

NFDA TODAY: Your National Fastener News

July 2016



President's Message

By Marc Strandquist

Greetings fellow NFDA members,

I am really honored to be able to serve you during the coming year as President of our association. It seems like it was just yesterday, but I started thirty years ago when I came out of college as an inside sales person for a fastener manufacturer in Rockford, Illinois. Those thirty years have been filled with great experiences as I developed my career. The biggest enjoyment during this time has been the people I have met either by working together at the same company or people I've met as customers or suppliers. I dearly hope that for the next year the NFDA Board and I can bring you the ability to have those same types of great experiences. We must bring to you value in being a part of this great organization.

For almost fifty years now NFDA has been an iconic force in the fastener industry. Our distributors and associates have all grown and prospered for decades now. Many of our members have not only seen a hand off to the second generation but many are on their third generation of leadership! NFDA has a continued vision for all generations of being a source of inspirational ideas for leadership, organizational development and networking. We do this so we can share ideas and concepts as we all face the future together. What I particularly love when I go to meetings is we do not act like big companies and small companies; we are all equals and peers as we discuss the challenges of the moment.

My appeal to all of you is that in order for our association to be successful in the future, we need continued participation through meeting attendance, and being part of our board or a member of one of our many committees. Like many things in life, you will get out of NFDA what you put into it. For those of you who came to Louisville and the ESPS meetings, I thank you for your support. If you were not able to be at this meeting, I urge you to find time to attend one of our next meetings. We need you!

I thank you again for the opportunity to lead such a noble organization. I wish everyone a safe and healthy summer and look forward to seeing all of you soon. If you ever want to reach out and talk, I would be very grateful if you would do so. I am a phone call away at (317) 704-8613.

All my best!

Marc



Immediate Past President's Message

By Casey McIlhon

Hello fellow NFDA members,

By the time this column reaches your desks, my tenure as President of NFDA will have come to an end. What an awesome year it has been though and I would like to thank each of our members for your support of this association. As you all know by now, being the fifth family member to serve in this role has been a tremendous honor and I am quite proud of the accomplishments we have made this past year. NFDA is only as strong as our membership enables it to be. One of my messages this past year has been encouraging all members to "Come to the NFDA!" While I am pleased that attendance at each of our meetings this past year was higher than the prior year, I continue to challenge our entire membership to "Come to the NFDA!"

One other area of focus for me is our AIM Program, Advancing Individuals Through Mentorship. I am proud to say we have now launched two pilot programs and currently have several more candidates lined up for pairings. This mentorship program will be a rewarding experience for both parties as it serves to develop the leadership of tomorrow. If you are interested in learning more about it or applying to be either a mentor or a mentee, please visit our website or contact Vickie Lester at [vl Ester@nfda-fastener.org](mailto:vl Lester@nfda-fastener.org) with additional questions.

Lastly, I would like to thank each of our current board members and our management team for the service they have offered this past year. I'd like to recognize Paul Tiffany, Kameron Dorsey, Giovanni Cespedes and Jim Lindrup for their service to this association as their board tenures are now complete. Their passion and dedication to NFDA did not go unnoticed. Looking ahead, I'd like to welcome Marc Strandquist to his new role as President of NFDA.

Thank you all and I hope to see many of you at an upcoming meeting,

Casey McIlhon

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NFDA Events

2016 Executive Summit

November 6-8, 2016

Four Seasons Resort
Scottsdale at Troon North
Scottsdale, Arizona

2017 Joint Conference and
Tabletop Show

March 15-18, 2017

Westin Long Beach
Long Beach, California
Tabletop show and joint meeting with
the Pacific-West Fastener Association

2017 Annual Meeting

June 20-21, 2017

Omni Parker House
Boston, Massachusetts

Meet the 2016-2017 Board of Directors



Marc Strandquist
Wurth Industry North America
President



Kevin Godin
AFC Industries
Distributor Director



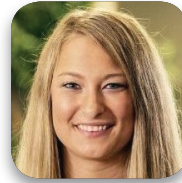
Kevin Miller
Bamal Fastener Corporation
Vice President



Rich Megliola
Fontana America
Associate Director



Adam Pratt
Sherex Fastening Solutions
Associate Chair



Jennifer Ruetz
AIS All Integrated Solutions
Distributor Director



Casey McIlhonn
Assembled Products
Immediate Past President



Jun Xu
Brighton-Best International
Associate Director



Kelly Cole
Hayes Bolt & Supply
Distributor Director



Dan Zehnder
Trinity Logistics Corp.
Distributor Director



Gary Cravens
Advance Components
Associate Director

Welcome New NFDA Members

VSP Fasteners
www.vsp.it

Component Solutions Group
www.componentsolutionsgroup.com

Join us at the 2016 Executive Summit!

The Four Seasons Resort Scottsdale at Troon North is the host hotel for this year's Executive Summit. Nestled into the foothills of Pinnacle Peak in Scottsdale, Arizona, the adobe casitas of the resort are in a spectacular setting amid saguaro cacti.

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

Sessions for this year will focus on:

- Technology Tips and Tricks
- The Culture Index
- 10 Stages of Corporate Lifecycles
- Modernize Your Business from the Inside Out

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





NFDA Fastener Standards Activity Update - Q2 2016

By John Medcalf

ASTM F16, ASME B18, and the associated subcommittees met in San Antonio, Texas May 2-4. Some of the major activities are as follows:

ASTM F16

- Long-time member of F16, Quentin Smith, was recognized by ASTM with the Award of Merit.
- ASTM F1470 on sampling for mechanical and performance inspection will be reviewed by a task group for revision, as it has not seen one since 2012.
- Work continues towards the creation of a draft standard for quality assurance documentation, with the goal of providing a guide to standardize the way fastener quality and inspection reports are presented.
- During the meeting of F16.96 on Bolting Technology, I presented results of my Master's thesis research on hydrogen embrittlement susceptibility of case hardened fasteners. Based on the data generated so far, and proposed future studies, the subcommittee pledged \$15,000 from the research fund to support future work.
- Based on the data already gathered, the current 4 hour minimum bake time for case hardened fasteners in ASTM F1941/F1941M will be reviewed for removal.
- The major revision to ASTM A354 is nearing completion, with two negatives resolved at the May meetings. The draft will be balloted again, with approval expected later this year.
- The conflict in baking requirements between ASTM F1941/F1941M and ASTM B633 continues to cause issues in industry, with the American Petroleum Institute (API) issuing a formal request to ASTM to resolve. A meeting was held with members of F16 on Fasteners, A01 on Steel, and B08 on Coatings to share data in support of aligning B633 with F1941/F1941M. The next step is submitting the proposed change as a ballot within B08.

ASME B18

- The committee voted to disband Subcommittee 7 on Tubular and Split Rivets and transfer all related standards to SC1, formerly just Solid Rivets.
- The first major revision in many years to ASME B18.6.1 on Wood Screws is nearing ballot, with added head and drive styles, the addition of drywall screws, and updates to thread and body terminology.
- ASME B18.3 on Socket Screws will be reviewed for revision.
- ASME B18.18 on Quality Assurance will be balloted shortly, with the major change being clarifications to Category 3 requirements.

IFI

- Joe Greenslade was presented the IFI Soaring Eagle award at the spring meetings in Arizona.

ISO TC2

- Ad-hoc groups are meeting in Montreal in July, with the main items of business being revisions to ISO 4042 on electroplating, ISO 15330 on hydrogen embrittlement testing, ISO 3269 on acceptance inspection, ISO 898-2 on mechanical properties of nuts, and the publishing of ISO technical report – Fundamentals of Hydrogen Embrittlement in Steel Fasteners.

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

OfficeMax® Partner Advantage is a customized office supply program that provides exclusive benefits for NFDA members. You'll receive significant cost savings on more than 25,000 products and more than 5,000 environmentally preferable products, as well as savings on digital print services, furniture, technology and paper.

In addition, as a member of NFDA, you will enjoy flexible purchase options when you place orders online, via catalog, by phone, or at any more than 850 OfficeMax stores using our Retail ConnectSM program. Start saving today: go to the member's only section of the website at www.nfda-fastener.org/Benefitsmembersonly

How does your company's compensation program compare to others in the industry?

NFDA's 2016 Employee Compensation Report now available

The NFDA 2016 Employee Compensation Report presents the results of Profit Planning Group's study of the distribution industry, analyzing 2015 compensation data submitted by 958 U.S. firms for more than 6,000 locations. NFDA co-sponsored this study along with 28 other distribution organizations.

The complete results are presented in two documents. Combined, they provide the most complete source of information available about compensation and benefit practices for distribution industries.

According to Kevin Miller, president, Bamal Fastener Corporation, "The NFDA compensation survey has been an extremely valuable tool for us. I have it on my desktop and look at it almost daily. Not only is it useful for the hiring process, but also for benchmarking ourselves against the rest of the industry and allowing our employees to see how they stack up with their peers in terms of pay and benefits. You can't put a number on the value it provides."

Volume 1: NFDA Detailed Report

The detailed report presents the analysis of participating NFDA firms. Where appropriate, NFDA results are compared with the results of all participants.

This report provides information about both executive and employee compensation including

- salaries
- bonuses
- commissions
- perks

It also includes details about fringe benefits such as

- health insurance
- retirement programs
- employee time off

Volume 2: Industry Report

The industry report presents the analysis of all participating firms. Firms were detailed into more than 20 sales volumes categories and more than 100 geographic areas.

The report is available to NFDA members for \$250. The non-member price is \$500.

Visit www.nfda-fastener.org to purchase. From the home page menu select Resources and then Online Store. Upon purchasing the report, you will be sent a link to download both Volumes I and II.



Training Opportunities

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

- July 12 – Understanding the Bolted Joint – La Mirada, California
- July 19 – Fastener Basics – Santa Fe Springs, California
- July 22 – Webinar: Understanding Tightening Strategies – Online
- August 9 – Dimensional & Material Specifications – La Mirada, California
- August 12 – Webinar: Understanding Fastener Testing Terminology – Online
- August 22-26 – Fastener Training Week – Elk Grove Village, Illinois
- September 7 – Fastener Quality Assurance-Print Reading & Inspection – La Mirada, California
- September 13 – Product Training Part 1 – La Mirada, California
- September 20 – Fastener Fundamentals – Burlington, Connecticut
- September 23 – Webinar: Measuring Fastener Threads – Online
- October 4 – Fastener Testing – Huntington Beach, 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



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

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Save the Date!

March 15-18, 2017 NFDA will again have a joint conference with the Pacific-West Fastener Association. To be held at the Westin in Long Beach, California, this meeting will also include a Tabletop Show. Save the date!



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BUSINESS FORWARD

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For over 20 years Advance Components has been a valuable partner to Fastener Supply Company, with its people, inventory and resources always available to support us.

DONNIE SHRUM,
President,
FASTENER SUPPLY COMPANY

Advance Components' knowledge of their products is second to none in the industry. We are proud to call them a partner in the industry.

BRANDON PLOCK,
Strategic Sourcing Specialist,
FIELD FASTENER

Advance Components is a tremendous Trinity partner. Service and support continue to meet or exceed our expectations. We've got a good plan for the future with Advance Components.

DAN ZEHNDER,
Chief Executive Officer,
TRINITY LOGISTICS CORPORATION

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Acorn Type
Lock Nuts



Regular Type
Self Threaders



Push On Type
Speed Nuts



Capped Washer
Type Self Threaders



Tubular Type
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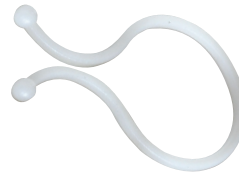
AVK Installation Tools



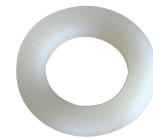
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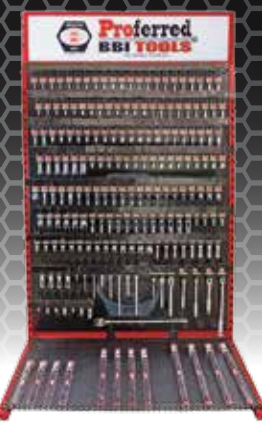
DIS 2: Wrenches

DIS 3: Hammers / Snips / Staplers / Others

DIS 4: Chrome / Impact Sockets

DIS 5: 1/4", 3/8", 1/2" Drive Chrome Sockets & Accessories

DIS 6: 3/8", 1/2", 3/4" Drive Impact Sockets & Accessories



DIS 1

DIS 2

DIS 3

DIS 4

DIS 5

DIS 6



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