

NFDA TODAY: Your National Fastener News

April 2017



President's Message

By Marc Strandquist

Greetings,

The new year is bursting with activity and optimism. Certainly our federal government has made this time interesting and depending on your temperament, at times comical. There seems to be a positive vibe to our economy and we are hoping to see consumer confidence turn into orders. Hopefully you can take advantage of this optimism and turn it into revenue and profits.

I want to remind everyone about our June meeting in Boston, Massachusetts. This will be a joint meeting with the New England Fastener Distributors Association. If you have not signed up, I am appealing to you to do so. As always, you can get the most benefit from belonging to NFDA by participating and enjoying the company of other members and networking. So please join us June 20-21 at the Omni Parker House in Boston for a great time and hopefully a very valuable learning experience.

All my best and see you soon in Boston this June!

Marc

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Associate Chair's Message

By Adam Pratt

Dear members and colleagues,

Conference season is upon us! Upon reading this article we will have completed the NFDA/Pac-West Conference in Long Beach, and I would like to extend my deep appreciation and thanks to the Wurth Group and their generous donation to the fastener industry. This level of leadership and commitment will ensure a bright future for our industry.

The end of March took us to Fastener Fair Stuttgart, the bi-annual industry trade show in Germany. And June is busy as ever with FastenerTech at Rosemont and the NFDA/NEFDA Meeting in Boston, June 20-21. With our June conference, comes our annual board transition. I would like to thank you, the membership, for the opportunity to serve. I would also like to thank board President, Marc Strandquist, for his leadership and commitment.

Keep your eyes and ears open for our next round of Associate calls. We will plan to have these phone conferences in April and will cover updates with the NFDA and opportunities for our NFDA Associate members. Don't forget to get your member spotlights in to Marci!! She can be reached at marci@nfda-fastener.org and to view the current spotlight go to nfda-fastener.org/spotlight.

Thank you again and hope to see you soon.

Adam

NFDA Events

- 2017 Joint Meeting**
June 20-21, 2017
Omni Parker House
Boston, Massachusetts
Joint Meeting with NEFDA
- 2018 50th Anniversary Meeting**
March 14-16, 2018
JW Marriott Guanacaste Resort & Spa, Guanacaste, Costa Rica
- 2018 Annual Meeting & ESPS**
June 5-6, 2018
Embassy Suites Chicago
Downtown Magnificent Mile
Chicago, Illinois

Membership Campaign

Refer a new member and you could get the big bucks! Here's how it works...

- For every new member you bring in, NFDA will reduce your next dues invoice by \$1,000.
- The application form asks new members to list who referred them to NFDA. The first name listed gets the \$1,000 rebate. All additional names on the referral line get \$100 Amazon gift cards, so everyone wins!

But wait, there's more!

- Bring in a former member (one who has not paid dues in the past two years) and you are eligible for the same \$1,000 or \$100 offer! This offer is unlimited! Bring in two new members, and you could get \$2,000 off your next dues invoice. Just direct those prospective members to nfda-fastener.org/Join



Join us in Historic Boston!



Along with the New England Fastener Distributors Association, we'll have a Joint Meeting June 20-21, 2017 at the Omni Parker House in Boston, Massachusetts. Just prior to the meeting, on June 19, NEFDA will have a Table Top Show at the Westin Waltham Boston.

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

Joint Meeting Education

Fastener Quality and Compliance

For both legal and safety reasons, fastener distributors and manufacturers must comply with a myriad of regulations and standards. Our morning will begin with a presentation on conflict minerals reporting requirements. With the Dodd-Frank Act a moving target in Congress these days, what is a fastener distributor to do? Lawrence Heim, managing director of Elm Sustainability Partners LLC, will be on hand to give us the latest information.

The program will conclude with a panel presentation by fastener distribution and quality managers, who will discuss best practices in fastener quality and compliance and touch on RoHS and REACH issues.

- Rob Girdley, Wurth Industries North America
- Erich Molloy, Soule, Blake & Weschler
- Michael Woznicki, Spirol

ITR Economics Update

Changes have occurred in Washington, and changes are occurring in Europe, the UK, and China, along with commodity prices, oil prices and other key sectors of the US and global economies. Alan Beaulieu from ITR Economics will look at these changes with an eye to what they'll mean to the US economy and your business. You'll know what to expect, and how long the upside business cycle pressures will last.

Email Productivity Tips

Learn how to use cloud-based utilities to remove clutter and gain efficiency. Leverage virtual assistants like Cortana and apps like FindTime to make quick work of the most common productivity-busters hiding in your inbox. We'll also discuss process techniques to help you get the most out of your day and be the envy of everyone you know.

And one lucky attendee will go home with free Microsoft software!

Using Value Analysis/Value Engineering to Enhance Customer Loyalty

In the struggle to cement our relationships with customers, we often focus on selling solutions, not products. Randy Lammers, technical specialist for the Wurth Industry Group, will discuss the challenges of working through the VA/VE process.

Join other fastener industry professionals in Boston!

For more information or to register online, visit nfda-fastener.org or give us a call at 714-484-7858.

Save the Date!

March 14-16, 2018 the National Fastener Distributors Association will celebrate its 50th Anniversary with a meeting in beautiful Costa Rica. We'll be on the west coast at the JW Marriott Guanacaste Resort & Spa.

Save the date!



Profit Report

The annual NFDA Profit Report presents a detailed but straightforward analysis of financial and operating characteristics of participating fastener firms. Results are presented in tables and graphs designed to provide a comprehensive guide for analyzing profitability.

The 2017 NFDA Profit Report Survey will be emailed to all NFDA members in April. If you participate in the survey, you will receive the Profit Report for free (normally \$250 for members, \$500 for non-members).





NFDA Fastener Standards Activity Update - Q4 2016

By John Medcalf

After the fall rush, most of the fastener standards committees see a break in meetings, if not in activities. ISO ad-hoc groups met in Paris, February 6th through 10th, and ASTM F16, ASME B18, and the associated subcommittees will be meeting in Toronto, May 8th through 10th. A brief summary of activities is as follows:

ASME B18

- A revision to ASME B18.6.1 on wood screws containing updates to head and drive styles and the addition of drywall screws has been balloted, with several comments received for review.
- The update to ASME B18.16.6 on inch prevailing torque locknuts continues to work its way through the balloting process.
- A revision to ASME B18.6.2 on square head and slotted headless set screws is being balloted, with the most significant change being the removal of slotted head cap screws from the document.

ISO TC2

- The ad-hoc group finalized the draft of ISO 4042 on electroplating with the inclusion of a section on case hardened screws in order to proceed to a DIS ballot (two stages from publication).
- The ad-hoc group also reviewed ISO/DTR 20491 – the technical report on hydrogen embrittlement in fasteners, which is now on scheduled for publication by mid 2017.
- Further refined by the ad-hoc group, the revision to update ISO 3269 on acceptance inspection to a c=0 derived plan is ready for the first round of committee balloting.

ASTM F16

- A proposed update to the hydrogen embrittlement test method in ASTM F606/F606M is being balloted to better clarify the test procedure and acceptance criteria.
- The work of coordinating with committee B08 continues in order to bring ASTM B633 back into alignment with ASTM F1941 for hydrogen embrittlement concerns.
- The significant revision to ASTM A354 on quenched and tempered alloy steel bolts and studs should be published in early 2017. The much improved standard contains many updates to prevent recurrence of issues similar to the Bay Bridge.

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

Communication between NFDA members and the NFDA technical standard representative (the "Representative") through email or otherwise is provided by the NFDA as a courtesy to its members. The NFDA provides no assurance as to the accuracy, completeness, or timeliness of any statement made by the Representative to the member or fastener technical standards organizations. Neither the NFDA nor the Representative makes any representation as to whether any statement of the Representative is consistent or compliant with fastener technical standards. Neither the NFDA nor the Representative shall be responsible for any loss or damage suffered by the member or any other person as the direct or indirect result of any statement made by the Representative.

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



Member Benefit Spotlight

Economic Outlook Reports from ITR Economics

Produced four times per year by ITR Economics, the NFDA Economic Outlook Report correlates macroeconomic data to specific product categories directly related to the fastener industry. The report allows you to forecast what effect the economy has on your business and what you can reasonably expect for up to six quarters in the future.

These economic outlook reports provide solid answers to such questions as when to increase overhead, when to add sales staff, when to cut inventory levels and when to increase or decrease sales/marketing allocations. Knowing when to act, and when not to, can result in increased profits and costs savings for your company.

Quarterly reports will be sent directly via email to each NFDA member when they are released. To access past Economic Outlook Reports, go to nfda-fastener.org/articlearchive.

Advertising Opportunity



By advertising in NFDA Today your company's marketing message will reach:

- *1,000 fastener industry professionals* throughout North America
- *Readers who make purchasing decisions* for their companies

It's easy! You provide your printed promotional pieces or we can print them for you.

	You provide inserts	We print (single-sided)	We print (double-sided)
One time	\$350	\$850	\$1,250
Four times	\$1,200	\$3,200	\$4,800

Contact the NFDA office at 714-484-7858 or email JChristensen@nfda-fastener.org for details.

NFDA Awards Scholarship for Fastener Training Week



The NFDA Board of Directors has approved one scholarship for Fastener Training Week, an advanced fastener technical training program produced by the Fastener Training Institute. The association is pleased to announce Jeff Stearn, Quality Technician for Fast-Rite International as the winner.

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

This is a benefit for NFDA members only! The next deadline to apply for a Fastener Training Week scholarship is June 1.

The application can be found at nfda-fastener.org/FTIScholarship

For more information about Fastener Training Week, visit FastenerTraining.org



Training Opportunities

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

- April 11 – Fastener Manufacturing Plant Tour – Los Angeles, California
- April 21 – Bolted Joint Design - Webinar
- April 24-25 – Automotive Fastener Technology-Advanced – Troy, Michigan
- April 26-28 – Understanding Hydrogen Embrittlement in Fasteners-Advanced – Wixom, Michigan
- May 9 – Fastener Secondary Processes Plant Tour – Los Angeles, California
- June 5 – Fastener Technology Workshop – Rosemont, Illinois
- June 13 – Fastener Specifications & Terminology – La Mirada, California
- July 11 – 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 FastenerTraining.org.

Remember, the next deadline to apply for a Fastener Training Week scholarship is **June 1**.

The application can be found at nfda-fastener.org/FTIScholarship



If you prefer to receive this newsletter electronically only, please visit nfda-fastener.org/maillinglistoptout

Welcome New NFDA Members

Bodycote - S3P
bodycote.com/s3p

JSP Components USA LP
jsptexas.com

Qualtool, Inc.
qualtool.com



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

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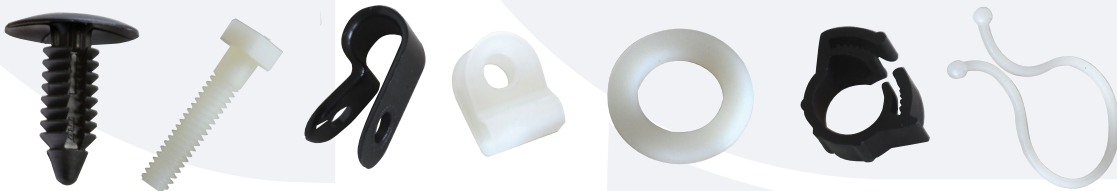
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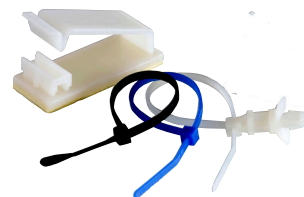
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Personalized Bar Coding
Custom Bagging & Labeling
Simple Brown Boxes



Highly Trained Sales Team
Applications Support
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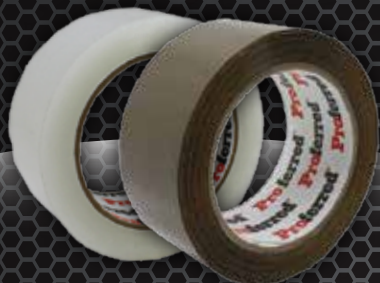
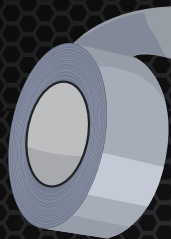


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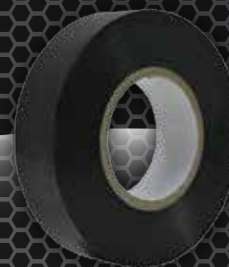
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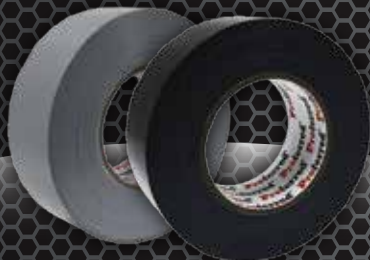
Packaging Tape

Clear / Tan (M20)



Vinyl Electrical Tape

Black (M23)



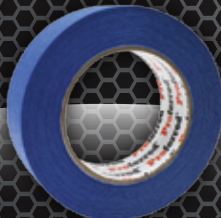
Duct Tape

Silver / Black (M21)



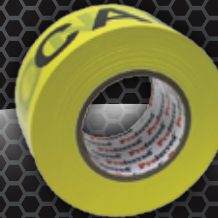
Thread Sealing Tape

White (M24)



Painter's Tape

Blue (M22)



Caution Tape

Yellow / Black (M25)



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