

NFDA TODAY: Your National Fastener News

April 2015

President's Message

By Paul Tiffany



You are the NFDA. You are the NFDA. You are the NFDA!

Thank you to our Conference Planning Committee! Our Winter Meeting in Charleston, South Carolina was a huge success. More than 100 attendees enjoyed exceptional speakers, executive level education, and abundant networking opportunities. Even feedback on the spouse program's culinary tour noted it was one of the best ever. As an added bonus, we had a very comprehensive tour of the Nucor Steel-Berkeley Mill; a special thanks to Nucor and all their staff who provided information and a great tour.

The NFDA also supported our members with a booth at Fastener Fair Stuttgart. While there, NFDA members were invited on a private tour of the Würth Industry facility in Bad Mergentheim.

Also in 2015 we'll have both our Annual Meeting and the Executive Retreat. Our 2015 Annual Meeting will be held in Rosemont, Illinois, June 10-11 in conjunction with Fastener Tech '15. Our 2015 Executive Retreat will be in Key Biscayne, Florida, November 8-10.

Our Value and Vision Committee is hard at work and will be rolling out a few new and improved member benefits at our Annual Meeting in June. Our Fastener Distributor Index is in full swing and the latest monthly numbers are on our website. With more than 70 reporting fastener distributors, this information is very specific to our industry. Reports are available on the NFDA website, as well as information on how to participate in future surveys.

I will continue to say engagement is one of the greatest values you have as a member of the NFDA. There are many opportunities to get involved and help further the development of our association and increase member benefits. With the Value and Vision, Membership, Communications and Marketing, and Conference Planning Committees, you've got many ways to become engaged. Please contact me if you would like information on how to participate on a task force or committee. I can be reached at 602-352-4815 or at ptiffany@copperstate.com.

Thank you for supporting the NFDA, and remember, you are the NFDA!

Kind regards,

Paul

2015 NFDA Profit Survey

How does your company's performance compare to others in the fastener industry?

Find out by participating in the free 2015 Profit Survey.

What's In It For You?

- **The Profit Report**
 - › A financial and operating profile of the entire industry
- **Profit Improvement Profile**
 - › A confidential report sent directly to you, comparing your firm with similar participating firms
 - › Many firms take this report to the bank to discuss loans and lines of credit
- **Profit Toolkit Online**
 - › A Microsoft® Excel spreadsheet designed to help you plan critical financial improvements for your firm
 - › Access instructions included with your Profit Improvement Profile
- **Performance Dashboard – NEW THIS YEAR!**
 - › An Excel-based template that provides a visual comparison of how you rank on each of the key metrics in the survey
 - › It also provides a way to see how changes in your business would impact overall profitability

What Does It Cost?

- Participation is FREE
- You do not need to be a member of NFDA to participate

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NFDA Events

June 10-11, 2015
NFDA Annual Meeting
Crowne Plaza Chicago
O'Hare Hotel
Rosemont, Illinois
In conjunction with
Fastener Tech '15

November 8-10, 2015
NFDA Executive Retreat
Ritz-Carlton Key Biscayne
Resort
Key Biscayne, Florida

June 27-28, 2016
NFDA Annual Meeting
& ESPS
The Galt House Hotel
Louisville, Kentucky

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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 more than 100 financial surveys annually for more than twenty years with no breach of confidentiality
- Reports present only aggregated results. Strict masking procedures are used so no individual firm's data can be identified



It's Easy To Participate

- Simply fill out the operational questions, attach a copy of your income statement and balance sheet and send it to Profit Planning Group for processing
- The deadline is May 31, 2015
- If you do not have a copy of the questionnaire, open your browser and go to:
 - > www.profitplanninggroup.com/surveys
 - > Or fax a request to 303-444-9245

Schedule

- **The completed surveys are due by May 31, 2015**
- The final report will be issued to participants, at no charge, in July. Companies that do not participate can purchase the Profit Report (but will not have access to the Profit Improvement Profile or Profit Toolkit Online)
- The purchase price is \$250 for NFDA members and \$500 for non-members, but remember: everyone who participates in the survey gets the report for free!

This is a Great Benefit

- Don't take our word for it. This is what Mark Graney, controller for Falcon Fastening Solutions, says about the Profit Survey:
 - > *"One of the first tasks assigned to me upon starting at Falcon Fastening Solutions involved completing the NFDA Profit Survey. Being new to the company and the industry, I found the survey to be very useful in assisting getting me up to speed on what to be aware of or keep my sights on in terms of the business. The survey did not take long to complete and I found it to be very straight forward."*

Welcome New NFDA Member

Elite Fasteners
www.elitefasteners.com

NFDA 2015 Annual Meeting

We are pleased to announce the 2015 Annual Meeting will take place June 10-11 at the Crowne Plaza Chicago O'Hare Hotel in Rosemont, Illinois. As in the past, this meeting is in conjunction with Fastener Tech '15.

NFDA meetings are great opportunities to network with your peers, learn about the industry, and of course have fun!

Fastener Tech '15 is an all-fastener-industry trade show that provides visitors with direct supplier access, networking opportunities and technical education. Visit NFDA at booth # 836 at the Donald E. Stephens Convention Center.

Annual Meeting Education

The program is still shaping up as of press time, but we can promise information on the following:

- Building the Bridge: The Generation Gap Through the Eyes of Young Fastener Professionals
- Cutting Edge Trends in Warehousing and Delivery
- Plating: Current Issues and Products
- Ready for Growth? An Economic Update

Annual Meeting Networking

At the Welcome Reception on Wednesday evening you'll have the chance to meet new members or reconnect with long-time friends. After the reception we will all board a motor coach for a multi-course dinner at Carlucci. Since opening its doors in 1989, Carlucci has become a local favorite for restaurant patrons throughout Chicagoland, racking up dozens of awards and is frequently recognized by the restaurant industry and local press.

Register online at www.nfda-fastener.org

Save the date!

November 8-10, 2015
NFDA 2015 Executive Retreat

Ritz-Carlton Key Biscayne Resort
Key Biscayne, Florida

Save the date for NFDA's Executive Retreat in Key Biscayne, Florida. In a relaxed environment, there will be peer-to-peer learning, educational sessions, golf and great networking opportunities. Join us!



NFDA Winter Meeting in Charleston: Great Education, Great Location, Great People

Despite the winter weather travel issues, members of the fastener community gathered in Charleston, South Carolina, February 26-28 for NFDA's 2015 Winter Meeting.

Held at the historic Francis Marion Hotel, meeting attendees gained insights into timely business topics, including customer service, social media marketing, and multi-generational workplace issues. A highlight of the meeting was a tour of Nucor Steel-Berkeley.

The time between educational sessions was spent with valuable interaction and included tours of Charleston nightlife, a nearby distillery and vineyard, and chef's kitchens at some of the city's restaurants.

The conference kicked off on February 26 with social networking at the Patriots Point Links and the Firefly Distillery/Irvin-House Vineyards. New members were welcomed at the evening reception, and the day was capped with visits to several of the city's watering holes.

Friday, February 27, was packed with education. Starting off the day, Mark Sanborn talked about "The Fred Factor: How Passion In Your Work and Life Can Turn the Ordinary into the Extraordinary." Participants learned how to:

- Outthink your competition rather than outspend them
- Reinvent your business and life regularly by personal responsibility
- Build better relationships with customers, colleagues and others
- Continually create new value by replacing money with imagination

Nanette Gregory spoke about "Smart Social Media Strategies for B2B Sales and Marketing." Participants walked away with new sales and marketing tools to gain new customers and to improve relationships with current customers and vendors.

A thought-provoking session on "How To Create an Energized, Cooperative Culture in a Multi-Generational Organization" was offered by Ann marie Houghtailing. She covered key issues such as:

- Creating an environment that inspires critical thinking, opportunity seeking and troubleshooting
- Why the capacity to adapt to change is critical to survival and happiness
- How to create incremental, low-stakes opportunities that breed an empowered employee
- Tools for integrating a multi-generational environment
- Tools for attracting, engaging and retaining new talent

The day was capped off with a rousing fastener version of the television show "Minute to Win It."

The final day of the meeting was devoted to a tour of Nucor Steel-Berkeley, a state of the art flat roll and beam product producing mill located in nearby Huger, South Carolina.

Many thanks to the Winter Meeting sponsors: Advance Components, G.L. Huyett, Nucor, Rotor Clip Company, Spirol Distribution, Wurth Group, Beacon Fasteners & Components, IFE Americas, and Pacific Warehouse Sales.



Original artwork of the Francis Marion Hotel by NFDA member Tom Buddenbohn (Technology Components Southwest).



Training Opportunities

The Fastener Training Institute® has the following upcoming opportunities to increase your fastener knowledge:

- Webinar: The Right Torque and When It's Not – April 17, 2015 – Online
- Automotive Fastener Technology – April 22-23, 2015 – Troy, Michigan
- Fastener Secondary Processes Plant Tour – May 5, 2015 – Los Angeles, California
- Webinar: Fastener Basics Part 1 – May 8, 2015 – Online
- Webinar: Fastener Basics Part 2 – May 15, 2015 – Online
- Structural Bolting Technology – May 19, 2015 – La Mirada, California
- Webinar: Fastener Basics Part 3 – May 22, 2015 – Online
- Fastener Technology Workshop – June 8, 2015 – Rosemont, Illinois
- Fastener Specifications & Terminology – June 16, 2015 – La Mirada, California
- Webinar: Vibration Resistant Fasteners – June 19, 2015 – Online
- Aerospace Fasteners: An Overview – June 23-25, 2015 – La Mirada, California
- Understanding the Bolted Joint – July 7, 2015 – La Mirada, California



**FASTENER
TRAINING
INSTITUTE**

For more information and a list of all FTI seminars visit www.FastenerTraining.org

NFDA Fastener Standards Activity Update - Q1 2015

By John Medcalf



ISO TC2

The United States has been selected to host the 2015 ISO TC2 and associated subcommittee meetings in New Orleans, Louisiana in October. Hosting these meetings is a great honor, and a chance for the United States to represent ourselves well in promoting the advancement of metric fastener standards. There is also significant expense in hosting fastener experts from around the world, and the US delegation is in

the process of fundraising in support of these meetings. Any companies in the NFDA membership interested in donating to this cause through the IFI may contact me at standards@nfda-fastener.org.

ASTM F16

The F16 fastener committee and subcommittees will be meeting May 17 – 19 in Anaheim, California. In addition to the regular committee meetings, F16 will be hosting a workshop, "Hydrogen Embrittlement Avoidance in Mechanical Fasteners Focus on the Oil and Gas Industry." Scheduled for Sunday, May 17, the workshop is intended to address the use of bolting and coating standards in the oil and gas industry in regards to hydrogen embrittlement avoidance. All industry stakeholders are encouraged to attend.

A few significant standards updates within ASTM would include:

- The combination of structural bolting standards ASTM A325/A325M, A490/A490M, F1852 and F2280 has been approved and published as ASTM F3125: Specification for High Strength Structural Bolts, Steel and Alloy Steel, Heat Treated, 120 ksi (830 MPa) and 150 ksi (1040 MPa) Minimum Tensile Strength, Inch and Metric Dimensions. This combination was a tremendous undertaking, but has resulted in valuable updates, and will make use and maintenance of the combined standard much more efficient. The new standard is available here: <http://www.astm.org/Standards/F3125.htm>
- Significant revisions to ASTM A354: Standard Specification for Quenched and Tempered Alloy Steel Bolts, Studs, and Other Externally Threaded Fasteners have been submitted for the first subcommittee ballot. Intended to address shortcomings that surfaced in the Bay Bridge failures, proposed updates would bring Grade BD more in line with ASTM A490 requirements. In addition to hardness and chemistry updates, supplementary requirements for Charpy impact testing, magnetic particle inspection, cross sectional hardness testing, and rotational capacity testing are proposed.
- The combination and revision of ASTM F1941/F1941M on Electrodeposited Coatings has been submitted for main committee balloting. With many negative ballots resolved at the subcommittee level, this revision with significant updates addressing hydrogen embrittlement risk mitigation should be nearing publication.

ASME B18

The next meetings will be in Anaheim, California on May 20, 2015 in conjunction with ASTM. A variety of standards are in the revision process, including major revisions to B18.13 on SEMS and B18.15 on Forged Eyebolts. In addition, the US TAG to ISO/TC 2 is B18 Subcommittee 4, and a discussion of planning the 2015 meetings in New Orleans will take place.

RCSC

The Research Council on Structural Connections (RCSC) published its latest standard revision in January. Free copies of the standard: Specification for Structural Joints Using High-Strength Bolts, are available at <http://www.boltcouncil.org/files/2014RCSCSpecification-2014.pdf>

John Medcalf is an applications engineer for Field Fastener and is NFDA's technical representative.

Membership Campaign

Earn \$100 for referring a new member!

NFDA will give you a \$100 Amazon gift card for every new member you refer between now and June 30. There is a line on the application form for the prospective member to indicate who made the referral; you earn your reward when the new member makes their first dues payment.

And, you're not limited to one reward. You'll earn gift cards for every new member referral you make. There's no limit!

Direct those prospective members to <http://www.nfda-fastener.org/?page=Join>

Scholarships for Fastener Training

NFDA announced at its Winter Meeting the creation of two scholarships to attend Fastener Training Week. This advanced training program is offered by the Fastener Training Institute® and the Industrial Fasteners Institute in July and November, in Cleveland, Ohio. Details can be found at www.nfda-fastener.org

John Medcalf was appointed as the NFDA technical standards representative to allow the NFDA membership not just visibility of standards activities, but also a voice in the process.

NFDA members are encouraged to express their comments or concerns relating to fastener standards. The only way to influence the process is to stay engaged and participate.

Members can:

- Inquire about changes in drafts noted in the quarterly reports
- Raise suggested revisions or technical updates to standards
- Ask general standards related questions
- Offer feedback to continue refinement of these articles

Please email your standards related comments, concerns or questions to John at standards@nfda-fastener.org



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

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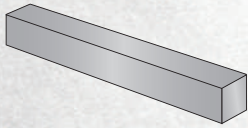
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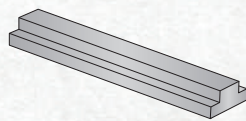


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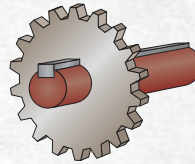
KEYSTOCK – If you can come up with a size, we have it, or can make it.



Keystock
Cut to length for your application



Step Keystock
Often referred to as offset keystock

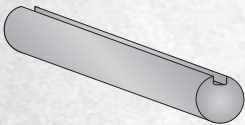


Keyed shafting paired with machine keys provide a means to assemble components in a non-permanent manner.

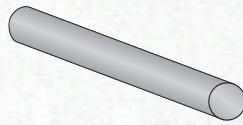
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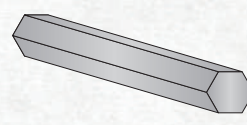
SHAFTING – Available in lengths up to 12'.



Keyed Shafting
Keyed shafting is round shafting that has a keyway cut into the material to mate with a machine key for assembly components



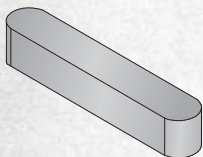
Round Shafting
Round shafting is used on drive shafts to connect mirroring parts from one side to another



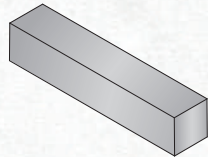
Hex Shafting
Hex shafting is similar in function to round shafting but with a hexagon shaped profile



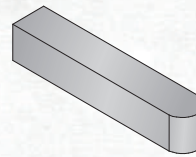
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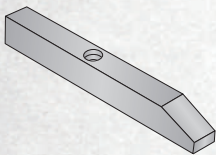
Form A
Both ends round



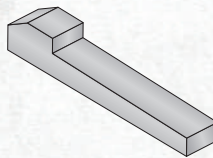
Form B
Both ends square



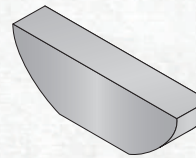
Form AB
One end round, one end square



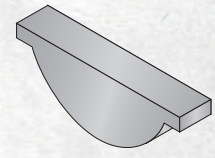
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Gib Keys
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Hi-Pro Key
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