're the same Malco you've come to know and trust. And, we're staying in Annandale, Minnesota, which going forward will serve as Aspen's North American headquarters – the base for operations in the U.S. – and one that I will lead as CEO. Business will continue as usual, and you'll continue working with your existing Malco contacts, though you will likely meet some new team members along the way as we continue to grow.

Over the past 75 years, our team has maintained a strong commitment to providing the best service, products and support for the trades, and that commitment is unwavering.

It's because of our long-standing partnerships with you, our customers, that we've been able to serve trade pros with the high-quality and long-lasting tools they deserve to do the job right. This is an exciting time for our business as we look ahead to the future and a very exciting time for our customers as we expand our business to serve you even further.

As always, please don't hesitate to reach out if you have any questions. Cheers to a fantastic 2024, and we're thrilled to celebrate our 75th year in business with you in 2025!



Regards,

Rich Benninghoff

CEO

Aspen Pumps Group North America



**ASPEN
PUMPS
GROUP**

Cheers to a Great Year!

We had a great time celebrating our partnership with Aspen Pumps Group in October with a visit from Aspen CEO Adrian Thompson, COO Andrew Wakelin, and M&A Director Andrew Trusdale, and of course, cake!



Congrats to the 2024 HVAC Trade-Pro of the Year Winners

We recently announced the winners of the 2024 HVAC Trade-Pro of the Year award, highlighting outstanding HVAC professionals for their dedication to the industry, commitment to safety and community involvement.



Scott Mapes,
Owner, First Choice Comfort LLC/Hoppy Air,
Lafayette, Indiana



Brent Evans, Owner, Evans Heating & A/C,
Princeton, NC



Robert Deeds,
Journeyman Sheetmetal Worker,
Sheetmetal Workers Local #7,
Kalkaska, Michigan



Brandon McMullin, Service/Retro Fit and Finish
Manager, Air Design Heating and Cooling,
Murray, Utah



Tom Langfeldt, Owner and Sole Proprietor,
Peninsula Heating and Air LLC,
Sturgeon Bay, Wisconsin

Each of these deserving pros will receive a Malco tool kit valued at \$1,000.

2024 Counterperson of the Year Winner



Congratulations are also in order for this year's Counterperson of the Year, **Philip Laiche**, from A/C Supply in New Orleans, Louisiana. Philip earned a \$500 gift card for demonstrating his dedication to great customer service, as well as going above & beyond to ensure Trade Pros have the Malco tools they need to get the job done. Pictured is Philip with his nominator **Mindy Ringey** who received a \$250 gift card.

7-in-1 C-RHEX Flip Bit Earns Pro Tool Innovation Award



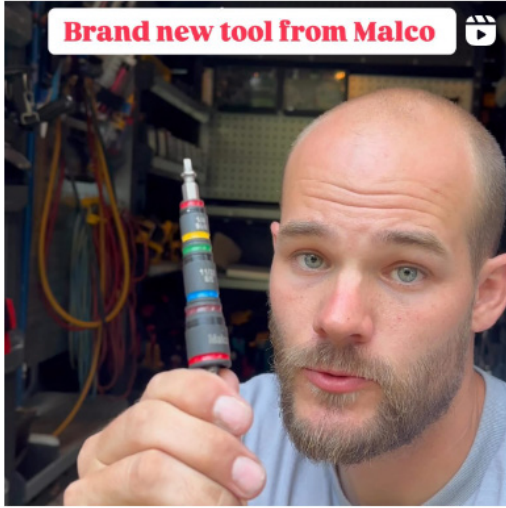
We're thrilled that our new 7-in-1 C-RHEX took home a 2024 Pro Tool Innovation Award in the "Specialty Driver Bits" category. Get your hands on this award-winning product today!



MTP2
#2 Phillips
MTS2
#2 Robertson (Square)
MTT25
T25 (Star)

New Trade Pro Influencer Partners

We're excited to be partnering with two trade pro influencers to promote our 7-in-1 C-RHEX Flip Bit Series. Follow them on Instagram to see how they're using this award-winning new tool out in the field!



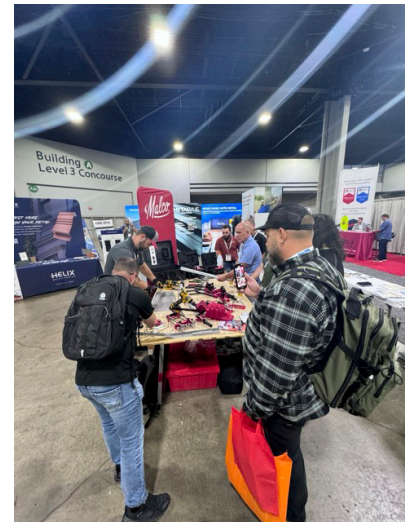
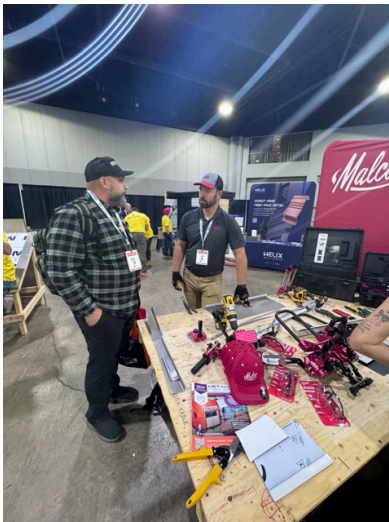
@builtwithtools



@hvachicksjennifer

METALCON 2024

Thanks for stopping by the Malco booth at **METALCON**



Jon Olson



Shane Norman

Malco product experts Jon Olson and Shane Norman stopped by the MetalCoffee Shop Sound Stage to share more about the latest and greatest in Malco's line of metal roofing tools. Scan the QR codes to watch the videos!

See you at AHR and IRE!

Stop by the Malco booth at AHR Expo (Booth #821) and International Roofing Expo (Booth #5097) in February!



Out & About with Malco

Gold Key of Excellence

We were excited to accept Rural Builder's Gold Key of Excellence Award at the Post-Frame Builder Show in June.



Twins Game – August 14th

The Malco team had a ball at a Twins Game earlier this year!



Inaugural First Nail Ceremony

We were proud to be involved in the Inaugural First Nail Ceremony for the upcoming 2025 presidential inauguration this January!

The Inaugural First Nail Ceremony commemorates the start of construction of the inaugural platform, on which the 47th President and Vice President of the United States will be sworn into office.

During the ceremony, members of the Joint Congressional Committee on Inaugural Ceremonies hammered a nail into a symbolic piece of wood. Minnesota State Sen. Amy Klobuchar, who serves as the chair of the committee, used Malco's Claw Hammer, representing manufacturing in the state of Minnesota.



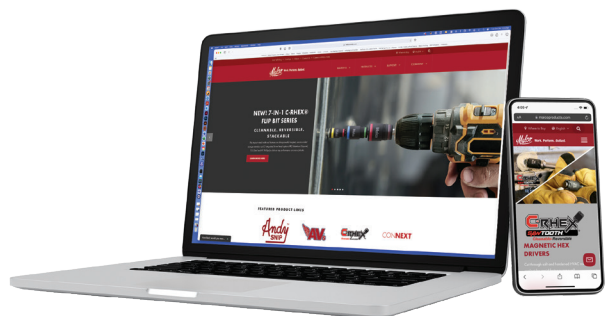
End of Summer Hog Roast - September 6th

We said goodbye to summer in style with a good old fashioned hog roast. We had a blast!



For Everything Malco

Sign up for Malco's email list to get updates on new products, Malco news, promotions and contests! Scan the QR code to register!





Malco Tools, Inc.
PO Box 400
Annandale, MN 55302



Malco
LIVE DEMONSTRATIONS



**Come see us at
Booth #821**

