

# NFDA TODAY: YOUR NATIONAL FASTENER NEWS

## President's Message

By Kevin Reidl



Dear Members,  
Happy Spring!

I hope that your spring is off to a good start.

The NFDA is off to a great start! In February, while it was cold and snowy in most parts of the country, we had the opportunity to partner with the Pac-West Fastener Association for an exceptional conference in sunny Indian Wells, California (near Palm Springs). It was a memorable event!

We had the opportunity to hear from so many great speakers, as well as an all-star panel from our own industry on the relationship between distributors and suppliers. Jay Queenin (Specialty Bolt), Jamie Lawrence (AVK) and Tim Roberto Jr. (Star Stainless) provided great insights and shared his personal experiences on the complexities inherent in these relationships, while Andy Cohn (Duncan Bolt) expertly guided the conversation as the moderator. Not surprisingly, each participant had unique perspectives based on their own business model; however, all were in agreement that it takes a combined effort, anchored by strong relationships, to meet and exceed end-user

customer expectations.

Lawrence Heim of the Elm Consulting Group ([elmgroup.com](http://elmgroup.com)) also shed some light on the puzzling topic of conflict mineral regulations. He simplified the topic by advising that suppliers should determine if the rules apply to their products first, then inquire about country of origin, and finally conduct due diligence in a good faith effort to determine if any raw materials originate from Africa's eastern Congo region. His presentation brought much-needed clarity to a topic that many of our organizations have been struggling with.

And as the first Joint Meeting, I would like to thank the Pac-West Fastener Association for partnering with us for the event – it was a big success!

Looking forward to June, we will be holding our Annual Meeting and Executive Sales Planning Sessions in New Orleans from June 18-20 at the Embassy Suites Convention Center. This will be our first ESPS event in two years. For more information on what ESPS is and to register for the event, please visit the NFDA website as soon as possible (<http://www.nfda-fastener.org>). I look forward

to seeing you all there!

In other news, our association continues to gain momentum as we focus on bringing real value to members. Our Executive committee and Board of Directors meet regularly to make sure all efforts are aligned with our core purpose of "Helping our members thrive in a global marketplace." I can tell you that all of us serving on the Board take this commitment to heart.

As you know, a number of committees and task forces have recently been formed. In my last message I asked you to step forward and participate in them. I'm pleased to say that many of you have volunteered to do so! Thank you. Your involvement is greatly appreciated!

Finally, I'd like to ask you to contact me with any feedback you have on the NFDA, including ideas for how we can help you and your organization. I can be reached at 216-447-0165 or [kreidl@hodell-natco.com](mailto:kreidl@hodell-natco.com).

Looking forward to seeing you in New Orleans!

Respectfully yours,

Kevin Reidl

April 2014

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### Upcoming Events

**NFDA 2014 Annual Meeting & Executive Sales Planning Sessions**  
6/18/2014—6/20/2014  
Embassy Suites Convention Center  
New Orleans, Louisiana

**NFDA Executive Retreat**  
11/2/2014-11/4/2014  
Ritz-Carlton Beach Resort  
Naples, Florida

# NFDA 2014 Annual Meeting and ESPS

## June 18-20, Embassy Suites Convention Center New Orleans



The French Quarter, also known as the Vieux Carré, is the oldest neighborhood in the city of New Orleans. After New Orleans (La Nouvelle-Orléans in French) was founded in 1718 by Jean-Baptiste Le Moyne de Bienville, the city developed around the Vieux Carré ("Old Square" in English), a central square. The district is more commonly called the French Quarter today, or simply "The Quarter," related to changes in the city with American immigration after the Louisiana Purchase.



Imagine having all of your business leads in one room. No added stress, no running around setting up last minute meetings with potential clients. Now imagine that they are not there because of cold calls or being led into blind meetings: they are there for a specific business purpose and are looking forward to speaking to you to enhance your business relationship.

From June 18-20, 2014 at the Embassy Suites Convention Center in New Orleans, Louisiana, this is the exact opportunity that will be available. Actually, to be more specific, with the ESPS (Executive Sales Planning Sessions), you will be able to schedule as many as lucky number thirteen 25-minute appointments with the companies of your choice on June 19.

From a planning perspective these are the opportunities that can lead to long lasting business relationships. Knowing who you are going to meet with and when, and being able to accomplish all of this in one convenient location, affords you the ability to present your best sales plan in an intimate

face-to-face meeting with other supply chain partners.

As with any successful business, networking is an important part of furthering your company's image and mission while growing personal and business contacts that can last a lifetime. With that in mind, From June 18th through the 20th of 2014 at the Embassy Suites Convention Center in New Orleans, Louisiana, the National Fastener Distributors Association will give you the opportunity to do just that.

In an effort to help you meet your goals, here are a couple of scheduling dates to keep track of:

- April 18, 2014- An online scheduling tool will be available to all NFDA members registered at the time.

- May 2, 2014- The online scheduling tool will be available to all registered attendees.

Other activities to look forward to at the event are:

- Optional Tours- French Quarter Tour/Walking Tour, Swamp Tour, and

Golf.

- Welcome Reception—Our highly anticipated kick off the meeting on Wednesday evening by mingling with your fastener friends and colleagues.

- Dine Around—Who would go to New Orleans and not dine on their fabulous cuisine? New Orleans is famous for its cuisine, no matter what your tastes might be. We will make the reservation for you, all you have to do is dine and pay. Once you register for the meeting we'll ask you to select one of the following choices. You'll need to make your restaurant choice by June 3.

- Luncheon Education- Entrepreneurship, Sales, and Leadership in the New Economy by David Fabricius (picture below).

The NFDA 2014 Annual Meeting will



David Fabricius is an internationally renowned business speaker. He speaks for elite groups like Young Presidents Organization (YPO) and Entrepreneurs' Organization (EO) worldwide.

## 2014 NFDA/Pac-West Joint Conference Wrap-Up

*"I like talking with owners and executives about their business, and sharing great ideas that could benefit my company or theirs. Having the opportunity to represent our company with a strong contingent of people was important to me also."*



*"As always the networking opportunities and ability to share ideas/issues in a relaxed setting is invaluable."*

*"I guess I should not be surprised but it is fascinating to listen to people discuss the issues that I struggle with. I can say the discussion absolutely impacted and changed my distributor strategy."*



## NFDA Standards Activity Update—Q1 2014

By John Medcalf

In January, I accepted the invitation from the NFDA to act as a representative to the various fastener standard committees. One of the goals is to keep the NFDA membership up to date on current standards activities that may affect the industry. By staying involved in the process, any concerns the NFDA membership may have may be addressed in the committees. As such, I plan to focus on reporting those standards that are currently under revision or development. However, before getting into what standards are being worked on, a brief introduction to the various committees may be beneficial.

The ASME B18 committee focuses primarily on product and quality standards, with some limited material, processing and testing information. ASME largely refers to ASTM and SAE for material, heat treatment, processing, finishing and testing standards. For example, hex cap screws are made to ASME B18.2.1 dimensional requirements, but most commonly to SAE J429 material and heat treatment specifications, and as an example, ASTM F1941 zinc electroplating specifications. Where ISO standards exist, progress has been made to withdraw corresponding ASME metric standards. Also, the US Technical Advisory Group (TAG) to ISO exists as a subcommittee of ASME B18. ASME B18 meets twice a year, in May and September.

ASTM F16 focuses on everything from product standards, such as structural bolting, through raw material requirements, coating processes, testing requirements, quality assurance, and even a committee on bolting technology to discuss practical applications and research in fastening. ASTM standards include both inch and metric products, with a push to consolidate dual specifications into a single standard going forward. ASTM F16 also meets twice a year, in May and November.

The SAE fastener committees are broken into two parts – those that deal with ship systems, and those related to ground vehicle fasteners. While both sides deal with some product standards, the ground vehicle portion focuses more on mechanical, material and performance requirements. The SAE committees meet annually in September.

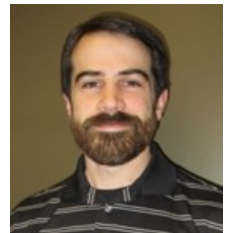
The international standardization process utilized by ISO works a bit differently. I like to think of the TC2 committee on fasteners as working like the United Nations. Participating countries send delegations to attend the annual meetings in October, with ASME B18 Subcommittee 4 being the TAG for the US. Two key differences in the process are the use of majority voting and ad-hoc meetings during the year. This is where building relationships with other international delegates is key to getting the US technical position heard in these standards.

As mentioned, I would also like to touch on

some of the key standards currently under revision. Within ASTM, multiple standards that existed separately for inch and metric products are being combined. Currently ASTM F606/F606M is nearing completion of this process. In a much more significant undertaking, a new structural bolt standard is being created to combine ASTM A325, A490, F1852, F2280, A449, A354, A325M and A490M. The combination will ensure consistency across all included product types and greatly reduce maintenance effort going forward. The electroplating standard ASTM F1941 is being combined with F1941M, but is also receiving significant updates. Included are updates to the terminology used for the various non-hexavalent systems in use today as well as specific baking instructions based on hardening practice and hardness level. The ISO counterpart, 4042 is also under revision, with the US TAG intent to keep both documents aligned. Other ISO standards under revision include 2320 on locking nut performance and 3269 for fastener acceptance, where the US proposal to move from an AQL plan to C = 0 is moving forward.

In future updates I plan to include more detail on the various standards in revision, but felt this introduction to the various committees was warranted. For those with standards related questions or concerns, or simply with suggestions to improve this update, please contact me through the NFDA.

*John Medcalf is an Applications Engineer for Field Fastener and is NFDA's Technical Representative.*



FASTENER  
TRAINING  
INSTITUTE

### Upcoming Fastener Training Institute® Seminars

April 23-24, Automotive Fastener Technology (Troy MI)

April 28-May 2, Fastener Training Week-Spokane (Spokane WA)

May 21-22, Understanding Hydrogen Embrittlement in Fasteners (Rosemont IL)

July 28-August 1, Fastener Training Week-Cleveland (Independence OH)

**Check the website for details and a list of all FTI seminars at [www.FastenerTraining.org](http://www.FastenerTraining.org)**



## National Fastener Distributors Association

Our core purpose is to help our members thrive in the global marketplace

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**Vickie Lester**

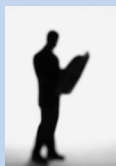
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### Participate in the 2014 NFDA PROFIT Survey

As a participant in the survey, you will receive a copy of the PROFIT Report and a personalized Profit Improvement Profile. This 25 page report compares your firm with similar firms and provides suggestions for improving your firm's profitability. Along with your Profit Improvement Profile you will receive access to Profit Toolkit Online, a Microsoft® Excel spreadsheet designed to help you plan critical financial improvements for your firm.

**What Does It Cost?**

Participation is FREE. It is a great bargain.

**Will My Figures Be Confidential?**

Absolutely! Profit Planning Group independently conducts this survey for NFDA. You send your questionnaire directly to Profit Planning Group and they return your Profit Improvement Profile directly to you. Profit Planning Group has conducted over 100 financial surveys annually for over twenty years with no breach of confidentiality.

**It's Easy To Participate**

Simply open your browser and go to: [www.profitplanninggroup.com/surveys](http://www.profitplanninggroup.com/surveys), fill out the operational questions, attach a copy of your income statement and balance sheet and send it to Profit Planning Group for processing or fax a request to 303.444.9245. **The Deadline Is May 31, 2014.**

