

NFDA TODAY: Your National Fastener News

January 2015

President's Message

By Paul Tiffany



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

As we have moved into the new year, I am happy to report that both membership and participation are on the rise. I look forward to this trend continuing into 2015.

The Executive Retreat held in Naples, Florida was a huge success. Special thanks to Gary Cravens, Bill Derry, Ed McIlhon, Kevin Queenin, and Jim Ruetz for planning the retreat, as well as developing and delivering the peer-to-peer learning content. The presenters and open dialogue covered "The Ins and Outs of Selling Your Business or, Buying a Business To Grow Your Company," "The Benefits of a High Performance Culture," and "What Shapes Your Supply Chain." Joe Greenslade also fielded members' questions during his fastener technology update.

Our NFDA Winter Meeting in Charleston, South Carolina is around the corner. Hosted at the historic Francis Marion Hotel, this part of the country should look great at the end of February, with average temperatures that could be close to 70°. Our planning committee continues to provide strong content and engagement opportunities, along with an optional tour of Nucor Steel.

As a reminder, the NFDA is only as strong as our members and how we engage. In addition to the conferences and retreat, we encourage our members to get involved in a committee or task force. Your input on key issues affecting our industry, what we can do to provide additional value to members, future executive level content, and conference planning are critical to our success.

Please feel free to contact me if you are interested in participating, or with any feedback you have on the NFDA. I can be reached at 602-352-815 or ptiffany@copperstate.com.

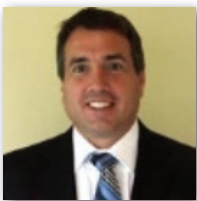
Thank you for supporting the NFDA, and remember, you are the NFDA!

Kind regards,

Paul

Associate Chair's Message

By Marty Goeree



Although we all know that the American folk song legend Bob Dylan was not singing about the fastener industry and the NFDA specifically when he wrote one of his more well-known lyrics for the song "I Feel a Change Comin' On", he very well could have been. The second verse is especially prophetic where he writes and sings:

*We got so much in common
We strive for the same old ends
And I just can't wait
Wait for us to become friends
I feel a change coming on
And the fourth part of the day is already gone*

Although the official mandate of the NFDA is to advocate on behalf of the distribution members, it is far more than that. It serves to bring us together, regardless of the niche we individually carve in the fastener industry. In today's ever changing environment, the need for partners to achieve success in growth has never been truer than it is now.

As you might recall from our biannual ESPS meeting in New Orleans, our keynote speaker spoke enthusiastically about that exact point. He urged us to get out from behind our desks and out of the office to forge relationships with partners in new markets, new geographies, and new industries to drive the growth of our companies. He further surmised that, without the partner network and without working collaboratively, growth would be very difficult to achieve. He persuaded us to find partners, share ideas, and collaborate to find common ground so a "win-win" scenario can be achieved. I remember feeling compelled to get out of my comfort zone and to seek out partners in industry to work with.

Since then we have launched a new product, opened up new markets, and are using our relationships domestically to support customers globally. Maybe it was the right message at the right time, but nonetheless the message was motivational and helpful, even if it were just a reaffirmation of strategy.

The NFDA certainly does more than just advocate on behalf of its distribution members: it provides us with an opportunity to network, share, and grow together. "We strive for the same old ends, and I just can't wait to be friends." Maybe Mr. Dylan was writing about us after all?

Marty

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February 26-28, 2015
NFDA Winter Meeting
Francis Marion Hotel
Charleston, South Carolina

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

Save the date!
NFDA 2015 Annual Meeting
 June 10-11, 2015
 Crowne Plaza Chicago O'Hare Hotel
 Rosemont, Illinois

Save the date for NFDA's 2015 Annual Meeting to be held in conjunction with Fastener Tech '15. Details about the educational program will be available soon, but expect an economic update from the Institute for Trend Research.



New NFDA Members in 2014

- Atlas, A PennEngineering Brand
- Distribution One
- Earnest Machine Products
- EFC International
- Fast-Rite International Inc.
- Hewes Fastener
- Huron Automatic Screw Company
- Lakeside Construction Fasteners
- OEM Parts and Tools Company
- QFC Industries
- R & D Fasteners
- Shamrock International Fastener, LLC
- Sigma Fasteners
- Suncor Stainless
- TRAMEC Hill Fastener

Join us at NFDA's Winter Meeting - February 26-28

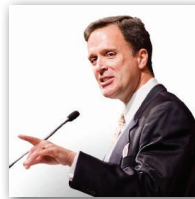
We are pleased to announce the NFDA Winter Meeting will take place February 26 -28, 2015 at the Francis Marion Hotel in beautiful Charleston, South Carolina. This historic hotel, named for the Revolutionary War hero Francis Marion (the "Swamp Fox"), dates back to 1924. Restored in 1996 with a \$12 million National Trust for Historic Preservation grant, the Francis Marion Hotel now combines 1920's style and grace with 21st century comfort and convenience in the heart of historic Charleston on Marion Square.



NFDA meetings are great opportunities to network with your peers, learn about the industry, and of course have fun! The NFDA Board has put together a great program which includes educational sessions along with various activities that showcase this historic Southern location. *Register online at www.nfda-fastener.org*

Winter Meeting Education

Friday morning February 27 will start with, **"The Fred Factor: How Passion in Your Work and Life Can Turn the Ordinary into the Extraordinary."** Do you want to learn a powerful way to get everyone from front-line employees to upper management focused on the importance of self-responsibility, and creating new value for those with whom we work and live?



Mark Sanborn, recognized authority on leadership, change and customer service, will show you how to outthink your competition, reinvent your business, and build better relationships with customers.

In the interactive presentation, **"Smart Social Media Strategies for B2B Sales and Marketing,"** Nanette Gregory will give you an overview of current social media outlets, followed by a discussion on the best outlets for your business. You'll walk away with new sales and marketing tools to gain new customers and to improve relationships with current customers and vendors.



Nanette Gregory provides nearly 20 years of sales and marketing communications expertise in helping businesses tackle marketplace challenges. Currently, Nanette manages social media marketing efforts for B2B customers.

In "How to Create an Energized, Cooperative Culture in a Multi-Generational Organization,"



Ann Marie Houghtailing will challenge you to evaluate how we collectively view maturation as a culture and how we integrate multi-generational teams.

She'll show you how to create an environment that inspires critical thinking, opportunity seeking, and troubleshooting along with how to identify and avoid over-functioning behavior that compromises autonomy.

Ann Marie Houghtailing is an entrepreneur, writer, speaker, and performer who has mastered creating a dollar out of thin air and has dedicated her career to transforming sales training forces across the globe with intelligently designed, results-oriented sales training programs.

On Saturday morning, we'll tour **Nucor Steel-Darlington**. Since beginning operations in 1969 as Nucor Corporation's first bar mill, Nucor-Darlington has grown to become the largest bar producer in the southeast. The facility has a state-of-the-art 160-ton DC electric furnace supplying two highly efficient rolling mills that produce bar products in more than 600 grades of steel.



Join us for this unique opportunity to tour the Nucor facility in Darlington, South Carolina. The tour includes transportation and breakfast.

Winter Meeting Networking

Come and relax in our registration/hospitality suite where you'll find beverages, snacks, and the company of fellow NFDA members.

At the Welcome Reception on Thursday evening, there will be food and drink along with a chance to meet new members or reconnect with long-time friends. A note to first timers: join the Board for a mixer right before the Welcome Reception.

After the Welcome Reception, you'll be escorted on a Walking Dessert Tour of Charleston. You'll enjoy tasty treats and libations at various pubs in the local area. It'll be a great introduction to the city!

Friday, February 27 will include a Hot Topic Lunch. This program will address any breaking news that needs to be brought to the attention of the membership.

Friday evening we'll have a reception and dinner for our final night in Charleston. In addition to the camaraderie, there will be a wonderful meal and of course games. You never know what kind of competition it'll be!

Winter Meeting Optional Events



With four sets of tees ranging from 5,100 to 7,000 yards, players of all skill levels will enjoy **golf at Patriot's Point**, a Willard Byrd-designed links course on the Charleston Harbor. The ever-changing wind that typically sweeps across the harbor can make the course play take on a completely different perspective from one round to the next.

This links-style par 72 championship course was rated "South Carolina Course of the Year for 2001" by the National Golf Course Owners Association.

For a taste of Southern hospitality we'll travel to Wadmalaw Island where we'll tour both a distillery and a vineyard. Thirty miles south of Charleston, the island doesn't have the bright lights of the big city and the pace is a little slower with plantations, hundred-year-old oaks and dirt roads. This wonderful environment inspired the creation of the handcrafted vodkas we'll sample at the **Firefly Distillery**.

Irvin-House Vineyards is Charleston's only domestic vineyard and winery. When you visit, be prepared to lounge under the oaks and sip muscadine wine. The laid back vineyard and winery is the perfect place to unwind and take in the beauty of the Low Country. Unlike typical wineries around the country, Irvin-House focuses on producing wine using the native muscadine grape.



Also, just for spouses and guests, you'll get a behind-the-scenes view of some of Charleston's best chefs and their restaurants on the **Charleston Kitchen Tour**. On this walking tour, you'll visit several great restaurants where you'll explore the history of the restaurant, learn about the chef's approach to culinary excellence and finish with a delicious lunch.

All optional events are subject to change.

NFDA Fastener Standards Activity Update - Q4 2014

By John Medcalf



The ISO TC2 plenary meetings took place in Milan, Italy from October 13 to 17. ASTM F16 and the associated subcommittees met in New Orleans, Louisiana November 10 and 11. Included was a dinner and celebration in recognition of the 40th anniversary of the F16 committee.

A summary of relevant activities is as follows:

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

ISO TC2

WG 13 – WASHERS AND NON-THREADED FASTENERS

- Progress continues on creation of ISO 898-3 on mechanical properties.
- A preliminary work item was also approved for a new standard in the ISO 898 series for washer test methods.

SC 12 – INTERNALLY THREADED FASTENERS

- The revision of ISO 898-2 on nut mechanical properties now allows Property Class 8 nuts to be heat treated.
- Property Class 9 will be dropped from the standard in this revision.

SC 14 – SURFACE COATINGS

- The main item of work continues to be the complete revision of ISO 4042 on electroplated coatings. The revision continues essentially in line with the ASTM F1941/F1941M revision, but is still far from complete.

SC 7 – REFERENCE STANDARDS

- ISO 1898-4 is a terminology standard being developed for "Controls, inspection, delivery, acceptance and quality." Within this draft, the definition of a "fastener manufacturer" has been written to indicate any organization that markets products "under their own marking." This naturally includes head markings, but in the case of non-marked products (machine screws, washers, etc.) this would include the label on the box.
- The revision to ISO 3269 on acceptance inspection continues with a few refinements. The current draft allows the purchaser to utilize the c = 0 sampling plan initially, and then uses a defined AQL plan when non-conformances are found.

SC 11 – EXTERNALLY THREADED FASTENERS

- SO 10664 on hexalobular recesses has been updated with additional sizes and published.
- ISO 8839 on non-ferrous metals will be withdrawn as it no longer reflects the state of the art, and does not currently have the interest to revise it.
- Property Class 9.8 in ISO 898-1 will remain, but it will be considered for removal at the next revision.

TC 2 – MAIN COMMITTEE

- 2015 meetings will be hosted by the US in New Orleans, LA in week 42.

(continued next page)

ASTM F16

F16.01 – TEST METHODS

- The combination of inch and metric ASTM F606 and F606M on test methods passed balloting and will proceed for publication.

F16.93 – QUALITY ASSURANCE

- The statistical basis for sample sizes in ASTM F1470 will be explained with an informative annex.

F16.96 – BOLTING TECHNOLOGY

- A follow up presentation on the San Francisco – Oakland Bay Bridge from Brian Maroney, Deputy Toll Bridge Program Manager once again emphasized the need to fully understand the phenomenon of hydrogen embrittlement and control processes to prevent failures.

F16.03 – COATINGS ON FASTENERS

- ASTM F3019 was approved and published as a new standard for chromium free zinc-flake coatings.
- With editorial updates from sub-committee balloting, the revision and combination of the F1941/F1941M electroplating standards will now proceed to the F16 main committee ballot.
- A task group has been expanded to include coaters, fastener manufacturers/distributors and end users to work on a combined standard for dip spin coatings similar to ISO 10683.

F16.02 – STEEL BOLTS, NUTS, RIVETS AND WASHERS

- The structural bolt standard that combines ASTM A325/A325M, A490/A490M, F1852, and F2280 passed balloting after resolution of a few negatives and comments. This will allow it to proceed to publication, and it will be ready to include in upcoming RCSC updates. Once published and assigned a number, the new standard will be publicized and should be referred to for these products going forward.
- ASTM A354 on Quenched and Tempered Alloy Steel Bolts, Studs, and Other Externally Threaded fasteners is being reviewed for significant updates. Additional requirements such as reduced maximum hardness, Charpy impact testing, minimum martensite transformation, and cross sectional hardness readings are being considered among others. With these additions, the material condition that led to the Bay Bridge failures may be identified and prevented in the future.

F16 MAIN

- Subcommittee F16.06 on Small Fasteners will be inactivated, with the only standard under this SC transferred to F16.02.
- ASTM will organize a workshop, led by F16, targeted for May 2015 to educate the industry on the state of understanding of hydrogen embrittlement.
- Next meetings will be in Anaheim, CA May 17-19, 2015.

ASME B18

- Next meetings will be in Anaheim, CA on May 20, 2015 in conjunction with ASTM.

IFI

- The IFI 9th Edition of the Inch Fastener Standards Book is now available. Over 50% of the content has been revised from the 8th Edition. It is now available to be viewed on computer NETWORK systems. Go to www.indfast.org for information.
- Salim Brahimi's research paper that offers a practical state of understanding of hydrogen embrittlement in fasteners is available for purchase from the IFI here: <http://www.indfast.org/shop/>

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

Training Opportunities

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

- Product Training Program Part #1 – January 13, 2015
- Understanding Hydrogen Embrittlement in Fasteners – January 14-15, 2015
- Quality Management Systems – January 20, 2015
- Product Training Program Part #2 – February 3, 2015
- Fastener Training Week – February 9-13, 2015
- Fastener Basics – February 24, 2015
- Product Training Program Part #3 – March 24, 2015

All the above courses are currently scheduled to be held in La Mirada, California.

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



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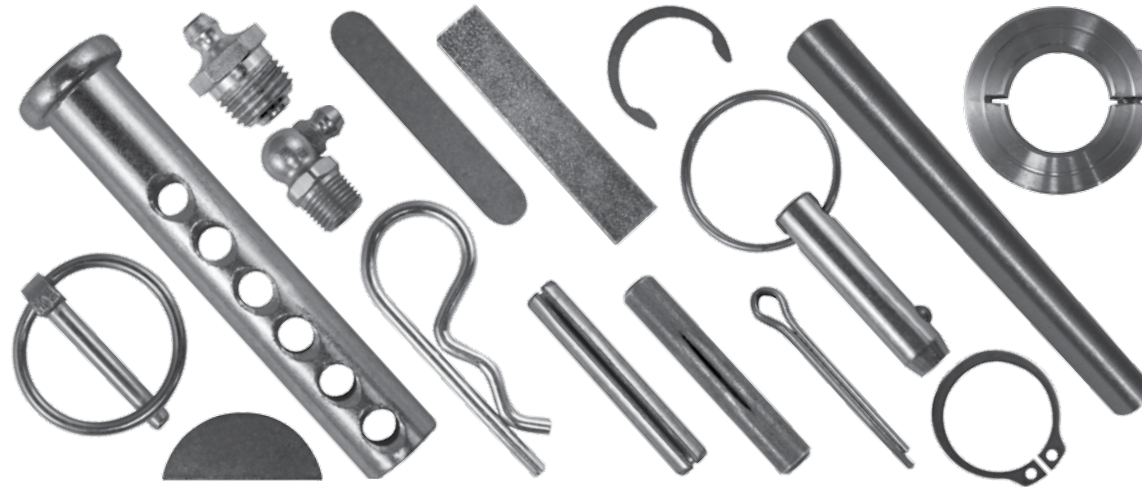
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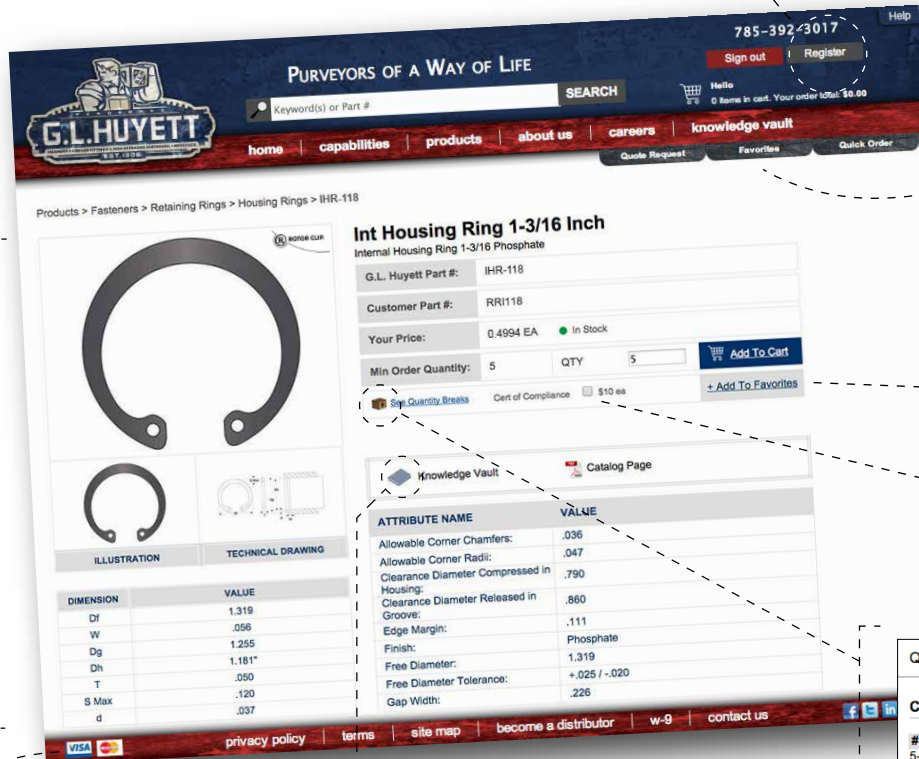
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