

NFDA TODAY: Your National Fastener News

April 2016



President's Message

By Casey McIlhon

Hello friends and colleagues,

We recently wrapped up our second joint meeting with our friends at Pac-West, and what a great meeting it was. With over 200 NFDA and Pac-West members in attendance, in beautiful San Diego, the networking was lively to say the least. At the President's

Reception, my father, Ed McIlhon, recognized the contributions to the fastener industry of Barry Porteous and Bob Porteous. They were presented plaques designating them as NFDA Lifetime Members.

During Tom Reilly's "Introduction to Value-Added Selling" presentation, we learned some excellent strategies to shift our customers' focus away from price. Value is paid for long-term, price is short-term and Tom then added "Ask your customers for a project to work on, don't simply ask them for a part to quote on." One other suggestion Tom offered attendees was to treat each sales call as if it were a job interview, adding that 90% of highly performing sales people do plan their sales calls.

In addition, we had an update on "Attracting and Retaining Millennial Employees in the Fastener Industry" from Melissa Patel (Field) and Bryan Wheeler (Star Stainless Screw) from the Young Fastener Professionals association. We also had a presentation on the status of manufacturing in North America from Brian Raymond of the National Association of Manufacturers.

I would also like to extend a sincere thank you to Suzanne Dukes (Hayes Bolt & Supply) for hosting a lunch reception at her lovely home, a great closing for an awesome meeting. Thank you to all who were able to Come to the NFDA!

I would like to encourage each of you to pay a visit to the revamped NFDA website which was re-launched just a few weeks ago. The new site is much improved, with a more organized layout and easier access to all of the sections including Member Benefits, Events, News, and a Master Calendar to name a few. If you have not been to our site, I know you will find it quite resourceful. Simply go to www.nfda-fastener.org and take a few minutes to explore. Then bookmark the page!

Reminding you to, Come to the NFDA!

Yours sincerely,

Casey

In This Issue

- President's Message
- Associate Chair's Message
- NFDA Events
- NFDA Annual Meeting and ESPS
- Advancing Individuals through Mentoring
- Scholarships Awarded
- Member Benefit Spotlight
- Fastener Standards Update
- NFDA in NAM's Council of Manufacturing
- New NFDA Members
- 2016 Executive Summit
- Training Opportunities
- 2016 NFDA/Pac-West Joint Conference



Associate Chair's Message

By Kameron Dorsey

Kentucky's largest city, Louisville, is known for its rich culture and history, the famous Bourbon Trail, the Kentucky Derby, and boxing legend Muhammad Ali. Louisville is also the location for this year's annual NFDA Meeting & ESPS in June! This event will be an excellent opportunity for distributors and suppliers to network and hear important economic insight and analysis from ITR Economics.

In addition, this year's meeting will give all associate and service provider members the opportunity to take part in the Executive Sales Planning Sessions (ESPS), an important benefit you don't want to miss out on! Those members will have the chance to reserve a suite at the host hotel and schedule up to 13 high level meetings with distributor members. Each 25-minute session will give you the opportunity to meet with key decision makers and form new business partnerships while strengthening existing relationships for long term growth. This annual meeting is the biggest event of the year. You can plan numerous strategic meetings with your customers in one location with minimal time away from the office. It will be a great event for all members!

I encourage all associate and service provider members to not only attend this year's meeting, but also sign up to be an ESPS host. Take advantage of meeting new people and build strong and mutually successful partnerships with your customers. So won't you join us?

I look forward to seeing everyone in Louisville!

Best regards,

Kameron

NFDA Events

- 2016 Annual Meeting & ESPS**
June 27-28, 2016
Galt House Hotel
Louisville, Kentucky
- 2016 Executive Summit**
November 6-8, 2016
Four Seasons Resort
Scottsdale at Troon North
Scottsdale, Arizona
- 2017 NFDA/Pac-West Joint Conference & Tabletop**
March 15-18, 2017
Westin Long Beach
Long Beach, California
Tabletop show and joint meeting with the Pacific-West Fastener Assoc.

Join Us in Louisville!

The NFDA Annual Meeting and Executive Sales Planning Sessions (ESPS) will bring you face-to-face with many of the most important partners in your business network.

Held in private suites, ESPS lets you set appointments with some of your current trading partners along with future partners. This format will provide you a unique opportunity to connect, network, and conduct business, all in a single trip. Open to NFDA members and non-members alike, ESPS is one of the most efficient ways to build and maintain key business relationships.

This meeting will also include an economic update from Brian Beaulieu of the Institute for Trend Research.

Optional tours are being planned. And there will be a one-of-a-kind event as the Tuesday night banquet will take place at the Muhammad Ali Center.

Join fastener industry distributors and manufacturers, master distributors and service providers in Louisville at this critical forum for business planning and valuable industry information. The host hotel for this meeting is the Galt House, Louisville's only waterfront hotel.

Details will be available soon on the website, www.nfda-fastener.org



We are Looking for a Few Good Mentors!

NFDA, in partnership with the Young Fastener Professionals association, has launched Advancing Individuals through Mentoring (AIM) to help the fastener industry prepare the next generation of industry leaders.

The goals of the program are:

- To provide support and education opportunities to young fastener professionals
- To provide young fastener professionals with a mentor and volunteer experiences to enhance their career development and expand their professional networks
- To encourage more young fastener professionals to assume leadership roles in the fastener industry
- To expose mentors and their organizations to new ideas
- To develop a more diverse leadership pool for the fastener industry

AIM will serve the needs of young fastener professionals by pairing them with willing mentors focused on advancing the mentee's personal career goals. Mentors and mentees will be matched based on professional skills that the mentee wants to acquire and that the mentor has to offer. Mentees will be required to develop a specific set of goals which form the basis of the mentor/mentee relationship, and mentors are asked to work with the mentee on advancing these objectives.

In order to have the best possible partnering, both the mentor and mentee must clearly understand their roles and are required to follow the program guidelines.

Please visit <http://www.nfda-fastener.org/?page=MentorProgram> for more details about the program and sign up today to become a mentor.

Scholarships Awarded

Each year the NFDA Board of Directors approves two scholarships for Fastener Training Week, an advanced fastener technical training program produced by the Fastener Training Institute and IFI. The association is pleased to announce the winners for 2016:

- Ryan Burk, Inside Sales, NSK Industries (Cuyahoga Falls, Ohio)
- Monica Sandoval, Strategic Purchasing Agent, Falcon Fastening Solutions (Charlotte, North Carolina)

Applicants were evaluated based on a recommendation from their employer, personal achievements, work experience, and an essay. Identifying information was redacted, so the team evaluating the applications did not know the names or employers of those applying.



Member Benefit Spotlight

YRC Regional Transportation offers up to a 64% discount for NFDA members! YRC is comprised of New Penn, USF Holland, and USF Reddaway. Individually, they are leaders in next-day delivery, quality handling and on-time performance. Collectively, they are committed to delivering even more. Their comprehensive, best-in-class services include regional, expedited, guaranteed, consolidation and distribution, and cross-border between the U.S., Canada, Mexico, and Puerto Rico. Start saving today on your transportation services through the NFDA/YRC Regional Program. Go to the member's only section of the website at <http://nfda-fastener.site-ym.com/?Benefitsmembersonly>



NFDA Fastener Standards Activity Update - Q1 2016

By John Medcalf

The winter months see a lull in fastener standards meetings, but activity continues. ASTM F16, ASME B18, and the associated subcommittees will meet in San Antonio, TX May 2nd through 4th. The ISO subcommittees SC12 on nuts and SC14 on surface coatings held ad-hoc meetings in Paris February 8th through 12th. Some of the major activities are as follows:

ISO TC2

- Work on ISO 4042 on electroplated coatings continues, with a first ballot expected in 2016. The current development is centered around hardness thresholds for hydrogen embrittlement risk mitigation measures.
- Salim Brahimi's paper, "Fundamentals of Hydrogen Embrittlement in Steel Fasteners," will soon be published as an ISO Technical Report after some additional minor revisions.
- ISO 898-2 continues to be reviewed for revision to prevent thread strip failures. Characteristics being examined are proof loads, hardness levels, and nut heights in accordance with Alexander's method.

ASTM F16

- The work on ASTM A354 continues, with a fourth ballot expected in 2016. The significant updates relate to improving uniformity of large diameter parts, as exposed by the Bay Bridge failures. These updates include Charpy impact testing, cross sectional hardness testing, and the use of higher alloy steel for larger diameters.
- The hydrogen embrittlement test method specified in ASTM F606/F606M is being reviewed for updates, and is early on in that process.
- Subcommittee F16.96 – Bolting Technology, is being reviewed for ways to increase the range of participation. Once a standalone group including end users, producers, and others, it has more recently lost end user participation.

ASME B18

- As ASME B18.16.6 on inch locknuts was being prepared for publication, it was noticed that the specified requirements for manufacturer marking were not being followed by industry. This will be reviewed, with an update expected prior to publication.
- The revision of ASME B18.13 on inch SEMS products is nearing completion, with some final negatives being addressed.

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

NFDA is now a Member of the National Association of Manufacturers Council of Manufacturing Associations

NFDA's new membership in NAM's Council of Manufacturing Associations will give our members more representation in Washington DC on issues and public policies that affect manufacturing in the U.S., such as:

- Energy and natural resources policy
- Human resources policy
- International economic affairs policy
- Legal/regulatory and infrastructure policy
- Tax, technology, and domestic economic policy

There will be weekly economic update reports, monthly reviews of global economic trends, and updates from NAM's Manufacturers' Compliance Institute on labor and employment compliance and enforcement matters.

NFDA is proud to be included in the 250+ trade associations that are part of NAM's Council of Manufacturing Associations, representing all sectors of manufacturing.

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

Welcome New NFDA Members

Atotech
www.atotech.com

Cosgrove Partners
www.cosgrovepartners.com

Hayes Bolt & Supply
www.hayesbolt.com

Industrial Threaded Products
www.itpbolt.com

Save the Date!



The 2016 Executive Summit will take place November 6-8, 2016 at the Four Seasons Resort Scottsdale at Troon North in Scottsdale, Arizona.

As always, there will be peer-to-peer learning, educational sessions, and great networking opportunities, all in a relaxed atmosphere. Join us!

Training Opportunities

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

- April 15 – Webinar: Certifications, Test Reports and Lot Traceability – Online
- April 20-21 – Automotive Fastener Technology – Troy, Michigan
- May 3 – Fastener Secondary Processes Plant Tours – Los Angeles, California
- May 23-27 – Fastener Training Week – Cleveland, Ohio
- June 14 – Fastener Specifications & Terminology – La Mirada, California
- July 12 – Understanding the Bolted Joint – La Mirada, California

NFDA members receive discounted registration on FTI seminars and webinars. For more information and a list of all FTI events visit www.FastenerTraining.org

2016 NFDA/Pac-West Joint Conference




NFDA
NATIONAL FASTENER DISTRIBUTORS ASSOCIATION

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

10842 Noel Street #107
Los Alamitos CA 90720
714-484-7858 / 877-487-6332
www.nfda-fastener.org

Vickie Lester
Executive Vice President
vlester@nfda-fastener.org

Marci Myer
Community Manager
marci@nfda-fastener.org

Jeannine Christensen
Meetings/Events Director
jchristensen@nfda-fastener.org