

NFDA TODAY: Your National Fastener News

May 2018



President's Message

By Kevin Miller

Greetings NFDA Members!

I hope this column finds you well and enjoying springtime in 2018! The 50th Anniversary celebration in Costa Rica was a blast. We had a great crowd including some industry legends in attendance. Personally, the flotilla and the beach front dinner celebration were my favorite parts of the trip! A special THANK YOU to all those who made the journey and participated in the great programs that were put on. I would like to extend our gratitude to the committee members who made it all possible; thank you for your hard work!

In addition to the above, I would like to thank Phil Johnson from CMG for taking the time to speak about the recently announced steel and aluminum tariffs. The slides from the presentation are available to all NFDA members on the website. Just login and from the Members Only dropdown, click on Past Speaker Presentations. While the direct effects of these tariffs are not yet known, I still encourage you all to voice your opinions on these matters to your elected officials. This is the only way they will be aware of the potential effects this action will have on your businesses.

Moving forward, we have the Annual Meeting and ESPS® coming up June 5-6 in Chicago and so far, we are looking to have a great turnout! If you have not signed up for ESPS yet, I strongly encourage you to do so. This event is consistently ranked among the highest values we provide the membership based on the feedback we receive.

Enjoy the rest of spring, and I look forward to seeing you all this summer!

Kevin



Associate Chair's Message

By Adam Pratt

First, I would like to thank the task force and the association for their time and efforts in planning an excellent 50th anniversary celebration in Costa Rica. The events were well planned, the networking and connections made with members were significant, and the learning opportunities were not only valuable, but relevant to the industry and issues we face in our businesses daily. This event truly highlighted the benefits of NFDA membership to distributors and associates! For those of you who were unable to attend, you were missed. I do hope to see you in Chicago in June, where our conference will feature the always popular ESPS® (Executive Sales Planning Sessions) format.

In Costa Rica, our roundtable discussions were very informative and provided a great forum for debate and discussion regarding the issues we currently face in the industry. We were also able to gain feedback from the membership on the direction of NFDA and how we navigate the next 50 years. To flash back a little bit, the board kicked off the year in our strategic planning sessions by asking ourselves difficult questions and seeking feedback from members. I ask you to continue to give feedback to me and the rest of the board to make sure your voice is heard, and your input is reflected in our plans that lead NFDA into the next decade.

Membership is the bedrock of a healthy association and I ask you to keep NFDA in mind while on business trips and during discussions with fellow members of the fastener industry. If they are not a member, I ask you to invite them to join NFDA and help to improve our association.

I would also like to extend a big thank you to the board members of the previous 3 years and to Vickie and her team. I conclude my 3-year board tenure at the June meeting and I have truly been fortunate to work with this amazing group of industry peers. It has also been an honor to serve an industry that has done so much for me and my company.

Thanks again and see you all in Chicago in June!

Adam

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2018 Annual Meeting & ESPS®

June 5-6, 2018

Embassy Suites Chicago Downtown
Magnificent Mile
Chicago, Illinois

2018 NFDA/YFP Leadership Academy

September 10-11, 2018

Holiday Inn
La Mirada, California

2019 NFDA/MWFA/Pac-West

Joint Meeting

March 13-16, 2019

Omni San Diego Hotel
San Diego, California

Join Us in Chicago!

The NFDA Annual Meeting and ESPS® (Executive Sales Planning Sessions) 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 network, connect, and conduct business, all in one place. Open to all NFDA members and non-member distributors 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 Alan Beaulieu of ITR Economics. Learn what to expect from the economy and when to expect it and find out how to be prepared for 2018, 2019 and beyond.

Join fastener industry distributors and manufacturers, master distributors and service providers in Chicago at this critical forum for business planning and valuable industry information. The host hotel for this meeting is the Embassy Suites Chicago Downtown Magnificent Mile.

For more details and to register online check the website, nfda-fastener.org



NFDA Celebrates 50th Anniversary at Costa Rica Meeting

Nearly 150 fastener professionals gathered in Costa Rica's Guanacaste province March 14-16 to celebrate the legacy of the National Fastener Distributors Association, which was founded fifty years ago in 1968.

The meeting included top-class education on sales and business innovation, memorable social events, and a venue that did not disappoint. Among other activities, attendees snorkeled, zip-lined, surfed, played golf and went horseback riding.

One highlight of the meeting was a video of interviews with past NFDA leaders, produced by Jennifer Ruetz of AIS.



Past presidents and past associate chairs:

Ed McIlhon, Bill Derry, Jim Derry, Jay Queenin, Kameron Dorsey, Mark Shannon, Skip Gallo, Jim Ruetz, Jimmy Reittinger, Adam Pratt, Kevin Miller, Casey McIlhon, Tim O'Keeffe



NFDA members carried on the long-standing tradition of networking in the pool, AKA The Flotilla.



NFDA Fastener Standards Activity Update - Q1 2018

By John Medcalf

The ASTM and ASME fastener committees will be meeting May 21st – 23rd in San Diego, California. As the projects discussed in the last update are still continuing, I would like to use this space to get you thinking about how your company approaches and uses fastener standards.

Here are a few questions I would recommend asking yourself:

- In your company, is the use of standards second nature, something you can muddle through when necessary, or possibly even a foreign concept?
- When a question about standards comes up, is there a designated “go-to” person?
- Do you reference standards when placing orders with your suppliers?
- When a customer print or specification designates a standard, how do you ensure compliance?
- Here’s another test – what color is your IFI book? (Hint: if it isn’t red, or you had to blow the dust off to see, you should probably be paying closer attention to fastener standards.) Bonus points if you use the IFI Technology Connection.

Staying current and having the resources to be able to understand and apply fastener standards appropriately are key for any fastener distributor. A couple issues ago I talked about using ASTM F1941/F1941M for zinc electroplating to ensure parts are being processed according to the latest research on hydrogen embrittlement to **prevent risk**. Similarly, implementing the sampling plans within ASME B18.18 throughout your supply base can **improve quality**. And of course, part and processing standardization **improves efficiency** and **lowers costs**.

So, while not everyone needs to be a standards geek like me, what company doesn’t want to prevent risk, improve quality and efficiency, and lower cost? As always, I’m here to serve the NFDA, so if you have any standards related issues or questions, please reach out!

John Medcalf is Engineering and Business Lead 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.

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 - Kiplinger Letter

The Kiplinger Letter consistently provides accurate forecasts of industries, businesses, companies and technologies poised for rapid growth and profit – before share prices begin to take off. And that’s your key to profiting along with them.

For more than 90 years *The Kiplinger Letter’s* accurate business and economic forecasts and unbiased advice have helped millions of readers boost profits from their investments and businesses. NFDA members can read this weekly newsletter simply by logging in to your member account and visiting nfda-fastener.org/ArticleArchive. Forgot your login? Email marci@nfda-fastener.org to get your user name.

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 562-799-5519 or email JChristensen@nfda-fastener.org for details.

Welcome New NFDA Members

BTM Manufacturing
btm-mfg.com

Hagerty Industrial Supply
hagertybrothers.com

Mack Brooks Exhibitions
mackbrooks.com

Management Information Tools (MITS)
mits.com

Midland Metal Manufacturing
midlandmetal.com



Save the Date!

September 10-11, 2018, NFDA and the Young Fastener Professionals will again host Leadership Academy. This hugely popular program will be held in Southern California this time around. Save the date and look for details coming soon!

NFDA Awards Scholarships for Fastener Training Week

The NFDA Board of Directors has awarded 4 additional scholarships for Fastener Training Week, an advanced fastener technical training program produced by the Fastener Training Institute®.

- Alexander Broadworth, Mid-States Bolt & Screw
- Dan Fordham, NSK Industries
- Chris Trifari, Fastener Supply Company



Dan Fordham Alex Broadworth

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.

Previous scholarship recipient, Mark Champion of Falcon Fastening Solutions said, "I would like to personally thank the NFDA for allowing me the opportunity to attend Fastener Training Week. I was able to learn so much from the leading fastener industry experts ...I would definitely recommend this training to anyone new to the industry or someone who has been in the industry who is seeking to add value to their career."

Fastener Training Week scholarships are a benefit for NFDA members only! The next deadline to apply for a 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:

- May 15 – Fastener Secondary Processes Plant Tour – Los Angeles, California
- May 18 – Webinar: Structural Bolting – Online
- May 22 – Product Training Part 1 – Costa Mesa, California
- June 12 – Fastener Specifications & Terminology – Costa Mesa, California
- June 22 – Webinar: Fastener Certifications and Test Reports – Online
- June 26 – Product Training Part 2 – Costa Mesa, California
- July 12 – Why Fasteners Fail – Denver CO
- July 13 – Webinar: The Least You Should Know About Hydrogen Embrittlement - Online
- July 17 – Understanding the Bolted Joint – Costa Mesa, California
- July 24 – Product Training Part 3 – Costa Mesa, California
- August 3 – Webinar: Platings, Coatings and Finishes for Fasteners – Online



NFDA members receive discounted registration on FTI seminars and webinars.

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



Check us out!

NFDA's website has a new look plus NFDA now has a meeting app! Instead of cumbersome handouts, when you attend a meeting you can now easily view the schedule, the attendee list, speaker information and more, all from your cell phone or tablet. After you register you'll be provided a passcode to activate that event on the app. Easy!

**Please Note our
New Address and Phone Number!**



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- Cracked Concrete



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SLEEVE ANCHORS

SLEEVE ANCHORS ROD
HANGER TYPE

DROP-IN ANCHORS

MACHINE SCREW
ANCHORS

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SCREWS HEX & FLAT
HEAD RUSTPERT
COATING

CONCRETE SCREWS

DRILL BITS (SDS,
STRAIGHT) FOR
CONCRETE SCREWS

TOGGLE BOLTS

TOGGLE WINGS

HAMMER DRIVE
ANCHORS

HOLLOW WALL ANCHORS

LAG SCREW EXPANSION
SHIELDS

SINGLE EXPANSION
SHIELDS

DOUBLE EXPANSION
SHIELDS

SPLIT FAST ANCHOR

CONICAL PLASTIC
ANCHORS

CONICAL PLASTIC
ANCHOR KIT

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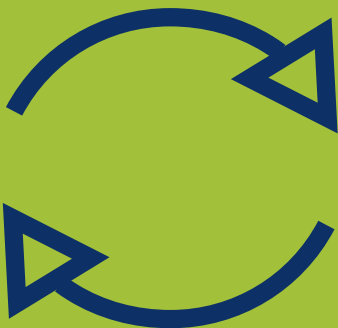
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Source

Due to our best quantity purchases from quality suppliers, we offer the most competitive pricing. Long factory lead times are minimized by our broad on-hand inventory.



Improve

We analyze your buying and shipping habits to increase your buying power for volume discounts. We offer drop shipping and consolidated shipments to reduce shipping costs.



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EXOTIC ALLOYS



STAINLESS STEEL 17-4 PH

- 17-4 PH, also known as Alloy 630, is a chromium-copper stainless steel that provides an outstanding combination of high strength and good corrosion resistance at temperatures up to 527°F.
- Resists atmospheric corrosion and diluted acid salts where its corrosion resistance is equivalent to Alloy 304 Stainless Steel.
- A higher strength stainless steel is used for fasteners, fittings, valves and shafts.
- DFARS and RoHS Compliant. Mildly magnetic.

STAINLESS STEEL A286

- Type A286, also known as Grade 660 Super Alloy, is an iron-nickel-chromium alloy with addition of molybdenum and titanium. A286 is a popular oil and gas industry material. This grade is suitable for applications requiring good corrosion resistance and strength in temperatures up to 1300°F.
- Resists salt water, acids, chlorides, alkalis and other industrial solvents.
- High-strength material used for fasteners, sockets, exhaust parts, engine blades and shafts.
- DFARS and RoHS Compliant. Nonmagnetic.

STAINLESS STEEL 316 HIGH FIVE™ (AMPG 316H5)

- High Five Stainless is our higher strength grade of 316 stainless steel with equivalent corrosion resistance. Strain-hardened parts have the same chemistry as their non-strain-hardened counter parts.
- AMPG 316H5 offers excellent corrosion-resistance that is required in the food industry, and any applications with exposure to salt water.
- Corrosion-resistance material with strength equivalent to Grade 5 steel materials.
- May be mildly magnetic.

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EXOTIC ALLOYS



NICKEL ALLOY 405 (MONEL)

- Nickel (Monel), aka nickel-copper alloy, is a higher-strength material.
- Excellent resistance in corrosive environments: sea water, some acids, alkalis.
- Marine industry material used for propellers, heat exchangers and valves.
- May be mildly magnetic.

TITANIUM GRADE 2

- Titanium Grade 2 is best known for being strong, lightweight and corrosion resistant.
- Resists chlorides, hypochlorites, chlorates, perchlorates and chlorine dioxide.
- Lightweight material used for chemical-processing equipment, heat exchangers and fasteners.
- Nonmagnetic.

TITANIUM GRADE 5

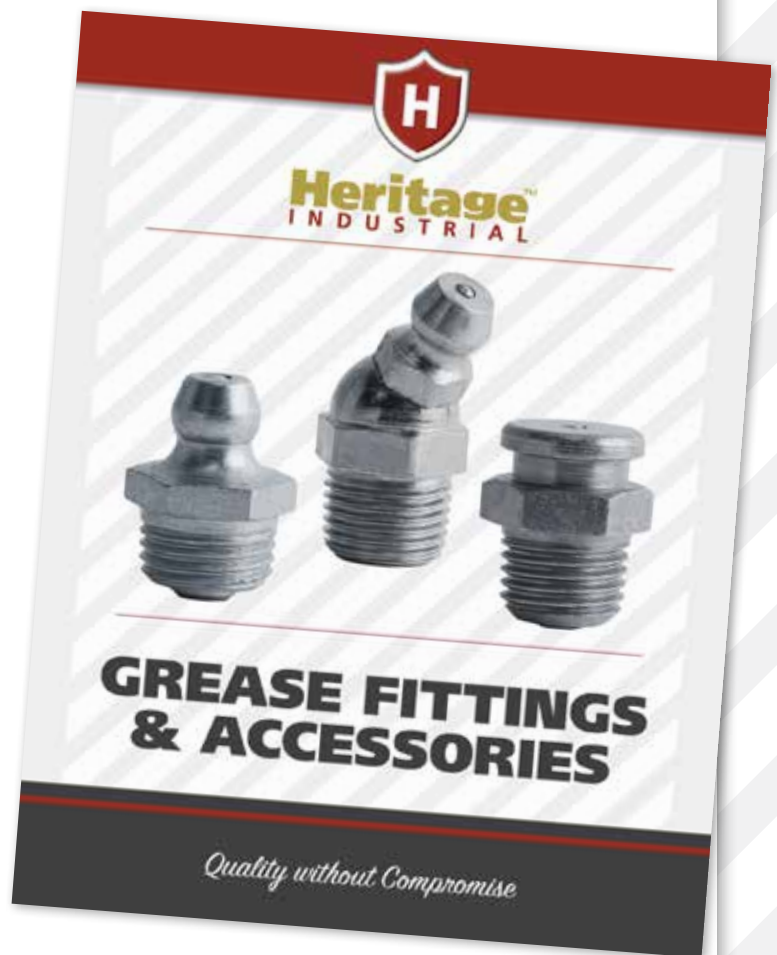
- Titanium Grade 5 is two times stronger than Grade 2, and four times stronger than 316 stainless at nearly half the weight.
- Resists chlorides, hypochlorites, chlorates, perchlorates and chlorine dioxide.
- Lightweight material used for higher-strength fasteners, racing components and marine hardware.
- Nonmagnetic.



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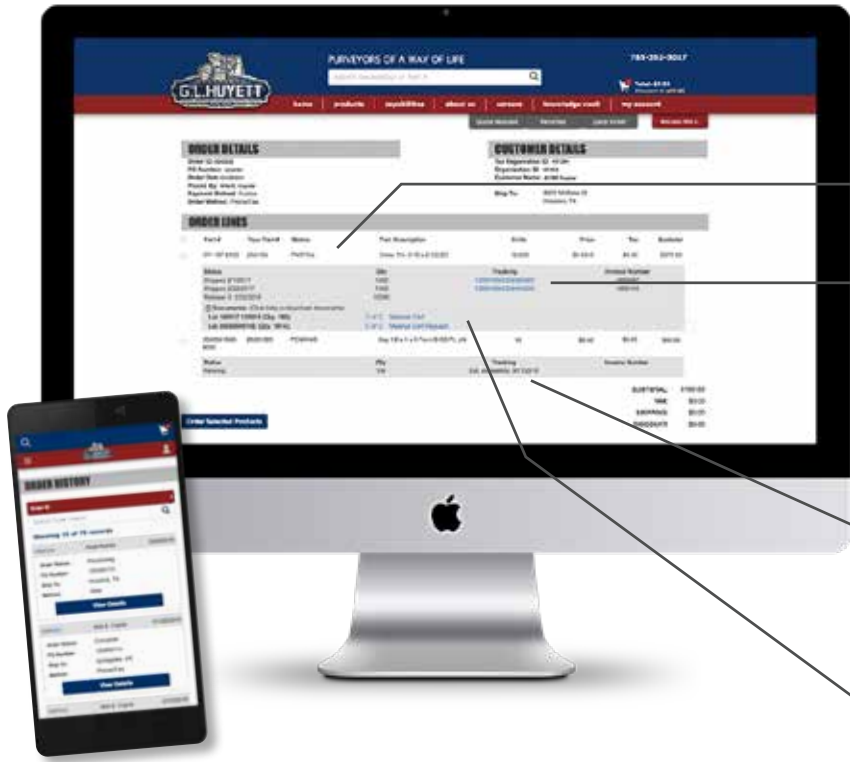


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