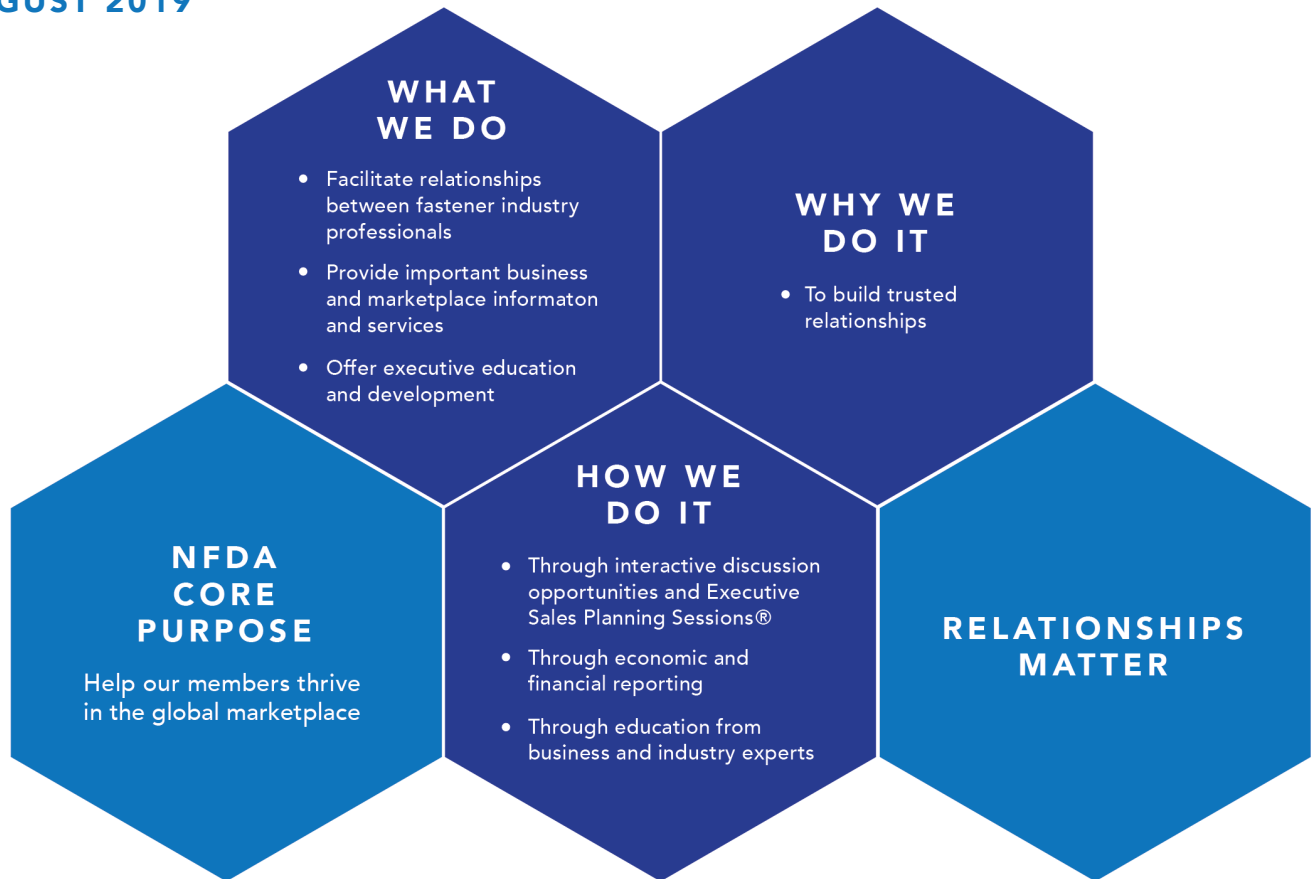


AUGUST 2019



NFDA CALENDAR

Executive Summit

November 3-5, 2019

Ritz Carlton Beach Resort
Naples, Florida

Joint Conference & Tabletop Show with the Pacific-West Fastener Association

March 4-6, 2020

Westin Long Beach
Long Beach, California

Annual Meeting & Executive Sales Planning Sessions®

June 23-24, 2020

Embassy Suites
Minneapolis Downtown
Minneapolis, Minnesota



JOIN US! The NFDA 2019 Executive Summit will take place November 3-5 at The Ritz-Carlton Beach Resort, Naples, Florida. This very successful meeting format focuses on peer-to-peer learning in a relaxed environment. The program includes four relevant business topics appropriate for any size business, presented by experienced industry leaders. The goal of each session is to share best practices through thought-provoking, interactive, and creative dialogue with people you can trust.

The NFDA Executive Summit is an opportunity to talk about real industry challenges along with opportunities that exist in our business environment. We hope to see you there! For more information and to register online visit: www.nfda-fastener.org.

INTERNATIONAL FASTENER EXPO

The 2019 International Fastener Expo (IFE) will take place September 17-19, 2019 at the Mandalay Bay Convention Center in Las Vegas, NV. This year's event is expected to draw more than 800 manufacturers and 5,000+ attendees from around the world. It is the largest and most diverse gathering of fastener and industrial professionals in North America and serves all reaches of the supply chain, from manufacturer to distributor to end user. Check www.fastenershow.com for more information and to register online. **And please visit our booth while at the show!**



PRESIDENT'S MESSAGE

By Doug Ruggles

I am humbled to be the new president of NFDA and grateful for the opportunity to give back to the industry.

Martin Supply has had a fastener division for more than 20 years, however, I was not deeply involved until a few years ago when my business partners (and brothers) decided we needed to restructure the company to allow more executive/ownership management time on this line of business.

As I started the journey of learning more about the fastener business, I met many individuals who have helped me more than they know. Don Haggerty

was on our advisory board. He started my fastener education, which has been instrumental for me and the company. He introduced me to many people, but the most impactful were the members of the Fastener Advisory Board (FAB), a peer-to-peer group of dedicated individuals. Don Nowak, Ron Stanley, Tim O'Keeffe, Jim Ruetz, and Mark Shannon took me under their wings; it was like taking a masters class all over again. I'm eternally grateful to them for helping me learn the industry and for the no-nonsense feedback to grow the business and me, personally. As time has passed, the FAB group has changed, with some coming and some rolling off. We've added Giovanni Cespedes, Matt Goldberg, and Adam Pratt, all with diverse backgrounds and wonderful businesses. I learn from them every time we meet, and I want to thank them all.

The NFDA Board is focused on growing the membership, and this is why the front of the newsletter outlines our purpose and the value of being a member of NFDA. We need everyone to help us grow so that we can have more distributors attend meetings, more learning opportunities, and high-level speakers. It is easy to stay at home and not travel to meetings. It's cheaper in the short run, but I have found it's difficult to have continuous improve-

ment when you are not exposed to new ideas and opening yourself up to being challenged. This was evident in June when we held the annual NFDA meeting in Cincinnati, Ohio. The programs were all very educational, and we added a new feature with roundtable discussions afterwards to learn from each other and share best practices on each subject matter. The day was highlighted by the ITR economic update presentation from Alan Beaulieu, showing us what to expect in the next few years.

I also want to thank Kelly Cole for his leadership and passion as president this past year and over the last few years on the Board. He continues to drive the industry forward, making it better than he found it, and we are grateful for his time and talents. I'd also like to thank Rich Megliola, Kevin Miller, Jun Xu, and Dan Zehnder who are rolling off the Board. We appreciate your time and commitment to helping NFDA and our industry grow and prosper.

Lastly, mark your calendars: we have a wonderful opportunity coming up to learn from each other again with the NFDA Executive Summit November 3-5 in Naples, Florida. The Board is working diligently to line up speakers and topics that are pertinent to companies of all sizes. I hope to see you there.

Doug

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MEMBER BENEFIT SPOTLIGHT:



The National Association of Wholesaler-Distributors

The National Association of Wholesaler-Distributors (NAW) leverages the collective purchasing power of firms across the wholesale distribution industry to find and offer high-quality business services designed to meet the specific needs of wholesaler-distributors.

As an NAW partner, NFDA members receive discounts on a variety of services and publications including industry reports and white papers. Services include discounts on shipping, property insurance, payment processing, employee healthcare and car rentals. Just another benefit of being an NFDA member!



NFDA AWARDS SCHOLARSHIP FOR FASTENER TRAINING WEEK

Jeff Boushell, outside sales representative for Wurth Revcar Fasteners (Roanoke, Virginia), has been awarded an NFDA scholarship for Fastener Training Week, an advanced fastener technical training program produced by the Fastener Training Institute®.

Scholarship applicants were evaluated based on the recommendations from their employers, 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 application can be found at www.nfda-fastener.org/FTIScholarship. The next deadline to apply for a Fastener Training Week scholarship is **December 1**.

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

FASTENER TRAINING OPPORTUNITIES



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

- AUGUST 6** – Fastener Quality Assurance & Print Reading – Costa Mesa, California
- AUGUST 16** – Webinar: New Innovations in Fastener Platings & Coatings – Online
- AUGUST 19-23** – Fastener Training Week – Chicago, Illinois
- SEPTEMBER 17** – Fastener Platings & Coatings – Las Vegas, Nevada
- SEPTEMBER 27** – Webinar: Fasteners Gasketed Joints – Online
- OCTOBER 15** – Fastener Testing – Rancho Cucamonga, California
- OCTOBER 18** – Webinar: Thread Fit Matters – Online
- NOVEMBER 5** – Fastener Basics – Costa Mesa, California

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



2019 FASTENER PROFESSIONAL OF THE YEAR

Kevin Queenin of Specialty Bolt & Screw (Agawam, Massachusetts) is the 2019 recipient of the NFDA Fastener Professional of the Year award.

The Fastener Professional of the Year award was created by NFDA to honor individuals and companies that make a substantial positive impact on people's lives. The award recognizes:

- Individuals from a fastener distributor or supplier company who make exceptional contributions to their companies and to the industry
- Partners or consultants who demonstrate exemplary support of the fastener industry

In his nomination of Kevin to receive this award, Jim Ruetz said, "Kevin has been both a mentor and friend to me for the last 25 years. His selfless desire to help anyone in the industry is reason enough alone for Kevin to be selected. Adding the fact that he has taken a small \$1 million company to an international firm with sales in excess of \$50 million."

In 1982, Kevin began his fastener career at Specialty Bolt & Screw (SBS), now

located in Agawam, Massachusetts, as vice president and general manager. Kevin and sons, Jay and Jon, eventually purchased SBS and began an aggressive national and international expansion program to meet the requirements of their customer base. Today SBS has three distribution centers in the US and three in Mexico, along with facilities in Canada, Finland, and Taiwan.

Kevin served on the Board of Directors for the New England Fastener Distributions Association from 1994 - 1996 and on the Board of Directors of the National Fastener Distributors Association from 1996 - 1999. For NFDA he also served on the Membership Committee, chaired the Information and Technology Committee, and represented NFDA on the Fastener Quality Act coalition.

Kevin Queenin will be presented his award at the NFDA Executive Summit, November 3-5, 2019, at The Ritz-Carlton Beach Resort in Naples, Florida.



**NFDA FASTENER STANDARDS
ACTIVITY UPDATE – Q2 2019**

By John Medcalf

I was not able to attend the ASTM and ASME meetings in Denver in May, so I decided to reach out to the best resource I can think of for fastener standards, Dr. Salim Brahimi, director of engineering and technology at IFI and leader of the McGill University hydrogen embrittlement facility. What follows are his thoughts on the most significant activities currently.

ISO/TR 20491:2019 Fasteners - Fundamentals of Hydrogen Embrittlement in Steel Fasteners

It is with a great sense of satisfaction that we announce the publication of the ISO Technical Report on Hydrogen Embrittlement in Steel Fasteners. The consensus driven ISO process, combined with the fact that hydrogen embrittlement is an anxiety provoking subject, resulted in many tedious and sometimes painstaking discussions weighing every word and sentence among fastener experts from around the world. The result is an excellent consensus document, the first of its kind! This document will serve as the basis for discussions related to fastener hydrogen embrittlement and will inform the evolution of fastener standards and practices around the world.

ASTM B633-19 - Zinc Electroplating Standard

Following more than five years of task group activity beginning in 2014, we are extremely pleased to announce the publication of ASTM B633-19. This revision, at long last, returns the requirement for mandatory post treatment baking back to how it was specified prior to the 2007 revision, which misguidedly changed the default mandatory baking requirement from 1200 MPa (~39 HRC) to 1000 MPa (~31 HRC). The 2019 revision returns the default mandatory baking requirement back to 1200 MPa (~39 HRC), unless otherwise specified by the purchaser. The purchaser may always obtain baking below 1200 MPa by simply specifying that requirement.

Research Council on Structural Connections (RCSC)

The Council recently met on June 4-6 in Wayne, PA. The meeting was graciously hosted by Mike Friel and Haydon Bolts. Great strides were made at the meeting toward publication of the 2020 edition of RCSC Specification. Most of the 200 plus negatives and comments received on the recent March ballot were resolved. The next ballot will address a handful of outstanding items. The Council is now on target for publication of the new edition by middle of next year.



<p>3020 Old Ranch Parkway Suite 300 Seal Beach CA 90740 562-799-5519 www.nfda-fastener.org</p>	<p>VICKIE LESTER Executive Vice President vl Ester@nfda-fastener.org</p>	<p>JEANNINE CHRISTENSEN Meetings/Events Director jchristensen@nfda-fastener.org</p>
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John Medcalf’s appointment as the NFDA technical standards representative allows 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 to drafts noted in 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

ISO TC2 – Technical Committee on Fasteners

ISO TC2 will be holding the next round of ad hoc group meetings in Montreal, hosted at McGill University, during the week of July 8-12. The next set of plenary meetings will be held in Lyon France, during the week of October 14-18. The big work items are the ongoing revision of ISO 898-2 (mechanical properties of nuts) and the proposed revision of ISO 898-1 (mechanical properties of externally threaded fasteners), which is a years-long undertaking. Also, a joint task group with experts from ASTM Committee F16 will be working on a revision of ISO 15330 on hydrogen embrittlement testing.


John Medcalf is principle engineer for Peak Innovations Engineering 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 NFDA as a courtesy to its members. 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 NFDA nor the representative makes any representation as to whether any statement of the representative is consistent or compliant with fastener technical standards. Neither 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.

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Price advantage over other "premium" socket product

Higher tensile strength

More durable and longer lasting

A more complete line of...

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Flange Button Head Cap Screws

Socket Set Screws

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99.13% distribution performance rate

Distribution from Atlanta and Indianapolis beginning August 1, 2019

Reduced cost of acquisition

Shortened delivery time

Cross drilling and center drilling

Two week standard plating turn around

Sales and Marketing support

ISO Certified Management Processes

High performance socket product meets

high performance distribution.

Earnest Machine is now the Master Distributor of the Unbrako line of socket head products.



For customers that demand quality from distributors who demand performance.

The perfect pair

High performance socket product meets high performance industrial distribution with Earnest Machine serving as the Master Distributor for the complete line of Unbrako Premium Socket Head products.

Unbrako product will begin shipping **August 1, 2019**, from Earnest's newly updated distribution facilities in Atlanta, GA. and Indianapolis, IN.

Unbrako

Earnest



Premium socket product at a competitive price

Unbrako socket screw products are positioned to be a superior option to other premium socket products in the industry. With more than 100 years' experience of supplying high-end industries, such as automotive, infrastructure, machine building, automation, heavy truck, and petrochemical industries. Unbrako features a more complete product line *at a price position that helps distributors like you maintain your profit margin targets.*

Designed for those that demand quality

Compound Fillet Radius

Unbrako has eliminated the sharp angle transition between the head and shank of the screw. The smooth radius fillet reduces stress cracking, resulting in a more durable, longer lasting fastened joint over competitive product.

Higher Tensile Strength

Unbrako socket products are 10,000 psi stronger than competitive products of like grade. Your customer will see reduced parts cost by engineering stronger, more durable products using fewer fasteners.

Etching for Thread Laps

Samples of rolled threads are etched in heated acid, and then examined for cracks with a stereo microscope - the same method used to detect thread laps in aerospace parts.



E-CODE™ Head Marking

Your customer will benefit from the ultimate in fastener traceability - from its original lot, to raw material chemistry, to performance test results.

Note: E-Code highlighted for visual purposes.



Radiused Root Runout (3R)

High stress loads concentrate at the point where the thread transitions to the shank of a screw. Too sharp a transition at this juncture causes cracks to form which leads to fastener failure.

Unbrako has eliminated the sharp angle transition found in competitive products with a smooth radiused runout that increases fatigue life up to 300%.

Wide Root Thread Form

A proprietary Unbrako thread design that provides a better fit to mating parts. This superior design reduces stress and vibration effects, doubling the fatigue life compared to competitive product.

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Reducing acquisition cost by getting the product closer to the end user.

Unbrako product will begin shipping **August 1, 2019**, from Earnest's newly updated distribution facilities in Atlanta, GA. and Indianapolis, IN. Distributors will see immediate savings on freight costs and reduced shipping times with the relocation of inventory to the mid-west and southern regions of the United States. What's more, Earnest Machine's eCommerce store allows you to shop freight options to further reduce acquisition cost.

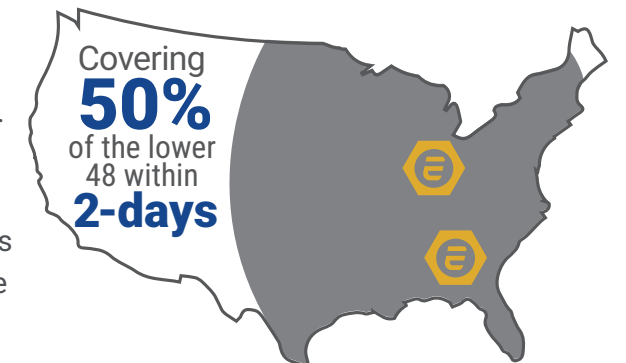
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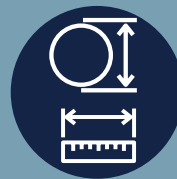
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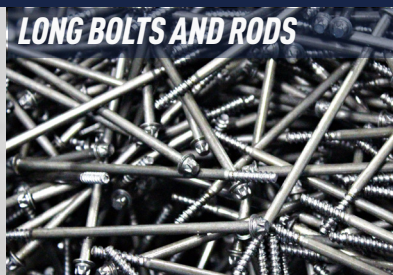
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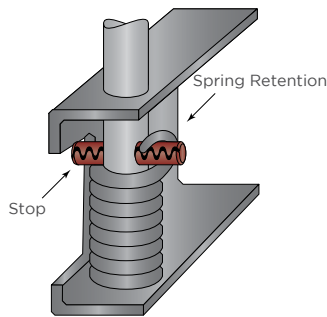
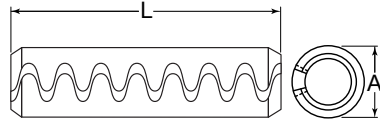
Super-duty alloy steel slotted toothed spring pins feature **staggered teeth** spaced to interlock when the pin is compressed. This alignment helps retain the roundness of the pin while minimizing lateral movement in vibratory environments to **prevent walkout**.

Replace solid and standard split rolled pins to get solid pin advantages without assembly issues and a **reduced chance of jamming** in automatic feeds.

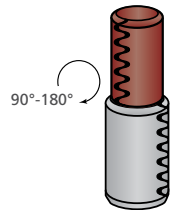
High seating capacity as the staggered teeth make contact with only one side of the bore upon insertion to produce tangential axial and radial force increasing surface pressure in the housing.

Lightly-oiled for easier assembly and disassembly, they are **RoHS compliant**, and can be **cut to length** to suit your needs.

Through hardened to Rockwell C of 42-50 to provide high resistance to wear and shock loads.



Dual purpose in applications as a stop and a spring retainer



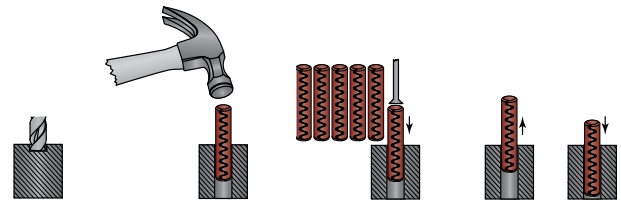
Pins can be doubled up for added shear strength by positioning slots at an angle between 90° and 180° to each other

Part Number	Diameter (A)	Length (L)	Approx. Min. Double Shear Strength (Lbs.)
SPT-0500-2000	0.500	2.000	23,690
SPT-0500-2500		2.500	
SPT-0500-3000		3.000	
SPT-0625-2000	0.625	2.000	36,880
SPT-0625-3000		3.000	
SPT-0625-3500		3.500	
SPT-0625-4000		4.000	
SPT-0625-5000	5.000		
SPT-0750-2000	0.750	2.000	54,150
SPT-0750-3000		3.000	
SPT-0750-4000		4.000	
SPT-0750-5000		5.000	
SPT-0750-6000		6.000	
SPT-1000-4000	1.000	4.000	94,030
SPT-1000-5000		5.000	
SPT-1000-6000		6.000	
SPT-1250-4000	1.250	4.000	143,500
SPT-1250-5000		5.000	
SPT-1250-6000		6.000	

Additional sizes available upon request for special orders

EASY INSTALLATION

Large diameter slotted toothed spring pins require only a straight drilled hole, may be installed manually or automatically in a single operation, and are reusable.



Drill a hole; no reaming

Manual installation

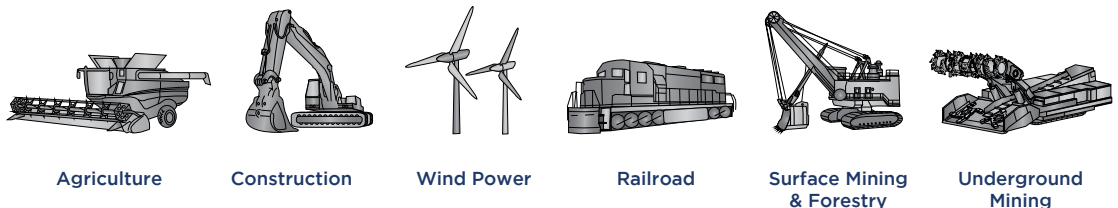
Automated assembly

Remove and reuse

IDEAL FOR BIG JOBS AND BIG EQUIPMENT



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