

## NFDA TODAY: Your National Fastener News

October 2016



### President's Message

By Marc Strandquist

Greetings,

Many of you have just enjoyed a summer season relaxing with your families during your annual vacation time. I hope it was a safe and healthy summer.

As we head into fall, please keep NFDA in mind. We have an upcoming event in November, the Executive Summit in Arizona. Please try and participate. You will find full value in doing so.

Our focus for this coming year:

- 1) Increasing our membership: We have 5 new and returning members since the Annual Meeting in Louisville, Kentucky. Job well done!
- 2) Please help us with our mentorship program. We want this to grow and prosper. For more information go to: [www.nfda-fastener.org/MentorProgram](http://www.nfda-fastener.org/MentorProgram).
- 3) Use the benefits and resources of NFDA. If you are not sure what is available please contact our staff at 714-484-7858 or myself. We have planned on you using these resources, we need you to use these resources, we want you to use these resources! Get your value!

These are three very simple goals for us to successfully execute our vision this year, please help. We need you!

Best regards,

Marc



### Associate Chair's Message

By Adam Prattt

Dear Members,

I thank you for the opportunity to represent the association as the Associate Chair for the 2016/2017 term. I have valued NFDA since Sherex joined and each year this organization delivers on its commitment to provide value to its members. I am excited to be able to give back to this organization and help guide our future growth.

This year I would encourage you to engage in all that NFDA has to offer. We, as members, are all responsible for the health and vitality of this association and our industry needs a strong NFDA. There are many ways to get involved and one I would recommend is mentorship. I remember joining the industry in 2001, fresh out of college, and not knowing a single person working in fasteners. I have had many mentors through the years, from customers and reps to fellow manufacturers, and each one of them contributed to my growth as a person and as a member of our great industry.

The NFDA and Young Fastener Professional's AIM program (Advancing Individuals Through Mentoring) is a great way to give back and help a member of our industry grow and become a successful leader. You can sign up through NFDA's website, [www.nfda-fastener.org/MentorProgram](http://www.nfda-fastener.org/MentorProgram), or contact Vickie Lester at [vl Ester@nfda-fastener.org](mailto:vl Lester@nfda-fastener.org). Information is also provided on the YFP website at [www.youngfastenerprofessionals.com](http://www.youngfastenerprofessionals.com).

Another important way to engage with NFDA is through recruitment. Our organization must grow and each of us knows of companies in the fastener industry that are not members of NFDA. I ask each of you to recommend NFDA to one of your peers. Be it a manufacturer or a distributor, all are welcome.

One of my goals for this year will be to have quarterly conference calls with associate members to address issues or concerns, and learn about member needs. Keep an eye and an ear out for more details.

Once again, thank you for this opportunity, and I look forward to seeing you November 6-8 at the Executive Summit in Scottsdale.

Adam

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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  
Joint meeting with the Pacific-West  
Fastener Association

2017 Joint Meeting

June 20-21, 2017

Omni Parker House  
Boston, Massachusetts  
Joint meeting with NEFDA



If you prefer to receive this newsletter electronically only, please email [JChristensen@nfda-fastener.org](mailto:JChristensen@nfda-fastener.org)

## 2016 Executive Summit

NFDA's fourth annual Executive Summit is scheduled for November 6-8 at the Four Seasons Resort in Scottsdale, Arizona.

Over the past three years, this very successful meeting format has focused on peer-to-peer learning in a relaxed environment. Past meeting locations have included Maui, Naples and Key Biscayne Florida.

At the summits, four relevant business topics are presented which are appropriate for any size business. Each topic is presented by a fellow NFDA member who is an experienced industry professional. The goal of each session is to share the best practices through thought-provoking, interactive, and creative dialogue with people you can trust.

This year's topics:

- Talent Management and Recruitment
- Technology Tips for Distributors
- Maximizing the Benefits of the Changing Business Environment
- 10 Stages of Corporate Life Cycles

As an optional activity, golf will be offered at the nearby Monument Course on Monday, November 7.

### Sunday, November 6, 2016

- 6:00 – 7:30 pm Welcome Reception

### Monday, November 7, 2016

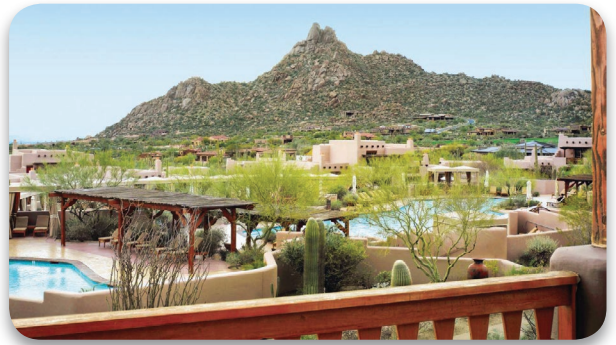
- 8:00 – 8:30 am Breakfast
- 8:30 am – 12:00 pm Talent Management and Recruitment  
Technology Tips for Distributors
- 12:30 pm Golf at Monument Course (shotgun start)

### Tuesday, November 8, 2016

- 8:00 – 8:30 am Breakfast
- 8:30 am – 12:00 pm Maximizing the Benefits of the Changing Business Environment  
The 10 Stages of Corporate Life Cycles
- 6:00 – 7:30 pm Farewell Reception

To register online go to [www.nfda-fastener.org](http://www.nfda-fastener.org).

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!



### Welcome New NFDA Members

**Apex Supply Chain Technologies**  
[www.apexsupplychain.com](http://www.apexsupplychain.com)

**Buckeye Fasteners Company**  
[www.buckeyefasteners.com](http://www.buckeyefasteners.com)

**Fuller Metric Parts**  
[www.fullermetric.com](http://www.fullermetric.com)

**Motor City Fastener**  
[www.motorcityfasteners.com](http://www.motorcityfasteners.com)

**Wrought Washer**  
[www.wroughtwasher.com](http://www.wroughtwasher.com)



## NFDA 2016 Profit Report

Last year could be characterized with the Dickensian phrase: It was the best of times, it was the worst of times. Economic growth was steady, albeit unexciting. With lower energy prices, there were few economic storm clouds to worry about. This allowed distributors in almost every line of trade to improve their profitability. It was the best of times.

Towards the end of the year though, manufacturing output turned down which created uncertainty across all of distribution. In addition, the threat of increased competition from web-based competitors made it increasingly difficult to generate higher gross margins. Finally, wage rates started to turn up after a long period of virtually no increases. Cost escalation seemed inevitable. It was the worst of times.

Some companies were able to address both the opportunities and the challenges to generate outstanding profits. They did so by managing the three major Critical Profit Variables (CPVs). Those crucial CPVs are (1) the ability to increase sales a little faster than inflation, (2) the ability to maintain an adequate gross margin in the face of competitive pressures and (3) maintaining control of expenses, especially payroll, despite an upward trend in expenses associated with an improved economy.

Interestingly, the high-profit firms almost never truly excelled at any one of the CPVs. Instead, they were able to manage the collection of profit drivers just a "little bit" better than the typical firm in the industry. This small delta in performance was enough to generate dramatically higher profit.

The NFDA financial benchmarking study provides some key insights into exactly how the high-profit firms generate better profit numbers. It focuses intently on the three profit drivers identified earlier—growth, gross margin and expenses. The report provides a roadmap for any firm wanting to improve its financial performance.

The 2016 Profit Report is free to NFDA members who participated in the survey or it can be purchased for \$250. The non-member price is \$500. To purchase a copy of the report, go to: [www.nfda-fastener.org](http://www.nfda-fastener.org). Click on the Online Store, which can be found under the Resources tab.



## NFDA Fastener Standards Activity Update - Q4 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:

### ASME B18

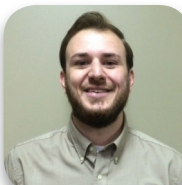
- B18.18 on Quality Assurance is being balloted with the intent of simplifying some of the language and clarifying some of the Category 3 inspection requirements.
- The revision of B18.6.1 on Wood Screws continues to move forward, but the standard was reaffirmed in order to stay active.
- ASME B18.1.1 on small solid rivets, B18.1.2 on large rivets, B18.1.3M on metric small solid rivets, and B18.16M on metric prevailing-torque nuts were balloted for reaffirmation.

### ISO TC2

- The complete revision of ISO 4042 on electroplated finishes for fasteners continues to progress towards completion, as the ad-hoc group considered many comments from the CD ballot. Considerations for case hardened fasteners will be added.
- Along with the continued development of ISO 4042, the draft technical report based on Salim Brahimi's whitepaper "Fundamentals of Hydrogen Embrittlement in Steel Fasteners" is nearing publication. The ad-hoc group refined more content, and it is expected to be reviewed at the October TC2 meetings.
- ISO 3269 on acceptance inspection was also discussed in depth by the ad-hoc group, with further progress being made towards finalizing the new c=0 approach. One addition will be an addition to the annex explaining the basis of the sampling levels, similar to those found in ASTM F1470.

John Medcalf is an applications engineer for Field 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 the NFDA as a courtesy to its members. The NDFA 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 the NDFA nor the Representative makes any representation as to whether any statement of the Representative is consistent or compliant with fastener technical standards. Neither the NDFA 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.



## Fastener Training Week Scholarship Winner!

The NFDA Board of Directors is pleased to announce the latest scholarship winner for Fastener Training Week, David Presnell. David works in inside sales at Fastener Supply (Greenville, SC).

Fastener Training Week is an advanced fastener technical training program produced by the Fastener Training Institute. Applicants are evaluated based on the recommendation from their employer, personal achievements, work experience, and an essay. Identifying information is redacted so the team evaluating the applications does not know the names or employers of those applying.

The deadline to submit applications for the next Fastener Training Week Scholarship is **December 1**. This is a benefit for NFDA members only. For an application, go to [www.nfda-fastener.org/FTIScholarship](http://www.nfda-fastener.org/FTIScholarship).

For more information about Fastener Training Week, visit [www.fastenertraining.org](http://www.fastenertraining.org).

### Member Benefit Spotlight

The Fastener Training Institute® offers a five-day advanced technical training program, **Fastener Training Week**. Each year NFDA awards four scholarships for this special program. Scholarships are evaluated twice each year with the next deadline to apply being **December 1**. This is a benefit for NFDA members only! For an application, go to [www.nfda-fastener.org/FTIScholarship](http://www.nfda-fastener.org/FTIScholarship).

This scholarship provides a wonderful opportunity to increase your fastener knowledge. Share this information with a co-worker!

### Training Opportunities

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

- October 14 Webinar: Inspecting Fastener Threads – Online
- October 25 Fastener Technology Workshop – Las Vegas, Nevada
- November 1 Product Training Part #3 – Santa Fe Springs, California
- November 18 Webinar: Measuring Fastener Dimensional Features - Other Than Threads – Online
- December 5 Fastener Training Week-Cleveland – Independence, Ohio
- December 13 Fastener Basics – Santa Fe Springs, California

NFDA members receive discounted registration on FTI seminars and webinars.

**And don't forget, the deadline to apply for a Fastener Training Week scholarship is December 1.**

For more information and a list of all FTI events visit [www.fastenertraining.org](http://www.fastenertraining.org)



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

## 2016 Annual Meeting & ESPS in Louisville, Kentucky



### 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 Long Beach Hotel in Long Beach, California, this meeting will also include a Tabletop Show. Exhibitors can reserve their table now.

Go to [www.nfda-fastener.org](http://www.nfda-fastener.org), click on Events and then select the 2017 Joint Conference.

Exhibitors confirmed as of November 1 will be included in the registration brochure. Register now and save the date!

### Advertising Opportunity

By advertising in *NFDA Today* your company's marketing message will reach:

- 1,000 fastener industry professionals throughout North America
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Contact the NFDA office at 714-484-7858 or email [JChristensen@nfda-fastener.org](mailto:JChristensen@nfda-fastener.org) for details.



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

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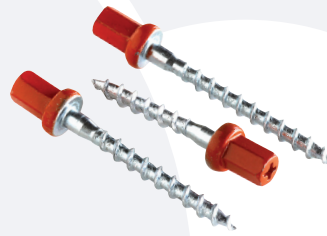
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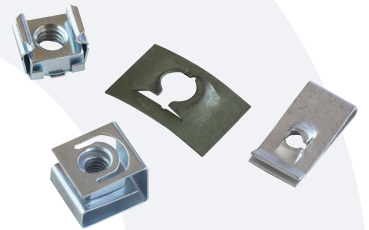
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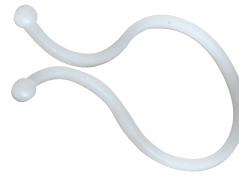
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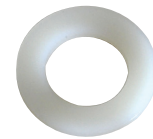
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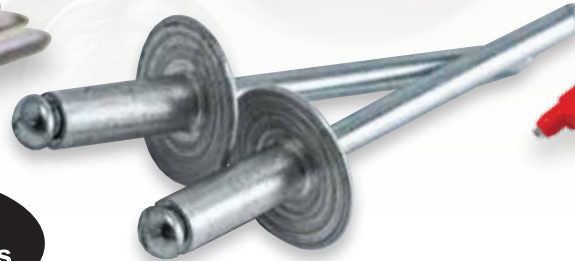
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Sizes 4-2L thru 8-12L

- **Aluminum/Steel** (BBI# 036)

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- **Stainless Steel/ Stainless Steel 304** (BBI# 037)

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#### WEDGE ANCHOR

- Carbon Steel (Bulk) (BBI#279)

#### SLEEVE ANCHORS

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- Hex Nut Carbon Steel (BBI#278)
- Flat Head Carbon Steel (BBI#277)
- Round Head Carbon (BBI#426)
- Hex Nut 303 Stainless (BBI#618)

#### SLEEVE ANCHOR ROD HANGER TYPE CARBON STEEL (BBI#R17)

#### DROP-IN ANCHORS

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- Carbon Steel-Shorty Version (BBI#268)
- Carbon Steel-Commercial (Bulk) (BBI#269)
- Carbon Steel-Commercial Shorty Version (BBI#269)
- 303 Stainless-US Anchor (BBI#618)

#### MACHINE SCREW ANCHORS

- Setting Tools (BBI#R06)

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#### CONCRETE SCREWS

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#### TOGGLE WINGS (BBI#262)

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- Mushroom Head with 304 Nails (BBI#265)

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**HARD  
-TO-  
FIND**
**TRACK SHOE BOLT**
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**HEX NUT**

**HEX FLANGE LOCK NUT**

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**USS FLAT WASHER - HARD**

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EXPANSION PLUGS  
KMC PF & PC**

**WORM CLAMP**