

# NFDA TODAY: Your National Fastener News

October 2014



## President's Message

By Paul Tiffany

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

Once again I will remind our members that it is you who make the NFDA valuable. Participating on the Board or a committee or task force, attending meetings, and providing survey feedback are just a few important and beneficial ways of making a difference and staying connected. I have found that participation alone has provided many members the greatest return.

Since the beginning of the year there has been a significant increase in our committee and task force participation. These groups are hard at work providing all of us with strong conference planning and meeting content, reviewing and improving the benefits of our affinity programs, as well as reaching out to new and potential members.

We continue to strengthen our membership with an additional nine distributors and five new associates. This growth allows our members to broaden their industry relationships and networking, and provides our organization with new business perspectives and ideas.

2014 has continued to be a solid year for our members, starting with a very successful joint conference with the Pacific-West Fastener Association in February. We continued the momentum with our Annual Meeting in New Orleans, with 122 attendees, 35 companies hosting ESPS appointments, and our own parade through the streets of the Big Easy. And, we'll cap off the year with our second Executive Retreat in November, with fantastic peer-to-peer education in a relaxed environment on Florida's Gulf Coast.

2014 also has brought you some very valuable membership benefits. Our 2014 Compensation Report and 2014 Profit Report give you valuable data to compare your company's operations to others in our field. And, we've upgraded our quarterly reports from the Institute for Trend Research to give you more market data for making more informed business decisions.

As we move into the holiday season I would like to remind our members that the Board, committees and task forces will continue to work on providing the greatest value to our members. Please feel free to contact me with any feedback you have on the NFDA, or any ideas for how we can help you and your organization. I can be reached at 602-352-4815 or ptiffany@copperstate.com.

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## Thank you for supporting the NFDA and remember: You are the NFDA!

Kind regards,  
Paul

### NFDA Executive Retreat

November 2-4, 2014

Ritz-Carlton Beach Resort

Naples, Florida

*Peer-to-peer learning in a relaxed environment*

#### Education programs include:

- Fastener Technology Update
  - » By Joe Greenslade
- The Ins and Outs of Selling Your Business or Buying a Business To Grow Your Company
  - » By Jim Ruetz and Jim Derry
- The Benefits of a High Performance Culture
  - » By Gary Cravens
- What Shapes Your Supply Chain?
  - » By Kevin Queenin, Bruce Wheeler, David Monti

#### Sunday, November 2, 2014

6:00 - 7:00 pm Welcome Reception

Dinner On Your Own

#### Monday, November 3, 2014

8:15 - 8:45 am Breakfast

8:45 am - 12 pm Education Program

1:00 pm Optional: Golf at Tiburon Golf Course

Dinner On Your Own

#### Tuesday, November 4, 2014

8:15 - 8:45 am Breakfast

8:45 am - 12 pm Education Program

6:00 - 7:00 pm Farewell Reception

Dinner On Your Own



*The Ritz-Carlton, Naples welcomes guests to a hotel ranked among the finest in the world.*



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

*Save the date!*



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. Registration information will be out shortly. Meanwhile, catch up on the history of Charleston.

*The Francis Marion Hotel*

The historic Francis Marion 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. The Francis Marion Hotel, with its central downtown location, is an easy walk to the antebellum homes, magnificent gardens, antique shops and boutiques, and world-class restaurants.

*Francis Marion, Revolutionary War Hero*

Francis Marion is known for his daring raids on the British troops surrounding Charleston during the Revolutionary War. Although originally commissioned as a Captain, Marion became the leader of a small band of fighters after the surrender of Charleston in 1780. His moniker “Swamp Fox” was given to him by Colonel Banastre Tarleton because his abilities to disappear into the swamps made him impossible for the British to catch. Marion ended his military service at the rank of Brigadier General. After the war Francis Marion served as a senator for the state of South Carolina from 1782-1790.

Some may remember seeing Leslie Nielsen play Francis Marion in the Disney series Swamp Fox. Although it never grew as popular as the Davy Crockett series, Disney produced several episodes about General Marion in the late 1950s and early 1960s. Francis Marion is also one of the historical figures used to create the composite character played by Mel Gibson in the film The Patriot, released in 2000.



**Interested in helping NFDA?**

Like everything in life, you get more out of NFDA the more you get involved. Think you don’t have the time? There are many ways you can engage with NFDA with just a mouse click or an hour a month.

Consider being part of a committee, a task force, our LinkedIn group, or any of dozens of engagement opportunities.

Most task force and committee work can be done by conference calls and web meetings.

**2015 Meetings Task Force**

- » Work with ideas generated by Conference Planning Committee and staff to develop educational and networking programs for the 2015 Winter Meeting and the 2015 Annual Meeting.

**Conference Planning Committee**

- » Establish themes/subjects for future conferences, focusing on business programs that will meet the needs of the members by reviewing trending topics, speakers of interest and events to generate interactions between members. Serve as a think tank of active members to keep ideas fresh and timely to present to the Board.

**Membership Committee**

- » Recruit, welcome and retain members by creating a vehicle to network with the fastener industry by promoting and ultimately increasing their businesses while retaining their membership.

**Value and Vision Continuity**

- » Ensure there is a high degree of value offered to our membership. Review and update current offerings and programs and explore new value opportunities. This would include affinity programs, trend research, website articles, surveys and result reporting, etc. Safeguard that our value propositions to our membership are in line with our vision.

**Board of Directors**

- » The Nominating Committee will begin work early next year on a slate of candidates for election to the NFDA Board of Directors.
- » If you are interested in serving, let us know.



Contact Vickie Lester, NFDA’s executive vice president, at 714-484-7858 or [vlester@nfda-fastener.org](mailto:vlester@nfda-fastener.org) if you’d like to get involved.

Thank you!



## NFDA Fastener Standards Activity Update- Q3 2014

By John Medcalf

The ASME B18, SAE Fastener, and SAE Ship Systems Fastener committees met at the IFI headquarters in Independence, Ohio September 9-10, 2014. ASTM F16 continues to have significant standards revisions going through ballot, and will meet next in New Orleans, Louisiana November 10-11. The ISO TC2 plenary meetings will take place in Milan, Italy October 13-17. A summary of relevant activities is as follows:

### ASME B18

#### B18.2 – Externally Driven Fasteners

- B18.2.1 – Standard for Square, Hex, Heavy Hex and Hex Flange Bolts and Screws is being reviewed for revision, including better clarification of “point” definitions, inclusion of Lg and Lb dimensions on flange screws, and possibly including tap bolts (now addressed in IFI 199).

#### B18.4 – US TAG to ISO/TC 2

- The US delegation to the Milan meetings was finalized, and agenda reviewed. Significant discussion is expected on ISO 4042 on electroplating, ISO 3269 on fastener acceptance, and ISO 2320 on locking nut performance.
- The US delegation is also finalizing a proposal to hold the 2015 plenary meetings in New Orleans, Louisiana.

#### B18.6 – Slotted and Recessed Head Screws

- An extensive revision of B18.6.1 on wood screws is underway in order to incorporate more thread and head styles based on current usage. Additions include drywall screws, truss and washer heads, and Type 17 points. An updated draft is expected for ballot in the coming months.
- Direction on the length measurement of screws with serrations was discussed, with the subcommittee agreeing that the high points of serrations should be taken as the effective bearing surface, similar to B18.16.4 Serrated Flange Nuts.

#### B18.16 – Nuts

- B18.2.2 – Nuts for General Applications will be revised to include corrections to small pattern machine screw nuts, updated acceptance gauging of jam nuts, and possibly expansion of sizes of flange nuts.
- B18.16.6 – NTM hex heights published are in error; ESNA values may be used until a revision is initiated. Future revision likely also to include thin all metal lock nuts, but this will not be started before 2015.

#### B18.18 – Inspection and Quality Control of Fasteners

- Feedback for revision of B18.18 on Quality Assurance and Inspection is still being gathered.

#### B18.31 – Studs, Lifting Eyes, and Bent Bolts

- B18.31.2 on continuous and double-end studs and B18.31.3 on threaded rod have passed balloting and will proceed through the steps for publication. This revision will include “Flange Bolting Studs” wherein the definition of “first thread to first thread” length is defined and dimensioned. Flange Bolting Studs are those specified in ASTM A193 and other ASTM standard falling under the control of the ASTM A01 Committee.
- B18.15 on forged eyebolts revision continues with ballot comments being addressed.

#### B18 – Main

- Next meetings will be in Huntington Beach, California May 20, 2015 following the ASTM Spring meetings.
- The B18 policy on metric standards was updated to indicate B18 standards will be withdrawn where no beneficial differences exist over ISO equivalents.
- IFI Update
- IFI 9th Edition Book & PDF version published and available for purchase at [www.indfast.org](http://www.indfast.org)

### SAE Fasteners Committee

- J1237 on Metric Thread Rolling Screws is currently under revision, including updates to finish requirements and hydrogen embrittlement testing.
- J58 on Flanged 12Pt Screws passed balloting and should continue toward publishing.
- J1701M is an Information Report on torque tension tightening of metric fasteners. This report includes practical information on developing torque specifications, but must not be confused with a torque – tension testing standard.

### SAE Ship Systems Fasteners Committee

- Discussion focused on ballot comments on J2280 on Selection and Identification Requirements and J2295 on Inch Cap Screws, Structural Bolts and Hex Nuts. In addition, J2270 on Inspection and Testing will be reviewed for revision.

### ASTM F16

- The combination of F606 and F606M on fastener testing is nearing completion, with a ballot that closed in September. Status will be reviewed in November.
- The structural bolt standard combining A325/A325M, A490/A490M, F1852, F2280, A449 and A354 continues with development.
- The combination of F1941 and F1941M with significant revisions is currently being balloted again. This ballot focuses on refinement of case hardened fastener requirements, work hardened fastener requirements, and supplementary information on hydrogen embrittlement susceptibility. The updates continue to be developed concurrently with the ISO 4042 revision, and understanding of updated requirements is essential for anyone who supplies electroplated fasteners.

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## Training Opportunities

The Fastener Training Institute also has the following opportunities coming up to increase your fastening knowledge:

- Fastener Testing – October 14, 2014
  - » Huntington Beach, California
- Fastener Technology Workshop – October 22, 2014
  - » Las Vegas, Nevada
- Fastener Training Week – November 17-21, 2014
  - » Independence, Ohio
- Metric Fasteners: There's More to Know Than You Think – December 9, 2014
  - » La Mirada, California



For information visit [www.FastenerTraining.org](http://www.FastenerTraining.org)

Once again, members of the NFDA are encouraged to bring forward any comments or concerns relating to fastener standards. The only way to influence the process is to stay engaged and participate. See the sidebar for contact information and the resources offered by your technical standards representative.

*John Medcalf is an applications engineer for Field Fastener and 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.

In order to facilitate this communication, an email address has been created to send your standards related questions and concerns:

[standards@nfda-fastener.org](mailto:standards@nfda-fastener.org)

This may be used to:

- 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



## NFDA 2014 Profit Report

The NFDA 2014 Profit Report financial benchmarking study presents a detailed but straightforward analysis of financial and operating characteristics of 30 participating fastener distribution firms. Results are presented in tables and graphs designed to provide a comprehensive guide for analyzing profitability.

The report also provides some key insights into exactly how the high-profit firm generates those better profit numbers. The report provides clear evidence as to how small differences in a few areas translate directly into higher levels of profitability.

Financial performance varied widely among participants in 2013. The results show that the typical firm generated sales of \$15,018,002 and a pre-tax profit of 3.8%. Sales for high-profit firms were \$11,385,308, with a profit of 8.8%. Of greatest consequence, the typical firm had a 9.1% pre-tax return on assets (profit before taxes expressed as a percentage of total assets) while high-profit firms generated an ROA of 22.0%.

A number of factors led to the differences in overall results. In most instances these differences can be illustrated by examining what are commonly called the critical profit variables (CPVs).

- Sales per Employee
- Gross Margin Percentage
- Operating Expense Percentage
- Inventory Turnover (times)
- Average Collection Period (days)

NFDA members can purchase the report for \$250. The nonmember price is \$500. You can purchase a copy of the report at [www.nfda-fastener.org](http://www.nfda-fastener.org). Click on Resources and then go to the Online Store. Or call 714-484-7858 and we'll take your order over the phone.

## Upcoming Events

**November 2-4, 2014**  
**NFDA Executive Retreat**  
Ritz-Carlton Beach Resort  
Naples, Florida

**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*



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

**Vickie Lester**  
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Flat Type  
Pushnut Fasteners



Washer  
Cap Type Pushnuts



Regular Type  
Self Threaders



Capped Washer  
Type Self Threaders



Zip Twist Nuts



On Sert Fasteners



Pushnut Bolt Retainers



Multi Thread U Nuts



Regular Type Lock Nuts



Capped Washer Type Lock Nuts



Acorn Type Lock Nuts



Tension Nuts



Insert Panel Retained Nuts



Grooveless Retaining Rings



Push On Type Speed Nuts



Tubular Type Fasteners



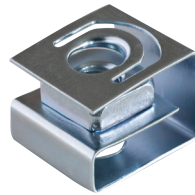
Ball Studs &  
Ball Studs Speed Clips



Cage Nuts



Flat Type Speed Nuts



G-Nuts



J & U-Type Nut Retainers



J & U-Type Speed Nuts



Twin Type Speed Nuts





U Type Speed Clips



Trim Clips



Dart Type Fasteners



Motor Mount Clip



Push On Caps



Over-Molded Caps



Plastic Button Head Fasteners



Plastic Wire Retainer



Christmas Tree Clips



Threaded Inserts & Studs



AVK Installation Tools



Jack Nuts, Well Nuts,  
Rivets



Liquid Tight  
Conduit Fittings



Liquid Tight Cordgrips



Strain Reliefs



Bushings



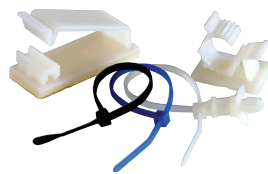
Hole Plugs



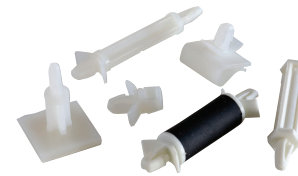
Hole Plugs



Hammer Style  
Ratchet Plates



Cable Management



Circuit Board  
Computer Hardware



Weld Nuts



Self-Clinching Fasteners

