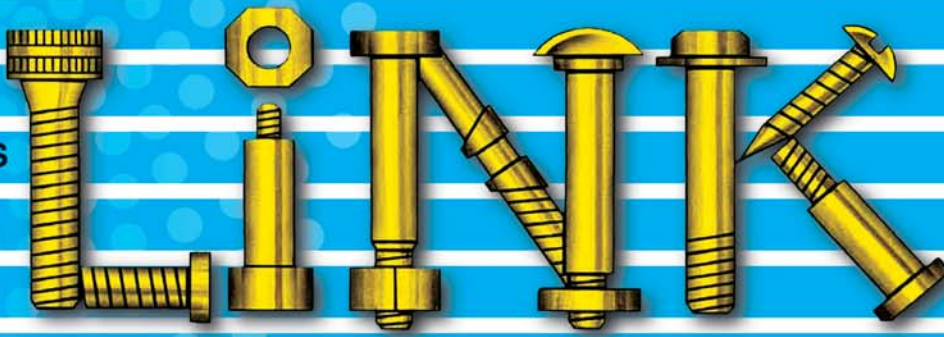


THE
DISTRIBUTOR'S



THE NATIONAL MAGAZINE FOR FASTENER DISTRIBUTORS

CAVALIER

Industrial Specialties

Industrial Manufacturing
for Custom Made Studs

Machined Parts per Drawing

Quality Detailed Fasteners



ISO 9001:2008
ASTM • ASME • ANSI • DIN
MIL-DTL-1222J

“Passion for Precision”

www.GoCAV.com

Our Story Begins on Page 16

Don't get Tangled up with the Wrong Supplier

Elite Sales has a deep and varied line of inventory with thousands of products always in stock. And if we don't have it, we will customize a solution that meets your needs.

That's the Elite Sales advantage. As one of the leading importers and wholesale distributors of Wire Rope, Cable, Strand, Chain and Hardware in the U.S., you can always expect unprecedented expertise, value, quality, service and reliability.



- Wire Rope, Cable, & Strand up to 6" Diameter
- Grade 30, 43, 70, 80, 100 Chain
- Wire Rope Hardware, Fittings & Accessories
- Chain Hardware, Fittings & Accessories
- Tie Downs & Related Hardware
- Blocks & Accessories
- Bright, Galvanized & Stainless Steel

EXECUTIVE OFFICE

9445 S.W. 40 Street, Second Floor
Miami, FL 33165
P. 305.262.3105 F. 305.262.2094

TAMPA WAREHOUSE

603 N. 19 Street
Tampa, FL 33605
P. 813.247.2094 F. 813.248.2821

HOUSTON WAREHOUSE

2003 Edwards Street
Houston, TX 77007
P. 713.861.4203 F. 713.861.4280

NEXT DAY DELIVERY

1-800-458-6659
www.elitesalesinc.com



ELITE SALES INC.

Drahtseilwerk
Bremerhaven



Thinking Plastic Fasteners?

Choose the world's premier manufacturer of quality plastic fasteners.



microplastics.com

800.466.1467

WHEN QUALITY IS CRITICAL... IT'S CARDINAL

You've heard "Quality is a Given." Not so in the world of hot-forged bolts. Start with material that is melted and manufactured in the U.S.A., forged with pyrometer controlled induction heating, and made on closed die bolt forging presses. The result is a completely certified product conforming to all required specifications, including a flat bearing surface for structural bolts. A low "Total Cost of Ownership is a Given."

Your business grows when you buy from Cardinal Fastener. **WHEN IT'S CRITICAL... IT'S CARDINAL.**



Cardinal Fastener Inc. is the largest manufacturer of hot forged fasteners in North America. The product line ranges from ½" to 3" diameter, and M20 to M72.

CARDINAL FASTENER INC.

5185 Richmond Road
Cleveland, Ohio 44146

800.237.3477
cardinalfastener.com





Rivets • Inserts Lockbolts

#1 Factory Authorized Distributor Of Top U.S.A. Brand Fastening & Installation Systems

Avdel®
Speed Fastening Experts
All Avdel Tools & Fasteners



Rivcrew • Avtronic
Briv • Chobert

HUCK



All Huck Tools & Lockbolts
940 Power Rig Kits

POP®
All POP Fasteners & Tooling



PRG510A Proset PRG540 Models



Leading
VMI
Logistics
Partner

Call Toll Free: 800-718-8818

Factory
Authorized
Service
Center

Rivets	Inserts	Lockbolts
<ul style="list-style-type: none"> Blind Rivets Mate Rivets Bulbex/LSR Monobolt Style Magnalok/Interlock Bulbtite/Shave-Head Hucklok Special Finish 	<ul style="list-style-type: none"> Threaded Inserts Rivet Nuts Nutserts Hex & Square Body Wellnut Style Inserts Jacknut Inserts/Tools Coil Thread Inserts/Tools AVK Inserts (A-L A-K A-H A-T) 	<ul style="list-style-type: none"> Huck C6L/C50L/HP8 Magnagrip Avdelock Maxlok Hucktainer Avtainer Bobtail & Huckspin BOM/Avbolt Blind Bolts



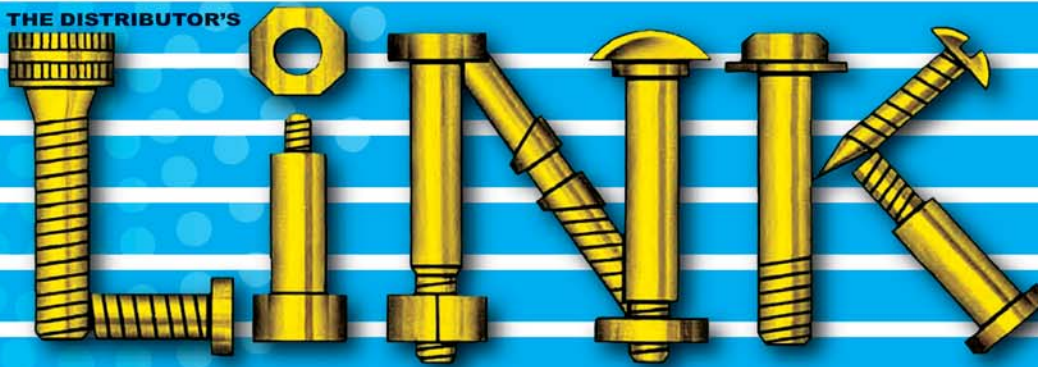
**50
YEARS**

Since 1962 Bay Fastening Systems has been known as "THE" Distributor's resource for all top domestic brand engineered fastening and installation systems worldwide.



263 Park Ave., Garden City Park, NY 11040

www.bayfastening.com • info@bayfastening.com • Local: 516.294.4100 • Fax: 516.294.3448



IN THE SUMMER 2013 ISSUE...

VOLUME 36 • ISSUE #3

- 6 Distributor News**
- 8 The 3 Major Bolted/Screwed Joint Types**
Bengt Blendulf
- 10 Security Considerations**
Robert B. Footlik
- 12 Interpreting Fastener Failures**
Guy Avellon
- 14 Affording the Patient Protection and Affordable Care Act in 2014 and Beyond**
Bart Basi
- 16 FEATURE ARTICLE: Cavalier Industrial Specialties**
- 26 Bengt Blendulf Receives IFI & ASTM Technology Awards**
Leo J. Coar, Editor/Publisher
- 28 Easy Prey: New Hacker Technology Threatens Unsuspecting Fastener Business**
Joe Dysart
- 30 Tax Reform and Simplification Remains Small Business Goal**
Jim Truesdell
- 34 MAFDA Annual Rep Symposium**
- 36 Fastener Company Acquisitions Completed Thus Far in 2013**
Richard Hagan
- 38 Rick Rudolph Launches New Company**
- 42 Inland Testing Equipment: Where Testing is Best at a Cost that's Less**
- 42 Addison Packaging: The Leader in the Packaging Industry**
- 45 WIFI Honors, Scholarships and Events**
- 46 Excitement Building for Las Vegas Fastener Expo**
- 50 Cardinal Fastener: A Leading Manufacturer of Large Diameter Hot Forged Fasteners**
- 54 IFI Releases Two New Publications for the Fastener Industry**
Joe Greenslade, Director of Engineering Technology, IFI
- 56 North Coast Fastener Association News**
Marty Nolan, NCFCA President
- 58 Lessons From the Field: Trust But Verify!**
Barnaby Myhrum
- 60 NEFDA Table Top Show Exceeds Expectations!**
Joe Soja
- 62 Mar-Bro Manufacturing's New 10-20**
- 64 SEFA 2013 Annual Spring Conference a Huge Success!**
- 66 MWFA News and Events Update**
- 70 New Board Members at NFDA; Events Announced**
- 72 McManus: Prompt Measuring Key to a Lean Company**
John Wolz, Editor, Globalfastenernews.com
- 74 Class C Components: Leading Edge VMI Technology**
- 76 Trinity Hardware Headquarters: Sportin' New Threads!**
- 78 McDaniel, Gross & Frazier Elected to SFA Board of Directors**
- 82 Heico-Lock Offers the Ultimate Permanent Locking System**
- 84 The Torque Book is Finally Here!**
Joe Greenslade, Director of Engineering Technology, IFI
- 86 SEFA 2013 Spring Conference Photos**
- 88 Fastener Technology Helps Fulfill the Promise of EV and Hybrid Vehicles**
Del Williams, Technical Writer, Spiralock
- 92 NFIB: Small Business Owner Roller Coaster Continues**
- 94 SFA 2013 Spring Conference Photos**
- 96 Wave Springs Used on Diesel Engine Water Pump Design**
Vincent E. Rodgers, Rotor Clip Company
- 98 NCFCA's Distributor Social: Five Years & Still Going Strong**
Marty Nolan, NCFCA President
- 102 Top Ten Reasons to Attend Fastener Training Week**
John Wachman, Director, Fastener Training Institute
- 105 Precision Specialties Adds Southern Components to Sales Team**
- 108 Barry Maclean Receives the IFI Soaring Eagle Award**
Rob Harris, IFI
- 110 All American Fastener Show 2013: Success in Kansas City!**

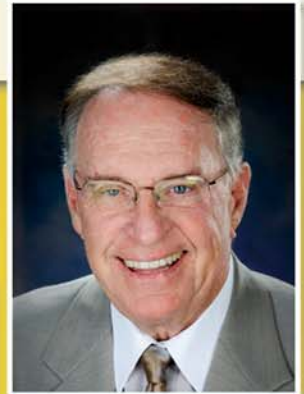
NEW * NEW * NEW

Submit all your industry
news online with our NEW
Press Release Upload Tool!
Find the BIG RED BUTTON at
www.linkmagazine.com



- 111 All American Fastener Show Photos
- 112 Fastener Crossword Puzzle
- 114 Hardlock Nuts Now Available in Inch Sizes
- 118 Computer Insights: Wireless Technology Saves in the Warehouse
- 120 Blind Rivets Have Critical Dimensions
Anthony DiMaio
- 126 Burn Your Boat
John Boe
- 127 Fastener Word Search
- 128 Intergenerational Workforces: Keep Up at Work as You Age
Jennifer FitzPatrick
- 130 Daco Precision – Community and Industry Support
Stan Lockhart
- 138 MFDA Holds 34th Annual Scholarship Awards Meeting
Barbara Traum
- 140 Fastener Industry Website Ads
- 141 Nucor Fasteners Plant Tour Photos
- 145 SEFA 2013 Scholarship Winners
- 145 Dorken Introduces New Coating System
- 152 Pac-West Fall Conference in Vancouver Offers Unique Content
- 154 Pac-West 2013 Spring Conference Photos
- 169 Fastener Word Scramble
- 176 NCFA's March Madmen Basketball Tournament
Michael Delis, NCFA Trustee
- 182 NEFDA 2013 Table Top Show Photos
- 185 Puzzle Solutions
- 189 Got News? Submit Online with Our Press Release Upload Tool
- 191 Biggest Time Wasters for Sales People
Dave Kahle
- 197 Subscription Form
- 203 Mountz: Establishing a Quality Torque Program

Leo J. Coar
Editor/Publisher
leojcoar@linkmagazine.com



Maryann Marzocchi
Vice-President/Advertising Sales
maryann@linkmagazine.com



Tracey Lumia
Director, Sales and Marketing
tracey@linkmagazine.com



Distributor's Link Magazine is a quarterly publication dedicated to the Fastener Industry and Fastener Distributors.

Address all Advertising Materials & Correspondence to:
DISTRIBUTOR'S LINK INC.

4297 Corporate Square · Naples · FL 34104

Phone: 1.800.356.1639 or 239.643.2713

Fax: 239.643.5220 · www.linkmagazine.com

All rights reserved. No part of this publication may be reproduced without permission of the publisher. Subscription price: \$50 USA, \$60 Canada, \$70 all others. Editorial reprints available upon request. Inquire about charges. *Publisher's Notice:* Distributor's Link Magazine assumes no responsibility for validity of claims in connection with items appearing in our magazine.

PUBLICATION DESIGN & LAYOUT PRODUCED BY:
phone 224.489.9533 email info@graphikacreative.com
www.graphikacreative.com



DISTRIBUTOR NEWS

On the occasion of the **National Federation of Independent Business'** 70th anniversary, NFIB President and CEO Dan Danner issued the following statement:

"Seventy years ago, the National Federation of Independent Business began its mission to protect the right to own, operate and grow a business. We were founded in 1943 San Mateo, Calif., by C. Wilson Harder, who recognized the need for an organization that would represent the little guy. Since then, NFIB has garnered more members – and earned more credibility – than any other small-business group in history.

"NFIB is a member-driven organization. Our positions are based on a consensus of our small-business members, who are among the most active and engaged members of society. When they visit Capitol Hill or a state Capitol, our elected officials know they aren't there to represent a handful of board members or any single industry. They're there on behalf of all independent businesses—the entrepreneurs and small, family-owned companies who drive this economy and have trusted us to represent them since the Roosevelt administration.

"As we celebrate this milestone, we're also reminded that these challenging economic times raise many questions about the future of entrepreneurship in the United States: What jobs will be available to our children and grandchildren? Will they have an opportunity to be an entrepreneur, or is America set on a path that discourages the kind of risk taking that leads to innovation and economic growth and instead only encourages the growth of big government, big business and big labor? In spite of our nation's present struggles, we at NFIB continue to work to make America's entrepreneurs heard in Washington and across the country.

"As the engine of the U.S. economy, small-business owners epitomize the American Dream in every way. We are very fortunate to have such a robust membership that continues to inspire and influence the next generation of entrepreneurs."

More information about NFIB is available at www.NFIB.com/newsroom.

Pacific Warehouse Sales, a manufacturer's Representative and wholesale supply of fastener products located in Chino, California, is pleased to announce that Edgar Huerta has been promoted to a full time position in outside sales starting April 1, 2013.

In the 10 years that Edgar has been with PWS, he has worked his way up from warehouse, to warehouse manager, to becoming a key part of our inside sales staff. He is extremely knowledgeable in all areas of our industry, and has taken the time to become a Certified Fastener Specialist through the Fastener Training Institute. Edgar will now be covering accounts throughout Southern California.

For further information contact Pacific Warehouse Sales at 15368 El Prado Road, Chino, CA 91710. Tel: 909-287-7750, Fax: 909-287-7755, Email: sales@pacificwarehousesales.com or on the web at www.pacificwarehousesales.com.

* * *

Rotor Clip Company, Inc., is pleased to announce the addition of Tom Baatz as Sales Manager. Baatz will be focusing on the customer experience, department accountability and providing a positive and growth orientated work environment.

Baatz brings with him more than ten years of valuable experience within industrial sales and technical support.

"Tom will be a great addition to our team," states Sara Mallo, VP of Sales. "We look forward to the additional support."

Rotor Clip is a worldwide manufacturer of retaining rings, spiral rings, wave springs, and hose clamps.

For more information contact Rotor Clip at 1-800-557-6867 or visit www.rotorclip.com.



Engineering Support • Fast Shipping • Extensive Inventory

THINK



**Advance
Components**

The Distributor's Source

A RAYMOND TINNEMAN
AVK·HEYCO
JOHNSON & HOFFMAN

advancecomponents.com 972 446 5500



Bengt Blendulf

Bengt Blendulf is president/principal lecturer of EduPro US, Inc. Educated in Sweden, he moved to the United States in 1974 to start a subsidiary for a Swedish fastener manufacturer. Bengt also served for eight years on the faculty in the College of Engineering and Science at Clemson University. Since 1997 he (EduPro) teaches highly rated courses in Fastener Technology and Bolted/Screwed Joint Design in the U.S., Canada, Mexico, Europe, Asia and India, for engineers and other fastener professionals. Bengt was the chairman of ASTM F16.96 Bolting Technology from 1996 to 2006. In 2006 he received the Fred F. Weingruber award from ASTM for "his efforts to promote and develop standards for the fastener industry." He is the author of an extensive lecture book as well as over 100 technical papers and articles. His business address is: EduPro US, Inc., PO Box 232, Alameda, CA 94501; phone 510-316-3234; email: bengt@edupro.us; web: www.edupro.us.

THE 3 MAJOR BOLTED/SCREWED JOINT TYPES

Threaded fasteners can be used to solve many problems associated with assemblies of various kinds. They are not, however, always the only solution, but if we have excluded welding, crimping, gluing, and other methods, threaded fasteners are really amazingly useful machine elements. Before we choose a fastener we must first consider the external forces acting on the joint, the properties of the joint material (-s), temperatures in service, corrosion and other types of influences.

We can divide bolted/screwed joints into three major categories: Tension joints, Friction joints and Shear joints.

The most common assembly method in machine design is the tension joint, where the external forces acting on the joint are primarily along the bolt/screw axis. In tension joints we make the fasteners behave like springs holding the parts together by a certain clamping force. This clamping force is generated by tightening the fasteners by turning the screw heads or nuts with a suitable tightening tool. This tightening action can be done either by applying a moment of force (aka torque) or by turning the screw head or nut by a certain angle.

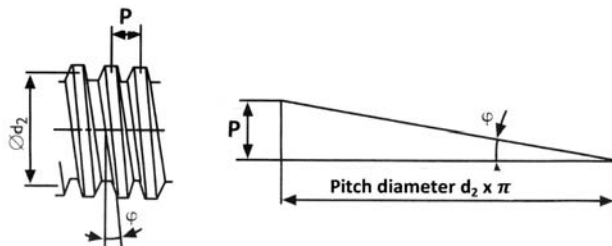


Figure 1 - Thread Pitch (helix angle)

The "climb" up the helix angle of the thread will cause a stretching of the fastener which will correspond to the desired preload force (use Hooke's Law). The level of preload force varies between the three joint types

mentioned above. Once we have determined what preload force is needed to offset an external load acting on our joint, we can choose the tightening method that will give us a well controlled assembly.

Tension Joints

For tension joints we also have to consider the behavior of the joint materials we are holding together with the preloading action of the fastener. When we tighten the bolt/screw on the joint, we are actually storing up compressive energy in the joint components. We are, in fact, making a portion of the joint (usually barrel shaped) into a compressed spring.

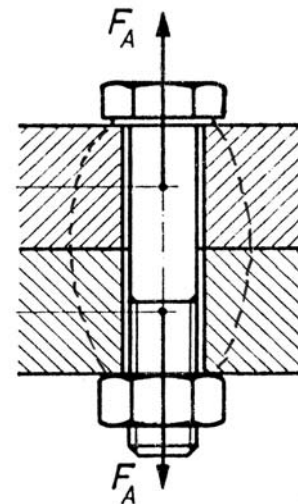


Figure 2 - Tension Joint

The balanced between the two "springs", the fastener (in tension) and the joint materials (in compression) is crucial in tension joints. In order to make the joint materials behave as an effective compressive spring it must have a certain thickness or volume.



**Expanded
Capabilities**
**Same Great
American Made
Products &
Service**



The primary source for American Made plastic fasteners WORLDWIDE

**Keeping customer needs as priority #1...
Our larger facility now provides:**

- Improved product development
- Future growth of product line
- Double the amount of in-stock inventory to one billion parts
- Increased inventory allowing for same-day shipping of catalog items
- Expanded shipping & receiving

- Expanded on-site tooling & production for custom orders

Additional customer conveniences include:

- 24/7 website availability
- Manufacturing operates 24/7
- Reach a real person Mon-Fri 7am-5pm CST (USA)

toll free fax 1-877-453-8707

www.voltplastics.com • 1-800-844-8024

700 Hwy. 202 West, Yellville, Arkansas 72687



**Made in
the USA**
Yellville, Arkansas



Robert B. Footlik

Robert B. Footlik is a licensed professional engineer. A graduate of Illinois Institute of Technology, he has worked extensively in the fields of material handling, plant layout, packaging and management systems. The firm of Footlik and Associates serves as staff warehousing and materials consultants to six trade associations. Footlik writes for 12 trade and professional journals. Footlik and Associates is located at 2521 Gross Point Road, Evanston, Illinois 60601; phone 847-328-5644.

SECURITY CONSIDERATIONS

If you are a devotee of Hollywood and television action films you have probably realized that if real thieves were as ingenious as screenwriters there is absolutely no facility that is secure from outside or inside theft.

External security and break ins are only a relatively minor problem for most Fastener Distributors. Vandalism and internal theft are far more common physical assaults on your facility and assets. Planning for enhanced security must therefore cover every aspect of the operation and be designed to help keep the honest people (hopefully the majority of the staff) honest. Many of the “tricks” for doing this come from becoming more observant of what is going on everyday. This relies on developing a sense for what is normal and what “just doesn’t look right.”

Sometimes this is so obvious it’s almost painful. In one company the owner realized that his “independently wealthy” warehouse manager who had fancy cars, a boat and multiple homes received his income primarily from his boss’s potential profits. In another operation inventory stopped disappearing when the employee who was in drug rehab (and not doing all that well) was transferred to a position where he did not work in an empty building for an hour every morning. Even if you think your fasteners are of limited street value always remember that they are your livelihood and someone with less than honest upbringing is looking to turn them into their gain.



Neighborhood Deterrence

Many owners and managers have experienced coming to work after someone vandalized the building. The perpetrators might have been children, disgruntled former (or present) staff, relatives, neighbors or strangers but the result is the same...and very demoralizing. If someone wants to create damage for any reason you probably cannot stop them, but you can deter them or limit the extent of their actions.

Obviously being located in a low crime neighborhood is best, but not always possible. Under most circumstances recognizing the vulnerabilities and developing a comprehensive plan for the entire area is ideal. Increasing the lighting of streets and parking lots will discourage loitering and automatically force the bad guys to go elsewhere. Coordinating individual improvements can multiply the effects. In addition it is far easier for a group of businesses to get the attention of the Police and municipal officials. An “Owner’s Association” is the best way to do this as a collective action. If a non-profit structure is set up “donations,” “contributions,” or “dues” can be used to generate funds for lights, security cameras, fences, etc.

Maintaining the common spaces and trimming or eliminating ugly areas is another function of the Owner’s Association. In addition to enhancing the resale value of all the properties this will also reduce dumping while getting rid of hiding places for thieves and vandals. Couple this with strategic fencing and a high crime area can become an enclave of safety with a single monitoring service supervising multiple security cameras that blanket the area.



1963 2013



WHEN OUR COMPANY WAS FOUNDED IN AUGUST 1963, Beatlemania was just getting started, a first-class stamp cost a nickel, and rotary telephones were being replaced by fancy push button models.

So much has happened since then. And we've grown and innovated to stay on the leading edge of new manufacturing technologies and changing customer needs.

But one thing hasn't changed — our commitment to excellence.

For 50 years we've known that a product's integrity depends on the design, quality and reliability of the parts that go into it. That's why we put so much thought into the way we manufacture all our products. And that's why our customers keep coming back year after year.

At this important milestone in our history, NEF would like to say a special thanks to all our loyal customers. *Without you, we wouldn't have a history to celebrate.*

Commercial | Military | Aerospace | Automotive | Specials

North East Fasteners Corporation • 8 Tremco Drive, Terryville, CT 06786
Toll Free: 800.630.4770 Phone: 860.589.3242 Fax: 860.589.6969 E-mail: nef@nefl.com

NEF is an ISO 9001:2008 & AS9100C QSLM Levels 2/3 certified manufacturer.
Size range: (Inches) 00 to 10 and (Metric) M1.2 to M5, up to 2 Inches (or 50mm) in length.



Guy Avellon

Guy Avellon has been in the MRO and fastener distribution industry for over 30 years. He began his metallurgical engineering career at Republic Steel Research Center in metal coatings and has since held positions as sales engineer; Chief Engineer; Manager of Product Marketing, Product Engineering and Quality and Director of Quality and Engineering. He founded GT Technical Consultants where he performs failure analysis, presents lectures on fastener safety, worked for law firms and designs and audits Quality systems.

He is a member of SAE and is Vice Chairman of the ASTM F16 Fastener Committee and Chairman of the F16.01 Test Methods Committee, since 1988. He also received the ASTM Award of Merit in 2005.

Guy and his wife, Linda currently reside in Lake Zurich, IL and may be reached at 847-477-5057 or visit his website at <http://www.BoltDoc.com>.

INTERPRETING FASTENER FAILURES

Many times customers encounter failures that we know are not always the fault of product quality. However, there are some growing concerns with imported product, especially from new companies, that have caused a few product quality issues. After all, there is nothing worse than to have a salesman go into a customer's shop and have a broken fastener tossed at him with claims of poor quality. This article will help to identify some of these differences as well as providing some help you may offer your customers with their issues, since it may be difficult to obtain timely advice from distant manufacturers.

Thread Laps

The micro photograph of Figure 1 depicts a thread showing a typical crack appearing defect at the thread crest. No decarburization was observed. The light colored microstructure is the cause of the effect of etching and the defect. The etchant used was 2% Nital.



Figure 1

Small lap defects on rolled threads are not uncommon and some thread laps are allowable, up to a certain depth. These laps may be visible with magnification or without. If there is concern as to its depth, the sample needs to be sectioned and examined.

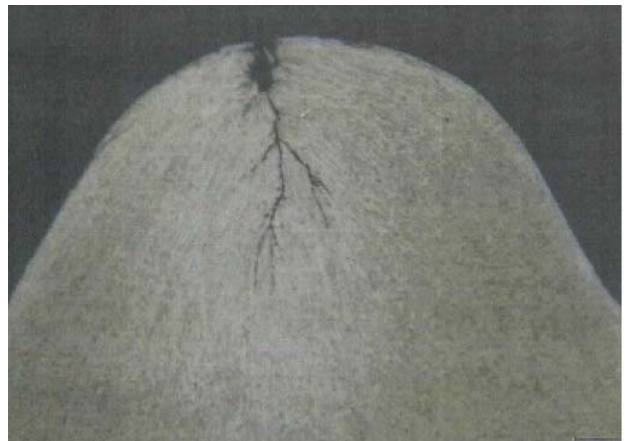


Figure 2

The above sample is at a depth of 250 μm (microns) where the ASTM F837M specifies a maximum depth of only 0.2 mm, or 200 microns. This type of defect on a socket head cap screw may lead to thread strength and shear engagement problems due to its expected high clamp load potential. This could be due to a combination of a lap and cracking resulting from the heat treatment/process control. The lot needs to be returned to the manufacturer for disposition.

Incorrect Material

Another interesting type of failure occurs when a manufacturer uses only one type of steel for all fasteners. For instance, the AISI 4140 steel is a versatile composition that can be used for many product grades; from socket head cap screws, Grade 8, 10.9, B7 bolts and studs and even Grade 5 bolts. It became more cost effective for the manufacturer to use the higher grade of steel for all of his product manufacturing, due to high volume discounts, than to stock several types in different diameters.

However, in the following case, the 4140 steel was used for an ASTM A307B fastener.



SINCE 1963

METRIC & MULTISTANDARD COMPONENTS CORP.

The Distributor's Master Stocking Metric Resource

**FASTENERS
WRENCHES**

**FITTINGS
TUBING**

**CUTTING TOOLS
MEASURING TOOLS**

**ASSORTMENTS & SETS
SPECIALTY ITEMS**

The #1 Distributor Program
VOLUMETRICSSM
Volume Savings,
Private Brand Labeling & more!
Only for Distributors
CALL NOW!



www.METRICMCC.com

888-966-6622

NEW YORK
800-431-2792

GEORGIA
800-444-9560

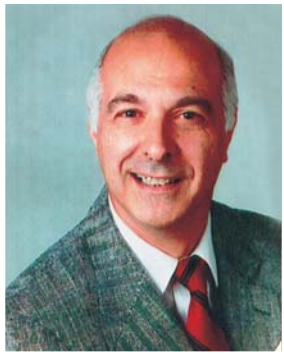
ILLINOIS
800-221-4469

TEXAS
800-527-5177

NEVADA
800-786-4599



ISO 9001:2008 CERTIFIED



Bart Basi

Dr. Bart A. Basi is an expert on closely-held enterprises. He is an attorney, a Certified Public Accountant, and President of The Center for Financial, Legal & Tax Planning, Inc. He is a member of the American Bar Association's Tax Committee on Closely-Held Businesses.

AFFORDING THE PATIENT PROTECTION AND AFFORDABLE CARE ACT IN 2014 AND BEYOND

Introduction

As we all know, in 2010 Congress passed The Patient Protection and Affordable Care Act as one of the most sweeping pieces of legislation regarding healthcare in this country. Contained within the PPACA are dozens of provisions including healthcare exchanges, mandates, credits, and rules, rules, rules galore. Of the more well known provisions are the healthcare mandates for both the employer and the employee. Unfortunately, nothing else in the entire rest of the ACA sparks such controversy and fear as the mandates. It doesn't have to be that way for employees or employers. The following will explain the mandates.

Individual Mandate

With the new law comes an obligation for all individuals to be insured. Those individuals who refuse to get coverage will face a fine of up to \$695 per year to a maximum of \$2,085 per family per year or 2.5% of the household income over the amount subject to income tax, whichever is greater. The penalty is being phased in as follows: 2014 - \$95 or 1%, 2015 - \$325 or 2%, 2016 - \$695 or 2.5%. The penalty then increases after 2016 based on a cost of living adjustment. For some individuals, it may be less expensive to pay the fine as opposed to purchasing health insurance. However, be aware that the \$695 penalty is a penalty by means of The Internal Revenue Code. In other words, the penalty must be paid or such individuals will face the IRS for collection.

Government Tax Credits

In order to pay for the individual mandate for insurance, the federal government is offering tax credits to individuals who are not eligible for Medicare, Medicaid, or

are not covered by their employers for health insurance. The tax credits do not become effective until 2014 and are available for individuals and families making between 100% and 400% of the federal poverty guidelines. The current federal poverty level for a family of four is \$23,550, therefore 400% of the federal poverty level is \$94,200.

In the simplest of terms, this credit works as follows:

- 1) the individual purchases insurance from an insurance exchange.
- 2) The individual tells the insurance exchange what his/her income is,
- 3) The IRS issues a credit and pays the insurance exchange a fee; and, finally 4) the individual pays the insurance exchange the difference.



The Employer Mandate

In the new law, there is a mandate or requirement that employers provide/offer insurance to employees. There is a dichotomy between employers employing 50 employees or more and those employers employing 49 employees or less. Those employing 50 or more face penalties if their employees elect the government credits for their health insurance purchases. Small businesses employing 49 employees or less are under no such penalties.

Within the law, there are two classes of employers: small and large. Companies such as General Motors, Wal-Mart, and Sears quite easily fall into the large employer designation. Other companies, such as small law firms, dental offices, and medical offices will easily be in the below 50 category. Then, there are companies such as restaurants owned by franchisees that tend to fall between the cracks. These are the firms that face the most confusion and risks.



We're not celebrating our 50th anniversary of being in business...



We're celebrating 50 years of satisfied customers.

After 50 years, we can safely say that top quality fasteners sell. And with 25 years of manufacturing and selling experience, **Ford** can design and

produce fasteners to any requirement. When common screws just won't do, turn to the quality of **Ford's** 410 stainless steel screws.

410 STAINLESS STEEL SCREWS
SHEET METAL • SELF-DRILLERS
THREAD CUTTERS • SELF-PIERCING

CALL FORD FOR 410: 1-800-272-3673



Ford Fasteners

www.fordfasteners.com

110 SOUTH NEWMAN ST., HACKENSACK, NJ 07601 • 201-487-3151 • Fax: 201-487-1919



CAVALIER

Industrial Specialties



Virginia Beach, Virginia Location

In the late 1990s, Cavalier's market insight led to a focus on quality detailed products. Cavalier implemented a Quality Management System in accordance with MIL-Q-9858A which opened doors to the military and government markets. Cavalier found success servicing these markets with standard and specialty engineered fasteners for many years.

As Cavalier identified new markets, the company's development grew with the manufacturing of machined assembly components and engineered studs requiring custom design expertise and precision quality. Based on customer requirements, quality documentation and procedures were expanded from standard Certification Material Test Reports to full traceability of each line item, beginning with the melt of material through finished product testing. All testing requirements are completed at A2LA, accredited laboratories.

The company with "Passion for Precision" for custom forgings and custom manufactured studs began business in 1980 as a stud bolt manufacturer for the petrochemical and oil and gas industries. Cavalier grew adding threading and manufacturing equipment to service the local area with general purpose fasteners on a quick turnaround basis. The company has continually promoted growth through expansions in raw material inventories and equipment.



Digital System 22 Inspection



Positive Material Identification

Passion for Precision

ISO 9001:2008 — Cavalier has successfully achieved its ISO 9001:2008 accreditation from the Steel Related Industries Registrar to fully service its new customer base. Cavalier's markets consist of the pump and valve, power generation, turbo machinery, military, shipyard and marine industries along with ASME pressure vessel and nuclear requirements.

Today, Cavalier has two manufacturing locations to service customer needs; one is located in Virginia Beach, Virginia and the second is located in Houston, Texas.



Houston, Texas Location

Quality in Action

A documented Quality Management System (QMS) has been maintained for over 20 years for the consistent improvement of our processes and products.

Accreditation of Cavalier's QMS to ISO 9001:2008 - ANSI/ISO/ASQ Q9001-2008 has been certified by the SRI Quality System Registrar. Cavalier's accreditation also includes the Pressure Equipment Directive (PED) 97/23/EC 7/2, Annex I, Paragraph 4.3.

Cavalier products are supplied to the Military / Defense and Nuclear industries manufactured under the current QMS which meets and exceeds the established requirements of MIL-Q-9858, MIL-I-45208A and MIL-C-45662A.

CAGE code # 3Y787

CCR registered

NAICS - 332722

Federal Supply Class FSC- 5306/5307

Main Product Supply Class PSC - 5307

On the Quality team there are three active members of the American Society of Testing and Materials (ASTM). Two of the three have participated as ASTM members since 1994.

Cavalier's supply chain is capable of meeting all domestic requirements, and the DFARS requirement as it relates to Specialty Metals.

Our Quality System maintains full material traceability to the original melting mill on all materials as well as complete chemical and mechanical certifications, all testing requirements are completed at A2LA, accredited laboratories.

Cavalier can also provide Positive Material Identification (PMI) and Laser Dimension Inspections when requested.



Industrial Manufacturing for Custom Made Studs



Precision Tolerance Cut Threading



Metal Cutting for Stud Production

Cavalier produces precision finishes and close tolerances on cut pieces.

Cavalier's metal cutting service is supported by ten automated band saws and two CNC cold saws that produce precision finishes and close tolerances on cut pieces. Cavalier's shearing capabilities for supplying blank pins for manufacturing range from 1/4" to 1-1/2" in diameter.

Standard rolled threads, annular forms, knurled surfaces and fins on tubes are some of the shapes that Cavalier roll forms on cylindrical surfaces. The thru-feed capacity ranges from 1/4" through 3". In-feed capacity continues through 3" diameter.



continued on page 20

The BUSINESS EDGE 2.0

The Best Software for Tracking your Fasteners



more
simple • focused • effective

Computer Insights Inc

www.ci-inc.com • 800.539.1233

With Real Time Supply Chain Integration
Brighton-Best Connection





Machined Parts per Drawing Quality Detailed Fasteners



Machined Parts per Drawing

Cavalier manufactures a variety of assembly components for industrial applications including machined parts per drawing, upset forgings and quality detailed fasteners.

Assembly Components for the Extremes

CNC lathes, CNC milling machines, and conventional lathes are used to perform drilling, grooving, milling, slotting, threading and turning operations on metal parts and components. Cavalier produces fasteners requiring characteristics such as dog points, radius points and machine finished ends that are suited for identification marking.



Step Studs

Cavalier manufactures long length bolts from 1/4" through 3/4" diameter in lengths up to 40" long in a variety of material grades in standard or custom designed head styles.



Long Length Bolts

continued on page 22

KEN FORGING

Forged Industrial Hardware

NUT EYEBOLTS

Available in 304 & 316 Stainless Steel



- In Stock / Immediate Delivery
- No Minimums
- Plain and Shoulder Pattern
- Available Sizes:
 - Plain: 1/4" - 2" to 24" Length
 - Shoulder: 1/4" - 1-1/2" to 24" Length
- Other Materials Available in Stock:
4140, Carbon - Hot Dip Galvanized
- Modifications Available Upon Request
- Full Domestic Certification Available
Upon Request



**All Products Proudly
Made in The USA**

**Toll-Free: 888-KEN-FORGING (536-3674) • Phone: 440-993-8091 • Fax: 440-992-0360
www.KenForging.com • E-mail: sales@kenforging.com / info@kenforging.com**



Thread Inspection

System 21: In this standard system the thread Go & No Go functionality is verified by gages Go Ring/Go Plug, No Go Ring/No Go Plug, and a micrometer is used to measure the major diameter of thread. Cavalier carries a whole range of Go & No Go Ring gages for external thread inspection and Go & No Go Plug gages for internal thread inspection.

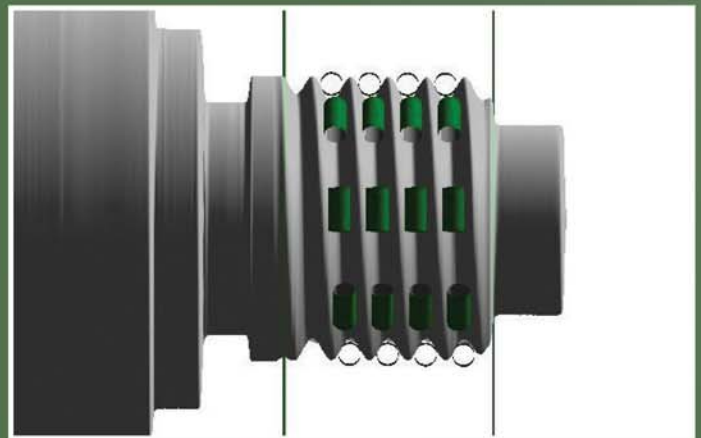
Precise measurements
and high accuracy



3D image of the Inspection by laser

Advanced Technology for measuring external threads: When customers require precision tolerances with precise measurements and high accuracy then Cavalier's advanced inspection system is utilized which uses laser technology as a means to measure the thread attributes such as thread count, thread pitch, pitch diameter, major diameter, functional diameter, lead deviation, root radius, flank and angle.

System 22: This system covers all the requirements in 21 and in addition requires the threads to be measured for pitch diameter, lead, flank angle, minor diameter, and root profile using tri-rolls and optical comparator. Cavalier is equipped with tri-rolls and optical comparator to provide the customers with System 22 requirements.



3D image of the Inspection by laser

continued on page 132

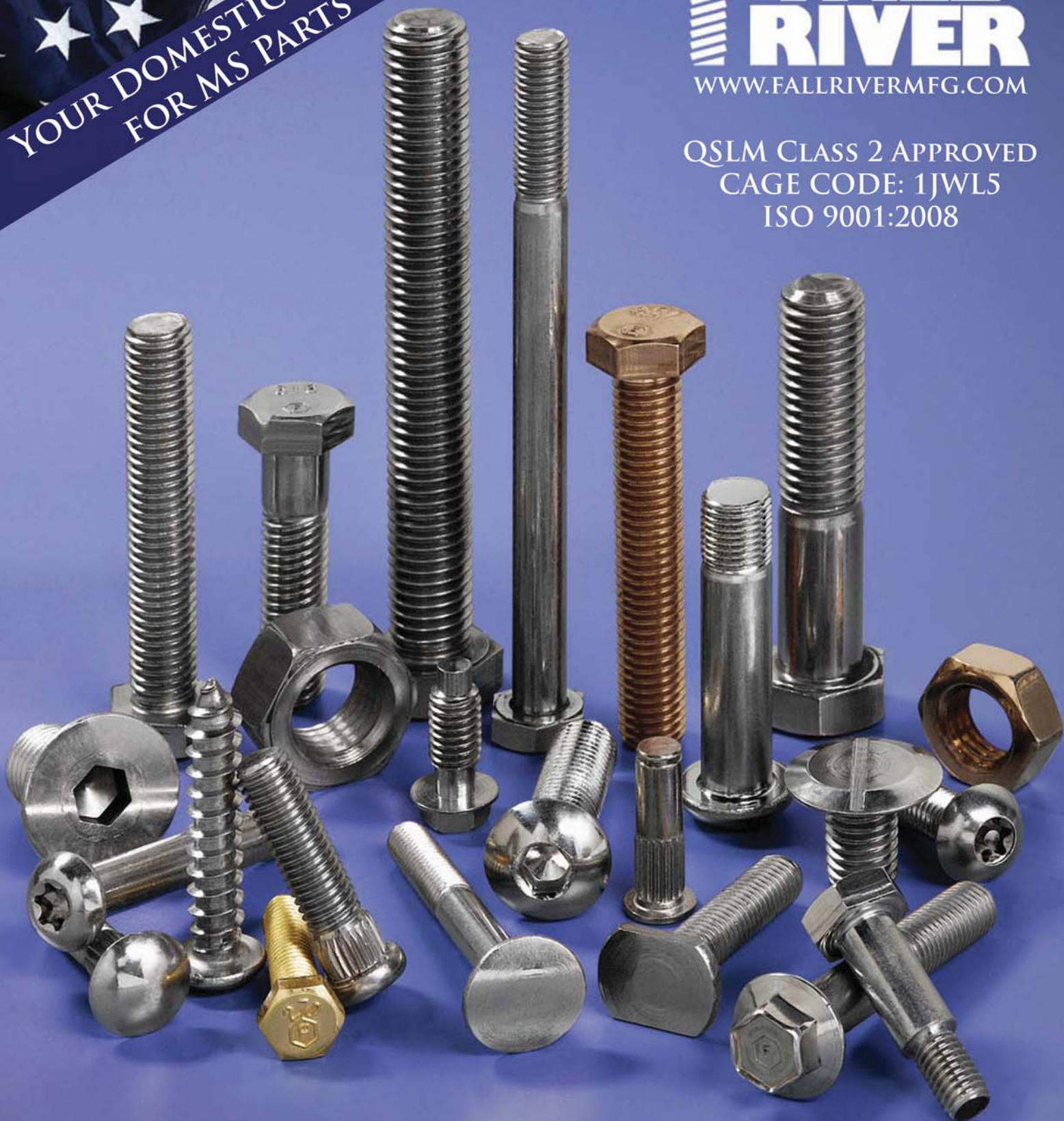
YOUR DOMESTIC SOURCE
FOR MS PARTS



**FALL
RIVER**

WWW.FALLRIVERMFG.COM

QSLM CLASS 2 APPROVED
CAGE CODE: 1JWL5
ISO 9001:2008



**MANUFACTURING STANDARDS,
SPECIALS AND MIL-SPEC FASTENERS**

STAINLESS STEEL AND NON-FERROUS SCREWS BOLTS AND NUTS

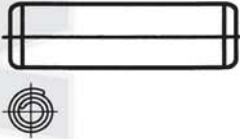
PHONE 800-275-6991

FAX 508-675-8770

FASTAR

THE FIRST CHOICE IN PINS

COILED PINS



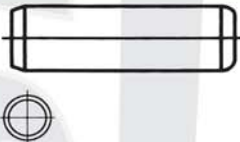
ASME B18.8.2	MS51923
ASME B18.8.3M	MS51987
ISO 8748, 8750, 8751	NAS1407
MS39086	NAS561

SLOTTED PINS



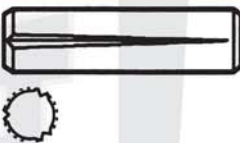
ASME B18.8.2	MS16562
ASME B18.8.4M	ISO 8752
MS171431-171790	NAS561

DOWEL PINS



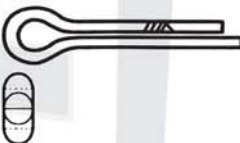
ASME B18.8.2	MS9390
MS16555	M21143/1
MS16556	M21143/2
MS9105	

GROOVED PINS



MS35671	MS35672
MS35674	MS35675
MS35677	MS35678
MS51605	MS51606

COTTER PINS



ASME B18.8.1	MS9245
MS24665	

DISTRIBUTOR NEWS

Continental-Aero, the premier stocking master distributor of nylon insert locknuts, all-metal locknuts, and finished hex nuts, supplying the North American distributor market with superior customer service since 1948.

Continental-Aero currently maintains several stocking warehouses in Alsip, Illinois; Harrison, New Jersey; Mississauga, Ontario, Canada; Arlington, Texas and Chino, California and a sales office in Buffalo Grove, Illinois.

Continental-Aero is well known for its distinguishable press-closed nylon lock nuts and its trademarked Royal Purple Tork-Lok™ nylon insert.

Other product lines include Purple Nylon Insert Locknuts, Automation Locknuts Grade A, B & C Free Spinning Hex Nuts, Miniatures to 3" Large Diameters - all available in Steel, Stainless, Steel, Brass and Special Finishes in addition to 2H Heavy Hex Nuts A194 Plain Finish

Continental-Aero proudly has the largest inventory of locknuts in North America with stocking warehouses in US and Canada - they offer superior quality and superior service.

For more information, contact Continental-Aero at Tel: 1-866-419-5084, Fax: 708-377-0368. You can email them at sales@continental-aero.com or visit their website at www.continental-aero.com.

FASTAR INC Spook Rock Industrial Park

2 Spook Rock Rd, #E-309, PO Box 929, Tallman, NY 10982-0929

Tel: (845) 369-7990, Fax: (845) 369-7989 Sales: (888) 327-8275

email: fastar@optonline.net web: www.fastar.com

World Class Here at Home!

- ✓ HIGH QUALITY
- ✓ ISO 9002 CERTIFIED
- ✓ AGGRESSIVELY PRICED
- ✓ RAPID DELIVERY
- ✓ BEST OF ALL –
MADE IN THE U.S.A.



Proudly manufactured
in the U.S.A.

IF you've ever experienced problems with overseas sources or ISO compliance, you're not alone. We've all heard the horror stories that could have been avoided by ordering from a quality conscious, certified American manufacturer like Alpha Grainger Manufacturing.

You won't find a commitment to quality and customer satisfaction like Alpha Grainger's elsewhere on the planet. Achieving this level of satisfaction has not been simple. We have designed our own customized computer software and machine tools to create a one-of-a-kind, world-class manufacturing facility here in Massachusetts.

Long recognized as a leading producer of customized fasteners and hardware, Alpha Grainger Manufacturing also stocks a wide array of standard parts that are ready to ship and priced competitively.

Why search the world? Since 1973, Alpha Grainger has been providing the fastener industry with what it needs – consistently superior quality and competitive pricing.

[508] 520-4005
Fax: (508) 520-4185 • www.agmi.com

Captive Panel Screws



Connector Hardware



Shoulder and Thumb Screws



Standoffs



**ALPHA
GRAINGER**
MANUFACTURING, INC.



Distributor's Link Magazine

4297 Corporate Square, Naples, FL 34104
 Tel: 1-800-356-1639 Fax: 239-643-5220
 Email: leojcoar@linkmagazine.com
 www.linkmagazine.com



BENGT BLENDULF RECEIVES IFI AND ASTM TECHNOLOGY AWARDS

by **Leo J. Coar** Editor/Publisher, *Distributor's Link Magazine*

At the IFI award ceremony dinner at Marco Island, FL, on March 12, 2013 Bengt Blendulf was presented with the IFI Soaring Eagle Award for "significant contributions to the technological advancement of the fastener industry". This was the ninth time the award was presented, and it is named after Roy P. Trowbridge, a highly respected engineering executive from General Motors.

In May 2006, Bengt was also given the Fred F. Weingruber award from the ASTM International F16 Fastener Committee "in recognition of his outstanding efforts to promote and develop standards for the fastener industry. His leadership and dedication have

helped to make the F16 Fastener Committee a premier body for fastener standards."

Bengt was born in Kristianstad, Sweden 1938 in a 9-children family. He went to engineering and language schools in Sundsvall and Stockholm before being drafted into the Swedish Army to get officers training. He eventually reached the rank of captain. In 1961 Bengt was hired by the Swedish Federation of Industries in the Foreign Trade Office, which was responsible to keep a watchful eye on the development of the European Common Market and EFTA (European Free Trade Association).

please turn to page 170



Bengt and Anna Blendulf

Visit
our **NEW**
Shopping Cart
www.ezsockets.com

Make it **Real**

EZ *Real People. Real Service. Real Quality.*



When you call **EZ Sockets**, you get a real person. And that's just the beginning of your rewarding purchasing experience. From our personal customer service to our high quality, lot traceable products; from our low prices to our signature packaging, we make your life **EZer**.

And nowadays, we could all use a little EZ.



Standard & Special Sizes

- Socket Head Caps, Socket Sets (All Points), Nylon & Brass Tip Set Screws, Flat Head Socket Caps, Button Head Socket Caps & Socket Shoulder Screws in Alloy & Stainless, Inch & Metric
- Short & Long Arm Hex Keys, Low Head Socket Caps & Standard Dowel Pins in Inch & Metric
- Full Thread & Left Hand Thread Socket Caps, 3/4" Taper & 7/8" Taper Pipe Plugs, Pull Dowel Pins, Square Head Sets Screws, Hex Key Sets & T-Handles & Sets in Inch Sizes

EZ Sockets, Inc.

Dallas, TX
(800) 456-2228
Fax (214) 630-1274

Portland, OR
(800) 456-2228
Fax (214) 630-1274

HEADQUARTERS/WAREHOUSE
5 Cornell Parkway, Springfield, NJ 07081
(973) 376-5605
(800) 631-7833
Fax (973) 376-7130
e-mail: ezsockets@juno.com
www.ezsockets.com

Elk Grove Village, IL
(800) 631-7833
Fax (973) 376-7130

Commerce, CA
(800) 456-2228
Fax (214) 630-1274



Joe Dysart

Joe Dysart is an Internet speaker and business consultant based in Thousand Oaks, California. A journalist for 20 years, his articles have appeared in more than 40 publications, including *The New York Times* and *The Financial Times* of London.

During the past decade, his work has focused exclusively on ecommerce.

Voice: (631) 256-6602; web: www.joedysart.com; email: joe@joedysart.com.

EASY PREY: NEW HACKER TECHNOLOGY THREATENS UNSUSPECTING FASTENER BUSINESSES

Already making chump-meat of the most sophisticated of computer defenses, hackers will be unleashing a new wave of malware on unsuspecting fastener distributors and other businesses in the coming year – many of which will be completely unprepared, according to Sophos, a computer security firm.

“Cybercriminals tend to focus where the weak spots are,” says Gerhard Eschelbeck, chief technology officer at Sophos. “Protecting data in a world where systems are changing rapidly and information flows freely requires a coordinated ecosystem of security technologies.”

Perhaps even more disturbing: Hackers will be increasingly targeting small and medium sized businesses, according to Mark Brophy, director of information technology at Rogers Townsend & Thomas. The reason: the defenses of smaller business are generally weaker, he says. Plus, these less-protected systems are often seen by hackers as easy back doors to the much larger clients those businesses trade with.

Essentially, once hackers penetrate the relative weak defenses of a small business, they can plunder the data on its network to go after their bigger game clients, according to Brophy.

Not surprisingly, many giant and multinational corporations are hip to the trend. And they're responding by performing tough security audits of their

smaller trading partners. If they find a security risk, many decide to simply pull work from the offending business – rather than risk a ‘break-in by association,’ according to Brophy.

Small and medium sized fastener distributors looking to pass these hard-nosed audits – or reassure trading partners that their mutual data is safe – will need to convince trading partners they have a hard IT perimeter. And they'll need to show defenses against some of the newest threats looming in the coming year.

High on the list of the new and the brutal is cloud-server-snapshot software. An insidious intruder, snapshot software can infect a cloud sever where a fastener business stores its data, and take a complete snapshot of all the data that's there – including passwords, Eschelbeck says.

Meanwhile, increasing numbers of hackers are also using text-messaging theft software, which is surreptitiously added to the phone of unsuspecting users. Once activated, the software forwards all text messages to the hacker's phone, Eschelbeck says.

“The potential exists for attacks like these to target Internet banking services,” used by scores of businesses. Eschelbeck says. “Many banks send authentication codes to your phone. Malware on your phone is capable of intercepting those messages.”



Above: A Sophos employee at work neutralizing would-be hackers.

Below: Hackers attempt to penetrate systems like this IBM cloud server with snapshot malware.



AMERICAN INDEPENDENCE

Shoulder Screws—*Manufacturing and stocking a complete range of sizes and materials, all right here in Indianapolis, USA*

Accurate uses the newest and most advanced CNC Swiss Lathes to produce the finest looking parts quickly and competitively. Our factory runs 24/7 in Indianapolis, Indiana.

- The largest range of sizes in the world in 316 and 303 St/St—**1/8" shoulder diameter thru 1-1/2" diameter**
- Most diameters in length increments of 1/32"—We have all the "Special" in between lengths—**In Stock**
- All made in the USA of DFARS Compliant materials
- Complete METRIC range to ISO Specifications—DFARS Compliant, Made in USA
- M3 diameter thru M12 diameter—in 303 and 316 Stainless—**In Stock**
- Exotic material shoulder screws—**In Stock—Titanium, Monel, Aluminum, 17-4 Stainless**
- Specials in 10 Days—pricing back same day



Top Quality—screws are made in one operation with perfect concentricity between threads and shoulder. Each item is knurled and head marked with our brand and material ID.



Accurate Manufactured Products Group

8090 Woodland Drive, Indianapolis, IN 46278 • Phone: 317-472-9000 • Fax: 317-472-9010 • email: sales@ampg.com • www.ampg.com



Jim Truesdell

James Truesdell is president of Brauer Supply Company, a distributor of specialty fasteners, insulation, air filtration, and air conditioning with headquarters in St. Louis. Mr. Truesdell is adjunct professor at Saint Louis University and Webster University. An attorney and frequently published writer, he is the author of "Total Quality Management: Reports From the Front Lines".

TAX REFORM AND SIMPLIFICATION REMAINS SMALL BUSINESS GOAL

Individual Americans and the small businesses which proliferate as the bulk of this country's economic engine have just completed another tax year. For many, complying with their obligations as taxpayers has become so complicated that they must "farm out" this once simple activity to professional tax preparers who are schooled in the intricacies of the Tax Code and the myriad of forms, schedules, and remittance deadlines used to make sure everyone is able to pay what they owe and, hopefully, avoid paying beyond what they are legally required to do. All of this is the result of decade after decade of social engineering in our tax system which has been the product of lobbying and horse trading in our Congress at the behest of interest groups and those with overriding political philosophies.

Narrow business interests have sought special exemptions or deductions to promote their success. Charitable enterprises have worked for incentives to encourage their donor bases. Politicians have promoted wealth transfer programs to assist large voting blocks which form the core of their ballot support. Proponents of various forms of research and development have sought tax breaks which they feel will help the country move forward in areas like pharmaceuticals, energy conservation, education and community improvement programs, and many others. All of this has contributed

to a tax system which is hard to comprehend, stacked in favor of those with political clout, sometimes confiscatory in nature, and requiring special expertise for compliance.

The National Federation of Independent Business surveyed its membership on taxes during November and December 2012 and found, among other things,



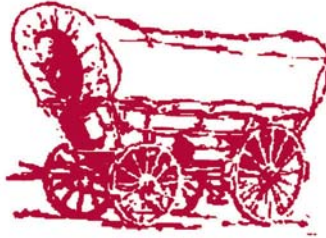
that ninety-one percent of small businesses hire a professional tax preparer to do their returns. Eighty-five percent think Congress should revise the tax code, and seventy-eight percent want a tax system with fewer preferences. This last is not so surprising, because few of the special break provisions enacted into law are for the

benefit of small business enterprises. It is the mega-corporations and capital intensive industries that have had the political leverage and influence to insert narrowly written perks into the Code. Most fastener distribution businesses are family founded enterprises that fit the small business model. This survey was taken just as the fiscal cliff negotiations were heating up and before compromise legislation was enacted in January. That legislation, not surprisingly, consisted of a lot of temporary patchwork and transitional solutions and not the permanent simplification that the public, and particularly the business constituency, seem to be calling for.

Celebrating Our 10th Anniversary!

www.bigredfasteners.com

Manufacturer of
Domestic made and
melted in the USA
All Thread Studs.



- ASTM A193 B7
- ASTM A193 B7M
- ASTM A193 B16
- ASTM A320 L7
- ASTM A320 B8
- ASTM A320 B8M

BIG RED FASTENERS

608 N. Walnut Avenue • Broken Arrow, OK 74012
918-251-7291 • Fax: 918-251-7311 • Toll Free 1-866-621-6565

BOLTS • CAP SCREWS • MACHINE SCREWS • LAMALLOY PRODUCTS • LOCKNUTS • SOCKET PRODUCTS • NUTS • CONSTRUCTION • WASHERS
METRIC • WOOD SCREWS • DECKING SCREWS • TAPPING SCREWS • SELF-DRILLING SCREWS • BRASS • STAINLESS • WIRE ROPE & CHAIN • STUDS • ANCHOR PRODUCTS
PINS • THREADED PRODUCTS • BENT & FORMED BOLTS • RIVETS • THREAD CUTTING SCREWS • THREAD ROLLING SCREWS • CHANNEL STRUT
MISCELLANEOUS • STEEL TANK INDUSTRY PRODUCTS

Spacers & Standoffs

- We Manufacture HEX and ROUNDS 3/16 to 5/8 diameter
- STANDOFFS in Brass, Aluminum Steel & Stainless Steel

NOW AVAILABLE!
Call us for
our Product
Catalog



W.J. ROBERTS COMPANY INC

www.wjroberts.com

181 Central Street, PO Box 1146T, Saugus, MA 01906
Tel: 781.223.8176 Fax: 781.231.1456



**SCREW
AND
SUPPLY
INC**

**The Right
Bit for the
Perfect Fit**

**WE STOCK IT SO
YOU CAN LOCK IT!**

- ✓ TAMPER-RESISTANT BITS, KEYS & DRIVERS
- ✓ LARGE INVENTORY ALWAYS IN STOCK
- ✓ IMMEDIATE SHIPMENT

**SCREW & SUPPLY INC
SECURITY FASTENER DIVISION
DON'T SETTLE FOR
ANYTHING LESS!**



1712 Church Street, Holbrook, NY 11741
Toll Free: 800-223-1316 or 631-567-2900 Fax: 631-567-3057
Email: sales@screwsupply.com Web: www.screwsupply.com

DISTRIBUTOR NEWS

Brighton Best International Inc. welcomes their newest expansion - 250,000 sq. ft. sales and distribution center in Aurora IL.



This state of the art facility will give Brighton-Best International 250,000 ways to service all distributors in the continental United States. With 30 foot ceilings, the sky is the limit on the amount of inventory that will call Aurora home; and with 36 loading docks, you can trust that what you need from Brighton-Best International will be in stock and shipped the same-day.

Since 1925, Brighton-Best International has been focused on putting customers first. Opening this new distribution center will allow us to triple our on hand inventory, increase our efficiencies and deliver more of the products our customers have been demanding. Our always expanding product line, that now includes screw products and the addition of the new anchor line, offers a comprehensive solution to all your fastener needs. Brighton-Best International is your one stop shop for all things fasteners.

With a full line of alloy and stainless, inch and metric socket products, hex heads, small screws, bolts, nuts, washers and now anchors, turn to a fastener distributor whom houses all your fastener needs from one single location. Order from the BEST. Brighton-Best International, INC.

We welcome all of you to contact our TEAM in Chicago for your own personalized tour. The Chicago Team can be contacted at 940 N Enterprise, Aurora IL 60506 and their toll-free phone number is 1-800-929-2378.

For more information contact BBI at 5855 Obispo Ave., Long Beach, CA 90805-3715. Tel: 562-808-8000 or visit them on the web at www.brightonbest.com.



STELFAST[®] INC.

ISO 9001:2008 • MBE Certified

PROUDLY INTRODUCES

**GRADE 8 HEX CAP SCREWS
MADE IN THE USA**



**SPECIAL
FASTENERS**

A FONTANA GROUP COMPANY

SERVICE YOU DESERVE...PEOPLE YOU TRUST



CLEVELAND 800-729-9779 ATLANTA 877-472-0033 CHICAGO 866-783-0161 DALLAS 866-783-5378 HOUSTON 800-473-1168 LOS ANGELES 800-581-8346 NEW JERSEY 800-506-6380 TORONTO 800-268-4723 MONTREAL 800-361-2155

www.stelfast.com • sales@stelfast.com

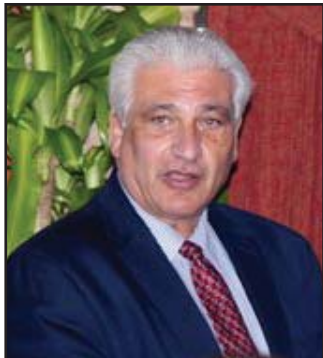
MAFDA - P.O. Box 298, Harleysville PA 19438 • info@mafda.us • www.mafda.us

MID-ATLANTIC FASTENER DISTRIBUTORS ASSOCIATION

MAFDA ANNUAL REP SYMPOSIUM

Seasons 52, King of Prussia PA. USA was the location of the MAFDA Annual Rep Symposium held on April 10th, 2013. Over fifty members and industry professionals gathered for an evening of camaraderie, fine dining, and to participate in the ever popular Rep Symposium series of educational events hosted by the MAFDA.

The evening began with a very insightful and extremely educational presentation offered by Nick Panasain of ND Industries, represented by Murty Associates. Since 1955 ND has been serving the automotive, electronics, aerospace, and appliance



industries with proven solutions to many of the most difficult assembly and application industrial concerns. Whether the need is to seal, protect, stabilize, engage, or secure products against vibration – it is likely ND has the proven solution.

Vincent Chiappone of the Richard Manno Company, represented by Lee S Johnson Associates (Partners for Growth), followed with an equally passionate presentation on the benefits of, and the products manufactured by the company. Investment in equipment, man-power, and quality assurance were reflected hallmarks of this growing organization. Richard Manno Company remains committed to being THE number one recognized provider of electronic hardware, sold through distribution companies throughout the country, many of which are long time MAFDA member associations.

Not to be outdone, we were all very excited to hear from the President of Superior Washer Allan Lippolis,



Jack McGough, Guidon Corporation and
Tricia Murty, Murty Associates.

represented by Glen Hanson of The Hanson Group. With headquarters in New York, and a facility in South Carolina, Superior remains the leading mid-range manufacturer of washer products in the USA. Their die-set inventory is second to none, as is their investment in raw materials. We also learned that Superior is very proficient and interested in quoting your Military needs

along with your other washer and stamping specialty requirements. Clearly the commitment to customer satisfaction remains mission critical to the continued success of Superior Washer.

Rounding out the evening's activities was a presentation given by Jackie Ventura for the USA Fastener Group, represented in the MAFDA region by Michael Smith and Associates. USA Fastener Group is a leading supplier of ASTM specified hardware, Heavy Hex Bolts and Full Threaded Studs to name a few. Don't however mistake them as a conventional or occasional provider. Their manufacturing capabilities in the structural market remain strong and diverse. If they don't have the raw material in stock, they will procure, machine, and ultimately provide finished product meeting drawing specifications. A large inventory, diverse manufacturing, and a friendly staff all lead to a company very worth engaging. Give them a call; you will be glad you did. 



Left: Nick Panasain, ND Industries.

Right: Vincent Chiappone, Richard Manno Company.

Bottom Left: Mike Smith and Jackie Ventura, representing USA Fastener Group.

Bottom Right: Chuck Halpin, BBI.



RRIVETS

HUGE INVENTORY

Aerospace & Commercial
From 1/16" to 1-1/2" Diameter!



- Tubular Rivets
- Blind Rivets
- Solid Rivets
- Drive Rivets
- POP®, Avdel® & Southco®
- Split Rivets
- Belt Rivets
- Binder Rivets
- Tinner's Rivets
- Brake & Clutch Rivets
- Rivet Caps
- Rivet-Nuts
- Speed Fastening®
- Blind & Press-In Threaded Inserts
- Self-Clinching Captive® Fasteners
- Back-Up Washers
- AN, MS, NAS, LS, BACR
- Custom Rivets & Fasteners
- Riveting Tools & Accessories
- Riveting Machines & Tooling



HANSON RIVET
 & SUPPLY CO.
 13241 Weidner Street
 Pacoima, CA 91331

SINCE
1929

www.hansonrivet.com

Please ask for Distributor Sales

1-800-RRRIVET

(800-777-4838)

FAX: 818-485-0540



KEY BELLEVILLES, INC.

We are the largest Disc Spring Manufacturer!

- **Complete size range from .236" to 36" O.D. & 3" Thick**
- **Largest Raw Material and Finished Inventory in the World**
- **We manufacture Metric Parts to DIN Specs**
- **Complete Line of Stainless and Inconel Parts**
- **10,000 Different Sizes in Stock**

Call toll free from anywhere in the U.S. and Canada at:

Phone: 1-800-245-3600 • Fax: 1-800-847-1672

Key Bellevilles, Inc.

100 Key Lane • Leechburg, PA 15656-9531 U.S.A.

Phone: 724-295-5111 • Fax: 724-295-2570

www.keybellevilles.com • e-mail: sales@keybellevilles.com

Visit Our Website
 or Call for a FREE
 Engineering CD



Richard Hagan

Richard P. Hagan is the president of Pinnacle Capital Corporation, a boutique investment banking firm which specializes in providing merger & acquisition advisory services to the global fastener industry. Hagan has more than twenty-three years of international investment banking experience and has worked on successful domestic and cross-border M&A transactions, corporate restructurings and capital raisings. Hagan earned a B.A. in Economics from the University of North Carolina at Chapel Hill and an M.B.A. in Finance from Fordham University in New York City. Contact: Phone: 212-267-8200 or Email: rphagan@pinnaclecapitalcorp.com.

FASTENER COMPANY ACQUISITIONS COMPLETED THUS FAR IN 2013

In this issue, we will briefly review all the fastener company acquisitions - a total of 12 worldwide - completed during the first four months of 2013 (January through April). Of course, it is impossible to track every single fastener company transaction because many deals involving private companies are not publicly disclosed. That said, we believe the following list is the most comprehensive (and detailed) you will find.

The acquisitions of Disco Industrial Screw Corporation and Columbus Fastener Corporation (see below) actually closed on December 31, 2012. These transactions are included in our 2013 deal list because, as a practical matter, there is typically no public announcement of deals involving privately-owned buyers and sellers until after the transaction closes (sometimes well after). For this reason, we were unable to include these two transactions in our previously published deal list for 2012.



On January 1, 2013, **Duncan Bolt Company** purchased **Disco Industrial Screw Corporation** ("Disco").

Founded in 1952 and located in Santa Fe Springs, California, Disco is a small value-added fastener distributor providing Vendor Managed Inventory, JIT Delivery and Bin-Stocking services to OEMs in the Western United States. Duncan Bolt, founded in 1953 and also located in Santa Fe Springs, California, is a stocking distributor of brand name fasteners including: AVK Industrial Products; Huck Fasteners; Marson Rivets; Henrob Self-Piercing Rivets and Gesipa Fasteners.

Duncan Bolt also has a fastener installation tooling repair / rental division, along with three branches in Phoenix, Arizona; Monterrey, Mexico; and Shanghai, China. Following the transaction closing, the Disco operations are to be consolidated into the operations of Duncan Bolt and Al Amado, the owner / founder of Disco, plans to retire.

Purchase price: not available



On January 1, 2013, **The Bostwick-Braun Company** purchased **Columbus Fastener Corporation**.

With three Ohio warehouse locations (two in Columbus and one in Cincinnati), Columbus Fastener is a full-line distributor of fasteners and related construction & industrial supplies. The company supplies both OEMs and MRO end-users across Ohio and the surrounding states. Bostwick-Braun is a wholesale hardware distributor supplying both retail and commercial / industrial customers across the Central and Northeastern United States. Founded in 1855 and headquartered in Toledo, Ohio, Bostwick-Braun has a 280,000 square foot distribution center in Ashley, Indiana and five branches in: Avon, Ohio; Indianapolis, Indiana; West Helena, Arkansas; McKeesport, Pennsylvania; and Providence, Rhode Island. Following the transaction closing, Columbus Fastener will become the primary fastener source for Bostwick-Braun and will have access to the enhanced product range and VMI program expertise offered by Bostwick-Braun.

Purchase price: not available

W A S H E R S

Metal Stampings • Specialty Fasteners



The MW Advantage

- Over 35 years of experience
- Rush orders
- 1 ton to 500 ton capacity
- One of a kind & large quantities
- On-time delivery
- ISO 9001:2008 Certified

The MW Website

- Photo gallery & company videos
- Download brochure/newsletter
- Request quotes online



2400 Farrell • Houston, Texas 77073
Tel 281-233-0448 • Fax 281-233-0449
Toll Free 800-875-3510

sales@mwindustries.com
www.mwindustries.com



Rick Rudolph Associates

Rick Rudolph Associates LLC

P.O. Box 760961, Melrose, MA 02176
Tel: 617-240-5326 Fax: 339-600-3004
Email: rick@rickrudolphassociates.com
www.rickrudolphassociates.com

RICK RUDOLPH LAUNCHES NEW COMPANY

Longtime fastener industry executive Rick Rudolph has started a manufacturer's representative company, Rick Rudolph Associates.

Based in Melrose, Mass., Rudolph will cover all six New England states and is seeking available lines.


Rudolph built a reputation for integrity, dependability and excellent service through his work in senior level positions in both distribution and manufacturing.

Rick Rudolph Associates has the reputation of being THE Manufacturer's Representative Agency, representing the highest quality manufacturers, master distributors, and importers of the finest fasteners, hardware, tools, electronic components and related products and services to New



England's distributors.

As a leading provider of Manufacturer's Sales Representative services, Rick Rudolph Associates takes pride in offering personalized face-to-face representation, calling on quality fastener and industrial distributors in New England. Rudolph is dedicated to serving the needs of the customer each and every day.

With over 43 years of industrial sales experience in the New England territory, Rick Rudolph has been the President, Vice-President, Chairman and is the current Treasurer of the New England Fastener Distributor's Association (NEFDA) and Rick was one of the first inductees into the New England Fastener Distributor's Hall of Fame. 

DISTRIBUTOR NEWS

Beacon Fasteners and Components is pleased to announce that Kameron Dorsey has been promoted to the position of National Sales Manager.

Kameron joined Beacon in May of 1998 as an Inside Salesperson. He grew the position into a Key Account Sales Manager role during his 15 years with the company. Prior to joining Beacon, Kameron was employed for three years as an Account Representative with AFI Industries.

Kameron has been very active in the fastener industry. He is an active member of the Mid-West Fastener Association and served on its board of directors from 2002-2005. He is also a member of the National Fastener Distributors Association and is on their membership committee task force.

Kameron will be focusing his efforts on

coordinating both the internal customer service and external sales efforts for Beacon. He will also be researching additional products that complement our current offerings, building on the quality and value that you have come to expect from Beacon.

Founded in 1979 by Bob Wegner and Gary Pavlik, Beacon is a leading supplier of In-Stock Sems, Thread Forming Screws, Thread Cutting Screws, High-Low Self Tapping Screws, Sheet Metal Tapping Screw and Machine Screws, as well as Specialty Cold Headed Fasteners.

Beacon Fasteners is located at 198 West Carpenter Avenue in Wheeling, Illinois. To place an order or request

a quote, call Beacon's sales department at 1-800-669-2658 or 847-353-2000. You can email your order to customerservice@beaconfasteners.com or fax to 847-541-1789. You may view their entire catalog on-line at www.beaconfasteners.com.



SEARCH WASHERS

All fields are mandatory

Inside Dia: -
 Outside Dia: -
 Thickness: -

Categories

- > Buy Online Now
- > Belleville Washers
- > One And Three Wave Washers
- > Special Flat Washers
- > Odd Shaped Washers Shims
- > Military Washers
- > Standard Washers

ISO-9001:2008

All Products Meet ISO-9001:2008 Requirements.

With Over 100 high speed power presses, Superior now offers SPD, Superior Premium Delivery.

We now can produce those special washers with 5 to 7 days turnaround without affecting our normal scheduling.

Our in-plant machine shops will custom make a die to your specification if it's not in our inventory of thousands of dies.

[more](#)

STANDARD WASHERS



To source specify or request for quote..

[CLICK HERE](#)

ONE AND THREE WAVE WASHERS



To source specify or request for quote..

[CLICK HERE](#)

BELLEVILLE WASHERS



To source specify or request for quote..

[CLICK HERE](#)

SPECIAL FLAT WASHERS



To source specify or request for quote..

[CLICK HERE](#)

MILITARY WASHERS



To source specify or request for quote..

SELECT

ODD SHAPE WASHERS, SHIMS



To source specify or request for quote..

[CLICK HERE](#)

PURCHASE ONLINE WASHERS NOW

View Online Inventory

Only a partial of our extensive flat washer inventory is available for immediate purchase online. For all other washers please call or request a quote from our catalog online.



Have your order packaged in labeled unit polybags

Your order can be packaged in uniformed heat sealed polybags labeled to your specifications in quantities from 1 to 5,000. Ask for pricing at time of quotation.

New York Office

New York:
170 Adams Avenue
Hauppauge, NY 11788

Tel: (631) 273-8282
Fax: (631) 273-8088
Cage Code: 1L160



South Carolina Office

South Carolina:
662 Bryant Boulevard
Rock Hill, SC 29732

Tel: (803) 366-3250
Fax: (803) 366-3511
Cage Code: 4WUG7

ABBOTT

The ONLY Supplier You Need

HARD-TO-FIND LOCKNUTS

manufactured in our factory – deliveries starting in 4 weeks.

MANUFACTURED

in our factory or imported from our overseas partners; whatever works for you to get you the order, all with the same Abbott quality and service.

PRICING
to help
you get the
business &
achieve the
largest
gross
profit.



ENGINEERING
& design
assistance to
help you
make more
Locknut
Sales.

MATERIAL
products
produced in
all materials.

QUALITY
products
since
1948.

APPROVALS

QPL, MS-AN-NAS and QSLD/QSLM standards
and major corporate approvals.

Now
Manufacturing (USA)
Grade 5 & 8 to
MIL-DTL 45913

Call Distributor Sales TODAY!
847.777.3030



QUALITY & INTEGRITY

ABBOTT-INTERFAST CORP.

190 Abbott Drive Wheeling Illinois 60090 ■ Tel 847.459.6200
Fax 847.459.4076 ■ Website: www.abbott-interfast.com

DISTRIBUTOR NEWS

Atlantic Fasteners is pleased to announce the launch of its new online industrial supplies store, found at www.atlanticindustrialsupplies.com with a 44,200 item inventory.

Said President Tony Peterson: "The new website is easy to navigate, letting users search for most items by manufacturer part number. And they can set up shopping carts, wish lists, order pads, departments, and cost centers, while managers can establish spending and buying limits."

Product categories include, items such as abrasives, adhesives, chemicals, power and hand tools, safety and security equipment, electrical/lighting and much more. Shipping is also free on any Atlantic Industrial Supplies order.

Additionally, Peterson said that each month, starting May 1st, the site will feature 16 sale items on its homepage, which is also accessible through a link in the upper right-hand corner of their commercial website, www.atlanticfasteners.com.

"Of course, we're always here to accommodate customers who are more comfortable phoning in orders," says Peterson who adds that future plans call for adding Atlantic's commercial fastener inventory to the site."

For more information, contact Atlantic Fasteners at 49 Heywood Avenue, P.O. Box 1168, West Springfield, MA 01090. Tel: 1-800-800-BOLT (2658) or visit www.atlanticfasteners.com.

Your only
**FLANGE BOLT &
NUT COMPANY**

ASK FOR OUR LINE CARD:

NEW ITEMS

- STAINLESS STEEL FLANGE BOLTS IN METRIC and ½" DIAMETER

STANDARD IN STOCK ITEMS

- GRADE 5 AND 8.8 SERRATED HEX FLANGE BOLTS
- GRADE 8 AND 10.9 HEX FLANGE BOLTS
- STAINLESS STEEL 18.8 FLANGE BOLTS
- FLANGE NUTS – SERRATED, NYLON INSERT, STAINLESS STEEL, LARGE FLANGE, TOP LOCKED, AND UNLOCKED
- SPECIAL ORDER FLANGE BOLTS

We offer the largest selection, competitive pricing and on-time delivery backed by our extensive, diverse inventory with unmatched customer service!

Call or fax your order today:

ICS
FLANGE

PH: **800.231.0360**

FX: **800.586.2461**

10729 Wolf Drive, Huntley, IL 60142

www.INNOVATIVECOMPONENTSALES.com



INLAND TESTING EQUIPMENT

Inland Testing Equipment Inc.

770 Hawthorne Lane, West Chicago, Illinois 60185

Tel: 630.293.3800 Fax: 630.293.4916

Email: info@inlandtesting.com www.inlandtestingequipment.com

WHERE TESTING IS BEST...AT A COST THAT'S LESS

Inland Testing Equipment Inc. specializes in the distribution of various Salt Spray Testing Chambers at a cost that's less.


As a family who has been in the fastener industry for over 60 years, we have struggled to find the most qualified, efficient, effective, and economical testing solutions for our components.

Inland Testing Equipment Inc. was established and has since partnered with a highly reputable manufacturer specializing in sophisticated testing equipment with advanced testing solutions. All testing chambers are imported and currently being sold throughout Europe, South East Asia, South America, North America, and Australia. These units are currently being supplied to Tyco Electronic, Honeywell,



Schneider, BYD, Foxconn, Volex, ANTL and more.

All testing chambers are manufactured and designed to meet the requirements of relevant standards such as CNS3627, CNS3885, CNS4159, CNS7669, CNS8866, JIS D-201, JIS H-8502, JIS H-8610, JIS K-5400, JIS Z-2371, ISO3768, ISO3769, ISO3770, ASTM B-117, ASTM B-268, ASTM B-268, GB-T2423, GJB150, and are offered with prompt, efficient delivery and support.

Our intention is to provide our customers with sophisticated, technologically advanced testing solutions to determine how long their products will last. With the quality products offered by Inland Testing Equipment, our customers can save thousands of dollars and better reach their ultimate goal for quality products. 

ADDISON PACKAGING, INC.

Electronic Counting into Poly Bags, Cartons & Blister Boxes



Addison Packaging, Inc.

752 W Hawthorne Lane, West Chicago, IL 60185

Tel: 630-293-4600 Fax: 630-293-4916

www.addisonpackaging.com


'THE LEADER IN THE PACKAGING INDUSTRY'

Addison Packaging Inc. is known as "The Leader in the Packaging Industry," specializing in packaging of hardware into poly bags, cartons, and blister boxes. Addison Packaging currently packages over 30 million bags per year and continues to hold the reputation as the industry leader by offering their customers exceptional quality, delivery, and top notch customer service. As a family owned and operated company for over 20 years, Addison Packaging offers decades of experience, knowledge, and commitment to each customer which distinguishes them from the rest.

Addison Packaging is proud to announce the new additions added to their packaging machinery and printing technology. The company has expanded to 7 high speed, state of the art packaging lines with 10+ electronic counters per line providing the ability to



package multiple components with various counts per poly bag. New printers have also been added to each line providing the capability to print logos, artwork and barcodes directly on each bag. The most exciting announcement from Addison Packaging is the ability to offer link style poly kits. Several bags (links) can be sealed together to create one kit however each bag (link) is sealed and can contain different components and various counts per bag (link).

Addison Packaging also offers services such as a boxing line, hand counting, assembly line, instruction sheets, custom labels, custom cartons, weigh scaling and warehousing. Accuracy at Addison Packaging is top priority and is accomplished by having an experienced, seasoned staff, state of the art machinery and high quality materials. 

SALT SPRAY CHAMBERS



TESTING IS BEST AT A **COST THAT'S LESS**



MODELS STARTING AT \$ 5,895.00

MEETS STANDARDS: GB/T242317, JIS Z 2371, ASTM B-117, AND MORE

INLAND TESTING EQUIPMENT INC.

WEST CHICAGO, ILLINOIS ♦ CAPE CORAL, FLORIDA

630-293-3800 ♦ 630-293-4916 FAX

WWW.INLANDTESTINGEQUIPMENT.COM

ADDISON PACKAGING, INC.

Electronic Counting into Poly Bags, Cartons & Blister Boxes



Let Us Package Your Hardware

- NEW poly linked bags
- 7 high speed lines
- 40+ electronic counters
- Weigh scaling
- Packaging of metal & plastic parts
- Boxing line
- Thermal transfer printing
- Hand counting
- Instruction sheet inserting
- Custom labels/barcodes

752 WEST HAWTHORNE LANE • WEST CHICAGO, IL 60185 • www.addisonpackaging.com
630-293-4600 • 1-800-POLYPAK • FAX: 630-293-4916

Use One Cabinet in Place of Two & Save Up To 16%



Distributor's are telling us we should have done this years ago. It just makes sense. With Craftline's new eight drawer ball bearing slide service tray rack cabinet you no longer have to purchase, ship and stack two four drawer cabinets. Now you can use one cabinet and save up to 16%. Each heavy duty ball bearing slide drawer will support 100 lbs.



Proudly Made in the U.S.A. Since 1945

CRAFTLINE™
STORAGE SYSTEMS

www.ccraftline.us 800-505-9099 www.plattlabonia.com

LET OUR
PRODUCTS
GO TO WORK
FOR YOURS

DISTRIBUTOR NEWS

Birmingham Fastener is pleased to announce the promotion of Brad Tinney to President of Birmingham Fastener and its family of companies. Brad brings to the position a strong background for the role having spent his entire life in the fastener business. His previous position was Vice-President - Manufacturing Operations.

The Birmingham Fastener Group is a manufacturer and distributor of T-head bolts, anchor bolts, cross brace rods and structural and non-structural components for the metal building, construction, utilities, aerospace, OEM and industrial markets. With 9 regional operations located throughout the country, Birmingham Fastener and its subsidiaries; the Hanceville



Distribution Center, Alabama Aerospace, Huntsville Fastener, B-Fast Mobile, ProSouth Jacksonville, Dallas Fastener, Omaha Fastener, and A-A Bridgeport offer strategically located service centers that provide sales, VMI managed inventory programs, and technical support.

For further information call 1-800-695-3511 or visit their website at www.bhamfast.com.

DISTRIBUTOR NEWS

Cardinal Fastener a Cleveland based manufacturer of competitively priced hot formed large diameter quality fasteners, is pleased to announce that Bill Boak has been named to serve as the company's new president.

Marc Strandquist, Cardinal Fastener's Managing Director said that "Bill came to our attention because of his strong execution skills, his proven ability to lead top performing teams and his track record in contributing to the bottom line. He has demonstrated these skills by innovating new processes and products, turning around complex organizations with multiple business segments. We are very pleased and excited that Bill has joined our organization."

Mr. Boak began his duties at Cardinal Fastener on March 18, 2013.

Cardinal Fastener is a manufacturer of competitively priced hot formed, short lead time, large diameter quality fasteners to industry standards and customer blueprints.

Their ISO 9001:2008 certification and in-house A2LA accredited lab insure that their parts always meet customer procurement standards.

For more information on Cardinal Fastener visit www.cardinalfastener.com. Mr. Boak may be reached at 216-831-3800, or email him at billb@cardinalfastener.com.

ZONBIX Enterprise Co., Ltd.
DBEST International Co., Ltd.
 No.66, Lane 18, Jong-Hwua St., Hu-Nei, Kaohsiung 82943, Taiwan
 Tel: +886-7-6994364 Fax: +886-7-6994318 znb@zonbix.com.tw

since 1988
www.zonbix.com.tw




WIFI - Pam Berry • Tel: 617-962-3355 • Email: pberry@advancecomponents.com • Web: www.fastenerwomen.com

WOMEN IN THE FASTENER INDUSTRY

WIFI HONORS, SCHOLARSHIPS & EVENTS

Women in the Fastener Industry (WIFI) has had a busy summer with events and honors all around.

WIFI is proud to have one of our members, Susan Davis of Southwest Distributor Sales, receive the coveted Mickey McClure Award from the Southwestern Fastener Association. The merit-based award is only given to SFA members who personify excellence and stellar achievement in the industry. Susan has been president of SFA twice and currently is the chairwoman of the organization. Congrats to Susan!


WIFI awarded the Ann Bisgyer-Wolz Scholarship to Sirena Trevino of Timberline Fasteners. Sirena attended classes at the Fastener Training Institute, which works in conjunction with WIFI to educate recipients of the scholarship award.

Fastener Tech '13 was a great event with the WIFI Connect Speaker Series featuring Linda McCabe of

Optimal Level. WIFI members and guests were motivated and inspired by Linda's presentation, "Seven Things You Need to Succeed Right Now."

WIFI is now gearing up for its 4th Annual WIFI Event at the National Industrial Fastener & Mill Supply Expo in Las Vegas from 2-4 p.m. on Oct. 24. The event will feature a dynamite panel and networking event. WIFI will also be hosting booth 1504 at the Expo.

August 1st is the application deadline for WIFI's Edith Cameron Scholarship. The \$1,500 scholarship award will cover travel expenses to bring a WIFI member to the NIFMS Expo.

WIFI is now accepting corporate sponsorships for scholarships and events. For more information visit our website at fastenerwomen.com, follow us on Twitter @fastenerwomen, join WIFI on LinkedIn or friend us on Facebook. 



NATIONAL INDUSTRIAL FASTENER & MILL SUPPLY EXPO

EXCITEMENT BUILDING FOR LAS VEGAS FASTENER EXPO: EXHIBIT SPACE NUMBERS UP

34 North High Street • New Albany, OH 43054 • Phone 614-895-1279 • Fax 614-895-3466 • www.fastenershow.com

Excitement is building for the National Industrial Fastener & Mill Supply Expo set for October 23-25, 2013 at the Sands Expo & Convention Center, Las Vegas, Nevada USA; it was reported today by Expo Management.

"We have already sold 689 booths to 520 companies and continue to receive new contracts and inquiries daily. Exhibit space sales are running well ahead of the same period last year and we expect the Expo to be close to 80,000 net sq. ft.", says Susan A. Hurley, CEM, General Manager. "We are excited that 48 of these companies are either new to the Expo or returning after an absence of at least three years.

The Expo will continue to have a major domestic and international presence with exhibiting companies from throughout the U.S. and 14 other countries around the world including Brazil, Canada, China, Germany, Hong Kong, India, Italy, Japan, Mexico, Spain, Taiwan, Turkey, United Kingdom and Vietnam", adds Ms. Hurley.

In addition to the broad array of industrial fasteners, fastener production machinery and tooling, inspection, testing and packaging machinery, hand and power tools, plant & safety supplies, wire, software systems and other industry products and services on display at "North America's Largest Fastener Expo", the 3-day event also features an entertaining and informative line-up of educational meetings, programs, training and social events.

Wednesday, October 23 - Education, Training, Meetings – Expo NOT Open

7:30 AM – 4:30 PM – Registration Open in Hall A Foyer at Sands Expo & Convention Center

8:30 AM – 4:30 PM – Fastening Technology Workshop

presented by the Fastener Training Institute. Instructor: Bengt Blendulf, President and Principal Lecturer, EduPro US, Inc. Invest in your professional development, Using Bengt Blendulf's fastening technology manual (included with registration), this seminar will be a fact and fun-filled day with one of the most experienced and dynamic fastener instructors in the U.S. and Europe.

Registration Fee:

Fastener Association Members
\$299 before September 1st/\$399 after September 1st.

Non-members \$399 before September 1st/\$499 after September 1st.

9:00 AM – 3:00 PM – Industrial Fastener & Mill Supply Industry CFO, Controllers, Credit & Accounting Managers Meeting. Presented by the National Fastener Industry Financial Manager Network together with the Business Credit Management Association. Financial managers and staff are encouraged to attend this free meeting. Managing and maximizing cash flow, financial implications of sales agreements,

customer contracts and assessing sales risk while extending open account credit to customers, has become very challenging. To register and/or for more information contact Darryl Rowinski, President of BCMA at (262) 827-2880 or email darrylr@wcacreditorg.

FREE to all 2013 Expo registrants wearing their badge.

Continued on page 174



Exhibitors at the 2012 NIFMSE
AMPG [top], Greenslade & Company [middle]
and Brikksen [bottom]

REMFORM® Screws.

Designed for Plastic Applications.



Now Specified
in Ford
Worldwide
Fastener
Standards!

The REMFORM® Screw is a thread rolling fastener with a unique thread form to provide superior performance in today's wide range of plastics. The asymmetrical thread minimizes radial hoop stress to reduce boss bursting. The narrow tip angle also reduces stress in the plastic nut member.

Email us now for a *FREE* engineering guide at: sales@holbrookinc.com.

HOLBROOK MFG., INC.

288 Holbrook Drive • Wheeling, IL 60090 • Phone (847) 229-1999 • Fax (847) 229-0996
Email: sales@holbrookinc.com • Internet www.holbrookinc.com

ISO 9001:2008

REMFORM® is a registered trademark licensed by Research Engineering & Manufacturing, Inc.

TRINITY
HARDWARE HEADQUARTERS®
PARTS DONE RIGHT.

Acme Nuts

ACME Heavy Hex Nuts
SAE J995 Grade 2 Plain Finish

Size	Part Number	Lbs. Per 100 Pcs.	Package Quantity
1/2 - 10	2022925	13.13	100
5/8 - 8	2022926	14.96	50
3/4 - 6	2022927	19.89	25
7/8 - 6	2022928	30.51	10
1 - 5	2022929	43.62	10
1 1/4 - 5	2022930	80.68	10
1 1/2 - 4	2022931	134.24	5

Acme thread per ANSI B1.5-1988;
general purpose. All dimensions
for heavy hex nuts per ASME B18.2.2.



Call Today!

Toll free:

888.232.1010

Email:

Sales@

TrinityHardwareHQ.com

Fax: 563.441.6760

Web:

TrinityHardwareHQ.com



DISTRIBUTOR NEWS

Frank Peszka of Erdenheim, PA has been promoted to the newly created position of Director of Quality at **Laboratory Testing Inc. (LTI)**.

He most recently held the position of Quality Assurance Manager for the past six years. During this time LTI has expanded its scope of testing and calibration accreditations with A2LA and PRI/Nadcap and company approvals to comply with the rigorous requirements of its customers in the aerospace, nuclear, medical and automotive industries.



Director of Quality is a new position at Laboratory Testing Inc., created to oversee the expanding operations of the Quality Assurance and Certification Department due to continued growth in sales, services and number of employees. In his new position, Peszka will continue to implement and maintain the Quality Management System, oversee the preparation of Certified Test Reports and Certificates of Calibration, and administer LTI's new program designed to manage industry specifications for testing and calibration. Emphasis will be placed on continuing improvement projects and employee training to achieve LTI's goal of Error Free Results On Time.

Peszka joined Laboratory Testing Inc. in October 2004 as Quality Assurance Specialist with over 30 years of experience as a quality assurance professional. He was promoted to LTI's Quality Assurance Manager in February 2006.

For more information visit Laboratory Testing at www.labtesting.com or contact them at sales@labtesting.com or call 1-800-219-9095.

DISTRIBUTOR NEWS

Drillco Cutting Tools Inc., of Baton Rouge, LA, is excited to announce the appointment of Mr. Scott Wilson as Vice President of Sales, Canada.

Scott brings with him several decades of experience in the cutting tool industry in various roles, most recently as the National Sales Manager (Canada) for Precision Dormer. In close collaboration with our distributor partners, Scott will be tasked with the responsibility of increasing Drillco's sales and market share in Canada.

Mark Wilcox, President of Drillco Cutting Tools, Inc. comments, "Given his proven track record of implementation and execution, we are confident that Scott will accomplish his and the company's goals for the future."

For further information about Drillco's product line, contact them at 13011 S. Choctaw Drive, Baton Rouge, LA 70815. Toll-Free: 1-800-851-3821, Tel: 225-272-8251, Fax: 225-273-9201, email: sales@drillco-inc.com or visit their website at www.drillco-inc.com.

LOCKNUTS



By
Lok-Mor[®]
 American Made Quality

STANDARDS & SPECIALS • SPECIAL LIGHT OR HEAVY TORQUES

American, Standard and Metric • Plain, Zinc, Cadmium, & Other Platings
 Steel Grades 2, 5 & 8, Stainless Steel, Monel, Brass, Bronze,
 Aluminum Alloys & Other Materials

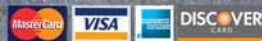
- Anco[®]
- Dura Flex[®] Lock
- Dome Flex[™] Lock
- Nylon Insert
- 360[®] Dome Lock
- Dome Top Lock
- Top Lock
- Hex-Loc[®] Reversible
- Collar Lock
- Key-Loc[™]
- Oval Lock
- 360[®] Reversible Top Lock
- Twin Spin Serrated
- Free Spinning Seal Lock
- Drake[™] Lock
- Marsden Type Lock
- Columbian
- Nylon Pellet

Lok-Mor, Inc.

Servicing the U.S.,
 Canada, Mexico &
 Overseas Markets

1-800-843-7230

www.lok-mor.com



661 Airport Drive • Mansfield, Texas • 817-477-0232 • Fax 817-453-2923



Anco[®]



Dome Flex[™]

New



360[®] Dome

New



Tri-Loc[®]



Collar Lock



Oval Lock



Twin Spin
Serrated



Drake[™]



Columbian



Dura-Flex[®]



Nylon Insert



Dome
Top Lock

New



Key-Loc[™]



Hex-Loc[®]
Reversible



360[®]
Reversible
top lock



Free Spinning
Seal Lock



Marsden
Type



Nylon Pellet



Cardinal Fastener Inc.

5185 Richmond Road, Cleveland, OH 44146
 Tel: 1-800-237-3477 Fax: 216-831-3651
 Email: sales@cardinalfastener.com
 www.cardinalfastener.com

A LEADING MANUFACTURER OF LARGE DIAMETER HOT FORGED FASTENERS

When leading fastener distributors look for fast turnaround on large diameter hot forged fasteners, they look to Cardinal Fastener.

Founded in 1983, Cardinal Fastener is a leading U.S. manufacturer of hex bolts, heavy hex structural bolts, socket head capscrews, square head and 12 pt fasteners, hex flange, shoulder screws, studs, and specialty parts ranging from 1/2" to 3" dia. (M16 to M72 metric).

"When It's Critical... It's Cardinal"

Cardinal's business centers on speed and flexibility, as leading fastener distributors have come to rely on Cardinal Fastener for incredibly short lead times on high strength, hot forged fasteners, often requesting same-day or next day delivery. To address these needs, Cardinal stocks the fastener industry's largest inventory of forged blanks, which includes a new metric stocking program (8.8, 10.9 and 12.9). Their fasteners are available in a variety of materials and grades to meet SAE, ASTM and ISO standards, including all grades of steel, high temperature alloys such as B16 and A286, 300 and 400 Series stainless, and exotic alloys such as Monel, Inconel, and Hastelloy®, which are available upon request.

In addition to quick-ship programs, Cardinal also manufactures 'forged-to-order' fasteners in 3 to 5 business days utilizing its in house tooling department equipped with hundreds of stock dies. The tooling department can also create custom dies in a fraction of the time and expense of

an equivalent cold forming die, making Cardinal's hot forging technology ideal for large runs as well as for small-run MRO requirements. Cardinal's CNC capabilities allow for a wide range of custom machining to be performed to meet non-traditional fastener design specifications. Cardinal also offers cut threading on-demand, enabling the company to achieve a remarkable 97% on-time performance rate for same-day or next-day shipments.

ISO 9001:2008 Manufacturing

In 2010, Cardinal became the first U.S. fastener manufacturer to attain ISO 9001:2008 certification, providing prestigious third party validation of the continual enhancements that have been made to Cardinal's manufacturing and quality systems.

Highly skilled and experienced operators manage the entire manufacturing process, taking full ownership of the process as they manufacture parts to extremely close tolerances. The manufacturing technologies employed include single blow open die and two-strike closed die bolt hot forging presses, induction units with optical pyrometers, CNC turning centers, cut-threading and roll-threading (before or after heat treating), as well as coating and plating to customer specifications.

Cardinal also operates an on-site A2LA accredited mechanical test lab to ensure that all products meet and exceed ASTM, SAE and ISO standards. In house capabilities include full size tensile strength tests, as well as for hardness, carburization, de-carburization, and magnetic particle testing. Third-party Charpy testing is also routinely performed.

please turn to page 184



INxSQL[®]

Software designed specifically for Fastener Distributors...



"Purchasing INxSQL was the best decision our company could have made in an economic time when every dollar counts. After being disappointed and swimming in unresolved issues from other software solutions, we had our data converted, our staff trained, and our system operational in just a few months. We have been greeted with quick, friendly resolution from INxSQL staff with every issue we have encountered. I would certainly recommend INxSQL for businesses who want to continue to grow, with total confidence in their software provider."

- Deb Lack
Associated Fasteners, Inc

Our functionality is designed by Fastener Distributors, for Fastener Distributors...

- Rework, Kitting and Manufacturing
- Lot Tracking (on an item-by-item basis)
- Attach scanned "Certs" and HazMat docs for easy reprint
- RoHS and DFARS tracking by item lot
- Bar Code capability "built-in"
- Forms Generator and Report Writer (all forms and reports are user-definable)
- Microsoft[®] Office integration for reminders and e-mails
- Integrated fax capability
- Easily import price updates
- Attach specifications and other important documents
- Purchase Order Worksheet allows you to create RFQ's and PO's accurately and quickly
- UPS[®] and FedEx[®] shipping interfaces included
- INxSQL Direct Connect allowing instant price and stock checks, as well as ordering
- Accounting and Bank Reconciliation included
- VMI "Vendor Managed" Inventory via handheld device
- Signature capture on delivery via handheld device
- eCommerce fully integrated into Orders and Inventory

ISOOrderDetail - 4.1202.23.1 - [Sample Company] - Dialog

General

Sales Order Detail

Item # PFC3004C2 Item Notes

Description 5/8-11 X 3 HEX BOLT FL

Description 2

Cust Item # BFC DC

Quantity UM EA Price UM C Show Prices

Price Level 0

Location FL Bag Qty 0

Order Qty 30 BO Qty 0 GP % 100.00%

Unit Price 0.03500 Ext Price \$20.13 GP \$ \$9.20

Req Ship Date 6/18/2003 U Coat 0.00000 Prod Line

Reminder ? Reminder Date 6/18/2003 9:56 PM User Line # 57 Revision

Taxable ? Cust Ref Instructions Condition

Comments

Pick Ack Pack Inv

PO # 00050204 ORDER Inquire

Vendor PFC PORTEOUS FASTENER COMPANY

Locn	On Hand	On Order	Allocated	Available	Locn	Lot #	Quantity	RoHS	DFARS
FL	0	525	2,000	-2,000					

Line	Item #	Item Description	Locn	Order Qty	B/O Qty	Unit Price	Order Price	Req Date
56	PTASSCHB1	8 X 1 PH TRUSS 'A'	FL	1,200	0	0.02400	\$28.80	6/18/2003
57	PTASSCHB1.25	8 X 1 1/4 PH TRUS...	FL	575	0	0.03500	\$20.13	6/18/2003
58	PTASSSCH1/4	1/4-20 X 2 1/2 PH T...	FL	550	0	0.19000	\$104.50	6/18/2003
59	SFTSSCH3/8C6	3/8-16 X 6 F/T STU...	FL	50	50	13.94000	\$697.00	6/18/2003
60	PFC-00022-2416	1/4-20 X 1 TAP BOL	FL	500	500	0.00000	\$0.00	6/18/2003

We are the experts in Fastener Distribution Software. Contact us for your free consultation and demonstration!

INxSQL[®] DIRECT CONNECT



(877) 4-INXSQL
(877) 446-9775
www.inxsql.com



UMETA

OF AMERICA INC.

The complete lubrication equipment,
fittings & accessories line.



Umeta is your source for over 1,500 grease fittings in standard or non-standard sizes, as well as custom-designed fittings according to your specifications. Fittings available in zinc plated industry grade steel, stainless steel, and brass.

Made in Germany for over 80 years. OEM quality and ISO 9001 certified.

Toll Free: 800-595-5747

147 Bluewing Lane • Mooresville, NC 28117
Phone: 704-799-1840 • Fax: 704-799-1923
e-mail: umetausa@aol.com • web: www.umetausa.com

We make it move.

QUALITY MADE IN GERMANY

shear-Loc® THE ORIGINAL INSTANT THUMBSCREW

WWW.SHEAR-LOC.COM



FREE SAMPLES

4 STYLES
INCH

CALL OVER
3000
COMBINATIONS

800-775-5668 FAX 949-768-8705

METRIC

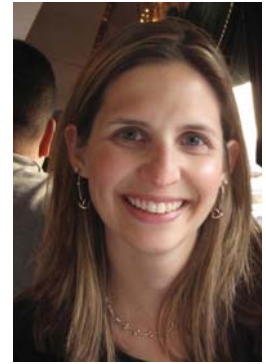
AVAILABLE: IN COLORS, KITS AND A
MULTITUDE OF THREAD OPTIONS

23191 PERALTA DR., LAGUNA HILLS, CA. 92653

DISTRIBUTOR NEWS

North East Fasteners Corporation (NEF),

is very pleased to announce that Erin Dumonski has joined NEF and has taken the position of Director of Quality. Erin will be heading NEF's Quality Department along with Quality Manager Joseph Longo, where she



will assist the company in enhancing their military and aerospace quality capabilities. NEF is currently a leading supplier of commercial and military fasteners and is steadily moving into the aerospace arena. NEF is an AS9100C certified manufacturer.

Erin was recently the quality assurance manager at B/E Aerospace Consumables, managing a quality department of twenty three employees and was also responsible for maintaining the facilities ISO 9001/AS9102 certification.

Prior to B/E Aerospace she was employed at Pratt and Whitney, Middletown CT. She began there in the Manufacturing Engineering Development Program which consisted of both quality and manufacturing engineering rotations. As quality engineer she was responsible for the commercial production line aiding in assembly quality issues, Materials Corrective Action review Board, non-destructive testing, quality requirements for engineering, supplier quality, supplier metallurgical control lab, customer support, product recall, and metallurgical/mechanical testing. She was responsible for identifying cost reduction opportunities for military engine assembly and testing using lean and Six-Sigma tools as well as process improvements and production flow.

Some of her certificates and awards include; Lean Manufacturing Certificate University of Michigan; Supplier Quality Assurance Certification (Pratt and Whitney); Laboratory Control At Source Certification (Pratt and Whitney); Engineer in Training Certificate; Phalanx Honorary Society – Commendable Leadership Award.

For more information contact North East Fasteners at P.O. Box 322, 8 Tremco Drive, Terryville, CT 06786-0322. Tel: 860-589-3242, Fax: 860-589-6969, email: nef@nef1.com or online at www.nef1.com.

your one-stop shop
for industrial
fasteners

SOLUTION INDUSTRIES

ZINC PLATED SOCKET PRODUCTS

- SOCKET CAP
- BUTTON
- FLAT
- SQUARE SET
- SOCKET SET
- STRIPPER

RoHS COMPLIANT

ZINC CLEAR | YELLOW | BLACK
INCH & METRIC

COLD HEADING EXPERTISE

- #00 - 5/8" DIAMETER
- UP TO 12" LONG
- M1.6 - M16 DIAMETER
- UP TO 300mm LONG

SECONDARY PROCESSES

- PATCH
- PELLET
- THREADING
- EXOTIC PLATING
- SPECIAL PACKAGING

SEMI STANDARDS

- HEX
- SOCKET

DRILLING DIVISION

- AUTOMATED MACHINES
 - DRILLED LOCK WIRE HOLES
- 1, 2 or 3 HOLES DRILLED THRU HEAD OR SHANK



one call...one price...one shipment...one invoice...
ONE SOLUTION!

17830 Englewood Dr, Unit 7-11, Middleburg Hts, OH 44130
Tel: 866-297-8656 Fax: 440-816-9501
Email: sales@solutionind.com

www.solutionind.com


Industrial Fasteners Institute

636 Oak Tree Blvd. • Independence Ohio 44131
 Phone: 216.241.1482 • Fax: 216.241.5901
www.indfast.org



IFI RELEASES TWO NEW PUBLICATIONS FOR THE FASTENER INDUSTRY

by Joe Greenslade *Director of Engineering Technology, IFI*

Industrial Fasteners Institute released two new critical handbooks, one authored and compiled by Bengt Blendulf on mechanical fastening and joining, and the other by Joe Greenslade on how to correctly tighten fasteners. Every engineer and all assembly installation people will want to know the information contained in these publications.

Because of the immediate value of this information to everyone involved in fastener & bolted joint design and fastener & joint assembly, these books have been priced very low to promote their acquisition and use in the field and in plants everywhere



Mechanical Fastening and Joining

by Bengt Blendulf

US & Canada

\$100/copy + 10% S&H

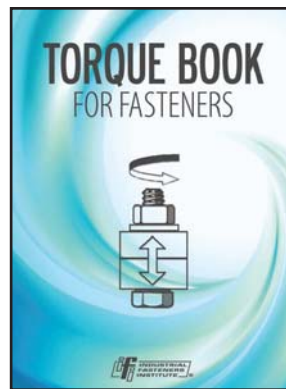
Rest of World

\$150/copy + 25% S&H

Key Features

- Fastener Design: selecting the best fastener for the joint and application; selecting the correct screw thread; determining fastener strength; determining washer and nut selection, lubrication, corrosion, and quality control

- joint design
- tightening and assembly integrity
- conversion to ISO metric product standards



Torque Book for Fasteners

by Joe Greenslade

US & Canada


\$50/copy + 10% S&H

Rest of World

\$75/copy + 25% S&H

Key Features

- all the engineering data in one place to calculate the correct tightening torque for all types of inch and metric fasteners
- a guide for tightening stainless product without galling; values for tightening tapping screws; and a complete explanation on how to perform tests on completed assemblies to determine torque

For more information or to place your order, visit the IFI website at www.indfast.org. 



DELTA SEC^{NDARY}

DRILLING • THREADING • CUTTING

*Offering Fastener Distributors over
35 years of fastener related
machining experience...*

- **Quality Machine Shop
Serving Fastener
Distributors**
- **Small or Large
Quantities**
- **Hard to Find Items**
- **Special Prototypes**
- **CUT OFF & CHAMFER**
- **CUT THREADING**
- **CROSS DRILLING**
- **DRILLING & TAPPING**
- **TURNING**
- **MILLING**
- **SLOTING**
- **GROOVING**

DELTA SECONDARY, INC.
1000 Industrial Drive
Bensenville, Illinois 60106
Tel: 630.766.1180 Fax: 630.766.1285

EMAIL: DELTA911@MSN.COM

NCFA - 7737 Ellington Place • Mentor, Ohio 44060 • Phone 440-975-9503 • Fax 440-350-1676 • web: www.ncfaonline.com

NORTH COAST FASTENER ASSOCIATION

NORTH COAST NEWS! *by Marty Nolan, NCFA President*

NCFA Hosts Ohio Oil & Gas Energy Education Program *by Marty Nolan, NCFA President*

On Thursday, February 28th, the North Coast Fastener Association (NCFA) hosted Rhonda Reda from the Ohio Oil & Gas Energy Education Program (OOGEEP). The meeting took place at J. Bella Restaurant in Strongsville, Ohio and was attended by many NCFA Members and guests.



Rhonda has been in the energy industry for over 25 years and offered a unique perspective on the growing Oil and Gas industry that has brought thousands of jobs to Ohio and the surrounding states.



She discussed topics such as Hydraulic Fracturing, new the drilling techniques, the various natural gas sources (Marcellus and Utica Shale) and the vast potential surrounding this growing industry. She also offered her perspective on all of the other sources of energy being harnessed throughout our nation including coal, wind and solar. Rhonda was very knowledgeable, she was a straight shooter and she was a terrific guest

for an industry related group like the NCFA.

The NCFA continually strives to bring its members a variety of networking and informative events, such as the OOGEEP Dinner Meeting.



NCFA, MWFA and NFDA join together for Nucor Tour

On Thursday, April 25, the North Coast Fastener Association (NCFA) along with the Midwest Fastener Association (MWFA) and the National Fasteners Distributor Associations (NFDA) conducted a tour of the Nucor manufacturing facility in St. Joe, Indiana. Over 75 people attended the Nucor tour. After the tour, a dinner meeting was held at The Auburn Cord Duesenberg Automobile Museum in Auburn, Indiana, where attendees were free to roam the museum and then join industry peers for dinner right at the museum.

This is the first time the three associations partnered to hold a joint meeting and the attendance was terrific and the networking even better. Guests from California, Texas, Ohio and Illinois all converged on St. Joe, Indiana to make this joint meeting a resounding success. Much thanks to Bob Fawcett of Nucor for coordinating the tour and to Nucor for opening up their doors for us.

Upcoming NCFA Events:

June 21st Night at the Races

September 12th Screw Open Golf Outing

October 3rd Ohio Nut & Bolt Tour

December 5th Holiday Bash/Elections 

see photos on page 141

THE PIASTA **MULTI-METAL** *SELF-DRILLING SCREW*

SUPERIOR CORROSION PROTECTION AND MAXIMUM DRILLING CAPACITY

THE BENEFITS OF STAINLESS 18-8 MULTI-METAL SELF-DRILLING SCREWS:

Maximum Drilling Capacity:

Drills through aluminum and steel up to 1/2" thick.

Maximum Corrosion Protection:

Resists weatherization, chemical and atmospheric corrosion.

Eliminates Unsightly Rust:

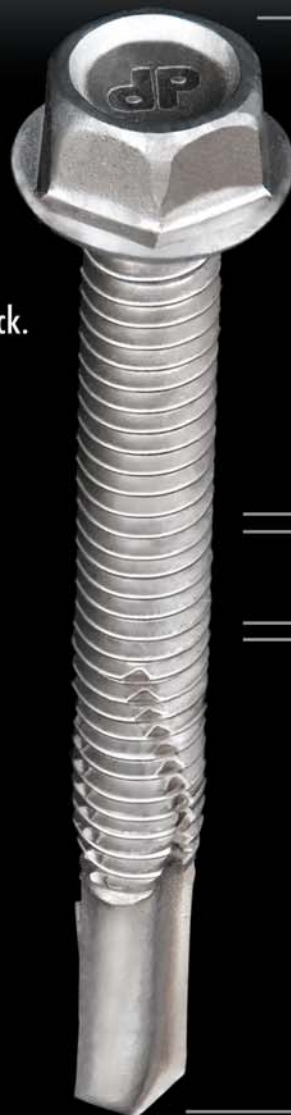
Protects against corrosive gasses and environmental stresses by coating the entire fastener with Ruspert 3®.

Resists Galvanic Corrosion:

Less contact corrosion to other metals.

Wide Selection:

Available in a broad assortment of sizes, head styles and washer assemblies.



STAINLESS 18-8
HEAD & BODY

ATTACHMENT AREA

HARDENED STEEL
SELF-DRILLING
POINT

HI-TECH FASTENER CORP.

800 858-7341

718 392-5786

Fax 718 392-4337

Fasteners3@gmail.com

www.hi-techfasteners.com



Barnaby Myhrum

Barnaby Myhrum is an Applications Engineer at Applied Bolting Technology in Bellows Falls, VT. He has over 25 years of experience in engineering and manufacturing companies in roles as an engineer, manager, executive and consultant. He earned a Bachelor of Science in Mechanical Engineering from the University of Vermont, and a Masters of Business Administration from Carnegie Mellon University. He can be reached by email at barnabym@appliedbolting.com.

LESSONS FROM THE FIELD: TRUST BUT VERIFY!

In large structural steel projects, high-strength bolting can consume up to 35% of the field construction hours. Problems of any kind can cause schedule delays and have a major impact on labor costs. Therefore it is critical to verify the quality of your fastener assemblies and to make sure the ironworkers are well acquainted with the pretensioning method being used. That's why experienced bolting crews rely upon the Pre-Installation Verification as stipulated by the Research Council on Structural Connections (RCSC) Specification for Structural Joints Using High-Strength Bolts. Copies are available for free at www.boltcouncil.org.

The Pre-Installation Verification Explained

It's actually very straight forward. Paraphrasing the spec:

Using a tension calibrator where the bolts are to be installed in pretensioned and slip-critical joints, the fastener assemblies shall be tested to:

- 1) Confirm the suitability of the complete fastener assembly, including lubrication, for pretensioned installation; and,*
- 2) Confirm the procedure and proper use by the bolting crew of the pretensioning method to be used.*

A representative sample of each combination of diameter, length, grade and lot to be used in the work shall be tested to verify that the pretensioning method develops a pretension equal to or greater than a tabulated value. If they don't, the cause shall be determined and resolved before the fastener assemblies are used in the work.

The actual wording in the spec is lengthier (four pages) and includes valuable commentary. But that's the gist of it: test the stuff beforehand, and if it doesn't work, figure out why not.

So... Why Didn't You Do The Pre-Installation Verification?

While performing the Pre-Installation Verification seems like a no-brainer, occasionally we get calls from bolt-up crews that clearly haven't done it. They're breaking bolts in the steel or they can't squash the bumps on the DTI, the boss is mad, and they're looking for answers. Fortunately, we are pretty good at troubleshooting and we get them up and running. But this is the point: 90% of the time, the problems causing the delays could have been detected and addressed during the Pre-Installation Verification. Typical examples include insufficient lubrication, inadequate wrench capacity, and discrepant hardware.

Now More Than Ever...

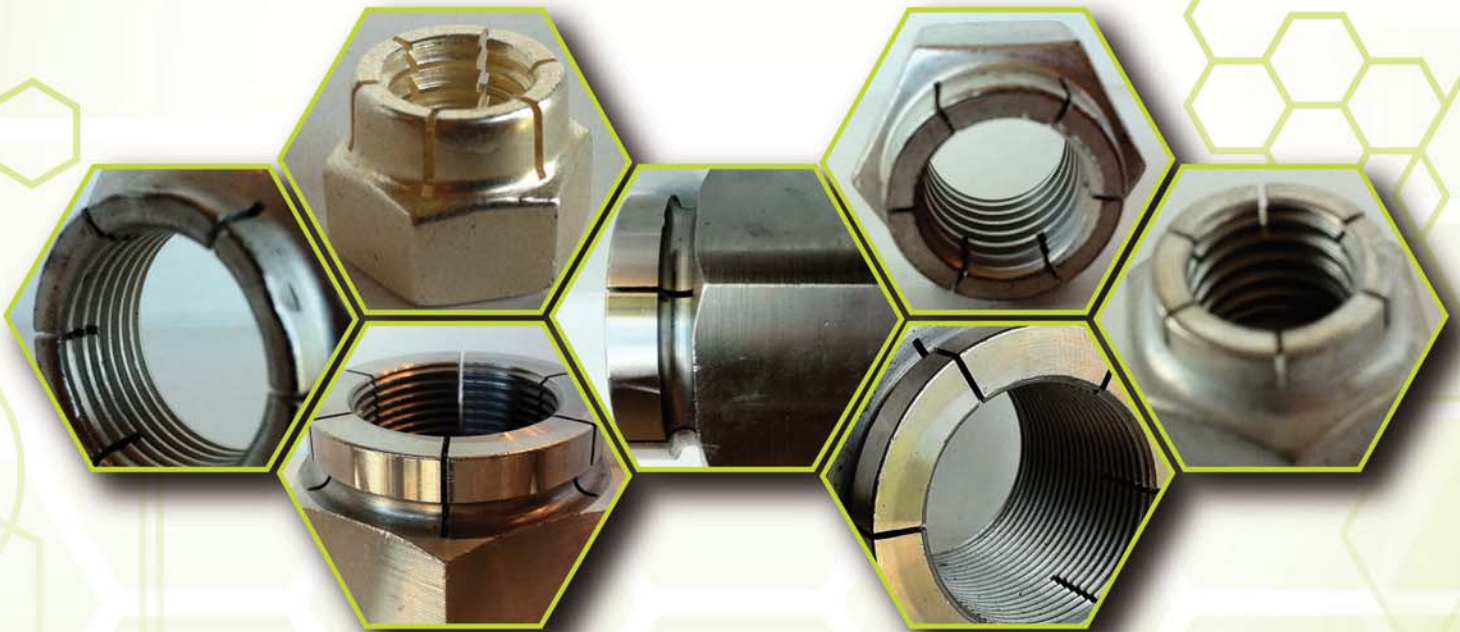
We sell our DTIs and Squirter™ DTIs all over the world. I don't think anyone will find the following statement controversial: There is an awful lot of poor quality hardware out there. In 2011, ENR magazine reported that fasteners were the second-most counterfeited construction material. This makes it even more critical to verify the quality of high-strength fasteners using the Pre-Installation Verification, particularly when using material sourced from overseas.

Next are a couple of eye-opening examples of sub-standard fastener assemblies we have found.

FORMS THAT PERFORM

THE ONE AND ONLY FLEXTOP® LOCKNUT

Our **FLEXTOP® LOCKNUT** is the classic self-locking design. The one-piece slotted construction stands up to severe vibration, temperature and shock. Due to its all-metal construction, it provides significantly higher tensile strength over nylon insert locknuts.



The proven **FLEXTOP® LOCKNUT** design has been engineered to produce the ultimate all-metal prevailing torque locknut with the highest resistance to loosening of any reusable, one piece nut.



WHEN YOUR APPLICATION DEMANDS THE BEST SOLUTION, INSIST ON GENUINE **FLEXTOP® LOCKNUTS**

- SIZES #5 TO 1.5"
- LIGHT HEX/HEAVY HEX
- FULL HEIGHT/THIN HEIGHT
- AVAILABLE FROM STOCK
- STEEL OR STAINLESS STEEL
- REUSABILITY PER MIL-N-25027

LOCKNUT
TECHNOLOGY INC.

OUR NAME SAYS IT ALL

NEFDA - 30 Hedgerow, Wethersfield, CT 06107 • Tel: 860.529.4539 • Email: jfs3@cox.net • www.nefda.com

NEW ENGLAND FASTENER DISTRIBUTORS ASSOCIATION

NEW ENGLAND FASTENER DISTRIBUTOR'S TABLE TOP SHOW EXCEEDS EXPECTATIONS!

by Joe Soja

NEFDA held its 4th biannual table top show on April 30, 2013 at the Sturbridge Host Hotel & Conference Center in Sturbridge, MA. All the exhibiting tables were sold out with companies coming from throughout the United States displaying their product lines of fasteners and services.

The show started with a lineup of technical seminars at 9:30 A.M. :

Cold Heading

Crescent Manufacturing

Self Locking Elements

ND Industries

Plating & Coating Types

F.M. Callahan & Son, Inc.

Metric Material Grades & Markings

Metric & Multistandard Components Corp.

Flange Form Fasteners & Clinching Studs

PSM International

Heat Treating Process

Holo-Krome Manufacturing

At noon a panel discussion moderated by John Wolz, Editor / Publisher of Global Fastener News on "How to buy" was a huge success. Panelists included: Steve Wilson, Chairman – Crescent Manufacturing; Ed Werner, President, EZ Sockets; Doug Swain, Vice President – Atlantic Fasteners brought their own perspectives on how to buy. The experiences and tips they shared were immeasurable.

The exhibits opened at 1P.M. NEFDA distributor members gave full support to this event and brought a contingent of employees. STAFDA distributors were invited and attended as well. The feedback from both attendees and exhibitors was very positive and appreciated.

A continual raffle of prizes was held all afternoon which was of course well received. The prizes were generous and varied from electronic gadgets, water bottles, golf shirts, tools to gift cards.

Special thanks to our raffle sponsors: Aerodyne Alloys, Allegheny Coatings, Holo-Krome Manufacturing, Kanebridge Corp., Mantec / INDUSCO, Metropolitan Fastener Distributors Association, NEFDA, ND Industries, Star Stainless Screw, and Superior Washer & Gasket.


The exhibits ended at 5:30 P.M. followed by a hospitality hour and networking.

Special thanks to our hospitality sponsors: Aerospace Nylok, Callahan & Moynihan Associates, Distribution One, Inc. EZ Sockets, Fall River Manufacturing, North East Fastener Corp., Northeast Fasteners Co., Inc., Rotor Clip Company, Smith Associates, Star Stainless Screw, Stelfast, Inc., and The Coating House.

A delicious buffet dinner followed in the grand ballroom lighted with table candles which provided a nice ambiance and made it a festive occasion. It was wonderful to see everyone enjoying themselves and renewing old acquaintances and making new ones.



Left to right: John Wolz, Globalfastenernews.com; Doug Swain, Atlantic Fasteners; Ed Werner, EZ Sockets and Steven Wilson, Crescent Manufacturing

To top off the evening Steve Wilson, President of NEFDA, and Rick Ferenchick, Hall of Fame Chair inducted Barry Carpe, President – All-Tech Specialty Fasteners, LLC into NEFDA's Hall of Fame. Barry joined by his lovely wife Deb and family thanked the Hall of Fame Committee and expressed how much he enjoys being a part of NEFDA. 

see photos on page 182

screw·ing a·round

[skrōō'ēŋ ə'round] verb

1. The act of calling on many suppliers for projection weld screws and nuts when one supplier is sufficient.

Projection Weld
Screws & Nuts

CD Studs

Arc Studs

Clinch Studs

DIN 928 & 929



800.860.7883
branamweldstuds.com

BRANAM FASTENING

STOCK PRODUCTS

EYE BOLTS TURNBUCKLES SHACKLES/HOOKS CHAIN HARDWARE STAINLESS STEEL

LINKING
GLOBAL SOURCING WITH DOMESTIC STANDARDS
A UNIQUE COMBINATION

AZ LIFTING HARDWARE
WWW.AZLIFTINGHARDWARE.COM

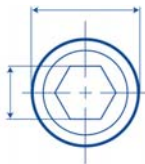
PHONE: 1.888.936.146
FAX: 623.936.8909

7150 W. ROOSEVELT ST. SUITE C 101
PHOENIX ARIZONA 85043

MACHINING:
THREADING/DRILLING/TAPPING

PRODUCT MODIFICATION EYE BOLT SPECIALS
SPECIAL SERVICES

FINISHES:
PLATING/GALVANIZING/BLACK OXIDE



MAR-BRO
MANUFACTURING
 A FASTENER COMPANY

Mar-Bro Manufacturing

1020 South 54th Avenue, Phoenix, AZ 85043

Tel: 602-278-8197 Fax: 602-269-1235

Email: sales@mar-bro.com

www.mar-bro.com

MAR-BRO'S NEW 10-20

After a year of construction, Mar-Bro Manufacturing's new headquarters is complete. At 40,000 square feet, the custom-designed building expands and enhances every department of the fastener manufacturer.

A much larger and redesigned manufacturing floor optimizes process flow while providing ample space for the acquisition of new equipment and technologies.

A substantially increased warehouse bolsters raw material storage expediting delivery times. Mar-Bro's in-house accredited laboratory has doubled in size and its tool crib quadrupled its capacity. Future growth has been considered with two acres of buildable land still available on Mar-Bro's four acre lot.


Mar-Bro's COO, Frederick Martinez, lead the construction process from design to completion. His goal was to

incorporate technology, efficiency, organization, and comfort into every aspect of the building. The outcome is a stunning, state-of-the-art facility that will propel Mar-Bro to its next level of success.



As a specialty cold former and manufacturer of socket head fasteners, Mar-Bro produces standards, specials, and military-spec fasteners with diameters from #00 - 5/8" (M1.6 - M16) and lengths from .050" - 8" (1.5mm - 200mm). The company's product line of standards includes button head cap screws, flat head cap screws, hex head bolts, low head cap screws, socket head cap screws,

socket head shoulder screws, and 12 point flange screws.

Though relocating was a significant undertaking, the distance of the move was mere miles. The address has changed but all other contact info remains the same. 


TAX REFORM AND SIMPLIFICATION REMAINS SMALL BUSINESS GOAL *continued from page 30*

Given our burgeoning debt, a package of tax reforms would need to be revenue neutral at best, and provide for more revenue in and of itself, but preferably be bound up with comprehensive spending cuts. The package of extensions of the Bush tax cuts did not address the need business people have for permanently lower rates with elimination of special interest deductions. A permanent reform program would seem to be the best way to set entrepreneurs and family businesses on a path of growth and investment which will lead to more jobs, more building, and eventually higher revenues which will result in more proceeds for the IRS to help the government reduce debt.

The National Association of Wholesaler-Distributors has warned that the recently enacted law will force us to deal with these same questions again at the end of 2013 and 2014. This constant pushing of the problem down the street leads to taxpayer uncertainty and risks of more tax avoidance. NAW argues that this can be eliminated by enactment of comprehensive tax reform.

What are some of the things small business would like to see in such a reform package? NFIB has listed a

number of these needed reforms which include permanent estate tax repeal (to prevent family businesses from dying at the time of generational transfer), clearer definitions of independent contractors versus employees, easing of 1099 reporting burdens, increasing of small business expensing limits, more equity in health care deductibility for self-employed people, and repeal of the Alternative Minimum Tax which has increasingly taken a bite out of the income of middle income small business people as opposed to the truly wealthy the AMT was designed to affect. Overall, a main goal is to remove the complications of the tax code so that people could get a better handle on how to comply and more easily meet their filing obligations.

Nobody believes that such a comprehensive reform will be simple. But maybe that is the problem. Perhaps a simple rewriting of the tax code without worrying about preserving all the special perks would be easier and, in the end, more effective at increasing government revenue while offering fairness to small business and individual taxpayers! 

WE LIKE WHAT WE DO AND WE'RE GOOD AT IT.

WE MANUFACTURE
FASTENERS.

WE SECURE YOUR
SUCCESS.

MAR-BRO
MANUFACTURING
A FASTENER COMPANY

MAR-BRO.COM

1020 S. 54TH AVENUE
PHOENIX, AZ 85043
PHONE: (602) 278-8197
FAX: (602) 269-1235
EMAIL: SALES@MAR-BRO.COM



MADE IN THE USA
CAGE CODE 54P83

SEFA - PO Box 448, Elba, AL 36323 • Tel: 847.370.9022 • Fax: 847.516.6728 • Email: sefa@thesefa.com • www.thesefa.com

SOUTHEASTERN FASTENER ASSOCIATION

SEFA 2013 ANNUAL SPRING CONFERENCE A HUGE SUCCESS!

Evergreen Marriott in Stone Mountain, GA proved to be a great venue for this year's spring conference. Besides the many activities provided for the SEFA membership, Stone Mountain Park offered several additional activities for attendees to enjoy. The awesome scenery was enjoyed by many first timers to Stone Mountain Park.

The SEFA Membership enjoyed three busy days of events including an Opening Reception, Golf, Awards Dinner, Informational Sessions and Table Top Show. These events saw an increased attendance from recent years indicating the strong bond of the SEFA as well as improved business conditions. The Opening Reception was a great gathering after travels from various areas. The Golf was so popular that its increase, to 48 golfers, demanded a change from tee times to a shot gun start. The weather was great, the course was fun and golfers had a great time.

The Awards Dinner was quite an event, attendance exceeded expectations. Between the mulligan sales, raffles for prizes, silent auction and a 50/50 raffle, the association was able to raise almost \$3,000 for the SEFA Scholarship Fund. Thanks to everyone for their generosity and support.

As always, awards were a special part of the evening. The first place golf team was awarded special blue bolt trophies created by Solution Industries.

Congrats to our skilled first place team: Ernie Pine/USA Fastener Group Inc., Rob Reynolds/INxSQL Software, Matt Mullane/Mullane Sales & Management and Ryan Gautreaux/Metric Fasteners Corp. Congrats also to the second place golf team: Frank Male/F.R. Male, Mark Klosek and Gary Todd/Vertex Distribution and Tony Nelson/ Birmingham Fastener Inc. Solution Industries also graciously donated a regulation inscribed bat for the longest drive contest. Ted Neiman/Stelfast Inc. won the longest drive and closest to the pin awards. Appreciation awards were

awarded to Tony Nelson for his tenure as President and demonstration of outstanding leadership, and Joanne Bialas for her tenure as Chairwoman. Ms. Bialas received a standing ovation for her extraordinary performance as

President and Chairman over the last three years. She expressed her appreciation for all the membership support and her true enjoyment of these roles as she enjoyed the fastener industry for 25 years and wanted to give back to the industry. The SEFA will forever be grateful for Ms. Bialas' successful efforts in building a stronger SEFA.

While the social events and golf are always an enjoyment, the group especially enjoyed the learning opportunity presented by speakers Brian Christianson/South Holland Metal Finishing, Matt

Delawder/SWD Inc. and Tom Pennington/ND Industries. These gentlemen gave added insight into the importance of understanding Heat Treating, Plating, Sorting and Patching. They explained the many options, differences, applications,

and do's and don'ts of secondary processes. Sharing their extensive knowledge emphasized a clear understanding of secondary processes to successful sales and customer relations. As customers have grown more demanding in turnaround times, it is important to be sure customers understand the processes and times involved to produce the quality results vendors pride themselves in.

Following this presentation, Tom Cunningham, Vice President-Senior Economist and Regional Executive from the Federal Reserve Bank of Atlanta addressed the

group. His presentation was light and entertaining, unusual for an Economist, but honest. He offered no sunny guaranteed forecasts but reminded the audience you need to look at the industry. Some industries see a downturn because of the

nature of the industry. Printing is down because printing is not used due to technology. When automotive and construction are up, the related industries will be up. *please turn to page 199*



Your reliable option for FORMED SPRING STEEL FASTENERS



Supplying Distributors Nationwide Since 1989



U-CLIPS



U-NUTS



J-NUTS



SPECIALS



TWIN NUTS



FLAT NUTS

- DIRECT COMPETITOR MATCHES
- DISCONTINUED ITEMS!
- FACTORY DIRECT PRICES
- MANY IN-STOCK ITEMS
- SHORT LEAD TIMES
- ON TIME OR B4 DELIVERY

e-quality-fast →[®] *brand*

Your *e*-conomical Source
for *qual*-ity Fasteners
and *fast* → Delivery

405 Production Drive • South Elgin, Illinois 60177

Toll Free: 888-NUTS-R-US (888-688-7787)

Fax: 847-695-6336

On Line: www.e-quality-fast.com

E-mail: sales@e-quality-fast.com



SMALLEY, the Spirolox Retaining Ring and Wave Spring design and manufacturing SPECIALISTS!

THE #1 DISTRIBUTOR SOURCE FOR: Spirolox® Retaining Rings

50 YEARS of expertise, exclusively manufacturing Spirolox Retaining Rings and Smalley Wave Springs



FINISHED PARTS WAREHOUSE



ON SITE MANUFACTURING AND DESIGN FACILITY



RAW MATERIALS WAREHOUSE

Smalley manufacturing, design, and customer service facilities are 100% dedicated to continuing our reputation as the # 1 global source for Spirolox spiral retaining rings and wave spring products

STAINLESS STEEL FROM STOCK

- Available from stock in 302 and 316 stainless steel
- 5,000 stock retaining rings; 1/4" to 16" diameters
- No-Tooling Costs™ on specials; .200" to 90" diameters
- Constant Section Rings now available from stock; .375" to 10"

COMPATIBLE WITH STAMPED RETAINING RING GROOVES

- Easy to assemble and remove
- No Ears To Interfere with mating components
- Immediate design support by engineers experienced in Spirolox ring applications

Distributors' Source

- Free Samples Immediately
- Timely Delivery Guaranteed
- Free Design Assistance to "Support Your Customers"



www.smalley.com/getcatalog • info@smalley.com
Lake Zurich, IL • 847.719.5900 • Fax: 847.719.5999

MID-WEST FASTENER ASSOCIATION

MWFA NEWS AND EVENTS UPDATE

Lakeside Brewery Hosts MWFA Meeting

On March 21st, the MWFA held their annual Milwaukee meeting at Lakeside Brewery. The concept was the trials and tribulations of starting and building a successful business. Whether it be beer or fasteners, there are challenges. Perhaps sometimes beer has the advantage in a down economy but the reality is, success has to be built to withstand the bad times.

The group toured the brewery, did some quality control checks on the beers, determined quality was excellent and moved

on to dinner. The whole event took place at the Brewery allowing guests to enjoy the historic ambiance of the building. Russ Klisch, cofounder of Lakeside, spoke to

attendees sharing his story starting and building the business. It started as simply as him buying his brother, Jim, a home brewing book for his birthday. The beer turned out pretty well, thus challenging Russ to see if he couldn't make a better beer than his brother. Brothers Russ and Jim continued to make beers, enter contests, and win awards. Soon they were encouraged to start producing beer to sell.

In 1987 they began in a small building and have since grown into their current building which formerly housed the Milwaukee Electric Railway and Light Company's power plant. Unless a local business was interested in the building, it was to be torn down by contract with a nearby apartment complex. The Klisch brothers purchased the building, restored it and began production in their new facility in 1999. Even the light fixtures contain history as they hung in the Plankinton hotel built in 1916. They hung there until 1982 when the building was demolished. The city of Milwaukee removed and store the lights with other Milwaukee artifacts in a warehouse and later sold them, at auction, to the Klisch brothers. They brothers then restored the light fixtures to their original state.



The brothers faced challenges breaking into the market including building their own machines, purchasing old used machinery and fighting the obstacles of obtaining financing. Like any other business they had to continue to prove they have a great product. They also realized they had to be innovative and became the first producer of a gluten free beer certified by the U. S. Government and originated organic beers. Their hard work has brought them to now producing over 33,000 barrels of beer a year, over 200 awards in 25 years, and the second largest producer of gluten free beer.

Nucor Hosts Fastener Association Tour

North Coast Fastener Association, Mid-West Fastener Association and National Fastener Distributors Association hold joint meeting

April 25th became a "road tour" day for many fastener industry personnel as they headed to St. Joe Indiana to visit Nucor. In 1985 Nucor decided to build a state of the art manufacturing operation

and has continued to succeed ever since. They have repeatedly been acclaimed as one of the top companies

in the world including making the Fortune 500 list since 1980. They control their manufacturing process from start to finish including wire processing (annealing/pickling), forming, heat treat, inspection, packaging and warehousing.

Nucor graciously hosted lunch and plant tours throughout the afternoon allowing an excellent learning experience for many. Attendees were able to see

production, at all stages, and view state of the art equipment. Nucor's 500,000 sq. ft. facility located on 200 acres features several major pieces of equipment including one cold nut former, two hot nut formers, four heat treat furnaces, and twenty nine bolt formers (two of Five S1

National machines in the world are housed at Nucor).

Following the tour, a dinner was held at the Auburn Cord Duesenberg Automobile Museum featuring 150 Auburn, Cord and Duesenberg automobiles ranging in age from 1894 to 1999. The museum was open to the group, the whole evening, allowing tours at their leisure. Between the Nucor tour and the evening, the NCF, MWFA and NFDA enjoyed great industry networking.



Domestic Bolt and Nut Assemblies In Stock for Quick Delivery!

Exclusively for Fastener Distributors

Choose from a variety of bolts and screw head shapes. Diameters from 1/2" to 8." Metric sizes starting at 20mm. Matching Nuts are available, including Dyson's Patented D-LOC® Locking Nut System.

Now stocking popular alloy and carbon grade bolts from 1-1/4" through 2-1/2" diameter.

The Dyson Corporation
www.dysoncorp.com

Call us...
800-680-3600



MWFA - P. O. Box 5, Lake Zurich, IL 60047 • Tel: 847.438.8338 • 1.800.753.8338 • Email: mwfa@ameritech.net • www.mwfa.net

MID-WEST FASTENER ASSOCIATION

MWFA NEWS & EVENTS *continued from 66*

Thank you to all who participated in Fastener Tech '13

We appreciate the support and participation by all who exhibited and attended Fastener Tech '13.

A special thank you to the Show & Event sponsors:

Distributor's Link www.linkmagazine.com
Fully Threaded Radio www.fullythreaded.com
Global Fastener News www.globalfastenernews.com
North Coast Fastener Association www.ncfaonline.com
Fastener Training Institute www.fastenertraininginstitute.com
Fastener Technology International www.fastenerstech.com
Mid-West Fastener Association www.mwfa.net
National Fastener Distributors Association www.nfda-fastener.org
Pacific-West Fastener Association www.pac-west.org
Women in the Fastener Industry (WIFI) www.fastenerwomen.com

Thank you also to the All Industry Reception Sponsors:

Brighton-Best Int'l
Dynapower Company
Fall River Manufacturing
Fastener Technology Int'l
Integrated Packaging & Fasteners
KDS Imports
Ken Forging
Metric & Multistandard Components Corp.

Mid-West Fastener Association
SWD Inc.
Sems & Specials
XL Screw Corp.

Upcoming MWFA Events

June 27th	61st Annual Golf Outing Eaglewood Resort/Itasca, IL
September 12th	Introduction to Fasteners Seminar Elk Grove, IL
September 19th	Arlington Park Track Outing with CASMI
October 27th	Class C Seminar
November 7th	Scholarship Awards, Elections and Dinner Meeting with Guest Speaker: Chef Peter Balodimas

MWFA Welcomes New Members

Fasco Inc. of Alsip, IL
Hi-Tech Fastener Corp. of South Chicago Heights, IL
Hill Holdings, Inc. of Rock Falls, IL
Inland Fastener Inc. of West Chicago, IL
International Fasteners Inc. of Tampa, FL
SA&R Sales & Marketing Inc. of Lake Zurich, IL
Trim-Lok of Carpentersville, IL 

PROVIDING POWERFUL BUSINESS SOFTWARE FOR WHOLESALERS AND DISTRIBUTORS

DISTRIBUTION One



Learn how we can help you run your
business more efficiently.

Visit us at www.distone.com
or call 856-380-0629

DISTRIBUTOR NEWS

Birmingham Fastener is proud to announce that on April 26, 2013 our Manufacturing Division was awarded their certification for ISO 9001:2008.

With this achievement both their distribution and their manufacturing operations are now operating under the guidelines set forth by the International Organization for Standardization, which provides them with guidelines for excellence for all aspects of their business. Their distribution operations received their official certificate in 2010.

Birmingham Fastener's Manufacturing Division was established in 1985 and now has 300,000 square feet of production, packaging, assembly and distribution on a 37 acre campus. They manufacture standard and special fasteners and steel components for the structural steel fabrication, OEM, heavy equipment, metal building, transportation, water works and utilities industries.

Their Distribution Division supplies a complete line of fasteners and assembly components to customers throughout the U.S., Canada, South and Central America. Services include; kitting, job packing, assembly, powder coating, engineering support and product supply, through both standard order methods and custom tailored VMI programs.

For further information contact them by calling 1-800-695-3511 or visit their website at www.bhamfast.com.



ALBANY

STEEL & BRASS CORP.

1900 W. Grand Ave.
Chicago, IL 60622

Toll Free: 866-803-3890
Fax: 312-733-9887
sales@albanysteel.com
www.albanysteel.com



The Only Factory Authorized Stocking Distributor of

Genuine **SWAGEFORM**®

High Performance Thread Forming Screws



Made in the USA

Diameters 4-40
through 3/8-16
up to 1-1/4" long



**Available From
STOCK!**

All Popular Head Styles
Including:

- Slotted Hex Washer
- Unslotted Hex Washer
- Phillips Pan Head
- Slotted Pan Head
- Phillips Flat Head

Specialty Tapping Screws

Type 'B', 'F', U, '21' and TEKS®
Plasti-Kwick Plus™

Over 2,500 Sizes Available in
Convenient 100 or 1,000 packs

We Specialize in Large Diameters:
1/4", 5/16" and 3/8"

Thumb Screws

Cold Forged Steel
Plain and Zinc Plated

6-32 Through 3/8-16 up to 3" in Length

Shoulder Style and Plain (No Shoulder)

Available in 1/4-28 and 5/16-24

Wing Nuts

Cold Forged Steel
Plain Steel and Zinc Plated

Sizes Include:
4-40, 12-24, 1/4-28,
5/16-24, 3/8-24, 1/2-20

Swageform® is a registered trademark of Sems and Specials, Inc.
TEKS® is a registered trademark of ITW Buildex
Plasti-Kwick Plus® is a registered trademark of Parker-Kalon



NATIONAL FASTENERS DISTRIBUTORS ASSOCIATION

NEW BOARD MEMBERS AT NFDA AND IMPORTANT EVENTS ANNOUNCED

New Board Members at NFDA

Giovanni Cespedes (Falcon Metal Corporation, Charlotte NC), Kameron Dorsey (Beacon Fasteners and Components, Wheeling IL), Casey McIlhlon (Assembled Products, Des Moines IA), Pieter van Kalmthout (Metric Fasteners Corporation, Columbus OH) were welcomed as new members of the NFDA Board of Directors at the association's Annual Meeting, June 12-13, 2013, held at the InterContinental Hotel, Rosemont, Illinois. They fill vacancies left by the retirement of Tom Buddenbohn (Technology Components Southwest, Fort Worth TX), (Steen Hansen (Bossard North America, Cedar Falls IA), Bob Porteous (Porteous Fastener Company, Santa Fe Springs CA), and Matt Ulrich (Assembled Products, Des Moines IA).

Kevin Reidl (Hodell-Natco Industries, Valley View OH) is the new NFDA president, Paul Tiffany (Copper State Bolt & Nut, Phoenix AZ) is the vice president, Sara Mallo (Rotor Clip Company, Somerset NJ) is associate chair, and Jay Queenin (Specialty Bolt & Screw, Agawam MA) is the immediate past president.

Also on the NFDA Board are Marty Goeree (Elgin Fastener Group, Batesville IN) and Bob Luzum (Accurate Components Sales, New Brighton MN).

Conference Dates for 2014

NFDA and the Pacific-West Fastener Association will hold a joint conference February 12-15, 2014 at the Renaissance Esmeralda Resort in Indian Wells, California. This will be the first time the two associations have held an event together, and the partnership supports NFDA's goal to work more closely with other fastener associations to advance the industry.

Also in 2014 NFDA will hold its Annual Meeting and

Executive Sales Planning Sessions at the Embassy Suites New Orleans, June 17-19.

Executive Summit

Coming up later this year is NFDA's inaugural Executive Summit, November 5-7, at the Ritz-Carlton Kapalua on the island of Maui, Hawaii.

Our focus for this event will be fastener distribution best practices in the areas of


- Sales and marketing initiatives
- Human resources practices
- Warehouse operation
- Lean training

Fellow NFDA members will make presentations and facilitate discussions based on proven approaches that will be applicable to companies of all sizes.

- Benefits the company has experienced
- Factors to consider to determine if this will work in your company
- Description of the implementation process

We promise this will be a thought-provoking, interactive and creative dialogue, facilitated by

- Bill Derry
- Skip Gallo
- Steen Hansen
- Ed McIlhlon
- Tim O'Keefe
- Jay Queenin
- Jim Ruetz

For information about this and other NFDA events visit www.nfda-fastener.org or call 714-484-7858. 



BOLTS - STRUCTURAL BOLTS - CAP SCREWS - PFC9® FASTENING SYSTEM - THREADED ROD - STUDS - STEEL STOCK

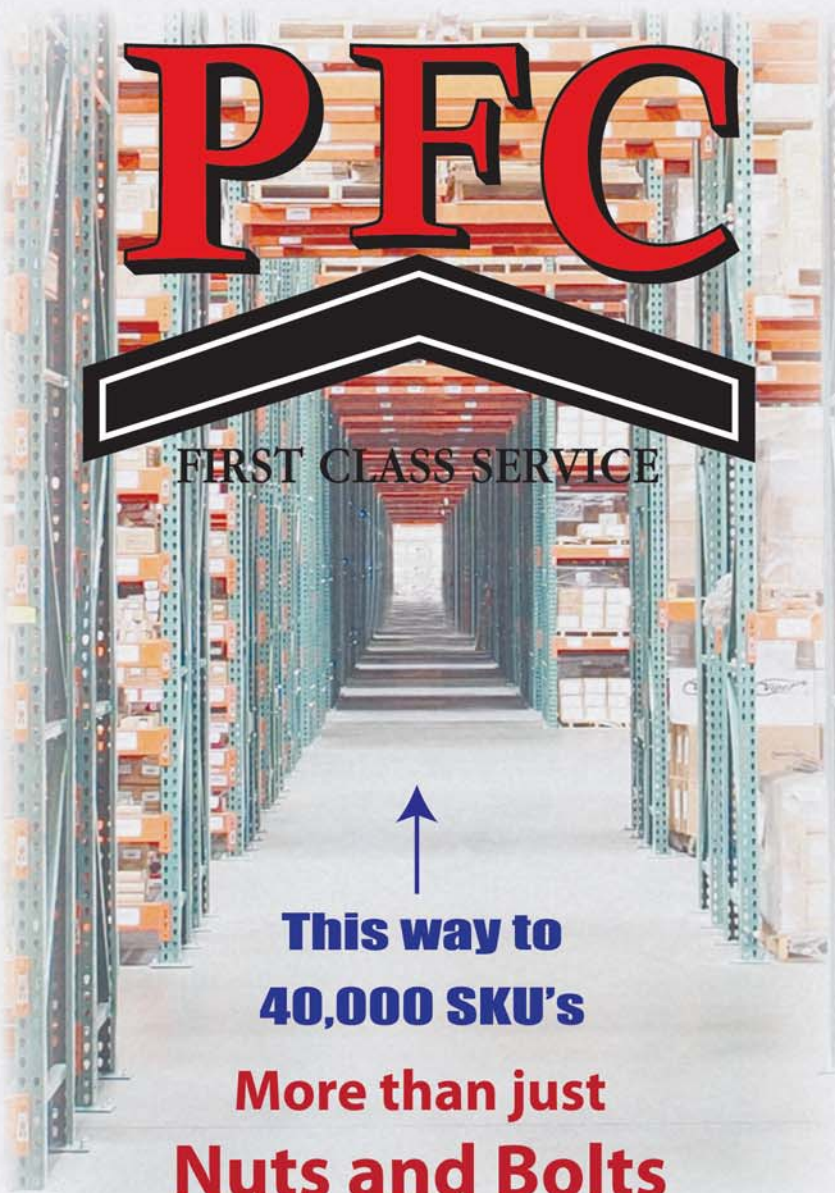
SOCKETS - METRIC SOCKETS - METRIC FASTENERS - WEDGE ANCHORS - SLEEVE ANCHORS - WALL ANCHORS

DROP IN ANCHORS - ANCHOR PRODUCTS - MACHINE SCREWS - WOOD SCREWS - TAPPING SCREWS - PROFERRED DRILLERZ®

SELF DRILLING SCREWS - PROFERRED DRYWALLERZ® - CONSTRUCTION SCREWS - 18-8 STAINLESS STEEL - BRASS

WASHERS - LOCK WASHERS - HEX NUTS - HEAVY HEX NUTS - LOCKING NUTS - MISCELLANEOUS NUTS - FLEXLOC® NUTS

BULK - PACKAGED - IMPORT - DOMESTIC - STANDARDS - SPECIALS



PFC



FIRST CLASS SERVICE



**This way to
40,000 SKU's**

**More than just
Nuts and Bolts**



www.porteousfastener.com

McMANUS: PROMPT MEASURING KEY TO CREATING A LEAN COMPANY

"You can't improve without measuring," lean consultant Kevin McManus of Great Systems told the Pacific-West Fastener Association.

Lean requires "100% customer focus," McManus said. "Make what customers want, when they want it."

Speaking to Pac-West on "The Real Upside of Lean: Strategies for Sustaining Process Excellence," Oregon-based McManus recommended developing scorecards to track daily errors.

"Don't wait for the accounting report at the end of the month."

Measuring isn't just to increase efficiency. There are limits to efficiency, McManus pointed out. "At some level service begins to decline as efficiency continues to increase."

Many companies fail to define points where service slips away due to emphasis on efficiency.

Measuring is vital because "behaviors will change with tracking and reviewing. Feedback is motivation."

Excerpts from McManus' advice to Pac-West members:


- Conduct daily error and defect tracking: "Don't wait until the end of the quarter to determine the top five errors. Don't live with problems."
- "Can you imagine waiting until the end of the month to check sports scores?"
- "Human error is rarely a root cause," he observed. "Faulty systems account for 90% or more of errors. Few people really want to make mistakes. At a minimum, all errors result in time loss, yet too frequently error rates are unknown for most processes."

McManus urged tracking errors, assigning cause codes to each error and "fixing the root causes of errors."

- "Design out defects, don't just design detection."
- Employees spotting a production problem should be able to stop the line and fix the problem rather than defects continuing until management can step in.
- Provide rewards such as lunch for hitting goals.
- Change from a reactive process to proactive, but realize that it takes training for employees to change. "No one can convert to proactive overnight."
- After working 50 hours in one week, an employee may be functional, "but how functional?" Studies show cognitive skills drop after a human is awake for 20 hours, he added.
- "Every process owner should be responsible for tracking and trending process performance and process errors and defects on a regular basis, and for using that information to improve those processes," McManus said.

The opposite is "waiting for bad things to happen before changing things," he added. McManus said scorecards and dashboards are vital to lean thinking.

- A lean layout design will include such details as the forklift routes in the plant.
- Have employees watch a NASCAR pit crew in action as a demonstration of quick changeover.
- "You can't be excellent unless you get rid of waste,"
- McManus disagrees with managing by budget. Budget numbers come in lagging and improvements need to be made earlier.
- One goal is to "mistake proof key work systems."
- Don't rely on memory too much. "Give people memory joggers."
- Sales people should be on profit sharing rather than commissions based on total sales.
- Give daily feedback. Create "green days, yellow days and red performance days."

Lean requires perfection and transparency. "There is no end to improvement," McManus declared. 



Fully Threaded Studs
Double End Studs
Single End Studs
Bent Bolts
Pins
Rail Bolts
Hanger Bolts
Dowel Screws

Diameters: 4-40 to 1/2", M4 to M12

Lengths: continuous thread to 6"
single-end & double-end to 40"
straightened & cut wire to 120"

Materials: carbon steel, stainless
aluminum, brass



HANGER BOLT & STUD CO.

Ph: 800-537-7925 Fx: 800-994-2658

E-mail: sales@hangerbolt.com

hangerbolt.com

CLASS C COMPONENTS



Certified ISO 9001:2008

Class C Components

6825 Sunwood Drive NW, Ramsey, MN 55303

Tel: 763-535-0400 Fax: 763-535-1400

Email: classc@classccomponents.com

www.classccomponents.com

LEADING EDGE VMI TECHNOLOGY AT CLASS C COMPONENTS

Class C Components, Inc. Ramsey, Minnesota has implemented a new App that utilizes iPhone /Apple hardware to scan fasteners and industrial products on VMI Programs. This award winning App, VMI Mobile™, created by Computer Insights, Inc., streamlines data, reduces training and speeds up the order transmission and transaction process for VMI Programs.

Beta Test Only Required 2 Weeks

Class C Components began beta testing in December 2012 and fully implemented the new process in 2 weeks. Initially Class C Components thought it would be months for a full transition to all of their VMI customers using the iPhone / scanner lanyard . The benefits quickly offset any transition delays.

85% Cost Savings

Jill Zoschke, Vice President / Owner, listed some of the benefits of the new system:

- Hardware and program costs were reduced by 85% over traditional hand held data collection devices. The new systems are \$500 vs. \$3,000 for the old ones.
- Error free transmissions and transactions
- Data transmissions are real time. There is no waiting to access wifi or to get access to a wifi.
- Training was greatly simplified and human errors on data entry were reduced as well.
- Orders scanned are directly transmitted into our, operating system The BUSINESS EDGE 2.0™, by Computer Insights.

- This eliminated re-entering orders coming in from the field
- We just review the data and send the orders to the warehouse to fill.
- This keeps the workflow steady all day.
- This is a huge advantage compared to the data dump at

the end of the day required by the older technology data collection devices.

- VMI Mobile™ data is sent directly into our operating system as quickly as you can send a text.

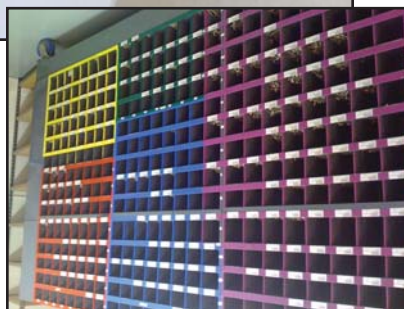
Computer Insights is a Great Partner

Computer Insights has been a collaborative business partner of Class C's for over 10 years.

Jill Zoschke said, "They know the latest trends in technology and supplement it with user friendly business savvy software/applications that are easy to

implement and train at all levels of the organization. I look forward to continuing our mutually beneficial relationship by expanding the software / apps to CRM and linking data collected in the field to our operating system populating contact fields, retrieving sales data and entering follow up actions via iPads. Class C Components has taken another step to further reduce costs in getting product into their customer's inventory thanks to Computer Insights VMI Mobile™."

please turn to page 198



I SEE

A PIVOT POINT FASTENER



SOLUTION

IN YOUR FUTURE

WE PREDICT THAT YOU WILL BE SURPRISED AT ALL THAT PIVOT POINT HAS TO OFFER!

Pivot Point is widely recognized for innovative engineering & progressive product development. Our solutions continue to evolve in response to customer demand for increasingly complex and unique fasteners. Whether you need stock or specialty Non-Threaded Fasteners, discover the good fortune of working with the industry leader.

OUR NEWEST OFFERINGS:

OUR UNIQUE INNOVATIONS:

EXTENDED LOCKING PULL PINS



Patent Pending

PRECISION MACHINED PARTS



SLIC PINS™



Spring-loaded plunger retracts when inserted, then locks pin into place.

U.S. Patent No. 6,872,039
Foreign Patents Issued

BOW-TIE LOCKING COTTERS™



U.S. Patent No. 6,135,693 and D431,181

OUR POPULAR FAVORITES:

RUE RING™ LOCKING COTTERS



Our Original Design!

NYLON LANYARDS™



U-Lock Style
U.S. Patent No. 5,784,760

- Clevis Pins
- Ball Lock Pins
- Bent Arm Pins
- Steel Lanyards
- Ball Plungers/Spring Loaded Devices
- Quick Release Pins
- Locking Pins
- Grooved Pins
- Ring Pins

ALSO: PULL PINS • INFINITY S-HOOKS

SPECIALS ARE OUR SPECIALTY! We carry a variety of products and sizes in stock but we also excel at delivering personalized engineered solutions. We are superior at developing specific solutions for diverse applications. Challenge us and we'll respond. You won't need a crystal ball to see we are totally committed to customer service and satisfaction.

PIVOT POINT
INCORPORATED
NON-THREADED FASTENER SOLUTIONS

BE SURE TO REQUEST ONE OF OUR BRAND NEW CATALOGS AND VISIT OUR NEW WEBSITE TOO: PIVOTPINS.COM

HUSTISFORD, WI • USA • 800-222-2231 • 920-349-3251



**TRINITY
HARDWARE HEADQUARTERS™**
PARTS DONE RIGHT.

Trinity Hardware Headquarters
3216 E. 35th Street Ct, Davenport, IA 52807
Tel: 1-888-212-6796 or 563-344-0251
Email: sales@TrinityHardwareHQ.com
www.TrinityHardwareHQ.com

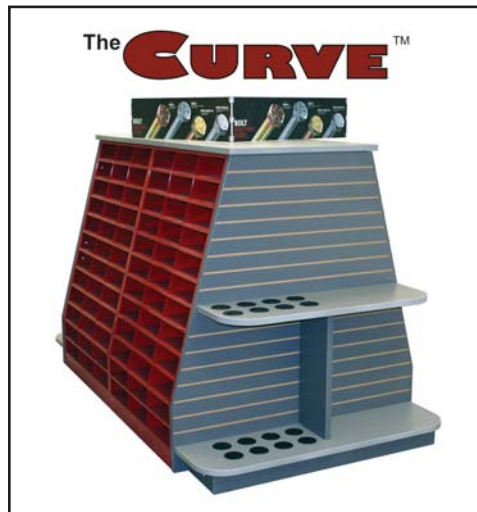
TRINITY'S SPORTIN' SOME NEW THREADS!

Trinity Hardware Headquarters has added Grade 8 Threaded Rod and ACME Nuts to their line of over 36,000 items in stock. Trinity is your complete source for bolts, nuts, washers and screws. Our industrial fasteners are available in both Bulk and "Right Sized" package quantities.

Trinity offers other value-added services such as kitting and packaging of parts, drop shipping to your customer, and third party logistics (3PL) services. Trinity's sourcing service can help you find exactly what you need as well as provide custom parts produced to your drawing's specifications.

In addition to fasteners, Trinity Hardware Headquarters provides its new Measure Mate® thread checking system. Available in both Inch and Metric, the Measure Mate® thread checkers are the perfect tool for use in retail, manufacturing shops and tool cribs. Measure Mate can also be customized with your own company logo. Unique to Measure Mate is its exclusive, stand alone design, which allows it to be conveniently placed on a parts counter or at a point-of-purchase area. The Measure Mate thread checking system measures 24" long by 7 1/2" tall. Thread sizes for bolts and nuts and bolt diameters can easily be determined for both coarse and fine thread in inch sizes from #6 thru 3/4" and metric sizes from 4mm to 20mm.

If you are looking to stock, store, display, and organize bulk hardware and maximize retail, shop floor or other work space; the CURVE Merchandising System is the answer. Please see our web site for ALL your merchandising and storage options. Blending modern design with space-saving efficiency, the Curve is the




next generation of Trinity's merchandising units. Used as an aisle or island unit, the Curve transforms showrooms into destinations for hardware buying customers. The Curve's functional design is sure to grab customer attention. Standing 5' tall, the Curve sits at the perfect height for shoppers and is available in unit lengths of 4', 8', 12, or 16'. Make the most of additional retail space with a slot wall and optional rod rack. Each 4' section of the Curve holds 144 Sure-Lok storage



bins offering nearly 3,000 lbs. of product capacity. The Curve's durable metal shelving cabinets are available in gray, green and red.

Trinity's multiple distribution centers across North America allows shipping to the majority of the United

States within one to two days utilizing its ERP Oracle operating system. Trinity is ISO 9001:2008 registered and has a rich history of experience and management in the fastener industry. Trinity has created a business strategy that provides world class customer service so customers can focus their resources on their primary tasks and improving the bottom line. 

DISTRIBUTOR NEWS

Elgin Fastener Group (EFG) announced it has completed the acquisition of Vegas Fastener Manufacturing of Las Vegas, Nevada.

Jeff Liter, EFG CEO, commented "The acquisition of Vegas Fastener Manufacturing represents a major advancement in EFG's goal to become the premier North American supplier of specialty fasteners. The experience and reputation that Vegas Fastener has developed in the production of high quality fasteners from exotic materials, for some of the most demanding applications in our industry, takes us to a new level of supplier recognition in the specialty fastener market."

Founded in November, 1998, Vegas Fastener Manufacturing operates an extensive variety of forging presses, computer-controlled turning centers, vertical CNC mills, and CNC bar feeders. Vegas Fastener serves industries including power generation, marine/naval transportation, oil and gas, diesel engine, food processing, power turbine, water works and other general industrial markets.

Elgin Fastener Group is now comprised of nine leading domestic specialty fastener manufacturers (Ohio Rod Products, Leland Powell Fasteners, Chandler Products, Silo Fasteners, Landreth Fastener, Quality Bolt & Screw, Northern Wire, Telefast Industries, and Vegas Fastener Manufacturing), offering an extensive range of special, semi-standard, and custom fasteners in a wide variety of sizes, materials, and finishes, as well as a metal finishing company (Best Metal Finishing). Elgin Fastener Group is a portfolio company of Audax Group.

For more information, contact Elgin Fastener Group LLC, 4 South Park Ave., Suite #203, Box 5, Batesville, IN 47006. Telephone: 812-689-8917, Fax: 812-689-1825. Email: quotes@elginfasteners.com. Website: www.elginfasteners.com. You can also find Elgin Fastener Group on Facebook and Twitter.

DISTRIBUTOR NEWS

Brighton Best International Inc. is pleased to announce the promotion of Kim Wylie to Branch Sales Manager for the Texas Sales Region. Kim will now be able to share her deep customer knowledge with the inside sales team and strengthen her relationships with our customers.



Kim has been with BBI for over 11 years and in the industry for over 25 years. Please join us and congratulate Kim on her new position with BBI and wish her continued success. Kim can be reached at 1-800-275-0056 or kwylie@brightonbest.com

For more information contact BBI at 562-808-8000 or visit them on the web at www.brightonbest.com.

TRINITY
HARDWARE HEADQUARTERS®
PARTS DONE RIGHT.



**63° Hook
Bolts**
Plain Finish

RC 25 - 34 Hardness
Heat Treated Carbon Steel

Available in

1/2" - 13

in lengths 4" to 7" and

5/8" - 11

in lengths from 5" to 8"



**Grade 8
Shaker
Screen
Bolts**

Plain Finish

Bolt Diameters (all coarse thread):

3/8" in lengths through 6"

1/2" in lengths through 6"

5/8" in lengths through 6"

3/4" in lengths through 8"

Call Today!

Toll free:

888.232.1010

Email:

Sales@

TrinityHardwareHQ.com

Fax: **563.441.6760**

Web:

TrinityHardwareHQ.com



TRINITY™
SUPPLY CHAIN SOLUTIONS

SFA - 292 Sugarberry Ci., Houston, TX 77024 • Tel: 713.952.5472 • Fax: 713.952.7488 • Email: swfa@swbell.net • www.sfa-fastener.org

SOUTHWESTERN FASTENER ASSOCIATION

McDANIEL, GROSS & FRAZIER ELECTED TO SFA BOARD OF DIRECTORS

Three new Directors of the Southwestern Fastener Association were introduced at the 2013 Spring Conference during the General Business Meeting of the association at Lowes Ventana Canyon, Tucson, Arizona, April 25 – 28. Dick McDaniel, Porteous Fastener Company, Tony Gross, Greenslade and Company and Bill Frazier, The Linus Company will begin three year terms in the Fall of 2013. They will replace Don Carr, Porteous Fastener Company, John Longyear, Metric and Multistandard Components and Mary Chambers, Assembly Products and Sales whose terms expire this year. In addition, during the General Business Meeting, Megan Bartelli, Beacon Fasteners and Components was presented with her Membership Certificate by Tom Stocking, Stelfast, Inc. and SFA President.

The GBM was followed by a seminar titled, "Using Technology To Help Your Bottom Line". Michael Rodriguez, The Fastener Connection, Houston, Texas moderated the panel that consisted of Jodie Jeffrey, Brooks-Jeffrey Marketing, Inc., Jason Kuhn, Vice President of 3Coast, Cory Bray, Managing Director of Ateli Consulting LLC and Eric Dudas, managing partner of Fastener Clearing House. Jason Kuhn from 3coast and Cory Bray from Ateli Consulting discussed how companies can utilize technology to maintain and grow their business. They began by discussing how the proper setup and maintenance of networks, servers, PCs, and backups enables companies to ensure that critical systems are running as expected, and at the same time provide for continuity in the event of disaster. The next step discussed was to determine how to automate processes

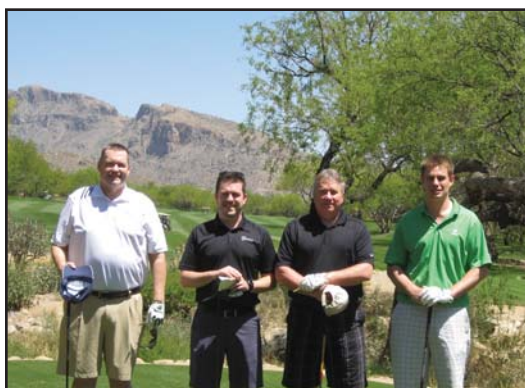
and applications with the use of technology. This step involves the installation of various computer systems that can perform the work historically done by humans. Finally, they discussed how data analysis and business intelligence solutions can be used to discover value within the company's data and drive better decision making. They showcased their business intelligence product and demonstrated how companies can have all the information they need, in the required format, at their

fingertips at all times. Jodie Jeffrey with BJM suggested companies invest in a CMS (Content Management System) Website where they can update content and inventory themselves, thus improving efficiency. It is also beneficial to have your website serve as a 24/7 sales force by creating an e-commerce solution online, allowing customers to search products and place orders anytime. Responsive Designs optimize your site for viewing at different display sizes – smartphone, tablet, laptop, desktop; this makes it easy for customers to find what they are searching for no matter what type of device they use to access your website.

SFA rolled out a new and more informative association website during the conference. The upgrades and enhancements include: New sign up for news and announcements under the "Members Only" feature; New CMS page for Conferences & Events with e-commerce functionality; New CMS resources page; New Calendar of Events Module and a new Member Portal Interface with password-protected access to many of the pages on the web site. Check out the improvements at www.sfa-fastener.org.



Photos from the SFA Spring Conference in Tucson



The Dale Company

U-BOLTS - SQUARE U-BOLTS - ANCHOR BOLTS - STUDS - J-BOLTS - EYE-BOLTS - S-HOOKS

- **PRO-COAT U-BOLT™**:
Pipe protection and corrosion resistance.
Eliminate metal to metal contact.
- Standard & Long Tangent U-bolts in stock
- 1/4" - 36" pipe
- Plain finish, Hot Dipped Galv,
Zinc, 304 SST, 316 SST, Teflon
and **PRO-COAT U-BOLT™** (shown)



24 HOUR SERVICE

Specials are made to order with short lead times

713-928-3437

sales@dalecompany.com

www.DaleCompany.com



6216 NAVIGATION, HOUSTON, TX. 77011 713.928.3437 F. 713.928.8065



TONY MENHISE

Tony

NUCOR
FASTENER
DIVISION

NUCOR[®]
FASTENER DIVISION

WITHOUT VALUE,
THE CUSTOMER IS ONLY LEFT WITH PRICE.

As one of America's largest fastener companies, owned and operated right here in the United States, we understand what holds our customers' businesses together. Value, it's an ever-changing equation that measures adherence to specifications, short lead times, customer service, price, and on-time delivery. Our solution is to put together quality fasteners with world-class customer service. Always outperforming overseas competitors by making ourselves available and accountable. Because no matter how you measure value, accountability is always the common denominator.

— | Visit nucor-fastener.com or call 1-800-955-6826 | —

It's Our Nature.[®] 



Heico Fasteners, Inc.

2377 8th Avenue NW, Hickory, NC 28601
 Toll-Free: 1-888-822-5661 Tel: 1-828-261-0184
 Email: sales@heicofasteners.com
 www.heico-lock.us

HEICO-LOCK OFFERS THE ULTIMATE PERMANENT LOCKING SYSTEM

Nuts and bolts secured with Heico's "wedge-lock" technology eliminate loosening caused by constant vibration, high dynamic loads and thermal cycling - making them the ultimate permanent locking system for bolted joints.

Since 1900, the HEICO-GROUP of Germany has provided customers with dependable, high-quality solutions for a multitude of fastening applications. Heico is one of the leading suppliers of industrial fasteners in the world, with nine subsidiaries around the globe. The company and its 350 customer-oriented employees concentrate on continuous development and innovation with an unbending attention to quality and service.

Today, Heico's focus is on a unique locking washer system that delivers superior anti-vibration performance. This certified bolt-fastening system works safely in a variety of conditions, can be reused, and costs up to 50% less than identical fasteners.

Wedge-lock washer design is a paradigm shift in technology with its function based on the physics of tension instead of friction to maintain clamp load. The fastener system consists a series of cams on the inside

surfaces of the washer pair and radial teeth on the outside surfaces. When the bolted joint is tightened, the radial teeth embed in their respective mating surface. After embedment, movement is only possible between the cam surfaces. Operating with the bolt in tension, the system is not a passive, friction based fastener like a metal lock nut but an active, dynamic mechanism. HEICO-LOCK washers provide consistent clamping force with superior safety even in the most extreme applications.

The washers are supplied as a pre-assembled pair for ease of installation. Removal is accomplished with the same force or less force than the original tightening torque. They are suitable for use with high-tensile nuts and bolts including Grade 8 and 12.9. Carbon and stainless steel versions are stocked in standard diameters and enlarged diameters. Sizes range from M3 to M130 with materials such as Inconel and SMO also available upon request.

HEICO-LOCK washers are distributed worldwide and along with extensive inventory, Heico provides engineering support. 



DISTRIBUTOR NEWS

The NAW Institute for Distribution Excellence of the National Association of Wholesaler-Distributors (NAW) has announced the election of Ronald E. Calhoun, President and CEO, The Palmer-Donavin Mfg. Co.; and Larry J. Stoddard, President and CEO, RelaDyne, Inc., to the NAW Institute Board of Directors.

The Palmer-Donavin Mfg. Co., headquartered in Columbus, Ohio, is a wholesaler-distributor of residential building supplies and heating and cooling equipment. The firm also operates Ohio branch offices in Cincinnati, Delphos, Lima, and Masury, and has one operation in Fort Wayne, Indiana. Calhoun's other industry involvement includes two past presidencies of the North American Building Material Distribution Association (NBMDA) and an associate Board membership of Ohio Lumbermen's Association.

Prior to joining Palmer-Donavin in 1981, Calhoun was an outside salesperson for the Gold Bond Building Products and Heatilator Company.

RelaDyne, Inc., headquartered in Cincinnati, Ohio, is a supplier of comprehensive equipment reliability products and value-added services in the lubricant sales, distribution, and equipment reliability services industry and serving the automotive, commercial, and industrial markets. On November 4, 2010, these four businesses, namely: Mid-Town Petroleum, Inc. (Bridgeview, Illinois); Oil Distributing Company (Cincinnati, Ohio); The Hurt Company, Inc. (Houston, Texas), and Pumpelly Oil Company (Sulphur, Louisiana) joined forces to form RelaDyne.

Prior to joining RelaDyne, Stoddard served as CEO of Bradco Supply Corporation, a roofing supply company. Stoddard also served as COO of Wolseley, a \$34 billion distributor of construction supplies throughout North America and Europe. He also currently serves as Chairman of a privately held family-owned business, Crescent Electric Supply, a large regional electrical distribution company in East Dubuque, Illinois.

For more information, contact The NAW at 1325 G Street, NW, Suite 1000, Washington, DC 20005-3134, Tel: 202.872.0885 Fax: 202.785.058. Visit their website at www.naw.org.

HEICO-LOCK FASTENING SYSTEMS

MADE IN GERMANY!

HEICO-LOCK
WEDGE LOCK WASHERS



Exceptional resistance
to vibration,
high dynamic loads
and thermal cycling.

HEICO-LOCK
RING LOCK WASHERS



HEICO-LOCK.US



CAPITAL MARKETING



Sales and Marketing From a Premier Agency

Covering North Carolina, South Carolina, and Virginia

Call Robbie Gilchrist
(336) 884-1704

info@capital-marketing.com • Fax (336) 884-1778



Capital Marketing is headed by Robbie Gilchrist, a 30-year veteran of the fastener business and a lifetime member of NFDA—the National Fastener Distributors Association.

Call Robbie today to discuss persuasive, energetic representation for your company.

Capital Marketing
www.capital-marketing.com



Industrial Fasteners Institute

636 Oak Tree Blvd. • Independence Ohio 44131
 Phone: 216.241.1482 • Fax: 216.241.5901
 www.indfast.org



THE TORQUE BOOK IS FINALLY HERE!

by Joe Greenslade Director of Engineering Technology, IFI

About 40 years ago I learned about the torque calculating formula $T = KdP$ to determine how much torque to apply to a fastener to properly tighten it. I will admit even after learning the formula it took me some time to learn where to find the variables to use in the formula for making the calculation correctly.

I finally got it down. I learned I could get the “d” value by looking in ASME B1.1 for inch fasteners and ISO 724 for metric. I learned to look in the John Bickford book entitled “An Introduction to the Design and Behavior of Bolted Joints” to find the most common “K” values. I also learned to calculate the “P” value I needed to multiply the yield strength times the tensile stress area of the fastener thread, and multiply that value by 75%.

I figured to find “P” I needed to look up the yield strength (YS) and tensile stress area (TSA) in SAE J429, SAE J82, ASTM A193, ASTM A307, ASTM A320, ASTM A325, ASTM A354, ASTM A449, ASTM A490, ASTM A574, ASTM F593, ASTM F835, F837, F839, or F1554. For metric fasteners I learned to look in ISO 898-1 or ISO 3506-1 for the “P” variables (tensile stress area and yield strength).

Then I had to learn that for converting inch pounds to foot pounds I had to divide “KdP” by 12 and to convert the product of “KdP” to newton meters (Nm) I had to divide by 1000.

I have gotten pretty darn fast at looking all of this up because I have done it thousands of times and I have all of the needed resource materials at my fingertips. I have taught this valuable lesson to hundreds if not thousands of people and have written several articles about it over the last 42 years.

After teaching the tightening formula $T = KdP$ and how to derive a torque value at a Fastener Training Institute Fastener Training Week program in July of 2012, I was thinking about the session on the airplane going back home. When I thought about all of the required resources

needed, I realized there was a serious need to make this highly valuable operation much easier for fastener suppliers and end users to do.

The result of that revelation is the **TORQUE Book for Fasteners** published by the Industrial Fasteners Institute (IFI). This single book contains all of the variables’ values needed to calculate screw and bolt tightening for all inch and metric in a series of five tables.

The **TORQUE Book for Fasteners** has made determining a tighten value as simple as possible. In the back of the book there are several pages of worksheets. At the top of every sheet are the formulas for calculating inch pounds, foot pounds, and newton meters. The worksheets have a series of columns with headings identifying the variable name and the table number in which the needed data is found.

The user simply fills in the columns on a row with the needed variables that are determined by the fastener description and then each variable column is multiplied in succession. The last operation is to divide the final value

derived from the multiplications by 1 if the answer is needed in inch pounds, by 12 if the answer is needed in foot pounds or by 1000 for metric fasteners to get the answer in newton meters.

After developing the book content described above, it was realized that there are several fastener types that the $T = KdP$ does not properly address.

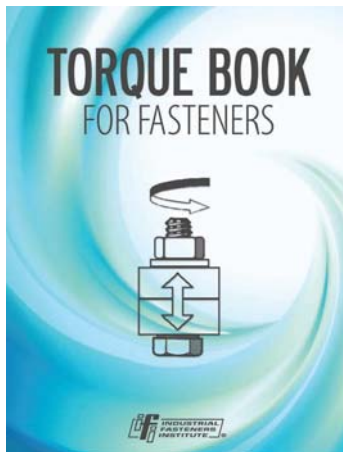
For those, a short section was added:

- Tightening stainless fasteners
- Tightening tapping screws
- Tightening set screws

Additional sections were included on:

- A tightening audit procedure
- A list of alternative means of determining fastener tightness other than torque.

please turn to page 85



"Quality is our key to success."



**ISO 9001:2008
CERTIFIED**

- Fast Shipment
- Eye Bolts, S Hooks, U Bolts and more...
- A Variety of Finishes Available
- Custom Manufactured to Meet Your Needs

ANDROCK™

USA

Toll Free **800/397-2658**

Androck Hardware Corporation

711 Nineteenth Street • Rockford, IL 61104 USA
815/229-1144 • Fax 815/229-1895

www.androckhardware.com

THE TORQUE BOOK IS FINALLY HERE! *continued from page 84*

Fastener Size Range	Formula	Torque Units
Inch screws under 1/4 inch nominal diameter	$T = KdP$	Inch pounds (in.lb.)
Inch screw or bolts 1/4 nominal diameter and larger	$T = KdP/12$	Foot pounds (ft.lb.)
Metric screws of all sizes	$T = KdP/1000$	newton meters (Nm)

Description	K (Table 1)	d (Table 2 or 3)	TSA (Table 2 or 3)	YS (Table 4 or 5)	0.75	Divider	Torque
1/2-13, SAE Gd 5, zinc & clear	0.22	0.5	0.142	92000	0.75	12	90 ft.lb.

The following is the simple process for calculating a screw or bolt tightening torque value:

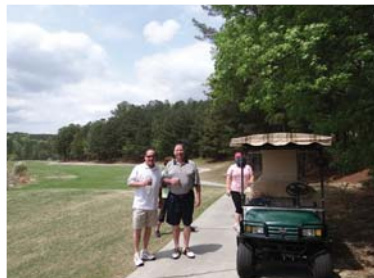
1. Go to the worksheet in the back of the book.
2. Enter the fastener description in the first column – example: 1/2-13 Hex Cap Screw, SAE J429 Grade 5, zinc and clear finish
3. Look up the K factor for “zinc and clear” in Table 1 and enter 0.22 in the next column in the worksheet.
4. Look up “d” for 1/2-13 in Table 2 and enter 0.50 in the next column.
5. Look up the tensile stress area (TSA) in Table 2 for 1/2-13 and enter 0.142 in the next column.
6. Look up the yield strength for SAE J429, Grade 5 in Table 4 and enter 92,000 in the next column.
7. Multiply 0.22 X 0.50 X 0.142 X 92,000
8. Multiply that product by 0.75 (75% of yield strength)

9. Divide that product by 12 to convert inch pounds to foot pounds.
10. The resulting value is rounded to the closest foot pound giving 90 foot pounds as the suggested torque tightening value for a 1/2-13 Hex Cap Screw, SAE J429, Grade 5, zinc and clear.

The **TORQUE Book for Fasteners** is the most comprehensive resource document on the subject of tightening fasteners. The subject has been made so simple anyone can calculate a suitable tightening value. This document is truly a “must have” for all fastener suppliers and end users.

The **TORQUE Book for Fasteners** is available at the IFI online store at www.indfast.org under “reference books.”

SEFA 2013 ANNUAL SPRING CONFERENCE STONE MOUNTAIN, GA - APRIL 16-19, 2013





WE HAVE NEW CONTACT NUMBERS:

Tel: 954-943-1939
Fax: 954-943-6662

ISC/WORLD HORIZONS | 910 SW 12TH AVE, POMPANO BEACH, FL 33069 | EMAIL: INFO@ISC-SALES.COM | WWW.ISC-SALES.COM

ISC IS A NICHE WHOLESALE OF FASTENER & BUILDING PRODUCTS

NO MINIMUM ORDER | SAME DAY SHIPPING | PRIVATE LABELING AT NO EXTRA COST

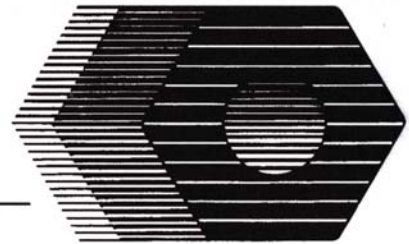
NYLON CABLE TIES | ELECTRICAL WIRE NUTS | STRUT & STRUT ACCESSORIES



CONICAL ANCHORS & KITS | EZ ANCHORS & KITS

OSSCO
BOLT & SCREW CO.

1351 Elmwood Ave.
 Cranston, RI 02910
 FAX (401) 461-6970
 Email: sales@osscobolt.com



Just Arrived!
Special: Left Hand
Finish & Jam Nuts

WE BOX PACKAGE in convenient LOW QUANTITIES. We have the LOWEST PRICES and the LOWEST MINIMUMS



* \$25.00 minimum order

- Castellated Nuts
- Slotted Nuts
- Hi-Nuts
- Square Nuts
- Left Hand Nuts
- Left Hand Jam Nuts
- Gr. C. Prevailing Torque
- Flange Nuts
- Slip-on Locknuts

- Centerlock Nuts
- Nylon Insert Lock Nuts
- Thin Nylon Insert Lock Nuts
- K-Loc
- Wing Nuts (Forged)
- Acorn Nuts
- 2H Nuts
- Machine Nuts

- Finished Nuts
- Gr. 8 Nuts
- Tee Nuts
- Galvanized Nuts
- DIN 934-Finished Nuts
- DIN 985-Nylon Stop Nuts
- DIN 980-Prevailing Torque
- Acme Nuts

- Coupling Nuts
- Cotter Pins
- Gr. 8 Lock Washers
- Gr. 8 Flat Washers
- Fender Washers
- Toggle Wings
- Toggle Bolts
- Plastic Anchors



Call 1-800-FOR-A-NUT
1-800-367-2688


Spiralock

25235 Dequindre Rd, Madison Heights, MI 48071
 Tel: 1-800-521-2688 Fax: 248-543-1403
 Email: slinfo@spiralock.com
www.spiralock.com



FASTENER TECHNOLOGY HELPS FULFILL THE PROMISE OF EV AND HYBRID VEHICLES

by Del Williams *Technical Writer*

To improve conductivity, connectivity, and battery life, an innovative locking thread form may be key

With the federal government nearly doubling car and light-duty truck fuel economy standards to the equivalent of 54.5 MPG by 2025, electric vehicle (EV) and hybrid electric vehicle technology is set to play a vital role – if lingering battery life and overheating issues can be resolved.

While automakers are using a range of technologies to improve fuel economy, EV and hybrid technology appeals to a growing number of eco-conscious consumers who want to eliminate or limit the need to “fill the tank”.

But with battery packs on EV and hybrid vehicles only storing the energy of about 1-2 gallons of gasoline, more needs to be done to safely harness every milliamp of their electricity without overheating. To fulfill the promise of EV and hybrid technology for automakers, electrical conductivity, connectivity, and battery life must be improved, and an innovative locking thread form may be key to achieving this.

“The challenge is, ‘What is your EMPG, or electric miles per gallon?’” says Kevin Peacock, an application engineer for Stanley Engineered Fastening in Madison Heights, Michigan. “How far can you drive without gas

assist? Any losses in getting battery energy to the motor will compromise EV or hybrid range and viability.”

Yet traditional fasteners have difficulty maintaining electrical conductivity and connectivity with EV and hybrid battery terminals because they tend to lose clamp load. After extended car vibration and thermal cycling, traditional fasteners typically lose about half of their original clamp load, according to Peacock.

“Inside EV and hybrid batteries, whether lithium or acid-based, several packs are typically linked to each other in a series. If a connection is weakened by losing clamp load, you lose not just one battery cell but the whole series of battery cells,” cautions Peacock.

Another serious problem: when EV and hybrid fasteners lose clamp load, their batteries lose electrical conductivity. Heat can build up due to the battery’s live current, and electric arcing can occur, which is a potential fire or explosion hazard.

To assure adequate clamp load and joint integrity in critical areas from the battery pack and battery terminals to the battery box itself, while improving connectivity and battery life, automotive engineers are finding a solution in a unique fastener called Spiralock. Spiralock is a brand of Stanley Engineered Fastening which provides innovative fastening and assembly technologies to all market segments around the globe.

please turn to page 190



RELIABILITY



As we count on our U.S. troops for security, so must our military forces trust in the performance of their equipment.

The threads on each of their parachute links are coated with **ND Patch**, locking the fastener in place and providing the security that our paratroopers rely on.



Advanced Fastening and Sealing Technologies

www.ndindustries.com • products@ndindustries.com

ND Industries, Inc. USA Processing Facilities: New Jersey

North Carolina • Michigan • Ohio • Illinois • Texas • California

Use of military imagery does not imply or constitute Department of Defense endorsement.

SPIROL®

www.spirol.com/s/overview-link/


Enhance product quality,
simplify assembly and reduce
your total cost.

COILED SPRING PINS
SLOTTED SPRING PINS
INSERTS FOR PLASTICS
COMPRESSION LIMITERS
ALIGNMENT DOWELS / BUSHINGS
SPECIALTY WASHERS
PRECISION SHIMS
DISC SPRINGS
THUMB NUTS
PANEL NUTS
CAP NUTS
HEX NUTS
SOLID PINS
SPACERS

Tens of thousands of
standard parts:

Available to ship from stock
No tooling charges
RoHS and DFARs compliant

SPIROL.com

P 800.321.4679
F 860.774.0487

Providing manufacturing and application
engineering expertise since 1948.

Certified to:
ISO/TS 16949
ISO 9001
AS 9100
Nadcap AS7108 Chemical Processing
Nadcap AC7116/4 Nonconventional Machining

DISTRIBUTOR NEWS

Spirol International Corp. is pleased to announce that our Board of Directors has elected Pam Cinami to serve as a Director for the North American Operational Board.

Pam has been with SPIROL for 27 years; 11 of these years were in Operational roles such as Production Scheduling, Production Planning, Inventory Planning, and Production Manager. She has a firm understanding of our Business Vision, Strategies and Philosophies and has been a strong contributor and is responsible for many of the system advancements, which have allowed SPIROL to continue to excel as we have grown globally.



In addition to Pam's role as Business Systems Manager, she has also been appointed by the Spirol Executive Committee as the Chairperson for the Global IT Council. Spirol's IT department is a service group to the business operating functions. Our IT must allow us to perform our job efficiently and effectively and help us achieve our global vision. Information Technology is a critical internal partner to SPIROL's functional groups. SPIROL is embarking on the development of a long term IT plan to significantly enhance systems. As Chairperson of the IT Council, Pam's leadership is critical to our effectiveness and long term growth plans.

Spirol International Corp. is pleased to announce the release of a new highly versatile Pin Installation Machine.

The Model PMH is ideally suited for low to moderate volume levels of production that require high insertion force. This exceptionally flexible machine easily accommodates for quick changeovers through simply changing the pin driving chuck and replacing the fixture at the base of the machine to accommodate the specific application and pin size to be installed.

The machine is simple to operate and easily adjustable. The precisely machined rack and casting results in smooth operation in addition to precise positioning, repeatability and durability.

A data sheet that highlights the features and benefits of The Model PMH is available on SPIROL's website.

SPIROL has more automated machines that utilize bowl feeding technology for higher volume applications and/or for assemblies that use small pins that are difficult to handle.

For more information, contact Spirol International at Tel: 1-860-774-8571, Fax: 1-860-774-2048, Email them at: info@spirol.com or you can visit their website at www.spirol.com.

WROUGHT WASHER

Special Washers & Stampings

Special Flat Washers-Long & Short Runs

Laser Cutting/CNC Machining

Heavy Stampings
up to 1/2" Thick

Sems Washers

9,000,000 lbs
Raw Material
In-house

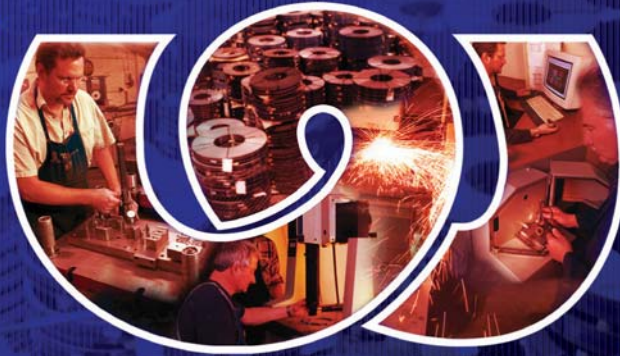
Direct Shipments or
Managed Inventory

REGIONAL WAREHOUSES

Milwaukee Dallas Tampa
Houston Charlotte Santa Fe Springs

1-800-558-5217

TS Registered Quality System



Domestically Produced Standard Washers

F436 Structural Washers,
Type 1 up to 3 inch,
Type 3, Bevels and
.312 Thick

Mil-Carb,™ MC2,
MCX Washers,
High-Strength USS/SAE

Helical Spring Locks,
Regular, High Alloy,
Heavy, Metric, Hi-Collar

Domestically Produced
Quality Grade 2 Washers,
USS/SAE & Fender Washers

Import Grade 2 Washers

Auto Shims, U-Bolt,
Type B Washers

www.wroughtwasher.com

DISTRIBUTOR NEWS

Smalley Steel Ring Company, the world leader in the manufacturing and development of Spirolox® Retaining Rings, Constant Section Rings and Wave Springs announces the release of the new 50th Anniversary Parts and Engineering Catalog for 2013.

The new catalog combines previously existing Spirolox® Retaining Ring and Wave Spring series with newly released series. Smalley's recently released Metric Hoopster and Laminar Seal Rings catalog have been incorporated into the new catalog, offering a comprehensive look at all of Smalley's 10,000 standard parts.

Smalley has manufactured Laminar Seal Rings for years, however, the increased popularity in metal seals allowed for the series to be incorporated into the catalog for the first time. Smalley Laminar Seal Rings are an alternative means of sealing components in assemblies from contamination. Laminar Rings can withstand higher temperatures and more corrosive environments than common O-rings or conventional

rubber seals.

Smalley is pleased to offer the new catalog to its customers. George Nisbet, Smalley's Vice President of Operations says, "The 50th Anniversary catalog celebrates 50 years of Smalley Steel Ring Company's commitment to excellence in quality, service and products that offer extreme value. For over 50 years Smalley Steel Ring Company has been the industry leader, setting the standard for on time delivery and product innovation."

The company meets international standards of excellence, including ISO 9001, ISO/TS16949, AS9100 and ISO 14001.

Smalley Steel Ring Company is the market leader in the manufacturing and development Spirolox® Retaining Rings, Constant Section Rings, Snap Rings and Smalley Wave Springs.

For more information contact Smalley by phone at 847-719-5900, Fax: 847-719-5999, or send them an email to info@smalley.com or visit www.smalley.com.





The National Federation of Independent Business
 53 Century Blvd, Suite 250 Nashville, TN 37214
 Toll Free: 1-800-634-2669
 Tel: 615-872-5800
 www.nfib.com

SMALL BUSINESS OWNER ROLLER COASTER CONTINUES: AFTER MARCH'S DEADLINE, CONFIDENCE IS UP IN APRIL

After March's disappointing drop in small-business confidence, April's Index of Small Business Optimism rose 2.6 points to 92.1, just above the recovery average of 90.7. In April's report, four Index components rose, two fell and four were unchanged. Yet pessimism abounds within the sector, as still far more of those surveyed expect business conditions to be worse in six months than those who think they will be better.

"Small-business confidence saw an uptick this last month, but it was a ho hum, yawn, at-least-it-didn't-go-down reading. The sub-par recovery persists for the small business sector," said NFIB chief economist Bill Dunkelberg. "Economic performance is contradictory—corporate profits are at record levels and the stock market hits new highs, yet GDP growth for the past six months has averaged about 1.5 percent and the unemployment rate is 7.5 percent. Nothing in the NFIB data suggests that the small business half of the economy is expanding other than by an amount driven by population growth and associated new business starts now in excess of terminations. The lack of leadership in Washington and the resulting uncertainty depresses consumers' and business owners' willingness to spend and invest, and make bets on the future."

Owners were asked to identify their top business problem: 23 percent cited taxes, 21 percent cited

regulations and red tape and 16 percent still cited weak sales. Only 2 percent reported financing as their top business problem. A quarterly break-out of top business problems by sector will be released next Tuesday.

Job Creation

April was another positive, albeit lackluster month for job creation. Small employers reported increasing employment an average of 0.14 workers per firm in April.

This is a bit lower than March's reading, but still the fifth positive sequential monthly gain. Job creation plans rose 6 points to a net six percent planning to increase total employment.

Hard to Fill Job Openings

Forty-nine (49) percent of owners surveyed hired or tried to hire in the last three months and 38 percent (78 percent of those trying to hire or hiring) reported few or no qualified applicants for open positions.

Small Business Optimism Index May 2013 Report

Index Component	Net %	Change from Last	
		Month	Month
Plans to Increase Employment	6%	▲	6
Plans to Make Capital Outlays	23%	▼	-2
Plans to Increase Inventories	0%	▲	5
Expect Economy to Improve	-15%	▲	13
Expect Real Sales Higher	4%	▲	8
Current Inventory	-1%	—	0
Current Job Openings	18%	—	0
Expected Credit Conditions	-6%	▼	-2
Now a Good Time to Expand	4%	—	0
Earnings Trends	-23%	—	3

nfib.com/sbet

NFIB
The Voice of Small Business

Sales

The net percent of all owners* reporting higher nominal sales in the first quarter of 2013 compared to the fourth quarter of 2012 rose 3 points to a negative four percent, the best reading in 10 months, although there are still more firms reporting declines than those reporting gains. Sales expectations improved 8 points from March to a net four percent.

please turn to page 208



Tamper-Pruf
Screws, Inc
Paramount, Ca

It's Good in Stock!

Over 100 Million Screws



Call: (562) 531-9340

Fax: (562) 531-2464

TORX and TORXplus Are Registered Trademarks of Camcar Textron

The Industry Leader in Security Fasteners for over 35 Years

- * TORX
- * TORXplus
- * Security Hex Sockets
- * DRILLED SPANNERS
- * CAMCRETE
- * ONE WAY
- * Orders received by 4:00PM PST Shipped that day
- * Available in INCH & METRIC
- * We stock over 100 million screws
- * Made in the USA
- * Complete Manufacturing Facility
- * Specials-Heading, Thread Rolling- Drilling



Tamper-Pruf
Screws, Inc
Paramount, Ca

8808 Somerset Blvd. - Paramount, CA 90723

www.tamperprufscscrews.com
tamperpruf90723@sbcglobal.net

SFA SPRING CONFERENCE TUCSON, AZ - APRIL 25-28, 2013



**NEW
LOWER PRICING!**



GET GREAT DEALS RIGHT NOW ON TYPE F FLOORBOARD SCREWS!

To drive down your costs and help you save a buck, we have a huge inventory of **Type F** (thread cutting) **Floorboard Screws**. Our volume purchasing power allows us to provide you with **NEW LOWER PRICING** so you can pass the savings on to your customers. **Call your nearest Austin location for a quote!**



Available from stock in 5/16 - 18 and 1/4 - 20 6-lobe recessed Flathead or Panhead in Black Phosphate, Zinc or Dacromet.

California: 800.821.3520 | Georgia: 800.821.1664 | Indiana: 800.220.8118 | Missouri: 800.821.3520
Pennsylvania: 800.634.4293 | Texas: 800.527.5640 | Wisconsin: 800.220.8118 | www.austinhardware.com

SFA - 292 Sugarberry Ci., Houston, TX 77024 • Tel: 713.952.5472 • Fax: 713.952.7488 • Email: swfa@swbell.net • www.sfa-fastener.org

SOUTHWESTERN FASTENER ASSOCIATION


McDANIEL, GROSS & FRAZIER ELECTED TO SFA BOARD OF DIRECTORS *continued from 78*

Bobby Salome, El Paso Bolt & Screw Company and SFA Golf Committee Chairman led a field of fourteen players around the Lowes Ventana Canyon Championship Golf Course on Friday afternoon. All players enjoyed their experience on the course and the only complaint heard was that they didn't have enough golf balls because of the challenging desert course. If you were out of the fairway you took your life in your own hands trying to find an errant golf ball in the cactus that lined each hole. Everyone liked the challenge so much that they returned Saturday afternoon to test their skill after resupplying their golf ball inventory.

Susan Davis, Southwest Distributor Sales and Past President and Chairman of SFA, was presented with the Mickey McClure award during the closing dinner on Saturday evening. The Mickey McClure award is presented to an individual in recognition and appreciation for outstanding dedication, achievement and overall contribution to the fastener industry. Davis has been extremely active in SFA functions and has been

the guiding force of the SFA scholarship program over the past years, helping to make it one of the strongest programs in the fastener industry. During her career, Davis displayed the utmost of character, enthusiasm and integrity befitting the awarding of the Mickey McClure Award.

Currently, the Board of Directors are in the process of grading the Scholarship Applications received this Spring. SFA will award eleven (11) scholarships to deserving students in 2013. In addition to the ten (10) Gene Petty scholarships, the Will Rodriguez scholarship will also be awarded to a deserving student. Winners of 2013/14 scholarships will be announced in the SFA Summer Newsletter.

For information on the next SFA Conference and EXPO, Fall Dinner Meetings and/or Membership in the Southwestern Fastener Association, contact John Elsner, Executive Director, 292 Sugarberry Circle, Houston, Texas, 77024. Phone: 713.952.5472, Fax: 713.952.7488 and/or email at swfa@swbell.net. 



Rotor Clip Company Inc.


187 Davidson Avenue, Somerset, NJ 08873
 Tel: 1-800-557-6867 Fax: 732-469-7898
 Email: info@www.rotorclip.com
 www.rotorclip.com

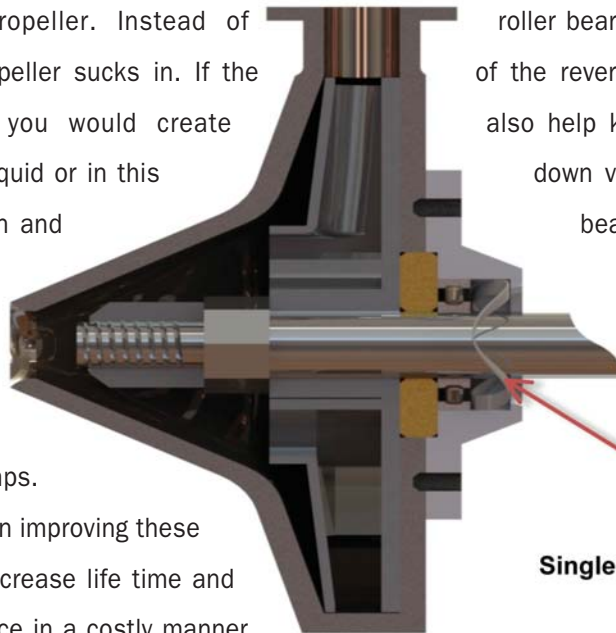
WAVE SPRINGS USED ON DIESEL ENGINE WATER PUMP DESIGN *by Vincent E. Rodgers*

These pumps (classified as “centrifugal impeller”) are used for large diesel engines such as locomotives. The pump is connected to a motor which delivers rotational kinetic energy to a shaft. At the end of the shaft is an impeller. In general, an impeller is the opposite of a propeller. Instead of providing thrust, an impeller sucks in. If the pump was reversed, you would create hydraulic thrust. The liquid or in this case water is sucked in and pushed outwards by the “blades” of the impeller exiting the pump. Hence the name, centrifugal impeller pumps.

The main purpose on improving these kinds of pumps is to increase life time and cut down on maintenance in a costly manner. One way the new design accomplishes this is by utilizing wave springs. Wave springs are an effective and easy way to maintain the bearings and the pump’s quality of life.

The wave springs are mounted into the housing of the pump, around the shaft and engages the housing and the drive end of the outer race bearing of the impeller. The preloaded wave springs will cut down on

the already large thrust loads that the tapered roller bearings are under by absorbing some of the reverse thrusts. The wave springs will also help keep the bearings in place to cut down vibrations which could damage the bearings, and the pump. By doing so, the wave springs will save the bearings from wear increasing the pumps over all life. 



Single Turn Wave Spring

A Rotor Clip single turn wave spring provides a preload on the bearing in this centrifugal pump.



LARGE & SPECIAL FASTENERS FAST!

- HUGE INVENTORY
- OFF THE SHELF AND QUICK
- JUST-IN-TIME DELIVERIES
- SAE OR ASTM SPECS
- STRATEGICALLY LOCATED
WAREHOUSES NATIONWIDE
- YOUR REQUIREMENTS IN-STOCK
SPECIALS OR STANDARDS
- DEPENDABLE AND TRACEABLE



CORPORATE OFFICE/MAIN WAREHOUSE

Box 2035, 2941 E. 10 Mile Road, Warren, Michigan 48090-2035
586-757-4100 / 800-882-0747 • 586-757-1555 fax • sales@darlingbolt.com

HOUSTON WAREHOUSE

1915 Turning Basin Drive, Suite #506, Houston, Texas 77029
713-673-3971 • 713-672-6642 fax

LOS ANGELES WAREHOUSE

11023 Forest Place, Santa Fe Springs, California 90670
562-946-1458 • 562-946-3268 fax

**DARLING BOLT
COMPANY**

Since 1958

(800) 882-0747

www.darlingbolt.com

NCFA - 7737 Ellington Place • Mentor, Ohio 44060 • Phone 440-975-9503 • Fax 440-350-1676 • web: www.ncfaonline.com

NORTH COAST FASTENER ASSOCIATION

NCFA's DISTRIBUTOR SOCIAL: FIVE YEARS AND STILL GOING STRONG *by Marty Nolan, NCFA President*


The 2013 North Coast Fastener Association's (NCFA) Distributor Social was the biggest one yet with approximately 250 people in attendance! It started off with an outstanding Panel Discussion followed by a night of networking and socializing. The topic of this year's Panel Discussion was "Challenges of the Current Fastener Business Climate" and the panel included Simmi Sakhuja (Stelfast, Inc.), Bob Fawcett (Nucor), Dan Zehnder (Trinity Logistics), Don Shan (Solution Industries) and Steve Andrasik (Brighton Best). The moderator for the discussion was Eric Dudas of Fully Threaded Radio. A special "thank

you" to our panel speakers and moderator for taking the time to participate in the panel discussion.



The individuals in this picture are the guest speakers that participated in the panel discussion (prior to the Distributor Social) on "Challenges of the Current Fastener Business Climate" which was moderated by Eric Dudas. Looking at the picture from left to right: Steve Andrasik (Brighton Best), Dan Zehnder (Trinity Logistics), Bob Fawcett (Nucor), Eric Dudas (Fully Threaded Radio), Simmi Sakhuja (Stelfast), Don Shan (Solution Industries)

This was the 5th year the NCFA has hosted the Distributor Social, with attendance growing each year. Plans are already underway for the 2014 NCFA Distributor Social, with tours and open houses being determined. This event has been noticed by other regional fastener associations and has become one of our best attended and most popular events. Many thanks to all the suppliers who

support the event and the distributors who take the time to attend. 

NCFA DISTRIBUTOR SOCIAL INDEPENDENCE, OH - MAY 2, 2013



more photos on page 176

What do you need?

Sex Bolts



Including the MALE SCREW and FEMALE SCREWS.
Various heads. Thread #10-24.
Length 1/2" - 4". Other sizes available.
Materials: Steel, Zinc Plated, Stainless Steel.

Binding Posts & Screws



Including the MALE SCREWS and FEMALE SCREW.
Thread #8-32. Length 1/8" - 6".
Other sizes available.
Material: Aluminum, Brass.

Blind Rivet Nuts, Blind Jack Nuts & T-Nuts



Round and Hexagon heads. Big and small flanges.
Open and closed ends. Knurled ones are also available.
Materials: Aluminum, Brass, Stainless Steel and Steel.

Clinching Parts (Nuts & Screws)



Bushes, Clinching Nuts, Stand offs, Studs and Spacers. Information on sizes and materials available upon request.

Self-Tapping Threaded Inserts



Internal thread #2 - 7/8". External thread M4.5 - M36. Provides stronger and more durable permanent threads in plastic.
Materials: Steel, Brass & Stainless Steel.

Stretch Folding Blind Rivets



Rivet Dia. 5/32" & 1/5". Length 0.57" - 1".
Finish available in a multiple of colors.
Rivet Body: Aluminum 5052.
Mandrel: Aluminum 5056.

Ask us.

IMPERIAL RIVETS & FASTENERS CO. INC.

Office: 7201 Walden Lane, Darien, Illinois, 60561-3734
Warehouse: Unit H, 8404 S.Wilmette Ave., Darien, Illinois, 60561-3734
www.imperialrivet.com Email: sales@imperialrivet.com
Tel: 630-964-0208 Fax: 630-963-0289





PREMIUM STRUT ACCESSORIES

- Spring Nuts
- Beam Clamps
- Rigid Clamps
- EMT Clamps
- Multi-Grip Clamps
- Tubing Clamps
- Copper Tubing Clamps
- Rooftop Supports
- Cushion Clamps
- Flat Fittings
- Angle Fittings
- Wing Fittings
- Post Bases
- Splice Channel
- General Fittings
- One-Hole EMT Clamps

CONTINUOUSLY ADDING NEW PRODUCTS



OUR COMMITMENT TO QUALITY IS "STAINLESS".

605 Springfield Rd.
Kenilworth, NJ 07033
PH: (908) 688-2550
FX: (908) 688-9385
njsales@divspec.com

4785 Kirk Rd.
Winston-Salem, NC 27103
PH: (336) 760-0050
FX: (336) 760-0580
ncsales@divspec.com

DISTRIBUTOR NEWS

Nucor Fastener, a division of Nucor Corporation is pleased to announce the appointment of Christopher Gasser as Sales Manager.

Mr. Gasser began his career with Nucor in 2010 and has been the Marketing Manager at Nucor Steel Berkeley with responsibilities for automotive, agricultural/industrial equipment, on-highway truck and other large manufacturing applications. Prior to Nucor, he spent four and a half years in the steel industry as a customer service representative and district sales manager for various geographical regions across the country.

Mr. Gasser has a Bachelor of Science degree with concentrations in marketing and operations management from Indiana University. He will begin his new duties effective June 3, 2013.

For more information contact Nucor Fastener at 6730 County Road 60, St. Joe, IN 46785. Tel: 260-337-1600 or visit their website at www.nucor-fastener.com.

DISTRIBUTOR NEWS

Sherex Fastening Solutions, the world leader in the manufacture and distribution of blind rivet nuts and specialty fasteners has launched something BIG, the first line of large thread Rivet Nuts ranging in sizes from 1/2-13 to 3/4-10 (M12 to M20).

After three years of product development, the Sherex engineering & sales team was able to perfect the design and bring these specialized rivet nuts to market. These large thread rivet nuts were developed for heavy duty applications in the Heavy Truck/Trailer Industry, Ag/Construction Industry, Rail Industry & Heavy Equipment Industry. "Large thread rivet nuts are the best fastening solution when it comes to attaching thin sheet materials," says Adam Pratt, President of Sherex Fastening Solutions.

Many companies currently use weld fasteners in these applications but with green initiatives and cost reduction requirements these companies would like to remove weld fasteners from their manufacturing process. Rivet nuts are superior to weld fasteners in that installing rivet nuts requires much less energy and can streamline the manufacturing process (parts installed post paint, powder coat, or galvanizing) producing a much lower "total installed cost." Rivet nuts also have a better aesthetic value when compared to weld fasteners.

The full line of large thread Rivet Nuts will include sizes 1/2-13, 5/8-11, 3/4-10, M12, M16 & M20. Large thread rivet nuts are available in either a round body or a hex body for increased spin-out resistance. These fasteners are all compatible with Grade 5 Class 8.8 bolts & are all plated with a RoHS Compliant, Zinc Trivalent Clear plating. A Zinc Nickel, high corrosion resistance finish, is also available upon request.

All Sherex Large Thread Rivet Nuts are installed with the Sherex FLEX-18, one of the strongest tools on the market with 18,000 lbs. of pulling force & 15mm of available stroke.

All Sherex Large Thread Rivet Nuts are manufactured by our own TS16949 production facility and we provide unsurpassed customer service and support before and after the sale.

For additional information on any of the Sherex Large Thread Rivet Nuts & the FLEX-18 Tool please visit www.sherex.com or contact Sherex at 1-866-474-3739.

Special Washers & Stampings



- 40,000 Different Special Washers In Stock
- Vast On-Premise Raw Material Inventory
- In-House Tool Room
- Modern CNC and EDM Machines
- Short Production Runs for Prototypes
- Special Sizes and Tolerances
- .062" to 12" O.D.'s in All Shapes and Sizes
- Sheet Materials from .002" to 1/2" Thick

Specials are standard at Willie Washer. You can find over 40,000 different special washers available for same day shipments from Willie's stock. If a special run is what you need, Willie gives you a head start on production with an in-house tool room that has the latest in CNC and EDM machines and a separate short-run division for prototypes and low volume needs. Cap it off with presses that can stamp materials thinner than a sheet of paper, or up to a 1/2" thick, and you'll find the source for your special needs. Look to Willie Washer for quality craftsmanship and flexible production capabilities to make the right size at the right price... right on time!



WILLIE WASHER
MANUFACTURING CORPORATION

SPECIAL WASHERS AND STAMPINGS

MAKING THE BEST WASHERS SINCE 1972

847/956-1344 • FAX: 847/956-7943



FASTENER
TRAINING
INSTITUTE

Fastener Training Institute®
10842 Noel Street #107
Los Alamitos, CA 90720
www.FastenerTraining.org



TOP TEN REASONS TO ATTEND FASTENER TRAINING WEEK - CLEVELAND

by John Wachman Director of the Fastener Training Institute®

10. *The Rock and Roll Hall of Fame is really cool!*
9. *Dennis Kucinich might give you his autograph.*
8. *You'll learn why manufacturers' head-markings are important.*
7. *Discover why torque/tension is critical to understanding and designing bolted joints.*
6. *RoHS and REACH are important, especially if you don't know what they are.*
5. *Who else offers a five-day tax deductible vacation in Cleveland?*
4. *Learn how to read specifications and order fasteners correctly.*
3. *Joe Greenslade, Salim Brahimi and Carmen Vertullo are really fun to hang with.*
2. *Future savings by not making mistakes are incalculable.*

And the number 1 reason to attend Fastener Training Week - Cleveland: Your competitors will be attending

Yes, Fastener Training Week is returning to Cleveland, Ohio! This five-day intensive version of the Fastener Training Institute®'s acclaimed Certified Fastener Specialist™ advanced technical training program will be presented July 22-26 and again November 18-22 at the Industrial Fasteners Institute. Fastener Training Week includes everything that a student would experience in the regular seven-course CFS™ training, but all on consecutive days.

Fastener Training Week features learning labs taught by leading industry experts Joe Greenslade (IFI), Carmen Vertullo CFS (CarVer Consulting), and Salim Brahimi (IBECA Technologies). This program also includes interactive exercises, quizzes to reinforce learning, and plant tours of manufacturing, secondary processes and testing facilities.

The curriculum includes:

- Thread and material specifications


- Dimensional and process specifications
- Quality systems and specifications
- Lot traceability and test reports
- Print reading and tolerances
- Thread gaging and dimensional inspection
- Torque tension
- Acquiring specifications
- Consensus standards organizations

Upon completion of this training and passing a final exam, attendees will be eligible to receive the Certified Fastener Specialist™ (CFS) designation.

Joe Greenslade, IFI director of engineering technology, notes that "employees who are more knowledgeable make fewer errors. In the fastener industry one error can easily exceed the cost of training. You will never know the value of the errors that do not happen, but the more people you employ who are well trained, the fewer costly errors your company will need to absorb over time."

The difference between you and your competition is employee skill, knowledge and productivity. Your return on investment will be:

- Added value to your company and your customers
- Increased efficiencies in processes, resulting in financial gain and sustainability
- Increased innovation in strategies and products
- Enhanced company image
- Risk management

The Fastener Training Institute® offers technical training for the entire fastener industry. The Certified Fastener Specialist™ program was originally founded in 1998. Today more than 800 individuals have participated in the CFS™ program with more than 300 graduates. FTI's core purpose is to enhance fastener use, reliability and safety. 

John Wachman is Director of the Fastener Training Institute® and the head of Desert Distribution Sales LLC, a manufacturer's representative company located in Scottsdale, AZ, USA.

Training

Knowledge

Capabilities

SEFA 2013 ANNUAL SPRING CONFERENCE STONE MOUNTAIN, GA - APRIL 16-19, 2013





Precision Specialties LLC

PO Box 1808, Collierville, TN 38027

Tel: 901-854-5640 Fax: 901-854-5702

Email: sales@precspec.com

www.precspec.com

PRECISION SPECIALTIES ADDS SOUTHERN COMPONENTS TO SALES TEAM


Precision Specialties, LLC is pleased to announce the appointment of Southern Components as sales representatives to develop its specialty fastener business in Tennessee and Alabama.

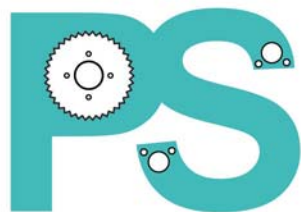
Southern Components, Inc. is headquartered in Franklin, Tennessee. Larry Nichols, President of Southern Components, and Dale Bartholomew have over 60 years of combined experience in fastener sales and market development.

Roger Szafranski, President of Precision Specialties, welcomes the support Southern Components will offer customers in the area



while developing new specialty fastener business. "Dale and Larry bring the energy and industry experience to Precision Specialties that will continue our sales growth and product line expansion" says Roger Szafranski.

Precision Specialties is headquartered in Collierville, TN and is ISO 9001 certified. They are a master distributor for notable US manufacturers such as AVK, ARaymond Tinnerman, Oetiker, Rotor Clip and for critical engineered components such as spring washers, belleville washers, clevis pins, grease fittings, bearing lock nuts and washers. 



**PRECISION
SPECIALTIES, LLC.**

- | | |
|-------------------|---------------------|
| ★ Spring Washers | ★ Threaded Inserts |
| Clevis Pins | Retaining Rings |
| Shaft Collars | Locknuts |
| Lockwashers | Machine Keys |
| Woodruff Keys | Grease Fittings |
| Spring Pins | O-Rings |
| Terminal Cups | Cotter / Hitch Pins |
| Plastic Fasteners | Shims |

**AUTHORIZED FACTORY
MASTER DISTRIBUTOR!**

www.precspec.com

★ ★ ★ ★ ★ PRECISION SPECIALTIES SIMPLY THE BEST! FOR OVER 25 YEARS



Oetiker
Clamps



Threaded
Inserts



Spring
Washers



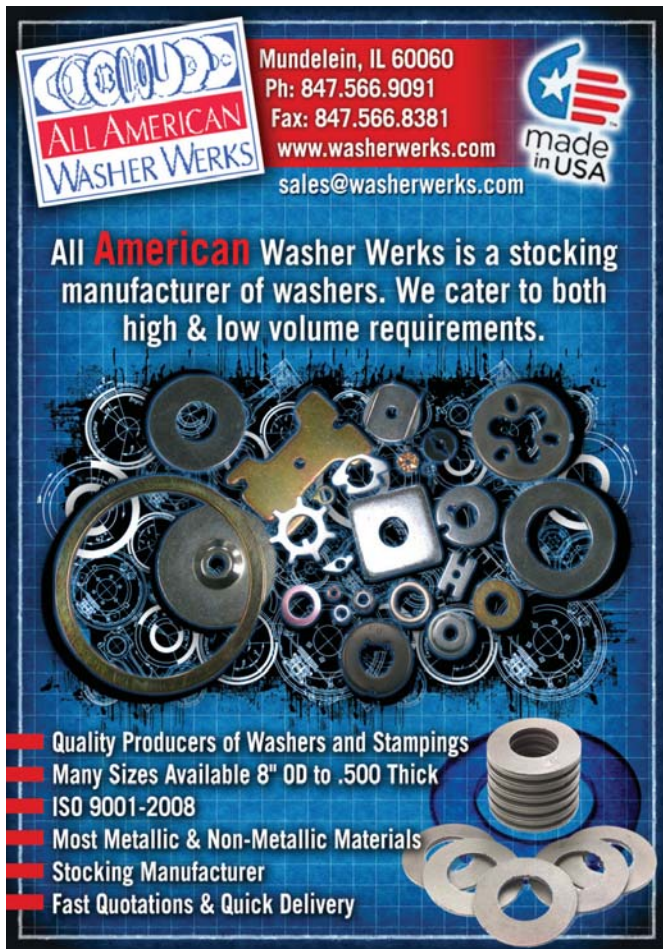
Self-threading
Nuts



CALL 901-854-5640 ★ FAX 901-854-5702

SIMPLY THE BEST... PRODUCTS, PROFESSIONALISM & SERVICE... FOR OVER 25 YEARS

P.O. BOX 1808 ★ COLLIERVILLE TN 38027 ★ EMAIL: SALES@PRECSPEC.COM



Mundelein, IL 60060
Ph: 847.566.9091
Fax: 847.566.8381
www.washerwerks.com
sales@washerwerks.com

All American Washer Werks is a stocking manufacturer of washers. We cater to both high & low volume requirements.

- Quality Producers of Washers and Stampings
- Many Sizes Available 8" OD to .500 Thick
- ISO 9001-2008
- Most Metallic & Non-Metallic Materials
- Stocking Manufacturer
- Fast Quotations & Quick Delivery

DISTRIBUTOR NEWS

Quantum Storage System's

Euro Drawers Shelving Systems are a more economical small parts storage solution compared to higher cost steel drawer units. Save time locating parts using the tough Euro Drawers with sturdy open or closed steel shelving. Select closed shelving (shown) for a dust free environment for stored parts.

Easy to order, the system comes as a COMPLETE PACKAGE WITH BINS! Choose from a selection of bin and shelving sizes and bin colors of blue, yellow, gray, or red. Color code products are the perfect solution to simplify order picking and inventory control. Heavy duty, high grade gray shelving offers a 400 lb. capacity per shelf. Great storage products, delivered quickly at the guaranteed lowest prices – Quantum!

For more information, or to order a new catalog, call 1-800-685-4665, email: sales@quantumstorage.com or go to www.quantumstorage.com.



DISTRIBUTOR NEWS

All American Washer Werks is an industry leader in both quality and customer satisfaction. Their 65,000 square foot manufacturing facility is located in Mundelein Illinois.

All American has millions of parts available for immediate shipment and millions of pounds of raw material available for quick "turn-around" production of the part you need. At a time when many businesses are out sourcing overseas they have stayed true to their roots, and can boast the label of made in the U.S.A. The company has recently gone through a moderate expansion, increasing production and warehouse space by 33%, adding four new employees, and adding three punch presses.

These new additions are vital to their ever growing business. Unlike traditional punch presses, these machines are equipped with feeds that maximize speed and efficiency by increasing material yield and decreasing press down time. All American Washer Werks clients will benefit from this addition with quicker lead times for the American made quality washers and stampings.

All American proudly welcomes new employees in addition to these punch presses. Some of the new faces include Marc Levinson and Kevin Singh.

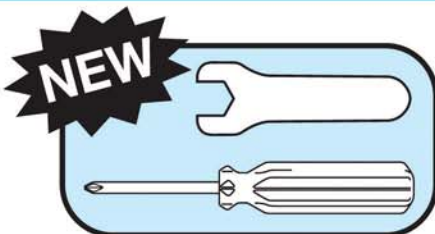
Marc brings considerable washer and stamping experience to All American in Quality Assurance. Prior to joining All American Washer Werks in January 2012, Marc Levinson had been involved in manufacturing, heat treating, and plating washers for over 35 years. He is actively involved on the American Society of Mechanical Engineers fastener standards contributing to such standards as the ASME B18.21.1 "Washers: Helical Spring-Lock, Tooth Lock, and Plain Washers."

Kevin's responsibility includes meeting sales targets, cultivating new customers and meeting the requirements of the customer. He states, "I am thrilled to be part of the All American Washer Werks team. My entire career has been spent in Sales and Customer Service and I look forward to continuing to grow by providing excellent service to AAWW current and future customers."

For more information, contact All American Washer Werks at 912 High Street, Mundelein, IL 60060. Tel: 847-566-9091, email: sales@washerwerks.com or visit their website at www.washerwerks.com.

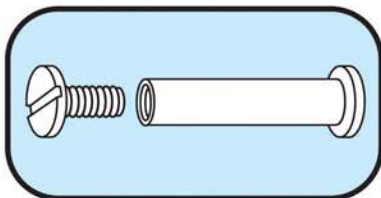
PICK A "NICHE" ... FOR BIG SAVINGS!

Huge Inventory and Wide Selection
at Guaranteed Price Savings.



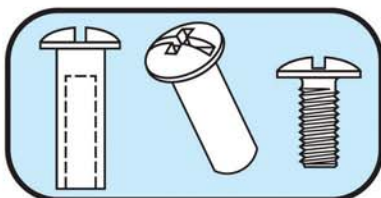
ECONOMY TOOLS (Disposable Style)

Light duty, single-use style wrenches and screwdrivers. A wide range of sizes and styles available.



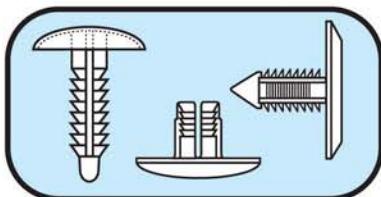
SEX SCREWS (Male & Female)

Also known as Binder Posts, Chicago Screws. 1/8" thru 6" long & extensions. Other sizes available. Aluminum, Brass & Anodized Black



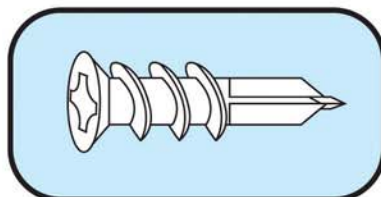
SEX BOLTS (Male & Female)

Also known as Barrel Bolts, Barrel Nuts. Combo head. 1/4" thru 2" long & extensions. Other sizes available. Steel zinc.



X-MAS TREE / RATCHET CLIPS

Nylon finned push-in fasteners. Exact matches to several manufacturers' part numbers made on our own multi-cavity tools. Special colors available.



ZIP-IT® WALL BOARD ANCHORS

Genuine USA made. Self drilling drywall anchors. #6 - #8 screw sizes available in both nylon & zinc alloy.

Lowest prices anywhere. Only \$75.00 minimum.

Call or fax for a FREE catalog, sample kits and/or manufacturers' cross reference number chart.

Kinter®

3333 Oak Grove Avenue • Waukegan, Illinois 60087
800-323-2389 USA • Fax: 847-623-0105
www.kinter.com



Industrial Fasteners Institute

636 Oak Tree Blvd. • Independence Ohio 44131
 Phone: 216.241.1482 • Fax: 216.241.5901
 www.indfast.org

BARRY MACLEAN RECEIVES THE IFI SOARING EAGLE AWARD

by Rob Harris, IFI

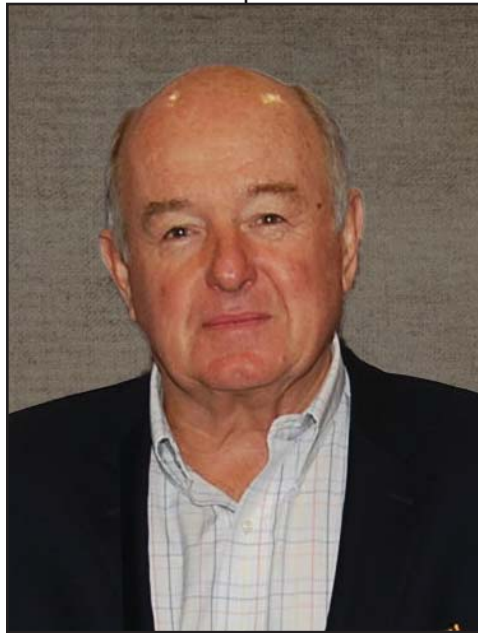
Every industry has its icons. The fastener industry has more than a few. One that stands out, however, because of its longevity and the fact that it is in its fourth generation of single family leadership, is MacLean-Fogg.

Privately owned, it has grown from a few hundred thousand dollars in sales to a billion dollar giant in the industry.

The company was founded in Chicago in 1925 by John A. MacLean, who was succeeded as President by his son John Jr. in 1930, followed by his son Barry MacLean, the current Chairman and CEO who joined the company in 1961. That was a year before John MacLean III was killed in a tragic plane crash. Somewhat in parallel the Industrial Fasteners Institute (IFI) was founded in 1931

to represent the fastener industry to its customers, the public and the government. The IFI-MacLean-Fogg interaction really solidified in 1956 when John A. MacLean, Jr. became the 17th Chairman of the Institute. The relationship continued after Barry MacLean became president of the company in 1972 and he continues as Chairman and CEO today. Barry's son, Duncan, the great

grandson of the founder, became President of the company's MacLean Vehicle Systems in 2008. Duncan's predecessor, in that position, Tim Taylor, also served as IFI Chairman and Dave Lomasaney, President



of MacLean Fastener Components, currently serves on the IFI Board of Directors. Barry followed in his father's footsteps and became the 44th IFI Chairman in 1988, the first father-son set of Chairmen, in the IFI, and the MacLean's leadership of the IFI and in the industry continues today.

Another unique aspect of the story is that son Duncan and Barry are both Dartmouth College BS and MS graduates. Barry's daughter, Margaret, is the Vice President of the company's Global Procurement and Business Development

operations in another of the MacLean family's many industrial enterprises, and also is a Dartmouth alumni.

The fastener industry may seem like simply nuts and bolts to many people, but its products hold together everything we drive, fly, sail, live and work in, work with, sit and work on, and use as the tools needed to live our lives.

please turn to page 117



Bradley Pre-Applies The Way You Like It... *Perfectly and Promptly!*

Bradley's fast turnaround, state-of-the-art pre-application operations provide the service you require, including:

- Immediate quotes
- Competitive pricing
- Computerized order acknowledgement
- Delivery promises kept
- Compliance with IFI and most industry specs

3M™ SCOTCHGRIP™

2510 Orange Solvent Based Adhesives



BRADLEY
BR-60 Solvent Based Adhesive

BRADLEY
Standard White Nylon Patch



LOCTITE®
516 Vibra-Seal® Orange



3M™ SCOTCHGRIP™
2353 Blue Solvent Based Adhesive



LOCTITE®
503 Thread Sealant



LOCTITE®
204 Dri-Loc Internal Threads



CASTING
IMPREGNATION
Porosity Sealing



THE
BRADLEY
GROUP
OF COMPANIES

Experts in the Application
of Preapplied Threadlockers

www.bradleygroupcoatings.com
1-800-201-7381



ALL AMERICAN FASTENER SHOW

2013 ALL AMERICAN FASTENER SHOW: SUCCESS IN KANSAS CITY!

700 Highway 202 West • Yellville, AR 72687 - Tel 877-865-8237 • Fax 870-453-8707 • www.allamericanfastenershow.com

The InterContinental Hotel at the Plaza in Kansas City, Missouri hosted the 2013 All American Fastener Show. In alternate years, All American Fastener Show provides an opportunity for industry professionals from



around the world to network with United States fastener companies and to learn more about new products and technology available from the American market.

In previous years, the show was held in Branson, Missouri. The 2012 All American Fastener Show was cancelled due to a devastating tornado which severely damaged the host hotel and convention center in Branson along with many other venues in the area.

"Our decision to move to a large mid-west metropolitan area made it easy for industry professionals to attend the 2013 show. Kansas City's central location within the U.S. is easily accessible by car or plane," stated Heidi Volltrauer-Skiver, All American Fastener Show Organizer.

Volltrauer-Skiver continued, "Each All American Fastener Show is a cost effective way for exhibitors to generate sales leads, introduce new products, and build brand recognition within the fastener industry. This year, attendees had the opportunity to meet American fastener industry professionals and to see the latest in


United States fastener products and technology.

The conference golf tournament and annual Fastener Bash reception were a huge success. In addition to dozens of exhibits from fastener professionals, Brooks Jeffrey Marketing presented a seminar on Social Media & Internet Marketing at lunch.

We greatly appreciate the 2013 show sponsors: Volt Industrial Plastics, Brooks Jeffrey Marketing Inc., Richard Manno & Co., Cable Tie Express, McCormick Associates Inc., Kevin Booth Sales, Inc., R.L. English Co., Specialty Sales, MKH Sales & Associates, and Western Wire. We encourage all industry professionals to consider a sponsorship for the 2015 show."

AllAmericanFastenerShow.com website visitors submitted votes for the 2015 All American Fastener Show location using the online poll on the website. Nashville, Tennessee won the 2015 Show location. The 2015 show location was announced at the 2013 All American Show Fastener Bash.

Volltrauer-Skiver commented "We already have 30 exhibitors tentatively attending in 2015, so we will select a venue and date this fall so that first quarter 2014 the All American Fastener Show website will begin to feature details on the 2015 show dates, venue, exhibit and golf tournament details, as well as the 2015 seminar information. As with past shows, early registration allows exhibit space discounts."

For complete information on the 2015 All American Fastener Show, to register online or for event sponsorship opportunities, visit www.AllAmericanFastenerShow.com or contact Heidi Volltrauer-Skiver toll-free at 1-877-865-8237. 



Fastener Synergy



Now, with the acquisition of Canadian Threadall, an independent Canadian manufacturer, custom bending, threading, studs, U-Bolts, J-Bolts, Eye-Bolts, threaded rod and other specialty fasteners are added to the product mix.

The synergy allows both companies to collaborate on special projects, and take advantage of shared inventories.

Leland has also purchased the production equipment from Westland Steel Products of Winnipeg – giving us increased capabilities, including bolt making up to 3/4" x 6".

All product is North American made! And made to last – thanks to our exclusive long-life JS1000 plating!



www.threadall.com
1-877-777-2612



www.lelandindustries.com
1-800-263-3393

ALL AMERICAN FASTENER SHOW KANSAS CITY, MO - MAY 9, 2013



FASTENER CROSSWORD PUZZLE

Test Your Knowledge!

ACROSS

- 1. Fastener surface defect
- 4. Flat-headed nail
- 8. Quiet mouse
- 11. Thin wire nail
- 15. Ms. Tennille
- 16. To be, in Latin
- 17. "... stands alone, Hi-ho, the derry-o..."
- 19. Like some fastener heads
- 22. This keeps a nut from turning
- 23. Beast of burden
- 24. Caesar's 107
- 25. Dos ; Mexican beer
- 27. Rocky
- 28. Grow canines
- 30. 1 of the Beatles
- 33. UCLA or MIT
- 35. 1975 Wimbledon champ
- 36. Screws with oval tops
- 42. Consumer
- 44. Social division
- 45. Pours out the contents of
- 47. Shape
- 50. bolts
- 52. ESE plus 90°
- 54. Florence's place
- 55. Poe's " Lee"
- 57. Clock numeral
- 60. Trojans' home, for short
- 61. Of the eye
- 62. Wet
- 63. Tramples
- 65. Jump
- 67. New immigrants' class: abbr.
- 68. Fasteners with domed tops
- 72. nuts
- 75. Lansing univ.
- 76. Charles de
- 77. Demean
- 79. St. Lawrence, for one
- 84. Female animal
- 86. School carnival planner: abbr.
- 87. Unfinished fasteners
- 88. Group of plotters
- 89. Gun the engine
- 90. Stat. for Sosa
- 92. Catch some Zs
- 93. Different form of an element
- 95. Actor John
- 100. Pain
- 102. One of the outside helical screw ridges

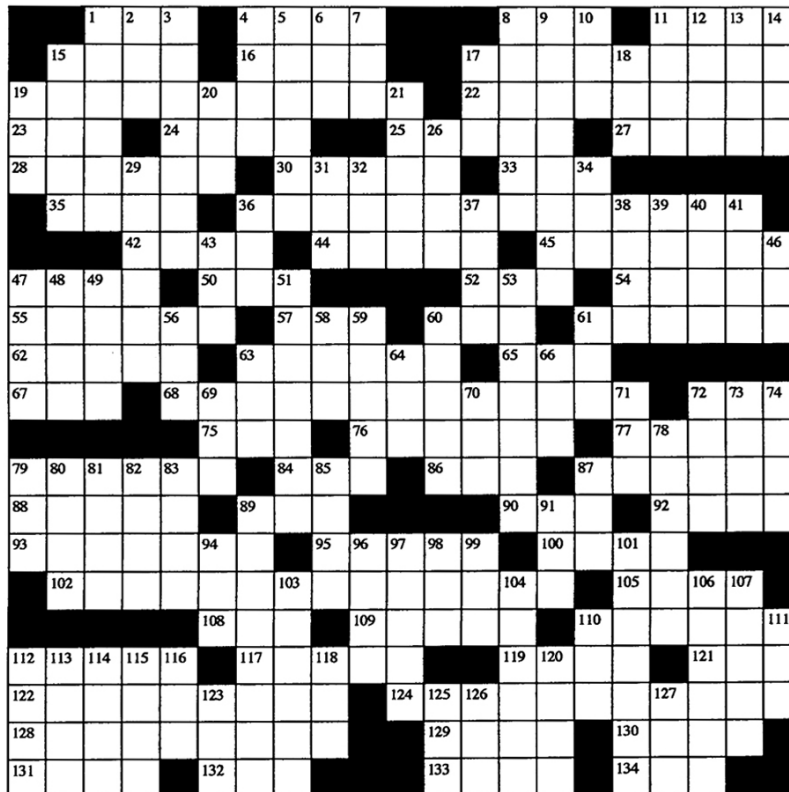
- 105. Lawn trees
- 108. Suffix for eight or velvet
- 109. Affirmatives
- 110. Soaring
- 112. Frightened hysteria
- 117. hoot; care
- 119. Wraparound garment
- 121. Soak up
- 122. In ; at a great age
- 124. Fasteners used to connect wooden parts with blind holes
- 128. Fastener held in place with a cotter pin
- 129. Name for a French boy
- 130. Like meringue
- 131. Mr. Preminger
- 132. Brit. sports cars
- 133. Gambles
- 134. Actress Myrna

DOWN

- 1. up; mishandles
- 2. Landers, for one
- 3. Throws
- 4. Garr or Hatcher
- 5. Francis' home
- 6. Fort Collins sch.
- 7. Barbie's beau
- 8. Big as
- 9. Fastener used to lock something onto a shaft
- 10. Perform
- 11. Parks or Reynolds
- 12. Item taken back by the seller, for short
- 13. A apple...
- 14. Declare untrue
- 15. "The owl and the pussycat went ..."
- 17. Fort Worth sch.
- 18. " got the whole world in His..."
- 19. House pet
- 20. First lady
- 21. Actress Russell and others
- 26. UV forerunners
- 29. All ; clumsy
- 31. Cable network letters
- 32. So. state
- 34. Author Munro's initials
- 36. Cook in oil
- 37. Actress Harper
- 38. Heroic story
- 39. Aleutian island
- 40. Laid up?
- 41. Ward
- 43. Sushi bar offering
- 46. Isr.'s neighbor

- 47. Renown
- 48. Yoko & others
- 49. Metal bar
- 51. Use pressure to force material through a die
- 53. Studious kid
- 56. List-shortening abbr.
- 58. Number of dogs in a 1961 Disney flick
- 59. Picture
- 60. Spend
- 61. for; choose
- 63. Yrbk. section
- 64. Open sponsor: abbr.
- 66. Vaudevillian Olsen
- 69. Grant or Carter
- 70. Lunch order, for short
- 71. Mineo
- 72. Piece of glass
- 73. Requests
- 74. In case that
- 78. Just
- 79. Chem. or zool.
- 80. Relaxation
- 81. "...I do not like them in . I do not like them with a fox..." ("Green Eggs and Ham")
- 82. Electrical unit
- 83. Lotion ingredient
- 85. head screw

- 87. Pen name
- 89. Failing to carry out a promise
- 91. Evil
- 94. -load
- 96. Eye problem
- 97. Type of bolt
- 98. Apr. addressee
- 99. Originally
- 101. Spirally coiled
- 103. Hostility
- 104. Agree
- 106. Woe
- 107. Weather forecast
- 110. Flanagan and Damien: abbr.
- 111. Family docs
- 112. A little bit for Juan
- 113. Med. sch. course
- 114. Robin's home
- 115. Ratio words
- 116. Maxwell Klinger's title: abbr.
- 118. Boxer's doc
- 120. Guinness and others
- 123. Sleep stage, for short
- 125. Sphere
- 126. Minute
- 127. Carnival location



Crossword Solution - turn to Page 185

AMERICAN IMPERIAL SCREW CORP.

- **CAP SCREWS & TAP BOLTS**

- **PINS** Cotter, Dowel, Roll, Coiled

- **BOLTS** Carriage, Hanger, Lag, Square

- **MACHINE SCREW SCREWS** In hard to find pitches and lengths and finishes

- **NUTS** Cap, Castle, Coupling, Finished, Flange, K-Lock, Machine, Pal, Panel, Slotted, Square, T-Nut, Weld

- **SOCKETS** Flat, Button, Cap, Set (Slotted & Hex) • **RIVETS** • **SEMS** • **SELF PIERCING**

- **TAPPING SCREWS (A, AB, B)** • **THREAD FORMING**

- **THREAD CUTTING -F, 23, 25, AND 1**

- **TYPE 'U' DRIVE SCREW**

- **SELF DRILLING**

WE HAVE IT ALL!

THE FIRST CALL YOU SHOULD MAKE FOR HARD TO FIND FASTENERS
Over 500 million screws in stock!

- **HATS** 3/16" 1/4"
5/16" 3/8" 1/2" 5/8" 3/4"
(Plain, Black, Zinc Rohs, Nickel)

We also stock a large inventory of stamped nuts in Hex, Hex Washer, Self Threading Locknuts, and Push-on, Push on Bolt Retaining Clips



DISTRIBUTOR FOR:

ITW Shakeproof-SIP Push on Fasteners: Push on Hats (axle caps), Push on Retaining Fasteners, Washer Faced Lock Nuts and Self Threading Lock Nuts **Simpson Strong-Tie Anchors:** Adhesives, Mechanical Anchors

Tel: 1-800-431-2391 Fax: 845-354-4377

WWW.DISCOUNTSCREWS.COM | 245 QUAKER ROAD, POMONA, NY 10970



Hard Lock Industry, Co. Ltd.

1590 Touhy Avenue, Elk Grove Village, IL 60007

Tel: 847-593-7000

Email :alexkaneko@a-lexint.com

www.hardlocknut.com

HARDLOCK NUTS NOW AVAILABLE IN INCH SIZES

Innovatively designed to withstand loosening from vibration longer than any other fastener on the market, HARDLOCK Nuts are now available in inch sizes. Previously only sold in metric sizes, the makers of the HARDLOCK Nut have responded to North American manufacturer demands for an identical inch-sized version. The HARDLOCK Nut is now available in UNC threads with sizes ranging from 1/4" – 1" (in 1/16" increments).

Loosening occurs in any fastener assembly from repeated vibration and shock because there is a gap between the thread of the bolt and nut. Many self-locking nut systems have been developed worldwide to prevent this loosening (by narrowing the pitch of the screw or inserting nylon in the nut, etc.), but the problem of loosening has not been completely solved by these systems. In contrast, the HARDLOCK Nut is the only self-locking nut to incorporate the wedge principle used in ancient Japan to almost completely eliminate the loosening of the thread.



The structure of the HARDLOCK Nut is designed to prevent loosening by combining a centered concave top nut and off-centered (eccentric) convex lower nut to form a wedge when tightened. This applies force perpendicular to the bolt, and when the top and bottom nuts are tightened, the self-locking force of the wedge prevents loosening. Therefore, the HARDLOCK Nut maintains an anti-loosening effect, even when subjected to repeated vibrations and shock. The effect of the HARDLOCK Nut has been demonstrated by the results of the NAS (National Aerospace Standard) 3350/3354 Accelerated Vibration Test and Junker Type Transverse Vibration Test, where it significantly outperformed competing self-lock nut systems.

Thanks to the simple design and all-metal construction of the HARDLOCK Nut, it can be used repeatedly while maintaining a strong loosening prevention effect with minimal damage to the thread due to wear.

The powerful anti-loosening effect and reusability of the HARDLOCK Nut can significantly reduce maintenance costs associated with frequent inspection and retightening.

The HARDLOCK Nut can be positioned at any desired point on a bolt and can maintain a strong anti-loosening effect simply by maintaining the torque of the concave nut in accordance to the designated tightening torque. This allows the nut to be fixed strongly in the desired position on the bolt and in places where strong tightening was not previously possible, such as rail joints and rotating and moving parts.

The HARDLOCK Nut is widely used and respected worldwide in various industries including railroad (rail cars and track), building construction, industrial machinery, heavy equipment, and plants (such as oil/gas/energy).

The HARDLOCK Nut is now available for sale in the following materials and surface finishes:


-LOW CARBON STEEL ISO Class4/5 equivalent to SAE Grade2. **Surface finish** CR3 (Zinc plated trivalent chromate coating)

-MEDIUM CARBON STEEL ISO Class8 equivalent to SAE Grade5. **Surface finish** Phosphate coating

-STAINLESS STEEL ISO A2 equivalent to AISI/SAE 304.

Surface finish Unplated

Other materials, finishes and custom orders are available by request.

HARDLOCK Industry Co., Ltd. is an IAQG9100/AS9100 certified company (quality management systems - requirements for aviation, space and defense organizations). HARDLOCK Nuts are represented in the U.S.A. by A-Lex International Marketing. 

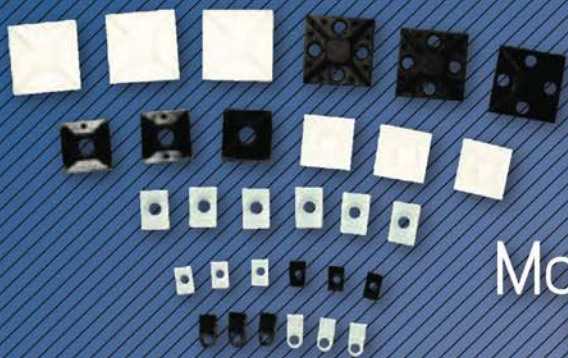


Hard Lock
Self-Locking Nuts.
Simple. Safe. Secure.





HEAT
SHRINK
TUBING



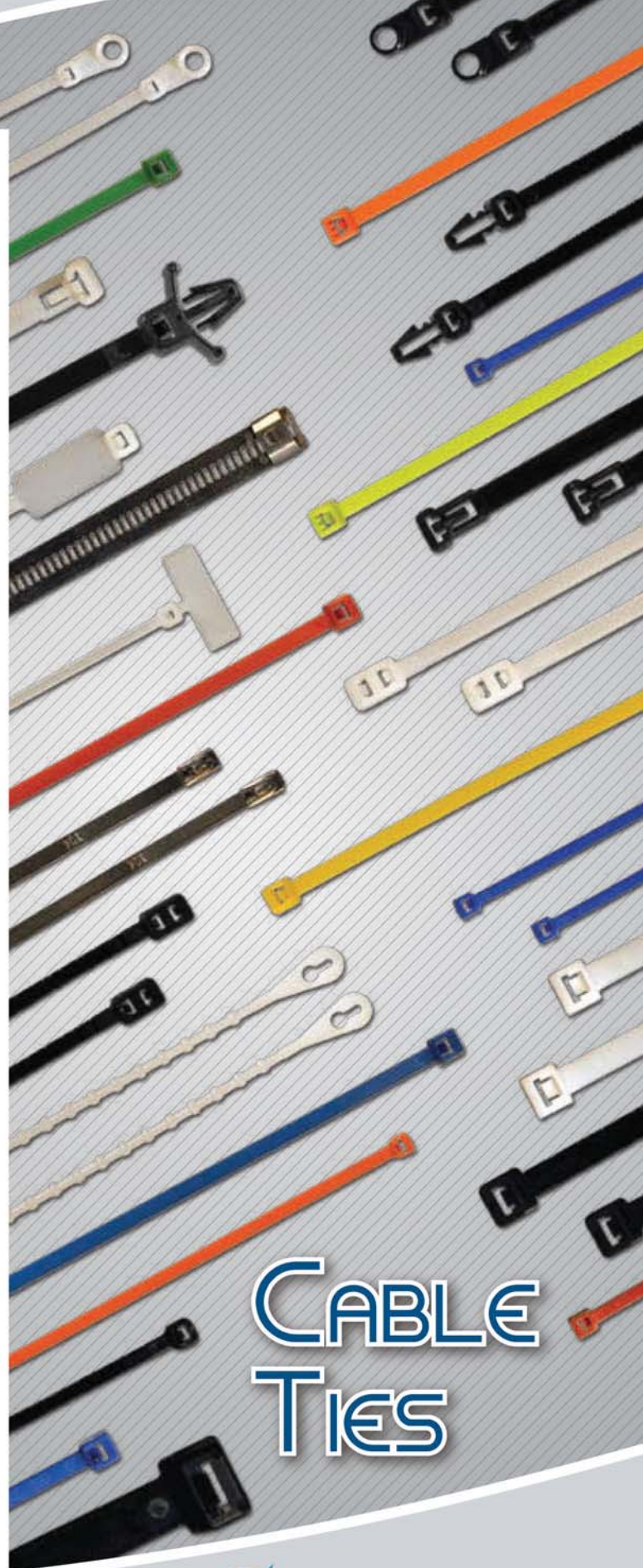
MOUNTING
BASES



WIRE
CONNECTORS



CLAMPS



CABLE
TIES

ALL AMERICAN FASTENER SHOW KANSAS CITY, MO - MAY 9, 2013



Don't let **QUALITY** be the missing piece to your puzzle

ENVIRONNEMENT CUSTOMER SERVICE ON-TIME DELIVERY VALUE

Aztech Locknut Company

Phone 800-321-5625
Fax 630-236-3210
www.aztechlocknut.com

CERTIFIED
AS 9100:C
9001:2008
17025:2005
14001:2004

ISO International Organization for Standardization

ANAB ACCREDITED

TÜVRheinland Precision Right.

COMPLIANT
TS 16949
ISO 50001
LEED-EB


MEMBER
MWFA Mid-West Fastener Association

BARRY MACLEAN RECEIVES IFI SOARING EAGLE AWARD *continued from page 108*

The success of companies such as MacLean-Fogg comes from their own initiative, vision, and hard work as well as their willingness to give back and guide the industry through good times and bad. The IFI's strength is its strong technical orientation, willingness to engage with the industry's customers and to engage proactively with the government to ensure that its members have their interests well represented in matters of concern. Among manufacturing associations, the IFI is known as "scrappy" and very well funded allowing its members to collectively take on the work the industry wants and needs done. How could it not be that type of organization with members and leaders such as the MacLean family?

MacLean-Fogg operates plants, sales and service operations around the world. It has thirty North American manufacturing operations, and currently employs about

4,500 people worldwide. Barry's philanthropy and the donation of his time is spread well beyond things business related as he holds trusteeships, board positions, and leadership roles at the Chicago Museum of Science and Industry, the University of Chicago Hospitals, the U.S. Ski and Snowboard Association, the Chicago Art Institute and its Art School and has served as the mayor of the Village of Mettawa for 14 years. The MacLean-Fogg corporate headquarters is also uniquely located for a company its size in the 128 year old "Allanson Farmhouse" located in Mundelein, Illinois.

These sons of Scotland, the MacLean's, bring significant value to the industry and to our association. They work hard, play hard, and have been known to enjoy a wee dram at the end of the day. They have been and are a driving force in the success the IFI has had in serving this unique and enduring industry. 





Computer Insights Inc
 108 Third Street, Bloomington, IL 60108
 Tel: 1-800-539-1233 Email: sales@ci-inc.com
 www.ci-inc.com

WIRELESS TECHNOLOGY SAVES IN THE WAREHOUSE

The combination of using a Wireless Warehouse and identifying products with Lot Control is a system that can't be beaten. It will enable a company to increase customer satisfaction by eliminating errors and reducing order fulfillment time.

It also results in better inventory management and cost savings in the warehouse operation. With this type of system, each carton of fasteners gets its own unique identifying number. Each transaction affecting that carton is controlled by a single scan of that unique number.

System Components

The BUSINESS EDGE 2.0 Wireless Warehouse system is fully integrated into The BUSINESS EDGE 2.0 ERP (Enterprise Resource Planning) system of the company.

There are several components that make up the complete system:

- Bar code technology.
- Wireless networking.
- Hand-held wireless scanners with keyboards and screens.
- Wireless printers.
- Wireless warehouse software.

All these work together to reduce costs and improve productivity.

Complete integration into The BUSINESS EDGE 2.0 system means that all users on the system know the up-to-the-second status of the inventory balances and order picking function.

Many Types of Bar Codes

The system can support many types of bar codes.

The accuracy of warehouse operations will be increased regardless of the type of bar codes used.

The system can be used with multiple scanning options for product verification including the following:

- **Tag Bar Code**, which identifies the product, quantity, location, lot number, PO number and weight of a particular quantity of a product. The Tag Bar Code is by far the best approach. Product that is received, is counted, weighed and checked for quality. A label is affixed to the box and from then on, every time that box is touched, it is under the complete control of the

system. This method also requires only a single scan for all the different types of transactions.

Other Bar Code Methods Also Work

There are advantages and disadvantages of using other bar codes. One big advantage is that some of these bar codes are already on the

package when it comes in. Each of these methods involves compromises, because they require more scans to complete a transaction and they allow for the possibility of human error, however slight. Some of the other alternatives are:

- **Combined Tag Bar Code**, which assigns the same Combined Tag Bar Code to multiple packages. It includes the package quantity of each of the packages that are marked with it.
- **UPC code for verification**, which includes UPC-A, UPC-E, and prefixes for multiple quantities.
- **Product Bar Code**, which identifies product only, not the lot/location or quantity.

please turn to page 206



The BUSINESS EDGE 2.0

DISTRIBUTOR NEWS

J.W. Winco, Inc., a leading supplier of standard industrial machine components, announced it now offers ISO 7379 Hardened Steel Shoulder Screws, in metric sizes.



These RoHS compliant shoulder screws are cost-saving construction components for a wide variety of different uses. They are made of blackened steel with a tensile strength of 1200 N/mm² (strength class 12.9). Shoulder dimension is ground. Shoulder screws are offered in a range of head sizes from 6 to 24 mm diameter, threads from M5 to M20, and shoulder lengths from 10 to 100 mm.

J.W. Winco offers an extensive selection of inch and metric size adjustable levers, cabinet U-handles, plastic and steel hinges and locking mechanisms, revolving and retractable handles, hand wheels, hand cranks, tube connection and conveyor components, inch and metric construction tubing, shock absorption mounts, leveling mounts, hand knobs, spring, ball and indexing plungers, jig, fixture and fastening components, retaining magnet assemblies, toggle clamps, metric casters and wheels, universal joints, oil sight glasses, and metric tools for the industrial and commercial equipment industries. J.W. Winco's Web site catalog, with 3D CAD and online buying, is viewable at www.jwwinco.com.

For more information, contact J.W. Winco at 1-800-877-8351, by fax at 800-472-0670, on the web at www.jwwinco.com, and via e-mail at sales@jwwinco.com.

DISTRIBUTOR NEWS

I.S.C. Sales, the One Stop Shop has recently changed its contact information - our phone numbers have changed! Please make a note of their new numbers so that you may continue to enjoy unrivalled customer service from all of our locations.

For your records, I.S.C. Sales' new telephone number is 954-943-1939 and additionally, their new fax number is 954-943-6662. Please update your records as these are effective immediately and they would hate to miss your call!

For more information, contact I.S.C. Sales at 910 SW 12th Avenue, Pompano Beach, FL 33069. You can email them at info@isc-sales.com or visit their website at www.isc-sales.com.

TRINITY
HARDWARE HEADQUARTERS®
PARTS DONE RIGHT.

**We're sportin'
some
NEW Threads!**

**"Grade 8"
Threaded Rod**

**Alloy steel
material
Rc33-39
hardness**

Plain Finish

**36 inch
length
available
in diameters
1/4" thru 2"**
in coarse and fine thread.



Call Today!

Toll free:
888.232.1010

Email:
**Sales@
TrinityHardwareHQ.com**

Fax: **563.441.6760**

Web:
TrinityHardwareHQ.com

 **TRINITY™**
SUPPLY CHAIN SOLUTIONS

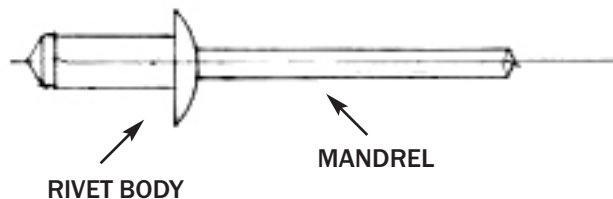


Anthony Di Maio

Anthony E. Di Maio attended Wentworth Institute and Northeastern University. In 1962 he started working with Blind Fasteners as Vice-President of Engineering & Manufacturing for two blind rivet manufacturers. He has been Chairman of the Technical Committee of the Industrial Fasteners Institute (IFI) and is still involved in the writing of IFI specifications. In 1991, he started ADM Engineering and is working with Fastener Manufacturers developing new fasteners and special machinery. He can be reached at ADM Engineering, 6 Hermon Ave., Haverhill, MA 01832; phone and fax 978-521-0277; e-mail: tdimaio@verizon.net.

BLIND RIVETS HAVE CRITICAL DIMENSIONS

The Blind Rivet is a much more technical fastener than you would think. The Raw-Material specifications are critical and have very tight dimensional tolerances.



Wire alloys for the most popular OPEN-END blind rivets (Industrial Fasteners Institute) IFI-114 specification

RIVET BODY MATERIAL	MANDREL MATERIAL
Aluminum alloy 5050	Aluminum alloy 2024, 5056, 7178
Aluminum alloy 5052	Aluminum alloy 2024, 5056, 7178
Aluminum alloy 5052	Carbon steel 1006 to 1022
Aluminum alloy 5056	Carbon steel 1006 to 1026
Low carbon steel 1008	Carbon steel 1020 to 1038
Stainless steel 300 series	Carbon steel 1038
Stainless steel 300 series	Stainless steel 300 series

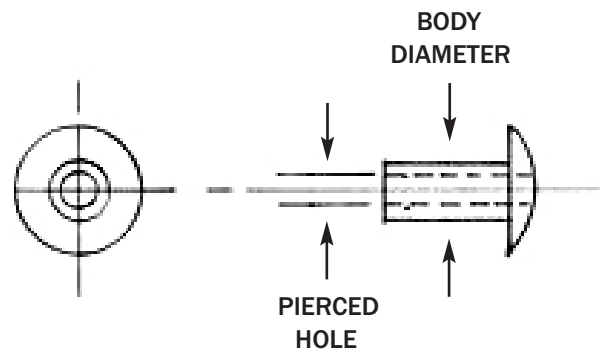
The diameter requirement for both rivet body and mandrel are critical. Rivet body wire diameter tolerance is +/- .001 steel and +/- .0005 for aluminum.

Both the aluminum and steel wire for rivet bodies must have no folds, seams and have a smooth finish. The steel wire must be free of welds.

There are even further wire requirements. The aluminum wire coils for rivet bodies and mandrels must be wrapped for shipping to protect the wire surface and the wire coils cannot have strands of wire overlapping each other. These overlap strands will cause tangle problems when the wire is being feed to the forming machines.

The steel wire for mandrels must be phosphate coated and be annealed in process when the wire is being drawn.

The wire must be within the tensile range specified by the blind rivet manufacturer. The tensile strength of the mandrel is the setting force of the blind rivet. The mandrel has a pre-determined break point where the mandrel will break when it is pulled to its maximum tensile breaking strength.



The body diameter has a tolerance of -.004 and the pierced hole tolerance is +/- .001.

Example, 3/16 diameter blind rivet has a body diameter of .185 to .189. The recommended hole size for the blind rivet is .192 to .196.

VIRGINIA FASTENERS

THE GALVANIZED SOURCE



TIMBER BOLTS
HEX BOLTS
ANCHOR BOLTS
SQUARE HEAD BOLTS
LAG BOLTS

CARRIAGE BOLTS
TIE RODS
HEX NUTS
SQUARE NUTS
FLAT WASHERS

OGEE WASHERS
DOCK WASHERS
SQUARE WASHERS
ALL THREAD ROD

**Huge Inventory of Hot Dipped Galvanized Hardware
Take Advantage of Our Attractive Freight Allowances**

1-800-368-3430

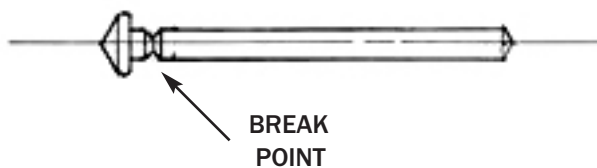
P.O. Box 3108 Chesapeake, VA 23327 www.vafasteners.com

Phone 757-436-1717 Fax 757-436-1460

E-mail sales@vafasteners.com

BLIND RIVETS HAVE CRITICAL DIMENSIONS *continued from page 120*

Mandrel diameters have a tolerance of +/- .0005 for aluminum and +/- .001 for steel and stainless steel.




The break point has a dimensional tolerance of +/- .002. The tensile strength of the mandrel for a 1/8 diameter steel blind rivet is 600 to 800 lbs.

The straightness of the mandrel must be within .008 T.I.R. (Total indicator reading). The straightness is required to ensure good entry into the setting tool and good ejection of the spent mandrel from the setting tool when the blind rivet is set.

We have covered some of the raw material and dimensional requirements necessary to produce quality blind rivets. There are still more requirements to adhere

to. Such as heat treatment, polishing. Blind rivets depend on dimensions and tensile strength to give the user a good rivet assembly. The blind rivet is a two-part fastener and both components of the blind rivet must have to work in unison to adhere good end results.

Many companies attempted to manufacture blind rivets and failed to achieve consistent quality. These companies learnt very quickly that a blind rivet is a highly technical fastener and the manufacturing process must be carefully supervised. The blind rivet appears to be a simple fastener having a rivet body and a mandrel, but the complexity of the blind rivet becomes evident when companies try to manufacture quality blind rivets.

The blind rivet has extended its usage and capabilities from the most popular type 'Open-End' IFI-114 specification to Structural, Closed-End, "T" blind rivets, Multi-Grip, Bulb Type etc. Sealants are being applied to Closed-End blind rivets making them 100% watertight. 



Customer Service 1-800-711-0830

Anchor Bolts

- Bent Anchors
- Straight Anchors
- Welded Anchors
- Headed Anchors
- Anchor Rods



Hot Forging

- Structural Hex Bolts
- Flat Head Bolts
- Square Head Bolts
- Round Head Bolts
- Socket Heads
- Carriage Bolts
- Lag Screws



Threaded Studs/Rods

- All Thread Rods/
Hanger Rods
- Double End Rods/
Sag Rods
- Full Thread Studs
- Chisel Point



Jam Nuts

Plate Washers

U Bolts

Coupling Nuts

Per Print
Specials



E&A Products Inc

11885 Brockton Lane North
 Maple Grove, MN 55369
 Tel. (763) 493-3222 Fax. (763) 493-3214
 sales@EA-Products.com www.EA-Products.com



OBITUARY



Howard P. Tinney

Birmingham Fastener Inc. announces the passing of our founder and CEO Howard P. Tinney.

Mr. Tinney started his career at Southeastern Bolt and Screw, working his way up to sales in the late seventies. In October of 1980 he started his own company, Birmingham Fastener & Supply. Adding nine additional locations along the way, including a manufacturing operation, Mr. Tinney dedicated his working life to the fastener industry.

A keen sportsman, cattleman and deer breeder, his solid reputation and friendships were far reaching and he will be missed by many. A supporting member of numerous industry organizations as well as a member of the Board of Directors for Wallace State Community College, he was an unselfish supporter of his church and his community.

Son, Brad Tinney, will continue his current role as President, seeking to follow the vision his father had cast to create and sustain an organization based upon sound ethics, loyalty and integrity, seeking to; "Always do what is right just because it is the right thing to do."



4625 13th Street
Wyandotte, MI 48192



Wyandotte Industries, Inc.

Manufacturer of "Blueprint Specials"

*Specializing in non-standard products machined from bar –
Special threads, Configurations, Dimensions and Tolerances*



Materials:

- ▼ Low and Medium Carbon Steel
- ▼ Alloy Steel
- ▼ Aluminum
- ▼ Brass
- ▼ Bronze
- ▼ Stainless Steel

OD Sizes:

Round

11/32" to 7"
8 mm to 178 mm

Hex

11/32" to 6"
8 mm to 152.4 mm

Dependable Products from a Dependable Company!

**Your Complete Source for Special Nuts,
Locknuts, Screw Machine and CNC Products**

**TS16949, ISO 9001, AS9100
and NADCAP Certified**

QSLM Class 2 & 3 Threaded Fasteners

Manufacturing low and medium volumes

SPECIAL NUTS AND LOCKNUTS

All Metal Locknuts
Bearing Nuts
Castle Nuts
Coupling Nuts
Flange Nuts
Jam Nuts
Nylon Insert Locknuts
Panel Nuts
Shear Nuts
Slotted Nuts
Spanner Nuts
Stake Nuts
Weld Nuts
Wheel Nuts

SCREW MACHINE AND CNC PRODUCTS

Bushings
Collars
Connectors
Fittings
Inserts
Knurled Parts
Machined Washers
Pistons
Spacers
Threaded Spacers
Vents

Call us today at (734) 283-1870

visit us at www.wyandotte.com • Fax (734) 283-6166

ALL AMERICAN FASTENER SHOW KANSAS CITY, MO - MAY 9, 2013



Premium-quality fasteners for every construction need.

STRONG-POINT®

Get the Point. Strong-Point.

Strong-Point® Needle Point Screws Slotted Hex Washer Head, Zinc Plated

The Strong-Point® line of Needle Point fasteners meets or exceeds ASTM A 510 and ASTM B 633 for quality and strength.

Multipurpose sheet metal screw for light to medium gauge applications.



Available in Bulk,
5 lb. and 1 lb.
Packaging

Twin fast thread design
for speedy installations



- Same day shipping from all seven locations
- Will call orders ready in 30 minutes or less
- Huge inventory with 98% fill rate
- Serving distributors for over 25 years

INTERCORP  **Fast. Knowledgeable. Friendly. Reliable.**

Los Angeles 800.762.2004 Chicago 800.533.9669 Atlanta 800.822.9690 Dallas 800.558.7222 Portland 800.434.5606 Houston 800.558.7222 Cleveland 800.533.9669



John Boe

John Boe presents a wide variety of motivational and sales-oriented keynotes and seminar programs for sales meetings and conventions. John is a nationally recognized sales trainer and business motivational speaker with an impeccable track record in the meeting industry.

To have John speak at your next event, visit www.johnboe.com or call 937-299-9001. Free Newsletter available on website.

BURN YOUR BOAT

I believe that the great NFL Hall of Fame coach, Vince Lombardi, had it right when he said, "The quality of a person's life is in direct proportion to their commitment to excellence, regardless of their chosen field of endeavor." Do you agree with Coach Lombardi, or are you the type of person who has difficulty staying focused and keeping commitments? Do you allow the negative influences of fear, anxiety, self-doubt and worry to dominate your thinking and sabotage your results?

Sadly, most people fail to achieve their goals, not because they're lazy or lack self-motivation, but because they were never "fully committed" to succeed! I can't think of a single great achievement that has ever been attained without first a plan of action and then an unshakable commitment to its accomplishment. Walt Disney was arguably one of the most creative dreamers and determined men of the twentieth century. Walt understood the power of commitment and would frequently tell those around him, "When you believe in a thing, believe in it all the way, implicitly and unquestionably."


The ancient Greek warriors were both feared and respected by their enemies. In battle, the Greeks established a well-deserved reputation for their unsurpassed bravery and unshakable commitment to victory. The key to their overwhelming success on the battlefield had far more to do with how the Greek commanders motivated the warriors than it did with issues of tactics or training. The Greeks were master motivators who understood how to use a "dramatic demonstration" to infuse a spirit of commitment into the heart of every warrior.

Once the warriors had been offloaded from their boats onto their enemy's shore, the Greek commanders would shout out their first order, "burn the boats!" The sight of burning boats removed any notion of retreat from

their hearts and any thoughts of surrender from their heads. Imagine the tremendous psychological impact on the soldiers as they watched their boats being set to the torch. As the boats turned to ash and slipped quietly out of sight into the water, each man understood there was no turning back and the only way home was through victory.

The true underlying motivation for all success is a deep and unwavering commitment to the task at hand. The sales profession is a demanding and challenging career, but it is also personally rewarding and financially lucrative for those who are fully committed to becoming successful. If you are being pushed around mentally by thoughts of fear, anxiety, self-doubt and worry, it's time to "burn your boat" and become fully committed to your sales career!

"Until one is committed, there is hesitancy, the chance to draw back, always ineffectiveness. Concerning all acts of initiative and creation, there is one elementary truth the ignorance of which kills countless ideas and splendid plans: that the moment one definitely commits oneself, and then providence moves too. All sorts of things occur to help one that would never otherwise have occurred. A whole stream of events issues from the decision, raising in one's favor all manner of unforeseen incidents, meetings and material assistance which no man could have dreamed would have come his way. Whatever you can do or dream you can, begin it. Boldness has genius, power and magic in it. Begin it now." - Johann Wolfgang von Goethe

In your sales career, battles are not fought with weapons on foreign shores, but within the confines of your own mind. A truly committed salesperson does not have the luxury or the time for the self-indulgence of negative thinking... so I suggest that you Burn Your Boat! 



Light Construction Fasteners • Mill Shipments • Fast Quotes • Nationwide Services
 HIGH QUALITY & SERVICE SETS US APART



INTERFAST GROUP

THE PROFESSIONAL'S CHOICE™

www.interfastgroup.com

2730 E. Philadelphia St. Ontario, California 91761 Toll Free: 1-800-605-1233 Fax: 909-930-2183

K E Y S T O C K G Y O L L A F
 B G K C E N L L E W S T G I O
 U E M G G O U G E L E G T S V
 T D V A D G G R L V G T N S A
 T C O E E H C I I W I S I K L
 O V I C L S F R E N G S O E P
 N T D V K E D L G D C R P T O
 H I F C L I D U S S C O E I I
 E B O O L N P W H R K H N F N
 A L H O U B C A A C G C O L T
 D L S T O S N C L S H N C A S
 S I D L S K K S S L H A E U C
 D R T N I P L E W O D E R T N
 F D D E L L I R D S S O R C I
 G I M L E T P O I N T S D A Z

FASTENER WORDSEARCH

Can you find and circle in the grid above, the terms listed below?

- | | |
|-----------------|-------------|
| Actual fit | Oval point |
| Alloy | Seam |
| Anchors | Shank |
| Beveled washer | Solid rivet |
| Button head | Swell neck |
| Clevis pin | Teks |
| Cone point | Void |
| Crack | Weld nut |
| Cross drilled | Zinc |
| Dowel pin | |
| Drill bit | |
| Fitting up bolt | |
| Gimlet point | |
| Gouge | |
| Hole fill | |
| Key stock | |
| Lap | |
| Lock screw | |

Solution on Page 185



Jennifer FitzPatrick

Jennifer FitzPatrick, MSW, LCSW-C is an author, speaker and educator. Founder of Jenerations Health Education, Inc., she has more than 20 years' experience in healthcare. Jennifer is a frequent speaker at national and regional conferences and was an Adjunct Instructor at Johns Hopkins University. Her new book, "Your 24/7 Older Parent" answers the prayers of those dealing with the care of an elderly parent. For more information on Jennifer FitzPatrick's speaking, please visit www.jenerationshealth.com

INTERGENERATIONAL WORKFORCES: KEEP UP AT WORK AS YOU AGE

Do you ever marvel at how fast the new college graduates in your office seem to move? Have you heard them chatting about watching late night television or having sipped martinis at the latest hip club into the wee hours of the morning? Despite this lifestyle they still seem to have unlimited energy at work the next day. Do you remember when you used to be like that? It's not your imagination; you probably are moving a bit slower. As we get older, the body has less "bounce back" than it did when we were younger.

Often as we age we feel tired more often at work. Even older workaholics in love with their jobs may remember a time when they could work 18 hours every day and not feel the effects. These same driven career-oriented professionals are often surprised by their fatigue which often leads to burnout. How do we keep up with younger colleagues, subordinates, customers and even managers with seemingly unlimited energy, fresh ideas and appear to require little sleep?

Most people don't realize that some of the natural aging process begins around age 30. The need for sufficient sleep, good nutrition, and exercise becomes more important every year once the aging process starts. Unfortunately for many of us, our responsibilities multiply in our middle age and older years which increases stress, just during the time when we should be reducing it. Taking care of children, assisting older parents, buying homes, and increased career obligation often pushes good self-care to the lowest priority.

So how do we maintain excellent work performance, meeting our career goals while feeling good and being healthy? Consider these 10 tips for feeling younger and healthier at work:

1. Treat Your Body Better Every Year

Would you skip routine maintenance for your older vehicle and expect it to continue running reliably? It's startling how many responsible older workers wouldn't dream of missing an oil change appointment for their car but don't take time for lunch. Eating healthfully, exercising regularly, minimizing alcohol and caffeine consumption, drinking plenty of water and getting sufficient sleep is essential to keeping energy up. Treat your body at least as well as you treat your car.



2. Travel Smart

Travel often becomes more challenging on our bodies as we get older. If you are a road warrior, have a suitcase and toiletry case prepared at all times with items you will need such as toothpaste, toothbrush, hairbrush and makeup. Try to pad cross-country and cross-continental trips with an extra day or two to reduce the strain of jet lag. Stop regularly to stretch muscles during long car trips.

3. If You Are Ill, Take A Sick Day

Even if you just have a cold, your immune system will thank you if you coddle yourself a little bit. Take a day to drink tea in bed while watching an old movie. If you truly have unavoidable deadlines, at least work from home. The older workforce tends to see calling in sick as a sign of weakness, wanting to persevere even while under the weather. Taking a day or two off when you begin to feel sick often decreases the length of an illness because the rest allows your body to recover more quickly.

Check

Recess

the



**Handheld RPG Gages
(Recess Penetration)**



**Wobble Gage Fixture
w/ wobble plugs**



**Recess Go/NoGo
Fixed Limit gages**



**Recessschecker® Gage
w/ Recess Penetration
Elements**



Recess TIR® Gage

Greenlade & Company, Inc.

Represented in Taiwan by:
Q-Lab, Inc.
(Tel.) 886-6-266-5091~2
(FAX) 886-6-266-8083

2234 Wenneca Ave. Fort Worth Texas, 76102 USA
Tel: 817-870-8888 / Fax: 817-870-9199
www.greenladeandcompany.com

Represented in China by:
Fastbolt Trading (Shanghai) Co., Ltd
(Tel.) 86-21-5836-2280
(FAX) 86-21-5836-2279

**DACO Precision-Tool**

8565 Hwy. 45, PO Box 435, Kewaskum, WI 53040

Tel: 262-626-4911 Fax: 262-626-2602

Email: sales@daco-precision.com

www.daco-precision.com

DACO PRECISION - COMMUNITY AND INDUSTRY SUPPORT

by Stan Lockhart



President of DACO Precision, Randy Weber, is putting his money where his mouth is. Faced with the potential resale of a piece of equipment, he decided instead to donate the company's old wire EDM machine to the local high schools in West Bend, Wisconsin.

"As a manufacturer, we know how important is it to have industrial arts programs in our schools" said Randy Weber.


The machine which uses electrical discharges to cut metal will be used by the students in technical education courses.

DACO Precision, located in neighboring Kewaskum, Wisconsin designs and builds tooling and stamping dies for use in parts forming including special washers and many more complex components. It's a win-win situation as far as Weber is concerned. Students will get hands-on experience in using a piece of equipment that is critical in a production environment and hopefully in turn will consider manufacturing as a career.

"Manufacturers need to change the perception among students and their parents about what such jobs entail. Manufacturing jobs are very different today than they were in the past as many companies offer high-quality, well paying jobs in modern, state-of-the-art, high-tech facilities where employees can learn and grow, with opportunities for advancement."

Local town leaders and school officials applauded DACO's progressive thinking in their help to educate and influence students at a young age about some of the career opportunities that are quite often overlooked. After the wire EDM machine is delivered, students will have an opportunity to create parts on it according to DACO specifications and test them against actual parts made at

the company in Kewaskum for production purposes.

Hopefully, other manufacturers will follow our lead and work with local high schools and technical trade schools to continue to develop the next generation of workers. 



Lloyd Kanzenbach, vice president of DACO Precision-Tool of Kewaskum, left; company President Randy Weber; and Austin Weber, DACO supply chain manager, will donate the machine behind them to the West Bend high schools for use by students in technical education classes. The wire EDM machine cuts metal using electrical discharges, or sparks. DACO uses such machinery for tool and die making.

U.S.A. FASTENER GROUP INC.

1300 GAZIN STREET - HOUSTON TEXAS 77020
 CONTACT US 24/7 @ (713) 641-4600 TOLL FREE: (866) 546-5872
 FAX: (713) 641-4655 - WWW.USAFGRP.COM



NUTS

HEX, SQUARE
 HEAVY, ROUND, HIGH,
 12 PTS, FINISHED
 CASTLE, CAP
 COUPLING, SLOTTED
 TOMMY NUTS
 ACORN AND MORE
 SPECIAL PER PRINT

MATERIALS

ALLOY
 CARBON
 STAINLESS STEELS
 COPPER
 NICKEL
 NON METALLIC
 EXOTICS & MORE

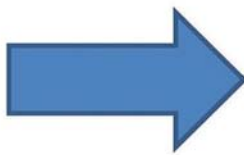
COATINGS

ZINC/YELLOW
 CAD PLATING
 XYLAN®
 FLUORAKOTE 1®
 SC-1®
 HDG
 MECH. GALV
 TEFLON & MORE



STOCKING A194 2H NUTS
 1/2" TO 3 1/2"
 (PLAIN, BLUE, ZINC YELLOW, CAD, HDG, TAPPED OVERSIZE)
 IMPORT AND DOMESTIC

Get the **NEW** Unlimited Multi-computer Digital 8th Edition Inch Fastener Standards Book



Swap your 7 pound hard cover book for a 2 ounce **IFI KEY**. Move up to the digital age with the **NEW** unlimited multi-computer digital **IFI 8th Edition Standards Book**.

- Load the book on an unlimited number of Windows computers.
- Use the **IFI KEY** to open and view the book on one computer at a time.
- Find information fast using live bookmarks.
- Capture technical data using the Windows Screenshot tool for sharing information.

Price: \$345.00 US

Industrial Fasteners Institute (IFI)

www.indfast.org



Commitment to Quality and Service



The Cavalier Team includes an experienced, knowledgeable, friendly sales staff; a skilled, quality-driven production staff and management that is dedicated to quality in action throughout the company.

“Cavalier’s great customer service is what keeps us coming back!”

- Industrial Distributor



continued on page 134

DISTRIBUTOR NEWS

Smalley Steel Ring Company, the world leader in the manufacturing and development of Spirolox® Retaining Rings, Constant Section Rings and Wave Springs announces the release of the new Linear Spring Series.



The new Linear Springs offer a selection of spring loads that react along a straight line, as opposed to a conventional spring that fits in a circular cavity. This means a linear spring may be located in an axial direction but providing a radial force.

Smalley Linear Springs are a continuous wave formed wire length produced from spring tempered materials. Linear Springs act as a load bearing device having approximately the same load/deflection characteristics as a wave spring. Axial pressure is obtained by laying the linear spring flat in a straight line.

Linear Springs are now available as a standard part from Smalley. Over 200 standard sizes are available from stock in both carbon and stainless steel. Smalley offers No-Tooling-Charges™ on special Linear Spring designs. Exotic alloys are available upon request. Smalley engineers are readily available to assist with your spring design. Smalley offers complete information on the Linear Springs including a new catalog supplement featuring several series of standard springs that have varying loads but fit the same cavity. The Linear Springs are produced in a wide variety of materials to withstand most environments.

For more information contact Smalley at 555 Oakwood Road, Lake Zurich, IL 60047. Tel: 847-719-5900, Fax: 847-719-5999, email: info@smalley.com or visit www.smalley.com.



"The Good Guys"

Our commitment to you
"No supplier will work more diligently for you, our customer and partner in business."



**A SUPPLIER
 YOU CAN
 TRUST**

*The World's
 Most
 Comprehensive
 Inventory
 of Fine Quality
 Electronic
 Hardware*

550 Spring Street Naugatuck, CT 06770
 Tel (203) 720-1146 • Fax (203) 720-1156

7814 Kingspointe Pkwy Orlando, FL 32819
 Tel (407) 226-2112 • Fax (407) 226-3370

VISIT US AT WWW.FASCOMP.COM

CAVALIER Industrial Specialties

Industrial Studs



**Continuous Thread
Single End • Double End • Tap End
Made per Drawing**

Machined Parts



**Manufactured under
our Registered
Quality Assurance Program**

CERTIFICATE OF REGISTRATION



Having been audited in accordance with requirements of

ISO 9001:2008 – ANSI/ISO/ASQ Q9001-2008

SRI Quality System Registrar, 300 Northpointe Circle, Seven Fields, Pennsylvania, USA.
Steel Related Industries Quality System Registrar, LTD, Alexandra House, Ballsbridge, Dublin 4, Ireland, EU
hereby grants to:

Cavalier Industrial Specialties

Registration of the management system at its location:

**1493 London Bridge Road
Virginia Beach, Virginia, USA**

The conditions for maintaining this certificate of registration are set forth in the SRI registration agreements R20.3 and R20.4. Further clarifications regarding the scope of this certificate and the applicability of ISO 9001:2008 requirements may be obtained by consulting the organization.

Scope of ISO 9001:2008 registration: "Manufacture and supply of industrial fasteners."
Exclusions: Design and Development, Service Provision, Validation of Processes for Service Provision
Initial SRI registration date: January 8, 2013
Current registration period: January 8, 2013 through January 7, 2016

Signed for SRI: 
Christopher H. Lake, President & COO

Certificate Date: January 8, 2013
Certificate Number: 011572
Registration Number: 4974-01



CERTIFICATE OF COMPLIANCE



Steel Related Industries Quality System Registrar
300 Northpointe Circle, Seven Fields, Pennsylvania, USA
Alexandra House, Ballsbridge, Dublin 4, Ireland EU

A legal entity within the United States and European Union with competence demonstrated via ANAB and RvA accreditation as an ISO 9001 certification body with a scope of accreditation for the assessment of quality management systems of organizations which include the manufacture of materials and in the technology of the materials concerned, as specified in the scope below

-CERTIFIES-

Cavalier Industrial Specialties

at its location:

**1493 London Bridge Road
Virginia Beach, Virginia, USA**

has implemented, operates and maintains a
Management System in accordance with the requirements of

Pressure Equipment Directive (PED) 97/23/EC 7/2, Annex I, Paragraph 4.3

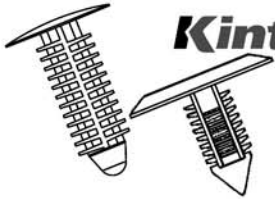
Scope of PED compliance: "Manufacture and supply of industrial fasteners."

Signed for SRI: 
Christopher H. Lake, President & COO

Date: January 8, 2013
Registration Number: 4974-01

Steel Related Industries Quality System Registrar, LTD is a registered, duly licensed, operating "legal entity" in the European Union, and as such, is fully responsible for Management System Certificates bearing its U.S. and Ireland address for the purpose of satisfying the relevant manufacture requirements of the European Union Pressure Equipment Directive. This certificate is valid and will remain in effect when accompanied by a valid ISO 9001:2008 registration certificate that bears SRI's Ireland address, as noted above.

Lowest Prices Anywhere!



Kinter® cross to **ITW Fastex**® & **TRW**® X-Mas Tree Clip finned push-in panel fasteners-Nylon.

AKA: Ratchet Fasteners or Push Pins.

Flexible ribs deflect when pushed into hole then spring back to resist removal.

Samples available upon request.

Special colors, materials, dyes or painted heads also available -please inquire.



ITW Fastex® Item # TRW® Item #	Manufacturer	Kinter Item #	ITW Fastex® Item # TRW® Item #	Manufacturer	Kinter Item #	ITW Fastex® Item # TRW® Item #	Manufacturer	Kinter Item #
647486	TRW®	120205	38-0580-01	ITW Fastex®	120209	354-280317-00	ITW Fastex®	120215
647516	TRW®	120226	38-0635-02	ITW Fastex®	120200	354-280318-00	ITW Fastex®	120266
647536	TRW®	120224	38-0635-06	ITW Fastex®	120201	354-310102-00	ITW Fastex®	120222
647560	TRW®	120220	38-0635-16	ITW Fastex®	120265	M36-0300-01	ITW Fastex®	120245
647561	TRW®	120234	38-0700-03	ITW Fastex®	120217	M36-0500-01	ITW Fastex®	120244
647562	TRW®	120275	38-0714-10	ITW Fastex®	120215	M36-0500-03	ITW Fastex®	120257
647563	TRW®	120272	38-0714-12	ITW Fastex®	120216	M36-0630-07	ITW Fastex®	120262
647564	TRW®	120213	39-0630-10	ITW Fastex®	120205	M36-0630-22	ITW Fastex®	120258
647580	TRW®	120276	39-0650-05	ITW Fastex®	120226	M36-0700-05	ITW Fastex®	120237
647581	TRW®	120214	39-0885-01	ITW Fastex®	120227	M36-0700-07	ITW Fastex®	120235
647599	TRW®	120232	39-1000-01	ITW Fastex®	120223	M36-0700-10	ITW Fastex®	120240
647600	TRW®	120228	236-170406-00	ITW Fastex®	120300	M36-0700-15	ITW Fastex®	120255
647601	TRW®	120233	236-170406-02	ITW Fastex®	120302	M36-0790-04	ITW Fastex®	120246
647602	TRW®	120230	236-170406-03	ITW Fastex®	120303	M36-0790-05	ITW Fastex®	120263
647603	TRW®	120225	236-170406-04	ITW Fastex®	120304	M39-0630-10	ITW Fastex®	120205
647617	TRW®	120247	236-170406-05	ITW Fastex®	120305	M39-0650-05	ITW Fastex®	120226
647618	TRW®	120231	236-170406-07	ITW Fastex®	120307	M39-0885-01	ITW Fastex®	120227
647626	TRW®	120274	236-170406-08	ITW Fastex®	120308	M39-1000-01	ITW Fastex®	120223
647634	TRW®	120269	236-170406-09	ITW Fastex®	120309	PC47486	TRW®	120205
647657	TRW®	120243	236-220603-00	ITW Fastex®	120325	PC47516	TRW®	120226
647669	TRW®	120252	236-220603-02	ITW Fastex®	120327	PC47536	TRW®	120224
647673	TRW®	120249	236-220603-10	ITW Fastex®	120329	PC47560	TRW®	120220
647678	TRW®	120273	236-220604-00	ITW Fastex®	120320	PC47561	TRW®	120234
647695	TRW®	120270	354-070201-00	ITW Fastex®	120242	PC47562	TRW®	120275
647719	TRW®	120271	354-120240-00	ITW Fastex®	120208	PC47563	TRW®	120272
2617-01	ITW Fastex®	120254	354-125300-00	ITW Fastex®	120221	PC47564	TRW®	120213
2619-00	ITW Fastex®	120236	354-156001-00	ITW Fastex®	120207	PC47580	TRW®	120276
2620-00	ITW Fastex®	120268	354-162200-00	ITW Fastex®	120204	PC47581	TRW®	120214
2633-00	ITW Fastex®	120240	354-190001-00	ITW Fastex®	120210	PC47599	TRW®	120232
36-0300-01	ITW Fastex®	120245	354-190001-01	ITW Fastex®	120211	PC47600	TRW®	120228
36-0500-01	ITW Fastex®	120244	354-190300-00	ITW Fastex®	120264	PC47601	TRW®	120233
36-0500-03	ITW Fastex®	120257	354-200101-00	ITW Fastex®	120206	PC47602	TRW®	120230
36-0630-07	ITW Fastex®	120262	354-200102-00	ITW Fastex®	120218	PC47603	TRW®	120225
36-0630-22	ITW Fastex®	120258	354-201960-00	ITW Fastex®	120219	PC47617	TRW®	120247
36-0700-05	ITW Fastex®	120237	354-220000-00	ITW Fastex®	120209	PC47618	TRW®	120231
36-0700-07	ITW Fastex®	120235	354-250103-00	ITW Fastex®	120200	PC47626	TRW®	120274
36-0700-10	ITW Fastex®	120240	354-250303-00	ITW Fastex®	120201	PC47634	TRW®	120269
36-0700-15	ITW Fastex®	120255	354-250304-00	ITW Fastex®	120265	PC47657	TRW®	120243
36-0790-04	ITW Fastex®	120246	354-250311-00	ITW Fastex®	120205	PC47669	TRW®	120252
36-0790-05	ITW Fastex®	120263	354-280301-00	ITW Fastex®	120216	PC47673	TRW®	120249
38-0470-02	ITW Fastex®	120210	354-280305-00	ITW Fastex®	120217	PC47678	TRW®	120273
38-0475-01	ITW Fastex®	120264	354-280307-00	ITW Fastex®	120202	PC47695	TRW®	120270
38-0490-01	ITW Fastex®	120206	354-280308-00	ITW Fastex®	120203	PC47719	TRW®	120271

*ITW Fastex® (ITW Fastex is a Registered Trademark of The Fastex Division of the Illinois Tool Works Company).

TRW® (TRW is a Registered Trademark of TRW Engineered Fasteners and Components).

Kinter's (K International's) nylon 6/6 X-Mas Tree Clip, Ratchet Rivet and Snap Rivet fasteners are not manufactured by or connected in any way with the producers of ITW Fastex®'s or TRW® fasteners.



3333 Oak Grove Avenue, Waukegan, IL 60087

1-800-323-2389 phone

847-623-0105 fax

kinter.com

CAVALIER Industrial Specialties

Coarse Thread
Fine Thread
Metric Thread
8 Thread Pitch Series
Special Pitches
Left Hand Thread
Acme Thread
Pipe Thread
Interference Thread
Rolled Thread
All Thread
Body Bound
Tapered Body
Collar
Shoulder
Constant Strength
Chisel Point
Radius End
Knurled Body
Centerless Ground Body
Impression Marking
Tri-roll Inspection

Continuous
Single End
Double End
Tap End
Made per Drawing

Stud Manufacturing

to meet your specification
details under our documented
Quality Assurance Program



www.GoCAV.com

ALFA TOOLS

INDUSTRIAL CUTTING TOOLS & ABRASIVES

- Extensive Product Line
- Premium Industrial Quality
- Private Label Programs
- Multiple Warehouses

YOUR EXCLUSIVE SOURCE FOR:



High Performance Drills

MEGACUT[®]

Abrasive Wheels &
Circular Saws



National Abrasives
and Tools, Inc.



Monolock[®]
QUICK CHANGE SYSTEM

Contact us today for complete
Fastener Distributor Program Details

7845 N. Merrimac Ave.
Morton Grove, IL 60053
Phone: 800-253-2532
Fax: 888-258-6657
sales@alfatools.com
www.alfatools.com



MFDA - P.O. Box 1477, Wayne NJ 07470 • Tel: 201.644.7424 • Fax: 201.644.7427 • Email: admin@mfda.us

METROPOLITAN FASTENER DISTRIBUTORS ASSOCIATION, INC

MFDA HOLDS 34th ANNUAL SCHOLARSHIP AWARDS MEETING

By Barbara Traum

The Metropolitan Fastener Distributors Association held their 34th annual scholarship awards meeting on June 4th at Al Di La Restaurant in East Rutherford, New Jersey awarding \$12,500 in scholarships to deserving students in the industry and welcoming their newest member, EFC International. Guenter Retkowski, Sales Manager for EFC International was presented with a new member plaque.

The Board of Director's Scholarship in the amount of \$3500 was awarded to Russel Licht, son of Bob Licht, Sales Manager at Fastbolt Corp. Daniel Delitto, son of Robert Delitto, Sales for Columbia Nut & Bolt, was awarded the Columbia Nut and Bolt Scholarship in the amount of \$2500.

The Metric & Multistandard Scholarship in the amount of \$2500 was awarded to Afra Ali, daughter of Mahamad Ali, a supervisor at Baco

Enterprises, Inc. Anthony Ferrer, son of Luis Ferrer, Inside Sales at Captive Fasteners, was awarded the Tanzman Family Scholarship in the amount of \$1250.

The ND Industries Scholarship in the amount of \$1250 was awarded to Nicole Fudrini, daughter of Tina Fudrini, a Clerk at Weinstock Brothers. Ileana Burgos, daughter of Miguel Burgos, a machine operator at Captive Fasteners, was awarded a MFDA Scholarship in the amount of \$750. Tim Vath, a part-time warehouse worker at Solutions Industries was also awarded a MFDA Scholarship in the amount of \$750.

The MFDA Scholarships are possible thanks to the generosity of the members, especially Aerospace Nylok Corp, Baco Enterprises, BMB Fasteners, Brighton Best

International, Captive Fastener Corp, Century Fasteners Corp., Columbia Nut & Bolt Corp, Continental/Aero, Crescent Manufacturing, Delta Secondary, EZ Sockets Inv., EFC International, Fall River Manufacturing, Ford

Fasteners, GKY Industries, Hardware Specialty Company., Kanebridge Corp, Ken Forging Inc., Lee S. Johnson Associates, McCormick Associates, Metric & Multistandard, Mutual Screw & Supply, N D Industries, Prestige Stamping,

RAB Components, Safety Socket, Smith Associates, Solution Industries, Star Stainless Screw, Swiss Stainless, Uneeda Bolt & Screw, Weinstock Brothers Corp, Yellow Woods, the Tanzman family, Steve Matthews, Jhonna VanDunk, and Marilyn & James Effron. 



Upcoming Events:

September 22, 2013

18th Annual Golf Outing

Wild Turkey Golf Course, Hardyston, NJ

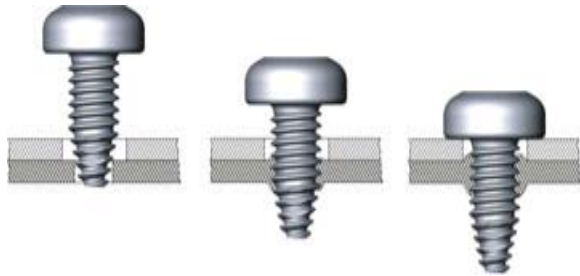
September 23, 2013

Table Top Show

The Fiesta in Wood Ridge, NJ

DISTRIBUTOR NEWS

Semplex Corporation is pleased to announce the addition of SHEETtracs® to our licensed product offerings. SHEETtracs® from EJOT Verbindungstechnik GmbH & Co. KG is a self tapping screw designed for joining thin sheet metal into a pilot hole.



A reduced screw flank angle of 45° helps to create a more stable female thread as compared to the common 60° thread sheet metal screw. The special flank angle aids in achieving higher stripping torque and pull-out forces. A circular cross section body is designed to maximize thread engagement. Coupled with a non-circular thread forming point, ergonomic alignment and low installation torque are realized.

Benefits include:

- High Strength of the Joint
- High Vibration Resistance
- Simple and Safe Assembly with Solid Alignment and Low Installation
- High Stripping Torque due to Large Extruded Thread
- Compatible with Metric Machine Screw for Service

As today's manufacturing looks for ways to reduce cost and weight through the use of thinner materials, SHEETtracs® helps to break through those barriers.

With its long history and popular use in Europe and around the globe, bringing North American manufacturing in support of this product will enhance its broad appeal and continued growth.

For more information, contact Semplex Corporation at 199 W. Diversey Ave., Elmhurst IL 60126. Tel: 1-800-323-1736 or visit their website at www.semplex.com.

Solon Belleville Springs®

Longest standing manufacturer
in the USA!

Over 2,000 stocked sizes

ISO 9001:2008
Certified

Online quoting
available



www.solonmfg.com



800-323-9717
440-286-7149
Chardon, Ohio

DISTRIBUTOR NEWS

EFC International, is pleased to announce the addition of Jim Self, Business Unit Manager for Clamps. Jim joins EFC gathered from over 25 years of sales and engineering experience in the marine, automotive and distribution marketplaces. He comes with a strong track record of business development and executing strategies. Jim's responsibilities will be the development and strategic planning for continued growth for the clamp business unit and support to OEM's, distributors and suppliers.

Matt Dudenhoeffer, Vice President of EFC, states "As EFC continues to grow, it is imperative we invest in talented people like Jim to support its growth. Jim fills a critical role and offers the 'best in class' management. The addition of Jim further expands upon EFC's technical expertise our ability to grow the Clamp business unit. His experience and knowledge will be appreciated by customers and suppliers. We are excited to have him as part of Team EFC."

For more information contact EFC International at 1940 Craigshire Road, St. Louis MO 63146. Tel: 314-434-2888 or visit the website at www.efc-intl.com.

WEBSITE DIRECTORY



ABBOTT-INTERFAST CORP.

NYLON INSERT STOPNUTS

www.abbott-interfast.com
email: sales@abbott-interfast.com

Phone 847-777-3030 • Fax 847-459-4076



• Sex Bolts • Component Washers

www accuratemfg.com

Formed spring steel fasteners

www.e-qual-fast.com



ADDISON PACKAGING INC. 
Electronic Counting into Poly Bags, Cartons & Blister Boxes

www.addisonpackaging.com



Advance Components

The Distributor's Source for Specialty Fasteners

[P] 972.446.5500 [F] 972.242.3090

advancecomponents.com

Ajax Wire Specialty Co., Inc.

Think Springs. Think Ajax!

Toll Free: 855-966-AJAX (2529)

Fax: 516-935-2334

www.ajaxwire.com



Albany Steel & Brass Corporation

www.albanysteel.com

from STOCK

'B', 'F', 'U', '21', TEKS®, SWAGEFORM®
Thumbscrews, Wing Nuts, Screwnails

ALFA TOOLS

The Distributors' Depot

www.alfatools.com



Quality producers of Washers and Stampings

847-566-9091

www.allamericanwasherwerks.com

ALPHA GRAINGER
MANUFACTURING, INC.

508-520-4005 • Fax 508-520-4185

www.agmi.com



www.linkmagazine.com



www.aluminumfastener.com

1-800-526-0341

jay@discountscrews.com



800-431-2391

Over 500 million screws in stock

Quality is Our Key to Success

ANDROCK

Hardware Corporation

www.androckhardware.com



www.appliedbolting.com

e-mail: link@appliedbolting.com

AUSTIN
HARDWARE & SUPPLY, INC.
SECURING SOLUTIONS FOR YOUR BUSINESS

www.austinhardware.com



"If we don't have it, we'll help you find it."

www.azliftinghardware.com

Aztech
Locknut
Company

www.aztechlocknut.com



K-T BOLT

MANUFACTURING CO., INC.



www.k-tbolt.com

Serving the Fastener Industry Since 1969

Manufacturing • Forging
In a Variety of Head Styles and in Most Grades of Material
Hot Dipped in Our Facilities



Heading Capacity - 1/2" to 3" Diameter
Threading to 4" Diameter
Straight, Bent & Welded Anchor Bolts to 4" Diameter

MADE IN AMERICA TO THE HIGHEST QUALITY STANDARDS AVAILABLE!

1150 Katy Fort Bend Road, Katy, TX 77493 • P.O. Box 683, Katy, TX 77492
Phone: 800.553.4521 • 281.391.2196 • Fax: 281.391.2673

AUBURN CORD DUESENBERG AUTOMOBILE MUSEUM & NUCOR FASTENERS PLANT TOUR - APRIL 25, 2013



WEBSITE DIRECTORY

All the Top Riveting & Fastening System Lines Under One Roof



1-800-718-8818
www.bayfastening.com



Big Red Fasteners
www.bigredfasteners.com



THE BRADLEY GROUP OF COMPANIES
Pre-applied adhesives & sealants
www.bradleygroupcoatings.com

BRANAM FASTENING

800.860.7883
branamweldstuds.com



BRIGHTON-BEST INTERNATIONAL
FOUNDED 1924

Master Distributor / Importer for all your fastener needs
BEST Quality, Service, Value Since 1925

800-275-0050
www.brightonBEST.com



BRIKSEN
STAINLESS STEEL FASTENERS
www.Brikksen.com



CABLE TIE EXPRESS
Tying Service to Quality
www.cabletieexpress.com



CARDINAL FASTENER
www.cardinalfastener.com



CAV CAVALIER
Industrial Specialties
www.GoCAV.com



See the new online magazine at
www.linkmagazine.com



COMPONENT PACKAGING
Whatever It Takes!
www.componentpackaging.com



Computer Insights, Inc
www.ci-inc.com
simple • focused • effective



CRAFTLINE

Storage Systems
sales@craftline.us
www.craftline.us

The Dale Company
www.dalecompany.com



DARLING DB BOLT CO.
www.darlingbolt.com
E-mail: sales@darlingbolt.com



DISTRIBUTION One

Distribution Software for Wholesale Distributors
www.distone.com



divspec
an Edwards & West Company
www.divspec.com



DYSON
Domestic Fasteners and Forgings Since 1884
www.dysoncorp.com



E&A PRODUCTS INCORPORATED

Manufacturing Construction, Mil-Spec, OEM Fasteners for over 30 years!
1-800-711-0830 Sales@EA-Products.com
www.EA-Products.com



Elgin Fastener Group
www.elginfasteners.com



ELITE SALES INC.

Wire Rope, Cable, Chain & Hardware
1-800-458-6659
www.elitesalesinc.com

DISTRIBUTOR NEWS

Laboratory Testing Inc. (LTI) is pleased to announce the launch of the new company website. The updated website provides easier access to frequently used materials, as well as all of the information and tools found on the previous site.

Calibration customers will now find a tabbed section dedicated to the capabilities and services provided by LTI Metrology, the calibration and dimensional inspection division of the company. The Quick Service Form, which can be accessed under the Contact tab or with the Contact Us button, provides a convenient way to request information on materials testing, calibration, quality assurance, billing, pick-up and delivery service, and other topics. In addition, the new LTI website provides easy navigation and access through the homepage to information targeted to specific customers, including those Quality Professionals, Purchasing Professionals and New Customers.

LTI recently updated the company look on social media sites and with new Metrology and Testing brochures and a redesigned tradeshow display. The new theme, based on the red and black colors of the company's logo.

Visit *Laboratory Testing* at www.labtesting.com, email sales@labtesting.com or call 1-800-219-9095. for more information.

QUALITY CONTROLLED CRAFTSMANSHIP



ISO9001:2008 CERTIFIED



R&R Engineering Company Inc
PO Box 428, Summitville, Indiana 46070
phone 800.979.1921 • 765.536.2331
fax 800.345.9583 • 765.358.3957
email sales@randengineering.com
web www.randengineering.com



DISTRIBUTOR NEWS

Quickscrews® International Corp is adding Torx Assembly and Installation Screws to its arsenal of woodworking screws.

The Assembly Torx Screws are Flat Heads with Coarse Thread, Nibs and a Type 17 point for easier driving. The size range is #8 - #10 x 3/4" - 4" and has a Zinc Finish.

The Installation Screws are Large Round Washer Heads with an XL Type 17 point to make awkward



driving easier to penetrate. The size range for these screws is # 10 x 2 1/2" - 4" and has a Zinc Finish.

For more information, please visit the Quickscrews store online at www.quickscrews.com or Tel: 1-800-743-6916, Fax: 1-800-689-7975.

WEBSITE DIRECTORY

E-Z LOK

Visit our website today. Complete list of Thread Inserts/sizes, repair kits. Request free samples-catalog.
www.ezlok.com

E Z Sockets, Inc.

800-631-7833 • Fax 973-376-7130
e-mail: ezsockets@juno.com
www.ezsockets.com

FALL RIVER Manufacturing Co., Inc.

800-275-6991 / Fax 508-675-8770
WWW.FALLRIVERMFG.COM
Manufacturers of stainless steel and non-ferrous screws bolts and nuts



Standoffs Spacers Jackscrews Shoulder Screws
Thumb Screws Captive Screws Swages
(Tel) 407-226-2112 (Fax) 407-226-3370
www.fascomp.com

For PINS the first choice is:

FASTAR

888-FASTAR5 • Fax 845-369-7989
www.fastar.com

FORD FASTENERS, INC.

The #1 source for 410ss screws
www.fordfasteners.com

GLOBAL FASTENER NEWS.COM



Hanger Bolt & Stud Co.

1-800-537-7925
www.hangerbolt.com
e-mail: hbs@hangerbolt.com



HANSON RIVET & SUPPLY CO.

866-61-RIVET
(866-617-4838)
www.hansonrivet.com

HI-TECH FASTENER CORP.

800-858-7341
www.hi-techfastener.com

HOLBROOK MFG., INC.

Internet www.holbrookinc.com

ICS Flange

Quality Customer Service
1-800-231-0360
www.innovativecomponentsales.com

Imberman and DeForest, Inc.
Consultants to Management
Boost Your Employee Productivity
Grow Your Bottom-Line Profitability
www.imbdef.com info@imbdef.com



www.imperialrivet.com
e-mail: sales@imperialrivet.com



INDUSTRIAL FASTENERS INSTITUTE

www.indfast.org

YOUR AD HERE!

Claim your FREE Website Ad Listing when you advertise with Link Magazine

INLAND TESTING EQUIPMENT

www.inlandtestingequipment.com

INTERCORP

Premium Quality Construction Fasteners
www.strong-point.net



www.interfastgroup.com



INTERCONTINENTAL SALES CORPORATION
www.isc-sales.com

SEFA - PO Box 448, Elba, AL 36323 • Tel: 847.370.9022 • Fax: 847.516.6728 • Email: sefa@thesefa.com • www.thesefa.com

SOUTHEASTERN FASTENER ASSOCIATION

SEFA 2013 SCHOLARSHIP WINNERS

The Southeastern Fastener Association Scholarship Committee selected four scholarship winners this year. Annually Robbie and Gina Gilchrist award a \$1,000 scholarship to a SEFA member and the SEFA will award three \$1,000 scholarships this year.

Congratulations to our 2013 Winners

Gilchrist Foundation \$1,000 Scholarship

Matthew Mullane Jr. sponsored by Mullane Sales & Mgmt.

\$1,000 Em Webb Memorial Scholarship

Ashleigh Pittman sponsored by AmeriBolt

SEFA \$1,000 Scholarships

Daniel Musselwhite sponsored by Hercules Bolt Co. and Kennedy Hall sponsored by Trio Fasteners



SEFA New Members

All American Washer Werks - Mundelein, IL
 Bamal Fastener Corp. - Charlotte, NC
 Bolts & Nuts Inc. - Chattanooga, TN
 Bradley Coatings - Statesville, NC
 Briksen Metric - Sanford, FL
 Dan-Loc Express Virginia - Virginia Beach, VA
 Dynacast Inc. - Charlotte, NC
 Industrial Nut Corp. - Sandusky, OH
 INxSQL - Waterford, MI
 J.D. Hendley & Associates - Tucker, GA
 Lucky 13 Sales Inc. - Elk Grove Village, IL
 Modform - Moline, IL
 SWD Inc. - Addison, IL
 USA Fastener Group - Houston, TX
 United Fasteners & Hardware Inc. - Longwood, FL 

Scholarship winners: Matthew Mullane, Jr. (top), Ashleigh Pittman (middle left), Daniel Musselwhite (middle right), Kennedy Hall (bottom).



Dörken Corporation USA

PO Box 429, 11200 Cedar Knoll Dr, Grass Lake, MI 49420

Tel: 517-522-4600 Fax: 517-522-8008

www.doerken-mks.com

DÖRKEN INTRODUCES NEW COATING SYSTEM

Dörken MKS-Systeme GmbH & Co. KG, Herdecke, Germany and parent company of Dörken Corporation USA located here has introduced DELTA-PROTEKT® KL 105, a new coating that provides a two-in-one approach for coating a range of fastener materials such as nuts, bolts and screws.

The coating provides anti-corrosion properties and with its integrated lubricant, a low coefficient of friction. Anti-corrosion coatings must achieve high levels of quality with thinner coat thickness or reduced number of coats. Process costs, in particular, are becoming increasingly important and represent the highest cost factor in the entire coating process. DELTA-PROTEKT KL 105 was developed with this in mind. The capability of reduced coefficient of friction was added to comply with the specifications of OEMs in mind. Up until its introduction a multifaceted approach was only possible with cost-intensive multi-coat systems.

The coating is applied using either the dip spin, dip coat, spray immerse or spin coat process and dries at a temperature of 190° C and 235° C. Further processing and

its corresponding energy consumption are avoided and there is no time-consuming material change and handling necessary.

DELTA-PROTEKT has achieved more than 1000 hours without rust in the salt spray test (DIN EN ISO 9227) and has a coating thickness between 8-10 µm. The coefficient of friction has achieved a mean value of 0.15 µ tot depending on the coating. The coating was awarded the German Material Efficiency Prize by the Federal Ministry and has been approved by a variety of automotive, construction and agricultural OEMs.

Dörken's global coating solutions are approved for use by and meet the standards and specifications for corrosion protection, sealants, and lubricity performance of fasteners of vehicle manufacturers and Tier One suppliers worldwide yet are environmentally friendly. Its product development programs and manufacturing operations are certified with DIN EN ISO 9001:2000 and to ISO 14001. 



WEBSITE DIRECTORY



If your business is fasteners...your software should be INxSQL.

Effective, Affordable, Efficient

www.inxsql.com • 877.446.9775



J.T.D. STAMPING CO., Inc.
www.jtdstamping.com

KEN FORGING

Leader in the Eyebolt Industry

1-888-536-3674 • Fax 440-992-0360
www.kenforging.com

KEY BELLEVILLES, INC.

Tel: 1-800-245-3600
www.keybellevilles.com
email: sales@keybellevilles.com

Kinter

www.kinter.com



K-T BOLT MANUFACTURING CO., INC.

Manufacturing & Forging Since 1969
HD Capacity 1/2 - 3" dia.
Threading to 4" dia.

www.k-tbolt.com • 800-553-4521



www.lelandindustries.com
1-800-263-3393

HAVE YOU SEEN US ONLINE?
www.linkmagazine.com



SPECIAL FASTENERS
A FONTANA GROUP COMPANY

www.lepinc.com

LOCKNUT TECHNOLOGY INC.

WWW.LOCKNUTTECHNOLOGY.COM

Lok-Mor, Inc.

Locknuts
Standards and Specials
www.lok-mor.com
1-800-843-7230



MAR-BRO MANUFACTURING
A FASTENER COMPANY

602.278.8197 MAR-BRO.COM
602.269.1235 SALES@MAR-BRO.COM

Mehta Trading International

The Complete Stainless Steel
Fastener Source

www.Mehtati.com
e-mail: Corp@Mehtati.com



Metric & Multistandard Components Corp.

Fasteners • Cutting Tools • Measuring Tools
www.metricmcc.com

micro plastics, inc.

Registered to ISO 9002
Certificate No. A2659

email: mpsales@microplastics.com
Web Site: www.microplastics.com



Manufacturer of custom washers,
fasteners & metal stampings.
www.mwindustries.com



Advanced Adhesive and Sealant Technologies
www.ndindustries.com • phone: 1-800-471-5000

ISO 9001-2008
AS9100 Certified



QSLM Level 2/3

NORTH EAST FASTENERS CORPORATION

A Tradition of Precision

WWW.NEFL.COM

Telephone: (860) 589-3242 Fax: (860) 589-6969
8 Tremco Drive, Terryville, CT 06786-0322

NOVA

Complete Stocking Inventory
Of All Commercial Fasteners

www.novafasteners.com
e-mail: info@novafasteners.com

NUCOR FASTENER DIVISION

P.O. Box 6100 • St. Joe, IN 46785
Phone (800) 955-6826
www.nucor-fastener.com

PAC FAS

Full Line Supplier of Packaged Fasteners
& Accessories for Resale Since 1964

Phone 1-800-444-5834
www.pacfas.com

DISTRIBUTOR NEWS

Elgin Fastener Group (EFG) has named Jeff Hepner as Director of Distributor



Sales. Hepner is a well-known veteran of the fastener industry, most recently having served as President of Telefast Industries, Berea, OH from 2008 to 2013. Telefast was acquired by EFG in late March. In his new role, Hepner will assume responsibility for business growth at the distributor level and will report to EFG Vice President of Sales & Marketing, Marty Goeree. Goeree commented, "We are very pleased to have Jeff accept this assignment. He is known and respected throughout the fastener industry and brings a wealth of knowledge to our company."

Hepner has extensive experience in cold heading from his previous association with Lake Erie Screw Corp. and subsequent positions with Telefast. He has been an active participant in the National Fastener Distributors Association (NFDA) for many years, having served terms as a board member, associate chair, and as chairman of the Education and Training Committee. He received a BBA in Sales and Marketing from the University of Toledo School of Business.

For more information, contact Elgin Fastener Group LLC, Tel: 812-689-8917, Fax: 812-689-6635. Website: www.elginfasteners.com, Email: quotes@elginfasteners.com. Also find Elgin Fastener Group on Facebook and Twitter.

Elgin Fastener Solutions

Get the right fastener solution for your application with the Elgin Fastener Group. ISO 9001:2008 quality. Complete range of styles, sizes and finishes.



The right fastener right now.™
Elgin Fastener Group
 Phone: 812-689-8917
www.elginfasteners.com



Ohio Rod Products
Versailles, Indiana

Custom manufacturer specializing in small diameter, long length headed and threaded fasteners through 96" long and 3/4" diameter. Superior straightness in plated parts. Tel. 812-689-6565



Leland Powell Fasteners
Martin, Tennessee

Domestic quality manufacturing of small diameter fasteners and industrial machine screws (diameters from 4-40 to 1/2" and lengths to 5"). Includes Lo-Driv® and Grip-Lite™ screws and other standard, semi-standard and specially fastener solutions. Tel. 731-587-3106



Landreth Fastener
Martin, Tennessee

Leading manufacturer of cold headed solid, semi-tubular and brake rivets, with ISO certified quality systems and a focus on customer service. Tel. 731-587-3106



Silo Fasteners
Versailles, Indiana

Leading manufacturer of lug bolts, form pins and round head fin neck bolts for the highway construction, concrete form construction and general distribution markets. Tel. 812-689-8905



Chandler Products
Cleveland, Ohio

Leading manufacturer of cold headed fasteners (diameters from 3/16 to 3/4" and lengths to 9"), tight tolerances and multiple secondary operations for precision components used in heavy-duty diesel engines, transmissions & other demanding fastener applications. Tel. 216-481-4400



Quality Bolt & Screw
Brecksville, Ohio

Manufacturer of custom engineered cold headed/cold formed bolts, pins, studs, chain, military & other custom fasteners. Tel. 440-717-7650



Northern Wire, LLC
Merrill, Wisconsin

Custom wire forming, machining, welding, bending, and cold heading for agricultural equipment, lawn & garden, landscaping, construction, and recreational vehicles. Processes material ranging from .080" to .750" in diameter, in lengths from 1/2" up to 12 ft. cut from coil. Also offers plating and assembly options. Tel. 715-536-9551



Telefast Industries
Berea, Ohio

Manufacturer of externally and internally threaded fasteners, specializing in inch (1/4"- 5/8" external, 1/4"- 7/8" internal) and metric (M6-M16 external, M6-M22 internal). Offers accredited ISO 7025/A2LA testing laboratory. Tel. 440-826-0011



Vegas Fastener Manufacturing
Las Vegas, Nevada

Manufacturer of bolts, nuts, studs, socket caps in SAE and metric sizes #10 - 3.00". Specializes in hot-forging of high-temperature and corrosion-resistant alloys. On-site laboratory services for testing and analysis. Tel. 888-651-9223

WEBSITE DIRECTORY



**PACIFIC
WAREHOUSE SALES**

www.pacificwarehousesales.com



Award Winning Non-Threaded Fasteners
Quick Release Pins, Clevis Pins, Cotter Pins
www.pivotpins.com



www.porteousfastener.com

**HAVE YOU
SEEN US
ONLINE?**
www.linkmagazine.com

PS
PRECISION
SPECIALTIES
SIMPLY THE BEST
FOR OVER 25 YEARS

CALL 901.854.5640
www.precspec.com



Pinnacle Capital Corporation
www.pinnaclecapitalcorp.com



800-979-1921 • Fax 800-345-9583
www.randengineering.com



**RAF ELECTRONIC
HARDWARE**
a Division of MW Industries, Inc
www.rafhdwe.com
203-888-2133 • info@rafhdwe.com

W.J. Roberts Co., Inc.

Spacers and Standoffs

Phone: 781-233-8176
www.wjroberts.com

ROTOR CLIP COMPANY, INC.
Retaining Rings • Wave Springs
Spiral Rings • Hose Clamps



800-557-6867 • 1-732-469-7333
www.rotorclip.com • sales@rotorclip.com



Tamper-resistant
screws

www.screwsupply.com
email: sales@screwsupply.com

SEASTROM

Quality, Experience, Reliability
Made in the U.S.A.
www.seastrom-mfg.com
1-800-634-2356

Shanghai Fast-Fix Rivet Corp.



www.fastfix-rivet.com

**THE ORIGINAL
shear-Loc®**



800-775-5668
WWW.SHEAR-LOC.COM
OR FAX 949-768-8705

Smalley® Steel Ring Company
Spiral Retaining Rings
Wave Springs

Engineering assistance for distributors, 5000
stock parts available in carbon and stainless steel.
(847) 719-5900 • fax: (847) 719-5999
www.smalley.com • email: info@smalley.com

SOLON
Belleville Springs
Keeping Bolted Joints Tight



www.solonmfg.com
800-323-9717

Since 1949



**Solution
Industries**

www.solutionind.com

**Tamper-resistant
Screws**

Specialty Screw Mfg.
www.specialtyscrewmfg.com

SPIROL

1-800-321-4679
www.spirol.com

YOUR AD HERE!

*Claim your FREE Website Ad Listing
when you advertise with Link Magazine*

**SRC
Special Rivets Corp.**

Contact: Tony Di Maio
Email: tdi maio@verizon.net

Stamped to Perfection

Every washer, gasket, and stamping we produce meets or exceeds the most stringent specifications. From military specs to your most complex parts, JTD Stampings' Quality, Service and Just-In-Time delivery, are second to none.

Our state-of-the-art tooling and production practices produce the results you expect at costs you can afford. From aluminum to titanium and from in-stock to custom orders, JTD Stamping has provided precision stampings for over 35 years, and with our customers' continued support, we will continue to provide quality stampings for many years to come.

Please do not hesitate to call, write or email us with all your questions and inquiries. We will be happy to quote you on any size order.



J.T.D. STAMPING CO., Inc.

Manufacturers of Washers and Gaskets

ISO 9001-2008

403 Wyandanch Ave.
North Babylon, NY 11704

Tel: 631-643-4144
Toll Free: 1-800-927-7907
Fax: 631-643-4016

www.jtdstamping.com
Email: quotes@jtdstamping.com
info@jtdstamping.com

*J.T.D. Stamping has provided
Precision Stampings for over 35 years*



Celebrating our 40th Anniversary

WEBSITE DIRECTORY



STELFAST® INC.

Manufacturer/Importer
www.stelfast.com
800-729-9779 • Fax 440-879-0044



www.superiorwasher.com

E-mail: swg@superiorwasher.com



MRO Distributor Supply Warehouse
www.usaSupplyLine.com



www.tamperpruf.com
e-mail: tamperpruf90723@sbcglobal.net
The Ultimate Source in Security Fasteners



www.linkmagazine.com

TITAN FASTENER PRODUCTS

titanfasteners.com

800.789.8112

Experience the Titan difference in packaged fasteners!

34,000 fastener lines in stock.

TRINITY HARDWARE HEADQUARTERS™
PARTS DONE RIGHT.

www.TrinityHardwareHQ.com
sales@TrinityHardwareHQ.com
888-232-1010

Specialists in Studs & Threaded Rods

See our catalog in the Thomas Register and on the Internet at:

www.thomasregister.com



UMETA OF AMERICA INC.

OEM Quality Grease Fittings and Grease Guns
www.umetausa.com



www.unicorpinc.com

Manufacturer of Precision Electronic Hardware
800 526-1389

UI UNIQUE INDUSTRIES, INC.

Manufacturer of Specialty Threaded Items

www.uiind.com • sales@uiind.com



www.usafgrp.com



www.vafasteners.com

VOLT INDUSTRIAL PLASTICS, INC.

Finest nylon fasteners in the world.

www.voltplastics.com

www.thomasregister.com/volt

e-mail: service@voltplastics.com



Western Wire Products Co.

www.westernwireprod.com

E-mail: sales@westernwireprod.com



Wm. H. Brewster Jr., Inc.

Precision Round Washers, Discs & Shims

Tel: 973-227-1050 • www.brewster-washers.com

STAMPING THE FUTURE WROUGHT WASHER MFG., INC.



PHONE 414-744-0771 • 1-800-558-5217 • FAX 414-482-0144

WWW.WROUGHTWASHER.COM



See the new online magazine at

www.linkmagazine.com

WYANDOTTE INDUSTRIES, Inc.

www.wyandotte.com

(734) 283-1870 • Fax (734) 283-6166



since 1988

www.zonbix.com.tw

Threaded Inserts



For Metal:

Solid

- Carbon and stainless steel designs
- Unified: 4-40 to 1-8; Metric: M3 to M20
- Standard OD threads...install without special tools

Coil

- Unified: 2-56 to 1-1/2-6; Metric: M2 to M39
- Extensive inventory of STI taps, drills & installation tools
- Prepackaged kits and assortments

For Plastic & Wood:

Press Inserts

- Flush, flanged & reverse slot designs
- Unified: 0-80 to 3/8-16; Metric: M3 to M6

Ultrasonic

- Tapered design in single & double vane
- Straight design in flush and flanged

Knife Thread

- Superior holding power in hard woods

Hex Drive

- Inexpensive solution for soft woods



(800) 234-5613 • www.ezlok.com • sales@ezlok.com

ALL AMERICAN FASTENER SHOW KANSAS CITY, MO - MAY 9, 2013



PACIFIC-WEST FASTENER ASSOCIATION

PAC-WEST FALL CONFERENCE IN VANCOUVER OFFERS UNIQUE CONTENT!



Pac-West Fall Conference in Vancouver offers unique content

The Pacific-West Fastener Association will hold its 2013 Fall Conference September 18-22 at the Hyatt Regency in Vancouver, British Columbia.

Back by popular demand is management consultant Vicki Merrill, who will offer concrete tips on how to define your business goals and develop a process to make it happen.

Also on tap for the meeting is a session on disaster planning for fastener companies, featuring members who have experienced the good, the bad, and the ugly of this situation. Attendees will leave with a template for a disaster preparedness manual for their own businesses.

The always-popular Business Owners Forum and Business Executives Forum also will be featured at the Fall Conference.

And, what's a Pac-West meeting without a fun activity? This time, we have a uniquely Canadian experience for you: curling! We've rented eight sheets of ice at the North Shore Curling Club and will offer instruction and a chance to compete against other members. If you don't want to get on the ice, you can view the antics from the club lounge.

For this special event, we are extending an introductory discount to non-members: register by July 15 and enjoy the member rate. We're confident you will be applying for membership after experiencing the tremendous value in the event and the Pacific-West Fastener Association.

For more Information about the Pac-West Fall Conference and what you can expect, visit the website at www.pac-west.org

Pac-West and NFDA to hold joint conference in 2014

Pac-West and the National Fastener Distributors Association will hold a joint conference February 12-15, 2014 at the Renaissance Esmeralda Resort in Indian Wells, California. This will be the first time the two associations have held an event together.

A task force of representatives from both associations will begin working soon on developing the conference content.



Ann marie Houghtailing returns to Las Vegas


Pac-West is pleased to bring back our favorite sales guru, Ann marie

Houghtailing, to the National Industrial and Mill Supply Expo in Las Vegas this year.

In addition to a pre-show seminar on "How to Create a Sales Process for Your Fastener Business," she also will be available for 30-minute consultations (by appointment) on the show floor. All Pac-West members are eligible for one free 30-minute consultation with Houghtailing each year.

Ann marie Houghtailing, principal of The Houghtailing Group, a boutique sales consulting and business development firm dedicated to empowering its clients to create opportunities and generate revenue in every economic climate.

In addition to live seminars, workshops and private consultations, Houghtailing also produces six sales e-newsletters and six webinars for Pac-West members each year.

For information about this and other Pac-West activities, visit www.pac-west.org or call 714-484-4747. 

YOUR SOURCE

For Standard And Specialized Fasteners

Cotter pins, hitch pin clips, spring pins, clinch pins and more pins. Pins for industry. Pins for agriculture. Pins for OEM. Pins for every purpose and much, much more. From lock washers, D-rings, key rings and S-hooks. We offer our products in various sizes, shapes, materials and finishes. Check out our website for complete product details.

When applicable and specified, our pins conform to federal specifications. Supporting material test reports are kept on file.

As a proud USA manufacturer, we produce an extensive line of standard and specialized fasteners. Give us a call and let us show you why people have been relying on Western Wire Products since 1914.

And Let Us Give You A Hand With Customized Wire Shapes & Forms

If one of our standard parts will not meet your needs, we would be glad to give you a quote on a customized shape, stamping, or form made to your specifications.

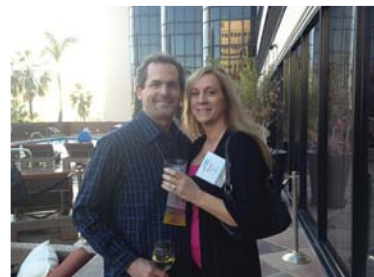


Western Wire Products Co.
Since 1914

770 Sun Park Drive • Fenton, MO 63026 • 800-325-3770 • FAX 636-305-1119
e-mail: sales@westernwireprod.com www.westernwireprod.com



PAC-WEST SPRING CONFERENCE & TABLETOP SHOW LONG BEACH, CA - MARCH 14-16, 2013



DFARS, RoHS, REACH
& NADCAP
compliant



Made in the USA
since 1928

Mil Spec Electronic Assembly Hardware

PRICE,
DELIVERY &
ORDERING
ONLINE

IN STOCK - READY TO SHIP!

Seastrom is a Mil Spec hardware specialist
for NAS, MS, M and AN part numbers.



Spring Clips, Terminal Lugs, Key Washers,
Expansion Plugs and much more!

Mil-T-15695 & NAS1463 Testing Capable

The most comprehensive online catalog for military and standard assembly hardware
800-634-2356 www.seastrom-mfg.com

PAC-WEST SPRING CONFERENCE & TABLETOP SHOW LONG BEACH, CA - MARCH 14-16, 2013



THE 3 MAJOR BOLTED/SCREWED JOINT TYPES *continued from page 8*

A good starting point is to have the clamping length, L_c , being at least four times the nominal diameter of the fastener. That way we can achieve favorable spring rates, so that any external force (F_A), is primarily absorbed by the stored-up energy in the joint materials. A good rule of thumb here is that the fastener should “see” no more than 10-15 % of the external joint load. Let’s keep in mind that a lot of the loading capacity of the fastener is already “busy”, utilized by the clamping/preload activity.

External loads (F_A) are not always (in fact, rather seldom) concentric to the fastener axis. That means that the “springs” we developed by tightening will not be pulled in a straight fashion by the external loads. But, if we have a sturdy joint geometry or using some stiffening measures we can keep bending to a controllable level.

For tension joints it is a good practice to use a high portion of the fastener strength for the initial preloading, in many cases as high as proofing load (about 90 % of $R_{p0.2}$ or yield). But it is equally important to also maintain most of the high preload level in service. There will always be some load losses initially due to embedment and relaxation, but the amount of these losses can reasonably well be predicted and factored in to our design calculations.

In a tension joint, the fastener must be able to absorb those additional forces that are not absorbed by the stored-up compressive energy in the joint materials. To keep the additional forces in the fasteners to a low and safe level has everything to do with a good, stiff joint geometry. This is why I always recommend a ratio between the fastener diameter and the joint thickness (clamping length) of 1 to 4 (or higher).

Friction Joints

When design materials are relatively thin and external loads (F_E) are applied perpendicular to the fastener axis we may consider friction joints. This is a method often used in steel structures like bridges, high rise steel buildings, etc.

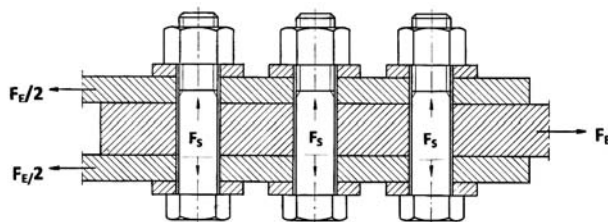


Figure 3 - Friction Joint

The key here is very high preload levels, which means using up not only the yield capacity of the fasteners, but even going a little beyond that level. Since the fasteners are not getting any external loads along their axes, all they see are the preload forces (F_s). To make friction joints work we must consider:

1. Friction coefficients between all joint members must be high to get a high slip resistance. Sand blasting is one of several ways to accomplish this.
2. Embedment and joint relaxation must be avoided. Washer in these types of joints must be hardened. For example, ASTM F 436 specifies HRC 38-45 for structural bolting types A325 and A490. You may want to use Vickers units for hardness instead.
3. Bolting pattern should be optimized to develop maximum slip resistance.

Failure to prevent friction joint from slipping is likely to put the assembly in a shear mode. This is why this design type should avoid having threads in the shear planes.

Shear Joints

When design materials are either very thin or have low strength, preloading to a high level like as with tension and friction joints is not possible. The aluminium skin on an airplane is not a very good candidate for traditional high strength fastening. So, when hard clamping is not practical we may be forced to use a shear joint approach.

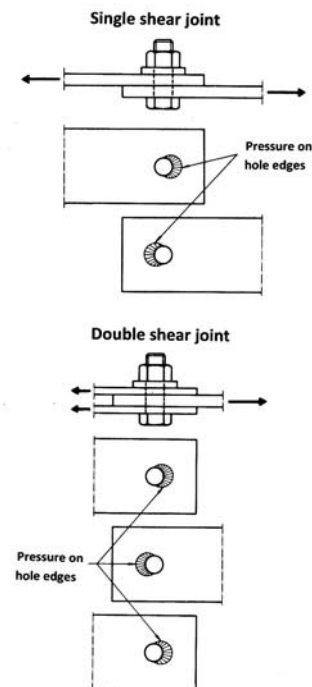


Figure 4 - Shear Joints

PAC FAS

Full Line Supplier of Packaged Fasteners & Accessories of All Types and Materials

Your Friendly Neighborhood Backorder Buster!



FILL YOUR SHORTS
1 PHONE CALL + 1 PURCHASE ORDER + 1 FREIGHT BILL
= BIG \$AVING\$

REMEMBER, WE OFFER SAME DAY SHIPPING UNTIL 4PM CST ON UPS



Is it a Goose?...
Is it a Jet?...
NO!
It's Captain Zero!

1509 ALABAMA, SOUTH HOUSTON, TX 77587 | TEL: 1-800-444-5834 | FAX: 1-800-388-8077

WWW.PACFAS.COM

THE 3 MAJOR BOLTED/SCREWED JOINT TYPES *continued from page 156*


If the joints in fig. 4 are not held together by sufficient friction, the components will experience a sliding motion. This is called bearing-type joints. This will put stress on the joint members, and the hole edges will take up most of the external forces. In those cases, the fasteners will act as pins and function as stops for further motion between the joint members.

For single shear joints, a softer joint material will see a bending which must also be taken into account. Double (or more) shear will not be subjected to bending of members and will take up the loads as seen in figure 4.

The fasteners used in shear joints should not fail if the joints are over-loaded. Instead, the holes should elongate due to local yielding. A friction joint that is not holding up will go into a bearing-type shear joint. A colleague from the aerospace industry told me that, as an added safety factor for shear joints, they counted on the "saving grace of friction". On the

other hand, aerospace industries often use low head fasteners and low nuts and those are not tightened higher than about half of their tension capacity.

Summing up

Threaded fasteners can obviously be used (and abused) in many different ways. For tension joints, one of the most critical issues is the spring rate ratio between fasteners and joint materials. Geometry of clamped parts should be the first priority in the joint design work. Maintaining clamp load during service is another critical item; relaxation can easily lead to fatigue failures. For friction joints it is even more important to prevent relaxation since slipping can put this type of joint into an unscheduled shear mode. Shear joints may look like a "piece of cake", but must be designed and tested very carefully, especially in aircraft designs. Let's not forget that the shear strength of a fastener typically falls in the range of 60-65% of the tensile strength. 

SECURITY CONSIDERATIONS *continued from page 10*

Setting up a legal structure to do this is not all that difficult, but the paperwork ("By-laws") must be in place to define the duties, responsibilities and limitations of the Association. Incorporating and filing a comprehensive set of legal restrictions, officer's duties and limits of liability is vital for everyone's protection and to establish continuity. If any neighboring properties are managed by a professional Real Estate Management company the resources and legal paperwork may be readily available at minimal expense.

On Your Own Property

Obviously cleaning up the exterior of the building and storage yard will be a significant enhancement and a great deterrent to casual vandalism or dumping. Installing real or "dummy" security cameras in prominent places will make the bad guys think twice and look for an easier target.

Eliminating external glazing in hidden areas can enhance security and save on heating and air conditioning expenses. If natural lighting is desirable consider triple wall, high strength polycarbonate skylights with welded security screens under the openings. Fastener warehouses are normally a destination, not a casual shopping experience so large expanses of glass do nothing for marketing and should be replaced with display walls that enhance the showroom display area. Reducing the size of the office windows or replacing the glazing with "Lexan" or similar bulletproof products will improve security and reduce energy expenses while preserving natural light.

Customer, employee and visitor parking should not be easily accessible to the loading docks. Signs and fencing can separate the functions while further protecting everyone's property. While my Engineering training dictates two driveways for better flow, practical security experience has proven that a single in/out point can often deter hit and run thieves who steal tools from customer vehicles while the driver is at your counter. Similarly fences within fences that slow down vehicles and create

choke points are a viable high security alternative to the convenience of a drive thru parking area. Speed bumps can also help eliminate thieves who pull things from the back of a customer pick up and throw them into a truck driven by an accomplice.

Surveillance systems have become increasingly common and multiple cameras can be installed for less than \$1,000, but before rushing into this it is best to ask two questions: "Who will be watching?" and "What are they going to do about it?" For most distributors these are not trivial considerations. Relatively few individuals are in a fixed position all day where they can monitor the

screens. As phone systems have changed there is no longer a "Receptionist" or "Switchboard Operator" who can keep an eye on what is happening. The second question was addressed by one distributor by mounting a flat screen TV in the counter area so that the counter staff and customers could watch the parking lot. This worked fine until the thieves arrived, started looting the trucks and when the customers ran out the door the shooting started. Think through your context and address the issues before making a purchase.

Rule Changes Cost Almost Nothing

Making procedural changes can maximize results at minimal cost. For example, orders should be moved to the tailgate of a common carrier's truck by warehouse personnel, never the drivers. Obviously the truck driver has to acknowledge receipt of the goods, but why make it easy for them to throw a few more boxes on a load or make off with an extra pallet or two of merchandise?

One person, and only one person, should have responsibility for parcel post, FedEx or UPS shipments. Every shipment must be recorded for later verification of where it has been sent (documented customers only) and the position should rotate periodically. Shipping stolen goods using the employer's systems has become increasingly common and more difficult to track. Rotate the job, even on a random daily basis, to minimize risk while insuring that problems are easier to trace.

External security and break ins are only a relatively minor problem for most Fastener Distributors...

...vandalism and internal theft are far more common physical assaults on your facility and assets.

DISTRIBUTOR NEWS

Bay State Cable Ties, a leading manufacturer of nylon cable ties, announces that it is now producing the first American-made 17" 50 lb. cable tie, as well as an 18" 175 lb. cable tie. Both ties are made from nylon 6/6; the 50 lb. cable tie is for standard jobs, and the 175 lb. cable tie is for heavy duty situations. These ties outperform the competition, and are easy to use with low insertion. They come in natural or UV black stabilized for outdoor applications.

"We are excited and proud to become the first factory in the United States to produce the 17" 50 lb. cables ties," said Bay State Cable Ties Vice President of Sales Tim Bagley. "Previously, they were only available in China. With this new product, and the 18" 175 lb. ties, we now complete our lines of the 50 lb. and 175 lb. series."

Bay State Cable Ties is committed to continuous improvement in quality and service in all areas. We focus on customer success as well as satisfaction, and all Bay State Cable Ties products are backed by a 100% satisfaction guarantee.

For more information about their products and services, contact Tim Bagley, Vice President of Sales by either by calling at 1-888-463-3454 or emailing him at tbagley@baystatecableties.com. Alternatively, you can visit their website found at www.BayStateCableTies.com.

UNITED FASTENERS AND HARDWARE

WE ARE A SPECIALIST IMPORTER OF SPRING STEEL FASTENERS, ELECTRONIC HARDWARE & SELF-CLINCHING FASTENERS

Standard & Special Items | Stock & Release
Consignment | Special Packaging

WE SUPPLY DISTRIBUTORS IN USA, MEXICO AND CANADA
WITH BRANCHES IN FL, GA, VA & CA WITH MORE OPENING SOON

UNITED FASTENERS & HARDWARE INC
TEL: 407-851-7431 FAX: 407-851-7432
EMAIL: ufhsales@cfl.rr.com
WEB: www.ufh-inc.com

DISTRIBUTOR NEWS

Above Board Electronics, Inc.

(ABE) announced today a strategic partnership with Nader Electrical Company (Shanghai Liangxin Electrical Co., LTD.) to distribute Nader's low voltage circuit breakers in North America. Nader, a leading electrical component manufacturer based in Shanghai, China, produces a full range of circuit breakers. ABE will distribute Nader's miniature circuit breaker (MCB) NDB2, hydraulic magnetic circuit breaker NDB3 and NDB5 series to the North American market. They are UL certified, include protective features and environmentally friendly. International Fortune 500 customers using Nader products include Emerson Network Power, Alcatel Telecom and GE Transportation.

"We are proud to partner with Nader to introduce this new state of the art circuit breaker line to North America. This partnership allows us to bring more value to our customers while broadening our product offerings," said James Wahl, President and CEO of Above Board Electronics, Inc.

Nader President Ren Silong said, "We are pleased to partner with Above Board Electronics, to open the door in the US for our products. This is a significant step in Nader's expansion into the international market place."

For more information regarding the partnership or products, contact Above Board Electronics by either phone: 408-325-7000, Fax: 408-324-1050, or visit their website at www.aboveboardelectronics.com.

SECURITY CONSIDERATIONS *continued from page 158*

Control the contacts between inside and outside personnel, especially common carriers and warehouse staff. Simply time stamping the arrival of a trucker and the subsequent departure will discourage drivers from becoming too "friendly" with dock workers and others. Providing this information to their dispatcher will definitely make them think twice about spending time tying up your personnel and docks.

Similarly establishing consistent, common sense rules for entry into the warehouse in your context will help keep everyone honest. Who, when and under what circumstances an outsider has access to your inventory can enhance both security and safety. If this means tightening up the rules then blame the "Insurance Company" for forcing this on you or require hard hats for everyone, including yourself. This can apply equally to customers and office or sales personnel who have no real reason to visit the inventory.

With a little focus and creativity you can create practical and highly livable procedures that are right for your business philosophies and practices. Keep things simple, post appropriate signs, paint lines to define areas and get everyone involved. This is also a great way to watch for who complains the most and then observe their future actions for clues about just why they don't like being restricted.

Signals of Internal Theft

Frequently signals of internal theft will come from the merchandise, files and equipment if you know how to interpret the messages. Merchandise that is missing from boxes or empty cartons in unusual places such as near an exit or a concealed corner is indicative of materials that are being moved for later pick up. If you are often the last person out at night and the first to open the doors the next morning watch for things that are out of position or missing when theoretically there has not been anyone in the building.

Missing documents, shipping labels and files are an

indication of loose systems. Finding orders in the trash speaks volumes about an operation that is ripe for theft or internal vandalism. Make sure that anything of a sensitive nature is only being processed or used by individuals who should have access to these materials. This will also slow down anyone who is operating their own Internet fastener supply out of your inventory.

A common ploy is to throw merchandise into the dumpster or out a window during the day and come back for it after hours. Moving the trash indoors and making periodic random inspections around the building can uncover or deter this theft. One manager took it a step

further and opened up the box, removed the merchandise then replaced it with a rock and a note: "We know who you are and what you are doing. Don't come back." The next morning he was down three warehouse workers. Even better, over the next week the rest of the staff quietly and individually thanked him for getting rid of the thieves.

The facility can also provide signs that you are being set up. Unlocked windows and doors are obvious, but scratches or damage to the frames and sills are indications of forced entry. Padlocks that look normal but don't accept the company key are a common way of gaining illegal entry to storage yards or sheds. Control who has the keys and periodically verify that the proper

lock is in place as part of your normal routine when leaving the building. Don't make it easy for a lock to be switched one day and replaced after the thief leaves during the night.

Make sure that all electronic security systems are working and not shorted or locked out. Every alarm system has a bypass for individual sensors that might not be working. Find out how to know when this has been done and be sure to question who and why it happened. Develop a systematic program for testing and maintaining the lighting, alarms and other vital systems as part of a regular maintenance routine. All the alarms are useless if they are not working and even worse if they are a source of false alarms.

In a age where every paperless transaction passes through a supposedly infallible computer it's easy to overlook the anomalies that were glaringly obvious

A little bit of extra attention puts less than honest people on notice and helps them to stay honest.

**ORDER ONLINE BY THE:
BOX, MASTER PACK, KEG, OR PALLET**

**PLACE YOUR ORDERS
ONLINE
NOW!!**

www.titanfasteners.com

**DOMESTIC AND
IMPORTED FASTENERS
ARRIVING WEEKLY!!**



Titan makes buying **PACKAGED FASTENERS** easy. You'll be impressed with our Inside Sales Staff. We take orders **YOUR WAY**. Plus, we NOW offer ONLINE ORDERING and added services that include:

- Custom Packaging
- 45,000 SKU Product Line
- Low \$25.00 Min. Order
- Freight Terms
- Technical Support
- Volume Pack Discounts
- Custom Kits & Poly Bagging
- Full Line Product Catalog
- Full Lot Traceability
- Quality Packaging
- Direct Import Mills
- Barcode Scanning for Shipping Accuracy

Brunswick, Georgia
2627 Sidney Lanier Drive
Brunswick, GA 31525
(800) 789-8112

Elk Grove Village, IL
2501 Lively Blvd.
Elk Grove Village, IL 60007

Cranbury, NJ
114 Melrich Road, Ste. F
Cranbury, NJ 08512
(800) 950-2852

4. Manage Chronic Conditions

Chronic and acute conditions are not a "normal" part of the aging process but they do occur more frequently as we get older. If you have diabetes, heart disease, sleep apnea any other chronic conditions, be sure to discuss with your doctor and see the appropriate specialists. With the onset of chronic and acute conditions, older workers are more likely to be prescribed prescription medications. It is important to do a cost-benefit analysis with your doctor when considering taking a new drug. The decision to take medicine should always be weighed carefully because many drugs tend to have side effects that may impact our work performance and quality of life. Take into consideration how side effects such as sleepiness, weight loss or gain, fatigue or memory issues may impact your job if it is necessary to take a drug that causes them.

5. Stop Rushing

Rushing from appointment to appointment is another surefire way to increase stress which can exacerbate chronic conditions. Budget plenty of time to get to where you need to go.

6. Prioritize Preventive Care Appointments

Preventive care such as routine physical, dental, and eye exams should not be constantly rescheduled in favor of work obligations. Make it a rule that you will not reschedule a medical appointment more than once.

7. Schedule Opportunities For Stress Reduction

Obviously taking vacations and unplugging from work altogether is ideal. But regular yoga, massage, acupuncture, and psychotherapy appointments can help

manage stress when a vacation is not possible. Figure out a way to incorporate some relaxation into every single work day, even if it is only a few minutes of meditation.

8. Be More Efficient At Work

Wouldn't it be great if you could get your job done in less time? If you have trouble delegating, take a course on how to work smarter. Ask others who seem to have a better work-life balance for their secrets.

9. Downsize Your Life In Order To Have More Balance

If you have a high-pressure job that is your priority, you may need to cut back on volunteer or even some personal obligations in order to have more energy at work. Keep a tickler file of activities and worthy volunteer opportunities to refer to when you retire and have more time.

10. Set Boundaries With Managers And Subordinates

If you have the type of position where you need to be on call, let others know the way you prefer to be contacted. If you don't wish to be contacted on weekends unless it's a true emergency, make sure you let people know. Often older employees feel they need to be plugged in at all times, especially if younger counterparts are. But everyone is entitled to set boundaries at their comfort level, especially during non-work hours.

Older workers often provide some of the most effective leadership and valuable contributions to the workplace. When good self-care and healthy boundaries are cultivated, older workers can expect their example, wisdom and experience to influence others even after they are retired.

How do we keep up with younger colleagues, subordinates, customers and even managers with seemingly unlimited energy, fresh ideas and appear to require little sleep?

Older workers often provide some of the most effective leadership and valuable contributions to the workplace.



We stock Select-A-Spring equivalents, as well as other equivalents!

AJAX WIRE SPECIALTY COMPANY
2011 PRODUCT

AJAX SPRINGS

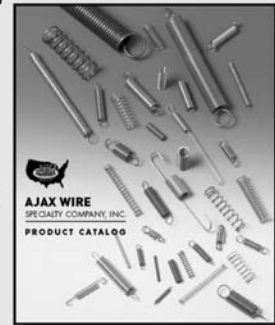
PROUDLY MADE IN THE USA

It's always springtime, when I use Ajax Springs

At Ajax Wire in addition to a growing list of stock springs we carry a line of equivalent springs for Select-A-Spring, Century's Hardware line, Associated Spring, Lee Spring, Gardner Spring, Servalite, Midwest Spring and Curtis.

Ajax also offers several assortments that come with display board and cabinets. They feature a full range of spring sizes that are suitable for manufacturers to place in their maintenance and tool cribs.

Springs have been our only business for 77 years and three generations, and our aim as always is to continue to provide you with quality spring products.



Call Ajax Springs today and ask for our new Product Catalog!



Toll Free: 855-966-AJAX (2529)
119 Bloomingdale Road, Hicksville, NY 11801
www.ajaxwire.com ajaxwire@aol.com

SECURITY CONSIDERATIONS *continued from page 160*

Check the Paperwork

Records and documents can also provide signals and signs to be regularly monitored. Discrepancies between inventory records and on hand physical counts are an obvious indication of a potential loss. Statistical sampling systems for randomly sampling the shelves can be implemented, but often these programs are cumbersome to maintain. Since the easiest number to count is zero verifying that this is a correct condition is relatively easy. When a bin/shelf/pallet etc. goes empty the inventory control system should analyze whether this should be happening. This then triggers an exception report for overages or underages.


Documentation should also be continually controlled so that if any paperwork is missing or out of sequence an exception report can be created. Similarly an unusual number or voids or returns can be charted and correlated against seasonal factors...or vacations by specific individuals. This is one reason why bank employees are required to take two full, consecutive weeks of vacation time every year.

On common play is to "ghost" merchandise out to fictitious customers and then pocket the cash from a non-existent "return." This is more lucrative than physically stealing the product and without a return monitoring system

in place it is fairly easy to implement and run undetected for years. Tracking customers who return goods and contacting them as a "good will" gesture should pinpoint problems on a timely basis.

In a age where every paperless transaction passes through a supposedly infallible computer it's easy to overlook the anomalies that were glaringly obvious with erasures, doctored carbon copies, unexplained alterations and lost paperwork. These same costly problems still exist and are all too often hidden in some program. Even worse, an insider with the right passwords can rob the company without even leaving home. Work with your accountant, software provider and internal staff to constantly look for potential leaks and vulnerabilities before someone else finds them.

There is no way to cover all the potential security issues in a Fastener Distributor operation in one short article. Ultimately the context is yours and well deserves vigilance at all times. Just because one is paranoid is no reason to think that nothing is going on. A little bit of extra attention puts less than honest people on notice and helps them to stay honest. Good managers intuitively feel this and great management engenders it.

A future article will cover how to detect people problems and more importantly what to do about a security breach within the context of what is legal, moral and ethical. 

INTERPRETING FASTENER FAILURES *continued from page 12*

The following depicts a head failure with an A307B fastener using a 10° wedge.



Figure 3

The head was hot formed but the residual stresses from the forming of the steel caused the head to fail where failures are not normally expected with normally specified low carbon steel product. Several samples exhibited hardnesses of Rc 28-31 average, while others were below Rb 100.

Hot heading is performed at temperatures above 1000°F (538°C). Temperatures, time and cooling rates can change the structure of steels, since iron is an allotropic material and can exist in more than one type of lattice structure (such as a face centered cubic, f.c.c., or body centered cubic, b.c.c.). If not controlled properly, the iron can be in different phases, as evidenced from the wide range in observed hardness readings. This should be the first clue if only hardness is performed and a wedge tensile test is not done as hardness has a direct correlation on tensile strength and brittleness. The fasteners should have been stress relieved.

Look for Clues

This next photograph shows eight fractured socket head cap screws. Now, clearly these are fatigue fractures, but the patterns can be applied to other application fracture cases as well.



Figure 4

Normally, a fastener will fracture at either the head or where the first thread is not engaged. This thread may be either the first thread at the nut which is against the joint surface, or in the case of a tapped hole, the first thread outside the grip zone. This grip zone, where the male and female threads engage to cause the fastener to stretch, depends upon the relative strength-to-hardness ratio between the fastener and the base material of the tapped hole. As with a nut of matching strength and hardness, the depth needs to be only that of the diameter of the fastener. If the material is softer, then the hole must be deeper to provide more threads to carry the load of the cap screw.

In the previous photograph, the fastener with the head still attached was the last to fail. It broke in tension at the threads in the grip zone. The others failed at the head as the application was supporting a die ring that was under high pressure that cycled. The head on this fastener would have failed also but the others had weakened the connection load so much that this lone fastener was carrying the majority of the load until it failed in tensile.

The progression of the fatigue fracture across the surface of the steel will indicate how long the microcrack had been propagating before the tensile failure occurred. For example, the fourth from the left was the first to begin failing. This is because the fatigue fracture had propagated nearly completely across the cross section of the cap screw. As one begins to lose clamping load, the stresses are moved to another fastener who begins to develop its own stress crack. Its crack propagation is a little less than the first. And the cycle progresses to the other fasteners in the connection; each one has a little less progression than the previous cap screw.

In this case, the cap screws were not torqued evenly in a criss-cross pattern nor in a sequence.

Other failure clues will involve assembly abuse. By looking at all of the parts, we can piece together the details of what happened.

The following is a head failure which occurred during installation of an A307A fastener. Again, it is unusual for these low carbon steel fasteners to fail but this was of the correct steel composition, unlike the A307B.

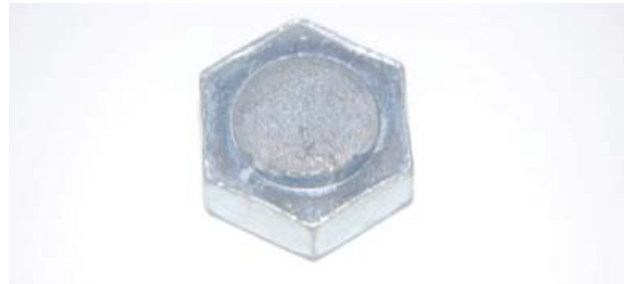


Figure 5



UNIQUE INDUSTRIES, INC.

tel 205.668.0490
 fax 205.668.0431
 PO Box 683
 Calera, AL 35040
 sales@uiind.com
 www.uiind.com

- large stock of standards available for immediate delivery: anchor bolts, round u-bolts, wilson anchor sleeves, etc.
- materials: carbon and stainless steel, alloys, copper and aluminum
- dimensional capabilities: 3/16" - 4 1/2", lengths up to 60'
- let Unique Industries produce your custom fasteners in the size, shape, material and finish you need
- 100% traceable



MANUFACTURER OF SPECIALTY THREADED ITEMS

OVER 27 YEARS EXPERIENCE IN THE FASTENER INDUSTRY

PAC-WEST SPRING CONFERENCE & TABLETOP SHOW LONG BEACH, CA - MARCH 14-16, 2013



INTERPRETING FASTENER FAILURES *continued from page 164*

The head fracture was completely ductile, as evidenced by the 'cups and cones' appearance of the fracture surface. The hardness was also within specification. By looking at the shank of the bolt, a small gouge can be observed. This was due to the fastener spinning, which was then caught by a burr from the hole which caused the deeper impression.



Figure 6

The next step is to check the thread pitch to determine if the fastener had been tensioned into yield. This is done by placing a thread gauge along the threads nearest the head, not the end of the fastener. The threads closest to the head are the threads that stretch and will remain stretched if into yield, not the threads inside the nut, or grip zone.



Figure 7

The picture above shows an air gap between the threads indicating the fastener experienced yield. If you do not have a thread gauge, another method would be to take a new fastener of the same diameter and thread pitch and lay the threads along the entire thread length of the two fasteners. If they do not match, the fastener in question has been stretched beyond its yield point.

From examining the nut we can observe that one side of the nut is normal, while the obverse was the side against the joint. This side is severely swiped, more so than when just using a hand wrench. The only clear assembly method used here was a power wrench that caused the high speed spinning marks.




Figure 8

When taking a closer look at the wrenching corners of the nut, it is clearly evident that a power wrench was used for assembly. There are indentation markings on the corners of the nut in the 'on' position. There was some back-lash of the wrench that caused the mark on the opposite corner (top) of the nut.



Figure 9

The back-lash is also caused by a high assembly speed; the faster the speed the greater the compression of the joint which rebounds in relation to the compression relaxation. In this case, the fastener was being tightened against a metal plate and wood, which increased the compressibility and rebound.

Although not mandatory by the ASTM A307 standard, the manufacturer can stress relieve the fasteners, which would minimize any potential damage to the head during installation. The installer could be less aggressive with the speed wrench and watch for any accidental lubricants on the threads. Lubricants will greatly reduce any assembly friction and cause more tension than torsion. 

DISTRIBUTOR NEWS

William H. Brewster, Jr., Inc. (now known as Brewster-Washers), is pleased to announce we are now Doing Business As Brewster Washers.

The same great quality, just easier to remember.

Along with our new DBA we are in the process of applying for our ISO 9001 Certification. We have always conformed to ISO requirements and soon we will have the certification to prove it.

Results from our recent customer survey have given Brewster Washers a maximum five out of five on Customer Satisfaction as well as top scores on Quality of our Product. Some of the comments received ranged from "Brewster is excellent to deal with, you don't have to check on your orders as they are always on time" to "Brewster is an awesome supplier, one of my Best".

Brewster has always been committed to quality and now we are working extra hard to have the certification to show for it. Good, Better, Brewster!

For more information on how Brewster-Washers can help you, contact Sal Freda by telephone at 973-227-1050. Alternatively you can e-mail them at sales@brewster-washers.com or visit them online at www.brewster-washers.com.



Wm. H. Brewster Jr., Inc.
Precision Washers, Discs & Shims

USA MADE

YOUR BLUEPRINT IS OUR CATALOG

16 Kulick Road • Fairfield, NJ 07004 • Tel: (973) 227-1050 • Fax: (973) 227-2363
Website: www.brewster-washers.com • Email: sales@brewster-washers.com

Women Owned Small Business
Made in the USA with Certified USA Materials Since 1919

DISTRIBUTOR NEWS

Laboratory Testing Inc. (LTI) is and has been involved with the proud to welcome Brad McVaugh as business for years. He previously new Customer Service Supervisor. Brad will be responsible for providing customer support services as well as monitoring all operations in the Customer Service Department.



The Department assists LTI's Moravian College in Bethlehem, PA customers by preparing quotes, and graduated in 2009 with a degree in Business Management. After providing information about LTI's graduation, he was employed by specimen machining services, and Baum Precision Machining in Plumsteadville, PA as a Production Manager. coordinating orders that will be performed at Laboratory Testing Inc. Brad will also be in charge of expediting orders and handling customer queries and concerns.

Brad is a third-generation family member of Laboratory Testing Inc. For more information visit [Laboratory Testing online at www.labtesting.com](http://www.labtesting.com) or contact them at sales@labtesting.com or call 1-800-219-9095.

The Rules

First, one must understand what an employee is under the new law. A full-time employee is an employee who works an average of 130 hours per month. This is the “x” variable. Full Time Equivalent (FTE) employee(s) are all other employees’ hours (those working below 30 hours per week) combined (added together) and then divided by 120 hours. The product is always rounded down to the nearest whole integer. This result is the “y” variable. The employer then adds x and y. The sum is the number of employees that the employer employs. If this number is 50 or above, the employer is a large employer. If this sum is 49 or below, the employer is a small employer.

Under the rules, a large employer must offer insurance to all of the employees in the “x” set (full-time employees or those working 30 or more hours per week. If your company does not offer coverage to all full time employees, the penalty is calculated by the number of full-time employees (not FTEs) minus 30, the sum to be multiplied by \$2000. In other words, if an employer employs 70 full-time employees as calculated and does not offer insurance, only 40 of those employees would count for the fine. The penalty for the year would be \$80,000.

Second is the penalty for each employee who elects to have subsidized insurance. If any employee elects to go on subsidized care, this penalty is \$3000 per employee receiving the subsidy. The first 30 are included in this formula, but only applies to each full-time employee taking the subsidy. This penalty cannot exceed the first penalty explained above.

Strategies

The ACA will cause an increase in the cost of doing business for many employers. The cold hard reality is that many substantial businesses will not be able to afford being a so called “large employer”. There are ways to deal with the upcoming reality. While we do not endorse any idea as being a specific plan, businesses have a duty to carry on and keep their employees employed even if it is at the expense of other employees.

1) Convert full time employees to part-time employees If you’re in a situation where you have 50 full time and full time equivalent employees, the easy solution is to drop some to 29 hours. Most employees do their jobs in 55-75% of the allotted time. On the plus side, you can still pay them the same amount that you would have had they been available 40 hours per week.

2) Outsource There are always some jobs that can be outsourced. Some good examples of this are cleaning, maintenance, transportation, and even sales. The good

thing here is that the necessary employee will maintain some form of employment and just as in cutting hours, the same compensation can be paid to them.


3) Lay off employee As an absolute last resort, if it has to be done, it has to be done. One option that comes to mind is to offer voluntary lay-offs first to those who take them on a voluntary basis. The reality is that some employees would appreciate some time off and have working spouses who can sustain their standard of living. On the positive side, these people are always recallable. If staff is lost in the mean time, give them a call.

4) I'm just too big! Some businesses in the 75 to 100 employee range are simply too big to reduce back to a small employer status. For these employers, consider selling a division to a key employee, a relative, or even a competitor. One key thing to note here, any ownership in another company, if it is a majority share, will result in the employee numbers being combined. Selling off 49% ownerships will not result in reducing employee numbers for purposes of the PPACA,

5) So what can I do to reduce Costs? Some people are just stuck being large employers and they need to be. You can get creative as long as you stay legal as to what to do here. Many health problems are caused by an individual’s behavior. Smoking and obesity are two widely known risk factors for health issues for the employee and higher premiums for the employer. Offering these people incentives and helping to curb the risks is not only good for your health insurance premiums, but also for the employee.

Let’s face it; most of us could stand to lose some weight. Most overweight people do not want to be, so why not make it a win-win situation? Offering an employee the chance to stay for losing so much as one pound a month is not a Draconian sentence and the employee will enjoy better health as a result. Smokers too can utilize many aids to help them quit as well. You can also give financial incentives to these individuals to achieve desired results. Whatever you do, make it a positive experience and you will end up with a positive result in cutting costs and having healthier workers.

Conclusion

The healthcare bill has now become law and it is now being implemented. Not only are there incentives for small businesses to cover employees and new opportunities for individuals to obtain health insurance, but opportunities to improve ourselves and our businesses await. Many see the PPACA as a negative thing for business. Let’s rise to the challenge and make it a good thing for businesses, employees, and this country. 

DISTRIBUTOR NEWS

For the third consecutive year, **A2LA** has been selected for the Best of Frederick Award in the Professional Standards Review Board category by the U.S. Commerce Association (USCA).

The USCA "Best of Local Business" Award Program recognizes outstanding local businesses throughout the country. Each year, the USCA identifies companies that they believe have achieved exceptional marketing success in their local community and business category. These are local companies that enhance the positive image of small business through service to their customers and community.

Nationwide, only 1 in 120 (less than 1%) 2013 Award recipients qualified as Three-Time Award Winners. Various sources of information were gathered and analyzed to choose the winners in each category. The 2013 USCA Award Program focuses on quality, not quantity. Winners are determined based on the information gathered both internally by the USCA and data provided by third parties.

U.S. Commerce Association (USCA) is a New York City based organization funded by local businesses operating in towns, large and small, across America. The purpose of USCA is to promote local business through public relations, marketing and advertising. The USCA was established to recognize the best of local businesses in their community. They work exclusively with local business owners, trade groups, professional associations, chambers of commerce and other business advertising and marketing groups. Their mission is to be an advocate for small and medium size businesses and business entrepreneurs across America.

The American Association for Laboratory Accreditation (A2LA) is a nonprofit, non-governmental, public service, membership society. A2LA provides world-class accreditation and training services for testing and calibration laboratories, inspection bodies, proficiency testing providers, reference material producers and product certification bodies. Services are available to any type of organization, be it in the private or government sector.

For more information, contact A2LA at 5301 Buckeystown Pike, Suite 350, Frederick, Maryland 21704. Tel: 301 644 3248, Fax: 240 454 9449 or visit their website at www.A2LA.org.

SS Fasteners
Mehta Trading Intl.

**The Complete
Stainless Steel
Fastener Source for
MILL Shipments**



For Competitive quotes, call us at
888-324-6974
Fax RFQ at 972-642-1244 or
e-mail corp@MehtaTI.com
Visit us at www.MehtaTI.com

**Where Pursuit of Progress
is Endless**

WORD SCRAMBLE

Can you form 5 terms by unscrambling these 5 groups of letters and placing a letter in each square? All 5 terms relate to fasteners.

E	U	G	G	O								
O	B	L	T	U								
M	J	A	U	T	N							
V	E	R	I	T								
V	I	P	S	C	L	E	I	N				

Place the circled letters here:

Now rearrange the circled letters to spell
A Type of Screw Tip:

--	--	--	--	--	--	--	--	--

Solution on Page 185

BENGT BLENDULF RECEIVES IF AND ASTM TECHNOLOGY AWARDS *continued from page 26*

The Volvo organization kept Bengt busy from 1963 to 1966 when Bulten, one of the leading European fastener manufacturers, hired him. His work was there focused mainly on the introduction of new fastener products and technologies to Swedish manufacturers and also to train Bulten's own staff in these areas. Due to his language training he also assisted in the export marketing of Bulten products. Bulten's extensive contacts with the US fastener industries and standards organizations, and sales to US industries made it natural to put someone closer to that market.

Bengt was assigned in 1974 to build an organization in the US for the parent company in Sweden, Bulten-Kanthal, focusing on fasteners and also representing other Bulten-Kanthal product lines. Kanthal Corporation, makers of special alloys for high temperature applications for furnaces and similar products, already had a manufacturing facility in Bethel, CT and that was where the new fastener division was initially housed.

After four years Bengt decided to start his own consulting business and to assist fastener using industries in the US. 1980 he and his wife Anna-Carin became US citizens. In 1985, Clemson University in Clemson SC, asked him to join in their efforts to develop continuing engineering courses and he worked in that organization as the director until 1997. During this time he organized very popular 2-day Fastener conferences in



Cleveland with invited guest lecturers from various fastener related fields. In 1997 he formed EduPro US, Inc. to focus specifically on Fastening Technology Training for manufacturing industries and other organizations. His many clients include NASA, US Air Force, John Deere, Westinghouse, US Army, General Electric, General Motors, Atlas Copco and many more. Bengt's 2-day courses in Fastening Technology and Bolted/Screwed Joint Design have also been presented as a public program all over the United States and abroad. He is also giving lectures through Fastener Training Institute and Seminars for Engineers.

Bengt has written 112 articles in the Distributor's Link Magazine since 1976. These articles have now formed the base for a new IFI-book, Mechanical Fastening and Joining, that is now ready for distribution. ⬡





BRIKXSEN

STAINLESS STEEL FASTENERS

SANFORD, FL • ELKHART, IN • SPRINGFIELD, MO • RENO, NV • TEL 1-800-962-1614

Brikksen is a master distributor of the highest quality stainless steel fasteners in the industry. We have been providing value-added service and top quality products to customers for over 10 years. Working with manufacturers worldwide, a state of the art inventory management system allows us the opportunity to provide distributors with industry leading customer service, exceptional quality control and unequaled product delivery scheduling.

At Brikksen we are comitted to providing 24-hour delivery turn-around, the highest quality stainless steel product line and the most competitive pricing in the industry.

**NOW STOCKING A FULL LINE OF 8,000+ INCH ITEMS!
PLACE YOUR ORDER TODAY USING OUR ONLINE CATALOG!**

**Free Freight
when you
complete a
Web Order
over \$500**

PRODUCTS

	<u>BOLTS</u>		<u>NUTS</u>
	<u>PINS</u>		<u>SCREW & THREADED PRODUCTS</u>
	<u>SOCKET PRODUCTS</u>		<u>WASHERS, CLIPS & RETAINING RINGS</u>

www.Brikksen.com

EASY PREY: NEW HACKER TECHNOLOGY THREATENS UNSUSPECTING FASTENER BUSINESSES *continued from page 28*

Sophos has also detected increasing use of 'ransomware' against small and medium-sized businesses. This app can infect both phones and computers of fastener businesses, and render the devices inoperable. Hackers inflict the software on businesses and then demand major dollars for its removal. Not surprisingly, the crooks rarely – if ever – follow up on removal if a business pays the ransom, according to Eschelbeck.

Yet another new threat is coming from computer users with average skills, who can become formidable hackers with superkit software, according to Eschelbeck. These do-it-yourself packages offer multiple, state-of-the-art ways to infiltrate even the most sophisticated cyber-defenses, he says. Criminals buying the software on the black market don't need to know how it works. They simply need to know how to point-and-click.

Of course, fastener businesses of all sizes should be using firewalls and other network protections to help neutralize hacker break-ins. And most businesses realize that even the most sterling of computer security defenses can be thwarted without similar vigilance at the individual device level.

"End-user computers are the weakest spot," says Shane Sims, director, investigations & forensic services, PriceWaterhouseCoopers. "Typically, these computers are protected only by anti-virus software, and the most sophisticated hackers attack at that point."

But dollar-for-dollar, the best return on an investment in computer security is employee education, according to Brophy. Take the time to educate new employees about the critical need for computer security, he says. And continually reinforce top-of-mind security with regular email tips, tricks and news about IT security.

Once you have the organization sufficiently alerted, the computer security experts recommend these best practices:

***Encrypt All Mobile Devices:** Securing all mobile devices, including Android devices, by getting your IT department to fully encrypt the units, can be very effective, Eschelbeck says. Make sure all data cards used in those devices are also encrypted. And ensure that all data and

applications on the devices can be erased remotely if the mobile device is lost or stolen.

***Encrypt All Cloud Data:** Before cutting any deal with a cloud provider, ensure your contract enables your fastener business to encrypt all the data your business generates – before it sends that data to the cloud, according to Ken Rashbaum, principal, Rashbaum Associates. With that safeguard, your data – and the data of your trading partners – should be impenetrable, even if a hacker takes a snapshot of the cloud server that's storing that data.


***Defeat Ransomware:** Ransomware programs like Reventon, Citadel and Troj/Ransom can be neutralized by rebooting your computer with an anti-virus software program that contains its own operating system. Essentially, the tool runs your computer with its own operating system, finds the ransomware on your system, and destroys it – restoring your computer, Eschelbeck says. Sophos' solution for this problem is Sophos Bootable Anti-Virus. Unfortunately, there is still some ransomware so sophisticated, even these tools cannot defeat it, according to Eschelbeck.

***Deep-Six the SuperKits:**

While there's no bullet-proof shield against all the ravages of a superkit, there are some common sense precautions. Be sure to install updates to all the software on your system ASAP, Eschelbeck says.

And be sure to disable security vulnerable software like Java and Flash whenever you're not using those programs.

***Armor Passwords:** Strictly forbid employees from using the same passwords at work and at home, Brophy says. Hackers are aware of this habit, and regularly troll personal email accounts, hoping to find passwords they can then use on employee work accounts.

***Respect the Rule of Twelve:** Prohibit the use of passwords shorter than 13 characters. The darker corners of the Web are rife with programs that can auto-crack any password that is 12 characters or less. Essentially, hackers simply activate an auto-crack program on a specific email account, let the software run indefinitely, and then plunder the account when the account's password is revealed. 



Above: Hackers keep employees at Symantec, a maker of computer security software, very busy.

Below: The easy mobility of devices like the iPad – along with its company data – keeps security pros up at night.



DISTRIBUTOR NEWS

Henkel Corporation has expanded its line of silicone Loctite® Liquid Optically Clear Adhesives (LOCAs) to include patented formulations that fixture in less than 2 seconds, require 3 to 10 times less energy to cure than traditional one-part silicone LOCAs, and are fully compatible with either 365 nm or 405 nm LED light sources. Specifically designed for direct bonding cover lenses or touch panel sensors to LCDs, the newest silicone LOCAs offer radically increased cure speeds and highly advanced optical properties after RA testing. A 750 micron thick lamination delivers a b* value of 0.3 for yellowing and 0.2% haze after 500 hrs QUV aging, with 50% less yellowing and 95% less haze when compared to traditional one-part silicone LOCAs.

Five products with ultra low shrinkage and high flexibility are available in the Loctite® LOCA silicone line. All these silicone LOCAs minimize MURA by reducing the stress created during cure and better distributing stress over the display area.

The newest products in the silicone LOCA line, Loctite® 5191™ and 5193™ silicone LOCAs and matching dam, Loctite® 5191DM™, feature a patented chemical breakthrough that radically increases cure speed and improves optical properties. As Loctite® 5191™ cures solely on exposure to UV light, it is easier to handle in some lamination equipment. Loctite® 5193™ cures on exposure to UV and moisture, which provides excellent cure in shadowed areas. The low viscosity LOCAs are easy to apply and are designed for high efficiency production processes, requiring only 2,000 mJ of energy for full cure.

Loctite® 5192™ and its matching dam, Loctite® 5192DM™, are used in many high volume display applications. UV curable Loctite® 5192™ cures with moisture in shadowed areas, protecting the display from problems with uncured adhesive such as bubbles, delamination, MURA and/or adhesive migration into the backlight unit of the LCD. The dual cure capability ensures full adhesive cure and robust display performance, and eliminates the cure-through depth limitation of side curing and the work-in-process and potential LCD damage of heat curing.

For more information on the expanded line of Loctite® Silicone LOCAs for direct bonding, go to www.henkelna.com/loca.

Why Are You Saying NO To Assortment Sales?



FAS-KIT®
ASSORTMENTS

- ☑ US Standard
- ☑ Metric
- ☑ Stainless Steel
- ☑ Automotive

Your Company Name Here!

Refill Packs Available

- Call or Fax for Catalog & Distributor Price List.
- Over 300 Assortments to Choose From.
- Large & Small Metal Trays.
- Open Bolt Bins & Plastic Boxes.
- Same Day Shipments.

Call: 1 800 44-SARJO

FAX: 845-454-0070

FAS-KIT® is a registered trade mark of Sarjo Industries, Inc.



SUPPLY LINE



MRO Distributor Supply Warehouse

Order Only What You Need & Get It Right Away!

We Inventory Over 25,000 MRO Supply Items, So You Don't Have To.

- *Small Minimum Order*
- *Flexible Fastener Packaging*
- *Broken Case Quantities, OK!*
- *Drop Ship Your Orders*

No Franchise Agreement & No Contract to Sign

436 Page MRO Sales Catalog - Yours FREE!



Use In The Field As Your Sales Catalog

Also Available:
Generic Catalog with loose pages. No Cover, No Name.

www.usaSupplyLine.com
Setup an account to see Distributor Pricing

Call: 1-800-44-SARJO - Fax: 845-454-0070

NATIONAL INDUSTRIAL FASTENER & MILL SUPPLY EXPO**EXCITEMENT BUILDING FOR LAS VEGAS FASTENER EXPO: EXHIBIT SPACE NUMBERS UP** *continued from 46*34 North High Street • New Albany, OH 43054 • Phone 614-895-1279 • Fax 614-895-3466 • www.fastenershow.com

1:00 PM – 2:00 PM – “Know Today How Your Fasteners will Perform Tomorrow” – Presented by Expo Management. Dr. Louis Raymond, FASTM, FIAE, worked for R & D Laboratories of the Aerospace Corporation and served as Chairman of ASTM Committee F07 on Aerospace and Aircraft Subcommittee F07.04 on Hydrogen Embrittlement. His company, LRA Engineering and R & D Labs, specializes in fastener material selection, design and analysis. In 2006, Dr. Raymond received the Industrial Fasteners Institute (IFI) Roy B. Trowbridge Technology Award in recognition of significant contributions toward the understanding of hydrogen embrittlement through years of research into accelerated methods for measuring threshold stress and development of the incremental step load technique as a practical means for quantifying and controlling hydrogen embrittlement in fasteners.

FREE for all 2013 Expo registrants wearing their badge.

2:00 PM – 4:00 PM – “How to Create a Sales Process for Your Fastener Business” – Presented by the Pacific-West Fastener Association. Speaker: Ann marie Houghtailing, principal of the Houghtailing Group, a boutique sales consulting and business development firm dedicated to empowering its clients to create opportunities and generate revenue in every economic climate.

Registration Fee:

Fastener Association Members \$100 before September 1st; \$150 after September 1st.

Non-Members \$150 before September 1st; \$200 after September 1st.

2:00 PM – 4:00 PM – Women in the Fastener Industry (WIFI) Meeting (Men welcome, too!)

Moderator: Mary Lou Aderman of the Aderman Company, Inc. Participate in this lively panel discussion concerning the status of the fastener industry. A panel of women will share their perspectives and solutions along with answering questions from the audience. There will be an opportunity to network at the meeting as well. Everyone (men and women) are welcome and

encouraged to participate. For more information contact Mary Lou Aderman at AdermanCo@aol.com.

Registration Fee: WIFI Members \$15, Non-Members \$25

Wednesday, October 23 – Welcome Reception

6:00 PM – 7:00 PM – Harrah's Las Vegas Hotel – Nevada Ballroom

Join us as the National Industrial Fastener & Mill Supply Expo throws the biggest and best party of the year to celebrate its 33rd anniversary and thank the many exhibiting companies and show visitors who have helped make this “North America’s Largest” industry event. Feast on a plentiful and tasty array of delicious appetizers, enjoy your favorite drink and have a fun time networking with old friends and forming new relationships. FREE to all 2013 exhibitors and attendees wearing their badge.

Thursday, October 24 – Expo

7:30 AM – 4:00 PM - Registration Open - Hall A Foyer - Sands Expo & Convention Center

9:00 AM – 4:00 PM - Expo Open – Hall A - Sands Expo & Convention Center

Thursday, October 24 – Education and Meetings

1:00 PM – 2:00 PM - Seminar for Manufacturers’ Reps – Presented by Manufacturers’ Agents National Association (MANA) - Rep Firm Succession Planning and Valuing/Buying/Selling/Merging Rep Firms; Attracting and Retaining New Salespeople

If you don’t have a plan to sell your rep company someday, you are missing out on capturing the value you created as you grew your firm. Get the information you need to help you plan to sell your company from MANA CEO and President, Charles Cohon. One of the best ways to sell your company is to sell to your employees, so Cohon will also cover key points on recruiting new salespeople who could eventually become prospective buyers for your rep company.

FREE to MANA members. For more information, contact www.MANAonline.org.

Continued on page 178

DISTRIBUTOR NEWS

For 4- to 15-inch displays from cell phones to monitors, a new Loctite® Primer and Liquid Optically Clear Adhesive (LOCA) combination from **Henkel Corporation** cures in less than 90 minutes in shadowed areas where light cannot penetrate during UV cure processes.

Formulated for direct bonding, Loctite® 7389™ Primer and Loctite® 3196PR™ LOCA provide a solution for the cure through depth limitation of side curing, the work-in-process and potential damage to the LCD of heat curing, and the long cure time required for moisture cure.

The Loctite® 200™ D-Series Dispensing Robot applies solvent-based Loctite® 7389™ Primer to the cover glass and/or LCD using a foam transfer pad. Once applied, the primer assumes responsibility for adhesive in shadowed areas, typically curing in less than 90 minutes and guaranteeing that there is no uncured adhesive that remains in the assembly.

Loctite® 3196PR™ LOCA is a low durometer, low modulus, low shrinkage acrylic adhesive that delivers high tensile and adhesion strength on polarizer films, PMMA, glass and ITO-coated glass. This ultra-soft LOCA reduces the potential for MURA while filling gaps from 200 to 300 microns. Typical cure time in shadowed areas is 50 minutes for gaps of 100 microns and 90 minutes for gaps of 250 microns.

For more information, go to www.henkelna.com/loca.



UNICORP

www.unicorpinc.com



American Standard & Metric Electronic Hardware Fasteners & Handles Manufacturer

Standoffs & Spacers
Male-Female Standoffs
Male-Male Standoffs
Hex Jack Screws Standoffs
Swage Standoffs & Spacers
Handles & Ferrules
Captive Panel Hardware
Insulating Washers
Thumb Screws
Thumb Nuts
Precision Shoulder Screws
Cable Ties



UNICORP
Electronic Hardware
291 Cleveland Street
Orange, NJ 07050

973 674-1700
Fax 973 674-3803

1 800 526-1389

NCFA - 7737 Ellington Place • Mentor, Ohio 44060 • Phone 440-975-9503 • Fax 440-350-1676 • web: www.ncfaonline.com

NORTH COAST FASTENER ASSOCIATION

NCFA's MARCH MADMEN BASKETBALL TOURNAMENT

by Michael Delis, NCFA Trustee




On Saturday March 9th, 2013, eight teams from the North Coast Fastener Associations (NCFA) took to the courts of Lost Nation Indoor Sports Park to participate in our annual March Madmen Basketball Tournament. The tournament format changed from 2012, as the field was spilt into two divisions. Participants from American Ring, Brighton Best, Branam Fastening Systems, Fastener Tool and Supply (FTS), KJ Fasteners, National Threaded Fasteners and Solution Industries battled it out in a round robin format to play for their respective championship of each division.

The B Flight featured a championship game between FTS B and KJ / Branam. KJ / Branam's youth proved to be too much for the underdog FTS group, as they took hold of the B Flight Championship in a lopsided victory. This victory

also pushes the champions into the next flight for 2014.

The A Flight featured a rematch of the 2012 Championship. American Ring was looking to stop FTS's "Three-peat". Multiple lead changes kept the game close, which wasn't decided until the last few seconds. American Ring took a 4 point lead with 1 second left, forcing FTS to launch a full court basket bringing the final within 1 point, 43-42. American Ring secured its first championship and will look to defend its title next year against another tough field.

The NCFA would like to thank all of the volunteers, sponsors, and participants on another great event. We plan on expanding the tournament field next year into two larger flights, so get your teams together and start practicing for the 2014 NCFA March Madmen Basketball Tournament. 



NCFA DISTRIBUTOR SOCIAL INDEPENDENCE, OH - MAY 2, 2013



ROUND, OVAL & RECTANGULAR - INTERNAL THREADS



OFFSET - INTERNAL THREADS



OVAL & RECTANGULAR, 180° INFINITE POSITION - INTERNAL THREADS



NON-FOLDING, SHOULDER/NO SHOULDER - EXTERNAL THREADS



90° 2-POSITION, 180° 3-POSITION, ROUND & OVAL - EXTERNAL THREADS



ROUND 90° & 180° FREE FALL & INFINITE POSITION - EXTERNAL THREADS



Handles

What you need at the right price:

- Largest variety
- 41 different finishes
- Quickest delivery
- Hundreds of custom variations
- Make-to-print capabilities
- World class quality
- Made in the USA

Give us the opportunity to beat the competition – you won't be disappointed.



RAF Electronic Hardware
95 Silvermine Rd., Seymour CT 06483
Tel: 203 888-2133 Fax: 203 888-9860
Email: info@rafhdwe.com
www.rafhdwe.com



RAF ELECTRONIC
HARDWARE

a Division of MW Industries, Inc.

NATIONAL INDUSTRIAL FASTENER & MILL SUPPLY EXPO**EXCITEMENT BUILDING FOR LAS VEGAS FASTENER EXPO: EXHIBIT SPACE NUMBERS UP** *continued from 174*34 North High Street • New Albany, OH 43054 • Phone 614-895-1279 • Fax 614-895-3466 • www.fastenershows.com

2:15 PM – 3:15 PM – Seminar for Manufacturers – Presented by Manufacturers' Agents National Association (MANA) – "Working with Manufacturers' Reps: It's Not Just Business, It's Personal" - Commissions you pay represent 10% of one of your rep's income. Does that rep spend 10% of his time on your line? Maybe, but the answer could also be 15% of his time, or 20% of his time, or 5% of his time. And it all depends on you. In this session, Manufacturers' Agents National Association CEO and President, Charles Cohon reveals the best ways to earn more of your reps' time than the commission income your company generates strictly justifies, and warns you of the pitfalls that might trigger a rep to spend as little time on your line as possible. This session will give you the tools you need to thrive with reps.

FREE to MANA members. For more information, contact www.MANAonline.org.

4:30 PM – 6:30 PM International Fastener Machinery and Suppliers Association (IFMSA) Meeting (by invitation only). The IFMSA will hold its annual general meeting followed by a reception.

FREE for all IFMSA members and invited guests only.

Friday, October 25 – Expo

7:30 AM – 1:00 PM Registration open in Hall A Foyer - Sands Expo & Convention Center

9:00 AM – 1:00 PM Expo Open in Hall A – Sands Expo & Convention Center

Expo Hotels –**Headquarters Hotel**

The Venetian/The Palazzo - "World's Largest Five-Diamond Resort"

\$219 single/double suite per night for 10/22/2013 –

10/25/2013 based on availability and/or until September 19, 2013.

Phone: 877-283-6423 or 702-414-1000

Group Code RNISW

Reserve rooms online at www.fastenershows.com/hotels/

Additional Partner Hotels -**Treasure Island**

\$99 - \$149 Rates good for nights of 10/21/2013 – 10/26/2013 based on availability and/or until September 21, 2013.

Phone: 888-458-8471 Group Code NIFMSE

Reserve rooms online at www.fastenershows.com/hotels/

Harrah's Las Vegas

Rates guaranteed to be 10% lower than Harrah's online rates for 10/21/2013 – 10/25/2013 based on availability and/or until September 23, 2013.

Phone: 800-214-9110 and identify your affiliation with the National Industrial Fastener & Mill Supply Expo for special Expo rate.

Reserve rooms online at www.fastenershows.com/hotels/

Flamingo

Rates guaranteed to be 10% lower than Flamingo's online rates for 10/21/2013 – 10/25/2013 based on availability and/or September 23, 2013.

Phone: 800-732-2111 and identify your affiliation with the National Industrial Fastener & Mill Supply Expo for special Expo rate.

Reserve rooms online at www.fastenershows.com/hotels/

For additional information contact Susan Hurley, General Manager, National Industrial Fastener & Mill Supply Expo, (614) 895-1279, info@fastenershows.com or visit the Expo website at www.fastenershows.com. 

Exhibitor list on page 186



THE SPECIALISTS IN STUDS & THREADED RODS



● **THREADED RODS**

0-80 TO 3 1/2" Diameter
Lengths to 20 Feet
Right or Left Hand Thread

● **SPADE BOLTS**

6-32 to 3/4-10 Diameter
With or Without Holes

● **CUSTOM BENT BOLTS**

U-Bolts - Rnd & Sqr Bend
J, L, V & Eye Bolts
Anchor & Hook Bolts

● **MATERIALS**

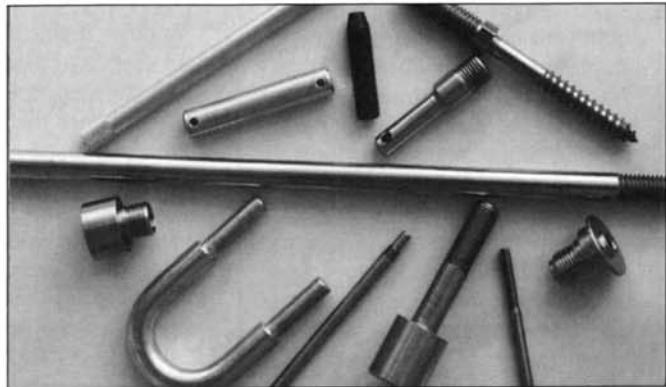
Carbon Steel (All Types)
Alloy Steel: 4037A, 4140, 8620
B-7, B-16, Stainless Steel
Copper, Brass, Bronze, Nickel
Alloys, Monel, Aluminum

● **STUDS**

0-80 to 3 1/2" Diameter
Continuous Thread
Single End Thread
Double End Thread
Roll or Cut Thread
Right or Left Hand Thread
UNC-Course Thread
UNF-Fine Thread
UNEF-Extra Fine Thread
Special Pitch Threads
Acme Threads
Metric Threads
End Slotted
Turned Down Diameter

● **SCREW MACHINING**

● **CNC PRECISION MACHINING**



TUTTLE
MFG. CO.



A Division of Arlington Fastener Company
1032 W. Northwest Hwy, P.O. Box 590 Barrington, IL 60010
(847) 381-7713 ph • (847) 381-9450 fx

Visit us at thomasregister.com to view our catalog

FASTENER COMPANY ACQUISITIONS COMPLETED THUS FAR IN 2013 *continued from page 36*

On January 14, 2013, **NORMA Group AG** (Frankfurt Stock Exchange: NOEJ) purchased **Davydick & Co. Pty. Limited** ("Davydick"). Established in the mid-eighties and based near Sydney, Australia, Davydick distributes a comprehensive range of irrigation system hardware for the agricultural, plumbing and commercial hardware markets. Davydick's product range includes fittings, valves, hoses and nozzles, along with water pumps marketed under the PumpMaster® brand name. Based outside Frankfurt, Germany, NORMA Group manufactures a diverse range of highly-engineered clamps, connectors, fittings and joining products for approximately 10,000 customers located around the world. NORMA Group operates 19 manufacturing facilities in Europe, North America and Asia, along with a global sales and distribution network. The company employs 4,485 people worldwide and generated net sales of EURO604.6 million in 2012.

Purchase price: not available



On January 20, 2013, **MW Industries Inc.** purchased **Lifeline Products Inc.** Founded in 1976 and located in Wallingford, Connecticut, Lifeline Products is a manufacturer of custom hypodermic needles, infusion assemblies and stainless steel tubular components for the medical market. Following the transaction closing, Lifeline Products' equipment and customer base will be consolidated into MW Industries' Economy Spring division located in nearby Southington, Connecticut. Economy Spring and Lifeline Products share mutual customers and significant post-acquisition operating efficiencies are anticipated. MW Industries is a manufacturer of engineered mechanical components including highly-engineered springs, specialty fasteners, machined parts, precision stampings and custom wire forms. The company is headquartered in Rosemont, Illinois and is comprised of 14 operating divisions located in 10 states. MW industries is a portfolio company of Genstar Capital LLC, a San Francisco-based private equity firm.

Purchase price: not available



On January 28, 2013, **TriMas Corporation** (Nasdaq: **TRS**) purchased **Martinic Engineering Inc.** ("Martinic"). Founded in 1978 and located in Stanton, California, Martinic manufactures complex CNC components (from castings, forgings and bar stock) for commercial and military aircraft applications, including electrical, hydraulic & pneumatic systems and auxiliary power units. Martinic generated net sales of \$13 million in 2012. Following the transaction closing, Martinic became a part of TriMas' Aerospace and Defense segment, which is dominated by Monogram Aerospace Fasteners ("Monogram"). Located in Los Angeles, Monogram is a leading manufacturer of blind bolts for the aerospace market. TriMas is a diversified global manufacturer of specialty engineered products for a diverse range of industrial, commercial and consumer end-user markets. TriMas has approximately 5,500 employees at more than 60 facilities around the world and generated net sales of \$1.27 billion in 2012.

Purchase price: \$19 million



On February 19, 2013, **The Hillman Companies Inc.** ("Hillman") purchased **H. Paulin & Co. Limited** ("Paulin"). Founded in 1920 and headquartered in Toronto, Canada, Paulin is a distributor and manufacturer of fasteners, fluid system products, automotive parts and retail hardware components. Paulin has four manufacturing facilities located in Ontario, Canada, along with six distribution centers spread across Canada and in Flint, Michigan and Cleveland, Ohio. Listed on the Toronto Stock Exchange (symbol: PAP.A), Paulin generated net sales of Can\$139 million in calendar 2011. Founded in 1964 and headquartered in Cincinnati, Ohio, Hillman is a value-added distributor of fasteners, key duplication systems, engraved tags and related hardware. Hillman's customer base includes home improvement centers, national & regional hardware chains, mass merchants and pet supply stores. The company supplies more than 20,000 retail customers in the United States, Canada, Mexico, South America and Australia. Hillman is a portfolio company of Oak Hill Capital Partners, a NYC-based private equity firm.

Purchase price: Can\$103 million

DISTRIBUTOR NEWS

The Fastener Black Book – 1st Edition was released in 2007 and proved to be an instant success with both trainees as well as those people involved in the fastener industry on a day-to-day basis.

Since the release of the Fastener Black Book – 1st Edition, the Publishers received numerous requests and input mainly from USA readers for material especially related to INCH Fasteners and this prompted the release of the Fastener Black – INCH Edition.

While the information contained in the Fastener Black Book – 1st Edition contains a wealth of information mainly on metric fasteners, the Fastener Black Book – INCH Edition contains information specifically designed for INCH fastener users and related technical information. It is presented in the same convenient and user friendly pocket book format, pictorially depicting standard INCH fasteners alongside useful relevant information, without bogging-down the reader with excessive in-depth technical and specification information.

Pat Rapp, the author of the Fastener Black Book, has been involved with the Engineering Supply, Fastener and Cutting Tool industry for the past 30 years and has gained an in-depth knowledge of the day-to-day questions and information sort after by



Pinnacle Capital Corporation has been serving the Investment Banking needs of the Global Fastener Industry since 1993. Contact us for expert guidance and assistance with:

- Business Sales / Divestitures
- Acquisitions & Acquisition Searches
- Strategic Investments & JV Partnerships
- Debt & Equity Financings
- Business Valuations & Fairness Opinions

All communications will be held in the strictest confidence.

Pinnacle Capital Corporation
New York, New York
212.267.8200

both regular users as well as trainees in the fastener industry. His position as product-specialist for one of the largest engineer's supply houses, put him in a unique position of having first hand access to in-depth industry information, manufacturing processes, fastener applications, end-user requirements and the distribution of fasteners.

Pat indicates that It took him the best part of 2 years to research and

compile about 400 pages and condense it into a 196-page handbook. He points out that the Fastener Black Book- INCH Edition is not intended to be specification manual but rather a quick reference for identification purposes to relevant information on the more commonly used INCH standard fasteners.

For more information, you may visit www.crossroadistributorsource.com or www.fastenerblackbook.com.

NEFDA TABLETOP SHOW STURBRIDGE, MA - APRIL 30, 2013



WHAT'S SO SPECIAL?



**SPECIAL
FASTENERS**
A FONTANA GROUP COMPANY



Domestically Produced Cold Formed Specials Per Print

LEP manufactures Specials Per Print for all application types:

Automotive • Truck • Rail • Agriculture • Oil & Gas

Now Stocking Grade 5 & 8 Hex Cap Screws and Structural Bolts



Teamwork. Responsibility. Trust.

LEP SPECIAL FASTENERS TEL: 1-800-444-3743 | EMAIL: SALES@LEPINC.COM | WWW.LEPINC.COM

3595 W. STATE RD 28, FRANKFORT, IN 46041 | TEL: 765-654-0477 | FAX: 765-659-7164



A LEADING MANUFACTURER OF LARGE DIAMETER HOT FORGED FASTENERS *continued from page 50*

As part of the company's ongoing commitment to quality and continuous improvement, Cardinal maintains full material traceability all the way back to the mill. Critical quality systems and procedures include periodic audits of approved vendors, rigorous incoming inspections, chemical analysis of all raw materials, Advanced Product Quality Planning (APQP), lot code stamping when required, and careful packing to help prevent nicked threads during transport. At Cardinal, quality systems improvement is a never-ending process.

A Dynamic New Management Team

On March 18, 2013, Bill Boak became the company's new president. Building upon his strong fastener industry background, Mr. Boak immediately began transforming the company into a more dynamic organization, applying his strong executive skills and proven leadership ability. Bill Boak established a series of small group roundtables to increase employee interaction and teamwork. He also enhanced Cardinal's marketing and sales capabilities through the addition of several highly experienced inside sales representatives, along with the appointment of two highly accomplished regional sales managers – Bill Walczak and Floyd Carr – fastener industry veterans who will utilize their vast experience and relationships to strengthen partnerships with key fastener distributors.

In addition to bringing in new talent, Mr. Boak is overseeing a series of strategic investments aimed at upgrading manufacturing and quality systems infrastructure to take the company to the next level.

Achieving Greater Price Competitiveness

Fastener distributors demand outstanding value, which requires a combination of superior product, reliable delivery, outstanding customer service, and super competitive prices. To accomplish these goals, the new

management team is conducting a companywide 360° review to analyze potential areas of improvements in all key areas, specifically focusing on finding ways to reduce prices by further leveraging the company's significant buying power as well as by increasing operational efficiencies through lean manufacturing. This process has already resulted in greater price competitiveness for both large and small run orders. According to Bill Boak, "we understand how current market conditions have put the squeeze on fastener distributors who are looking to protect their profit margins. Cardinal Fastener is responding with special pricing incentives so existing and prospective customers can experience the "new spirit" at Cardinal Fastener."



Looking Ahead

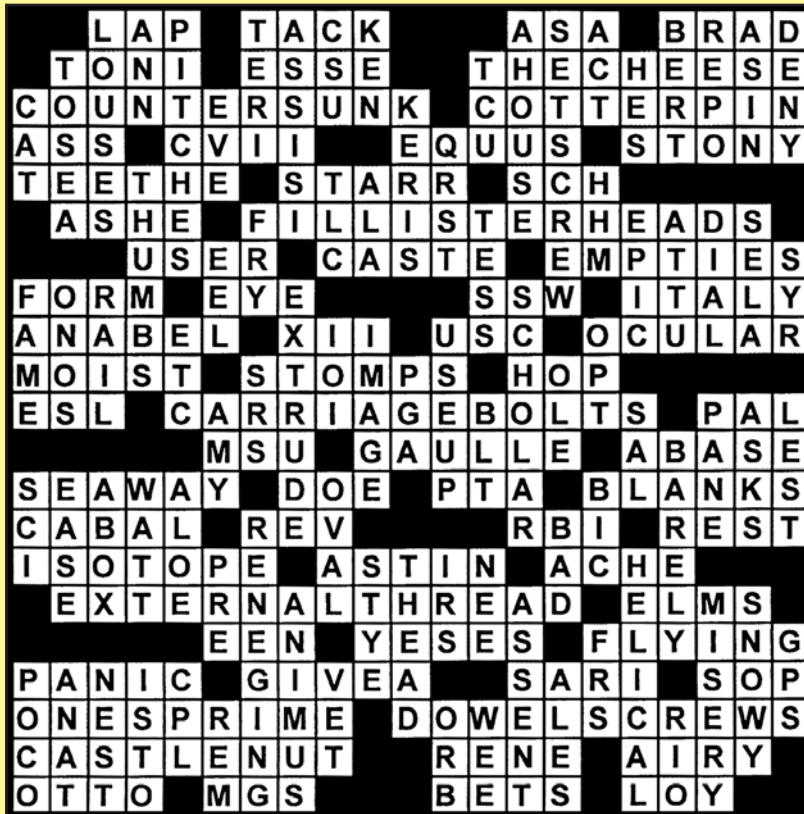
To thrive in a challenging economy, Cardinal is expanding its reach, serving traditional markets such as heavy construction, oil and gas, wind, and MRO, as well as broadening its product mix to encompass adjacent industries that will also benefit from fast turnaround on large diameter hot forged parts and fasteners.

To address current and future opportunities, Cardinal is currently expanding its inventory of raw material and pre-forged blanks, as well as upgrading manufacturing equipment to increase productivity and hourly throughput. The company is also expanding its in-house engineering capabilities to offer application engineering services designed to help customers achieve even greater cost savings. In addition, Cardinal will be introducing value-added services such as JIT and managed inventory programs to help fastener distributors and their customers further reduce the total cost of ownership.

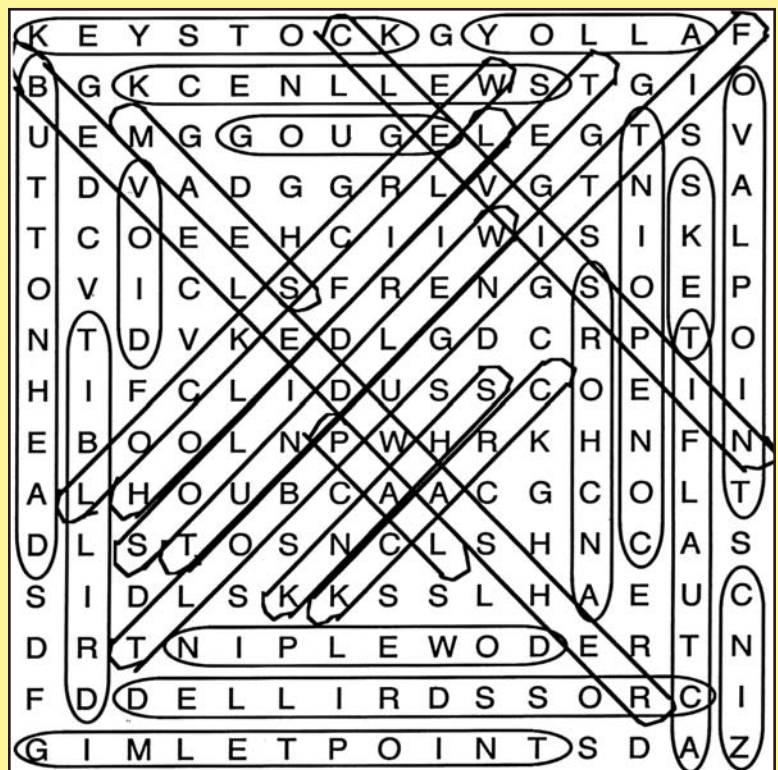
Cardinal Fastener may be celebrating its 30th anniversary, but it remains a highly resilient company that continues to spread its wings, seeking to better serve its customers with outstanding quality, responsive service, fast delivery, and highly competitive prices. ●

FASTENER PUZZLE SOLUTIONS

Fastener Crossword Solution



Fastener Wordsearch Solution



Word Scramble Solution

Words: Gouge
U-bolt
Jam nut
Rivet
Clevis pin

Circled letters unscrambled:
Gimlet point

NATIONAL INDUSTRIAL FASTENER & MILL SUPPLY EXPO

EXCITEMENT BUILDING FOR LAS VEGAS FASTENER EXPO: EXHIBIT SPACE NUMBERS UP *continued from 178*

34 North High Street • New Albany, OH 43054 • Phone 614-895-1279 • Fax 614-895-3466 • www.fastenershow.com

National Industrial Fastener & Mill Supply Expo Exhibitor List as of 5/15/2013

3M Electrical Markets Division
 A. Lyons & Company, Inc.
 A.I.M.Y. Co., Ltd.
 Abbott Rubber Co., Inc.
 Abhi Metals
 Accurate Manufactured Products Group, Inc.
 ACS Manufacturing
 ACT Fastening Solutions
 Advance Components
 Advanced Poly-Packaging, Inc.
 Advantage Sales & Supply Co., Inc.
 Aerodyne Alloys, LLC
 AFI Industries
 Aimreach International Co. Ltd.
 Ajax Wire Specialty Co., Inc.
 Akro-Mils
 Alcoa Fastening Systems
 Alcoa Fastening Systems - Mairroll
 Alfa Tools
 All America Threaded Products, Inc.
 All Electronics Hardware, Inc.
 All Valley Hose & Industrial Supply, LLC
 Allegheny Bolt & Screw Corp.
 American Fastener Journal
 American Fasteners and Components
 American Ring Mfg.
 Anderson Controls, Inc.
 Anderson Manufacturing
 Anderson Metals Corp., Inc.
 Andre Corporation
 Androck Hardware Corporation
 A-Plus Screws, Inc.
 Asia-Pacific Trade News Magazine
 A-Stainless International Co., Ltd.
 Atlanta Rod & Mfg. Co., Inc.
 Atlas Testing Laboratories Inc
 Atotech
 Auto Bolt Company
 Autocraft Industrial (Shanghai) Ltd.
 Automation Systems
 AVK Industrial Products
 AZ Lifting Hardware
 Aztech Locknut Company
 B&D Cold Headed Products
 B&G Manufacturing Company
 Barbarotto Int'l Machinery
 Batching Systems Inc.
 Bay Standard Mfg., Inc.
 BBC Fasteners, Inc.
 Beacon Fasteners & Components, Inc.
 Beneri SPA
 Beta Steel
 Big Bolt Corporation
 Bi-Mirth Corp
 Binder Metal Products, Inc.
 Boker's, Inc.
 Bradley Adhesive Applications
 Brico Industries Inc.
 Brighton-Best International, Inc.
 Brikkxen
 Brynolf Manufacturing, Inc.
 Buckeye Fasteners
 Cable Tie Express, Inc.
 Capital Steel & Wire, Inc.
 Cardinal Fastener Inc.
 Carpenter Technology Corporation
 Champion Cutting Tool Corp
 Changhong Plastic Co., Ltd.
 Changn Chin Industry Corp
 Chem-Plate Industries, Inc.
 Chia-Li Co., Ltd.
 Chicago Hardware & Fixture Co.
 ChinaFastener Magazine
 Chite Enterprises Co., Ltd.
 Chong Cheng Fastener Corp.
 Chrislynn Threaded Inserts
 Clamps, Inc.
 Cold Heading Company
 Collars and Couplings, Inc.
 Computer Insights, Inc.
 Consolidated Toledo Drill
 Continental-Aero
 Copper State Bolt and Nut
 Coronet Parts Mfg Co. Inc.
 Coupling Nut Supply
 Craftech Industries, Inc.
 Creative Carbide Inc
 Crescent Manufacturing
 Crossroad Distributor Source
 CSM Fastener Products Co.
 CTG International LLC
 Curtis Metal Finishing Company
 CYW, Inc.
 Dale Co. (The)
 Dalian Pinghe Fastener Co., Ltd.
 Dan-Loc Bolt & Gasket
 Darling Bolt Company
 DDI System
 Decker Manufacturing Corp.
 Delta Engineering, LLC
 Detroit Washers & Specials
 Dicha Sombrilla Co., Ltd.
 Diing Sen/Heartland Fasteners
 Disc and Bellevue, Inc.
 Distribution One, Inc.
 Distributor's Link Inc.
 Divspec
 Dongtai QB Stainless Co., Ltd.
 Dragon Iron Factory Co., Ltd.
 Drillco Cutting Tools, Inc.
 Dunkley International Inc.
 Durham Manufacturing
 Dynacast Industrial Products
 E Z Sockets Inc.
 Eagle Metalware Co., Ltd.
 Eastport Fastener Manufacturing Co., Ltd.
 EBC Industries
 EC Fastener
 Edward W Daniel LLC
 EFC International
 Element Materials Tech.
 Elgin Fastener Group
 Elite Fasteners
 Emek Rivets & Fasteners Co., Ltd
 Epicor Software Corp.
 E-Z Lok
 Fall River Mfg. Co., Inc.
 Fascomp Electronic Hardware
 Fastar, Inc.
 Fastener Jamher Taiwan Inc.
 Fastener Technology International
 Fastener Training Institute (TM)
 Fastener World agents
 Fastener World agents
 Fastener World Inc.
 FastenersClearingHouse.com
 Fastenique Structural Rivets Co., Ltd.
 FH Machinery Inc.
 Fivetech Technology Inc.
 Ford Fasteners, Inc.
 Formed Fastener
 Freundlich Supply Co., Inc - Tiger-Tight Corp.
 Fudi Fastener Company
 G L Huyett
 G.W.Y., Inc
 Gaffney Bolt Company
 Gage Bilt, Inc.
 General Inspection, LLC
 GF&D Systems, Inc.
 GFS/Infasco Distribution
 GoodGood Manufacturing
 Graham Fasteners, Inc.
 Grand Industries Co., Ltd.
 Greenslade & Company, Inc.
 Groov-Pin / PTC
 Growermetal S.R.L.
 H W Eckhardt Corporation
 Haiyan Aright Hardware Co., Ltd.
 Haiyan Dingfeng Fasteners Ltd.
 Haiyan Feihua Fastener Co., Ltd.
 Haiyan Guangda Hardware Co., Ltd
 Hanger Bolt & Stud Co.
 Hangzhou Esrom Hardware
 Hanmaster Corporation
 Hao Mou Nuts Mfg Co Ltd
 Hariton Machinery Co., Inc.
 Hawk Fastener Services, LLC
 Heico-Lock USA
 Hengruna Fastener Co., Ltd.
 Hercules Wheel Bolts and Studs
 Heroslam
 Hillsdale Terminal
 Hindley Mfg. Co., Inc.
 Holo-Krome
 Home Soon Enterprise Co., Ltd.
 Homn Reen Enterprise Co., Ltd.
 Hsin Yu Screw Enterprise Co Ltd
 Hung Chang Hardware Co., Ltd.
 Hwa Hsing Screw Industry Co., Ltd.
 I.F.S., Div. of Ace International
 Ideal Fasteners Inc
 Ideal-Tridon
 Impact Global Machinery
 Index Fasteners Inc.
 Industrial Fasteners Institute (IFI)
 Industrial Nut Corp.
 Industrial Rivet & Fastener Company
 Indux S A de C V
 Infasco/Ifastgroupe
 Infor
 Intercomp
 Interfast Group
 International Fasteners, Inc.
 Intools, Inc.
 Inventory Sales Company
 INxSQL Software
 J&M Plating, Inc.
 J.C. Grand Corporation
 J.W. Winco, Inc.
 Jarrett Logistics Systems, Inc.
 Jay-Cee Sales & Rivet
 Jergens, Inc.
 Jet Fast Co Ltd
 Jet-Lube, Inc.
 JFD Industries, Inc.
 Jiangsu AWD Fastener Co., Ltd.
 Jiashan Yongxin Fastener Co., Ltd.
 Jiaxing Chaoboer Electrical Co., Ltd.
 Jiaxing Chengfeng Metal Products, Co., Ltd.
 Jiaxing Dazhe Fastener Co., Ltd.
 Jiaxing Port Lixin Fasteners Co., Ltd.
 Jiaxing Relia Hardware Co., Ltd.
 Jinan High Strength Standard Parts Co ,Ltd.
 Jinan Star Fastener Co., Ltd.
 Jinjiang Hengfeng Rivet Manufacture Co. Ltd.
 JM Tor Par, S.A. de C.V.
 JN Machinery Corp.
 Kanebridge Corp
 Kapurthala Industrial Corporation
 KCS Enterprise Co., Ltd.
 Kelko Products Company
 Ken Forging Inc
 Kerr Lakeside, Inc.
 Key Bellevilles, Inc.
 King Steel Corp.
 Kreher Steel Co., LLC
 Krylon Products Group
 Ku Fu Fasteners Co., Ltd.

Continued on page 192



COMPONENT PACKAGING
Whatever It Takes!

DISTRIBUTORS' #1 CHOICE FOR PACKAGING & KITTING

WE ARE PASSIONATE ABOUT PACKAGING...IT'S WHAT WE DO!
Our customers make us who we are and that's what drives us to perfection.



AUTOMATED KITTING • HAND PACKAGING • FASTENER ASSEMBLY • LARGER PART KITTING/BOXING

7931 East 24th St, Joplin, MO 64804 **TEL** 417-624-9395 **FAX** 417-624-2303 **EMAIL** lorim@componentpackaging.com **WEB** www.componentpackaging.com

NEFDA TABLETOP SHOW STURBRIDGE, MA - APRIL 30, 2013



FASTENER COMPANY ACQUISITIONS COMPLETED THUS FAR IN 2013 *continued from page 180*

On February 27, 2013, **Stanley Black & Decker Inc.** (NYSE: SWK) purchased **Infastech™ Limited**. Headquartered in Hong Kong, Infastech is a global manufacturer and distributor of engineered fasteners, supplying the electronics, automotive, construction and general industrial markets. The company's product brand names include: Avdel; Elco; iForm; Nacro; and Dril-Flex. Infastech operates seven manufacturing facilities in the United States (2), the United Kingdom, China, Taiwan, India and Malaysia and employs more than 2,000 people worldwide. Infastech generated net sales of approximately \$580 million in 2012, with more than one-half of its revenue coming from the Asia / Pacific region. Stanley Black & Decker is a diversified manufacturer of hand tools, power tools, engineered fastening systems, mechanical access systems and electronic security solutions. Following the transaction closing, Infastech will be integrated with SWK's Emhart Teknologies fastener division and the combined entity (now with annual net sales of approximately \$1.5 billion) will be named Stanley Engineered Fastening.

Purchase price: \$850 million



On March 22, 2013, **Elgin Fastener Group LLC** ("EFG") purchased **Telefast Industries Inc.** ("Telefast"). Founded in 1986 and located in Berea, Ohio (outside Cleveland), Telefast manufactures nuts in diameters between 1/4 inch (M6) and 7/8 inch (M20) and bolts in diameters between 1/4 inch (M6) and 5/8 inch (M16). Telefast manufactures both standard and specialty (made-to-print) parts for the distributor market and for a diverse range of OEM / MRO end-users. Headquartered in Batesville, Indiana, EFG manufactures a diverse range of cold-headed, externally-threaded specialty and semi-standard fasteners. Prior to the addition of Telefast, EFG was comprised of seven fastener businesses and a metal finishing operation. Each of EFG's fastener business units produces a distinctly different product range for separate industrial applications and end-user markets. Telefast is the first EFG business unit to produce internally-threaded fasteners. EFG is a portfolio company of Audax Group, a Boston-based private equity firm with more than \$5.0 billion under management.

Purchase price: not available



On March 26, 2013, **TriMas Corporation** (Nasdaq: TRS) purchased **Wulfrun Specialised Fasteners Limited** ("Wulfrun"). Founded in 1986 and located in Wolverhampton, United Kingdom, Wulfrun is a niche manufacturer and distributor of specialty fasteners and CNC machined components for the oil & gas, power generation and pipeline & process equipment industries. The company focuses on supplying quality-critical parts typically used in heat-resistant, pressure-resistant and corrosion-resistant applications. Wulfrun, a privately-owned company, generated net sales of approximately \$10.0 million in 2012. Following the transaction closing, Wulfrun became a division of Lamons Gasket Company ("Lamons"), a wholly-owned subsidiary which comprises the Energy Division of TriMas (this division generated net sales of \$190.2 million in 2012). Lamons is a manufacturer of gaskets and bolts for the global petrochemical, oil & gas refining, chemical, power generation and pulp & paper industries.

Purchase price: \$9.6 million



On April 1, 2013, **Elgin Fastener Group LLC** ("EFG") purchased **Vegas Fastener Manufacturing** ("VFM"). Founded in 1998 and located in Las Vegas, Nevada, VFM is a niche manufacturer of premium-quality fasteners and made-to-print specialty parts which are hot-forged or machined from stainless steel and a broad range of "exotic" alloys. The major end-user industries supplied by VFM include: power generation; ship building; environmental / pollution control; oil & gas refining & processing; heavy construction; and heavy equipment manufacturing. Following the transaction closing, EFG was comprised of nine fastener manufacturing businesses and a metal finishing operation. Each of EFG's fastener business units produces a distinctly different product range for separate industrial applications and end-user markets. VFM manufactures both externally and internally threaded fasteners and is the first business unit within EFG to produce hot-forged parts. EFG is a portfolio company of Audax Group, a Boston-based private equity firm with more than \$5.0 billion under management.

Purchase price: not available

FASTENER TECHNOLOGY HELPS FULFILL THE PROMISE OF EV AND HYBRID VEHICLES *continued from page 88*

Traditional locking fasteners do not address a basic design problem with the standard 60-degree thread form: that the gap between the crest of the male and female threads can lead to vibration-induced thread loosening, inadequate clamp load, and overheating in critical EV and hybrid battery joints. Stress concentration and fatigue at the first few engaged threads is also a problem, along with an increased probability of shear, especially in soft metals, due to its tendency toward axial loading. Temperature extremes can also expand or contract surfaces and materials, potentially compromising joint integrity.

Engineers, however, have successfully attacked these challenges while also eliminating traditional lock feature concerns about debris, stripping, or additional stack height with the Spiralock locking fastener. It has been successfully used in automotive EV and hybrid battery applications for about five years, and in aerospace battery applications for about a decade.

What makes this re-engineered thread form unique is its 30-degree wedge ramp added at the root of the thread, which mates with standard 60-degree male thread fasteners. The wedge ramp allows the bolt to spin freely relative to female threads until clamp load is applied. The crests of the standard male thread form are then drawn tightly against the wedge ramp, eliminating radial clearances and creating a continuous spiral line contact along the entire length of the thread engagement. This continuous line contact spreads the clamp force more evenly over all engaged threads, improving resistance to vibrational loosening, axial-torsional loading, joint fatigue, and temperature extremes.

"Since the re-engineered thread form has up to 30% more retention of clamp load underhead pressure than traditional threads, the actual faces of the battery terminal are pressed together for better conductivity," explains Peacock. "On battery terminal posts, for

example, there's an increase in electrical current available to flow through the connection."

The increase in retained clamp load and conductivity could help not only with EV and hybrid batteries but also with terminals connecting leads together. It could help with everything essentially from individual battery cells to large grounding terminals which pool many leads into one connection, to any electrical connections carrying high current, high capacity charges throughout EV or hybrid systems.

For EV and hybrid applications, the parameters will be changing on what constitutes a difficult to fasten joint, according to Peacock. Engineers might think that the removal of large, heavy gas-powered engines from these vehicles would reduce vibration and the need for specialty fasteners, but the opposite may be true.

"As automakers go from traditional steel to aluminum to reduce weight in EV and hybrid applications, they should note that aluminum is a very stiff material that transmits vibration more rapidly across a structure than its steel counterpart," cautions Peacock. "In these cases, vibration resistance counts all the more to keep fasteners in place and maintain conductivity."

The locking fastener with its 30-degree wedge ramp has been validated in published test studies at leading institutions including MIT, the Goddard Space Flight Center, Lawrence Livermore National Laboratory, and British Aerospace. In automotive, it has long been used in applications ranging from ring gears, torque converters, and chassis assembly to exhaust manifold joints and axle, turbine, or transmission housings, and for diesel engine applications. It has also been used in extreme fastening applications with virtually no chance of recall: from the main engines of NASA's Space Shuttle; to the Saturn Cassini orbiter and Titan Huygens probe; to medical implants, artificial limbs, and heart pumps.

please turn to page 202





Dave Kahle

Dave Kahle has trained tens of thousands of distributor and B2B sales people and sales managers to be more effective in the 21st Century economy. He's authored eight books, and presented in 47 states and seven countries. Sign up for his weekly Ezine, or visit his blog.

For more information, or to contact the author, contact: The DaCo Corporation, 835 West River Center Drive, PO Box 523, Comstock Park, MI 49321. Email: cheryl@davekahle.com <http://www.davekahle.com>, Phone: 800.331.1287 or 616.451.9377 Fax: 616.451.9412

BIGGEST TIME WASTERS FOR SALES PEOPLE

Good time management for sales people has been an obsession of mine for more than 30 years. In the last decade, I've been involved in helping tens of thousands of sales people improve their results through more effective use of their time. Over the years, I've seen some regularly occurring patterns develop – tendencies on the part of sales people to do things that detract from their effective use of time.

Here are the four most common time-wasters I've observed. See if any apply to you or your sales people.

1. Allure of the urgent/trivial.

Sales people love to be busy and active. We have visions of ourselves as people who can get things done. No idle dreamers, we're out there making things happen!

A big portion of our sense of worth and our personal identity is dependent on being busy. At some level in our self image, being busy means that we really are important. One of the worst things that can happen to us is to have nothing to do, nowhere to go, and nothing going on. So, we latch onto every task that comes our way, regardless of the importance.

For example, one of our customers calls with a back order problem. "Oh good!" we think, "Something to do! We are needed! We can fix it!" So, we drop everything and spend two hours expediting the backorder.

In retrospect, couldn't someone in purchasing or customer service have done that? And couldn't they have done it better than you? And didn't you just allow something that was a little urgent but trivial prevent you from making some sales calls? And wouldn't those potential sales calls be a whole lot better use of your time?

Or, one of our customers hands us a very involved "Request for Quote." "Better schedule a half-day at the

office," we think. "Need to look up specifications, calculate prices, compile literature, etc." We become immediately involved with this task, working on this project for our customer. In retrospect, couldn't we have given the project to an inside sales person or customer service rep to do the leg work? Couldn't we have just communicated the guidelines to someone and then reviewed the finished proposal?

Once again, we succumbed to the lure of the present task. That prevented us from making sales calls and siphoned our energy away from the important to the seemingly urgent.

I could go on for pages with examples, but you have the idea. We are so enamored with being busy and feeling needed that we often grab at any task that comes our way, regardless of how

unimportant. And each time we do that, we compromise our ability to invest our sales times more effectively.

2. The comfort of the status quo.

A lot of sales people have evolved to the point where they have a comfortable routine. They make enough money and they have established routines and habits that are comfortable. They really don't want to expend the energy it takes to do things in a better way, or to become more successful or effective.

This can be good. Some of the habits and routines that we follow work well for us. However, our rapidly changing world constantly demands new methods, techniques, habits and routines. Just because something has been effective for a few years doesn't mean that it continues to be so. This problem develops when sales people are so content with the way things are, they have not changed anything in years.



NATIONAL INDUSTRIAL FASTENER & MILL SUPPLY EXPO**EXCITEMENT BUILDING FOR LAS VEGAS FASTENER EXPO: EXHIBIT SPACE NUMBERS UP** *continued from 186*

34 North High Street • New Albany, OH 43054 • Phone 614-895-1279 • Fax 614-895-3466 • www.fastenershow.com

National Industrial Fastener & Mill Supply Expo Exhibitor List as of 5/15/2013

- L & W Fasteners Co., Ltd.
Lamons
Leed Creationing
Leland Industries, Inc.
LEP Special Fasteners
Leyong Industrial (Shanghai) Co., Ltd.
Li Chuan Industrial Co., Ltd
Lianyungang Xingyi Fasteners Co., Ltd.
Lindstrom/Mega Metric
Linkwell Industry Co., LTD.
Linus Products, Inc.
Locknut Technology, Inc.
Locksure Inc.
Lok-Mor Inc.
Lone Star Fasteners
Long-Lok Corporation
LRA
Lyn-Tron, Inc.
Macleam-ESNA
Magni Group, Inc. (The)
Master Magnetics, Inc.
Master Products Co. (The)
Master United Corp.
Masterpiece Hardware Industrial Co.
Matenaer Corporation
MAThread, Inc.
Mectron Inspection Sytems
Mercer Abrasives
Metal Coatings Corp
Metal Fabricating Corp.
Metalurgica Hassmann S/A
Metric & Multistandard Components Corp
Metric Fasteners Corporation
Micro Plastics, Inc.
Midalloy Specialty Materials
Midland Metal Manufacturing
Midwest Control Products
Minneapolis Washer & Stamping, Inc.
Mols Corporation
Morton Machine Works
MSI Products
Mubea North America
Murray Corporation
MW Industries, Inc.
Nakashimada USA
National Carton & Coating
National Fastener Distributors Association (NFDA)
National Machinery Exchange
National Machinery LLC
National Standard Parts Associates, Inc. (NSPA)
National Threaded Fasteners Ltd
NCG Tools Industry Co., Ltd.
ND Industries
Nexo Industries, Ltd.
Ningbo Auhan Import & Export Co., Ltd.
Ningbo Dongxin High-Strength Nut Co., Ltd.
Ningbo Fastener Factory
Ningbo Haixin Hardware Co., Ltd.
Ningbo Jinding Fastening Piece Co., Ltd.
Ningbo Qunli Fastener Manufacture Co., Ltd.
Ningbo Tengling Industry & Trading Co., Ltd.
Ningbo Xinxing Fasteners Manufacture Co., Ltd.
Ningbo Xinyang Weiye Import & Export Co., Ltd.
Ningbo Yonghong Fasteners Co., Ltd.
Ningbo Zhongbin Fastener Mfg. Co., Ltd.
Ningbo Zhongjiang Petroleum Pipes & Machinery Co.
Nippon Chemical Screw
NOF Metal Coatings International Inc
Nomura USA LLC
Nord-Lock, Inc.
Norseman Drill & Tool
North East Fasteners Corporation
Northwest Hydra-Line
Nucor Fastener
Nylok LLC
OEM Mfg & Sales
Ofco Industrial Corp
Offshore Milling Services, Inc.
- Ohio Nut & Bolt Company
Oread Fasteners (Vietnam) Co., Ltd.
Ornit, Inc.
Pacific-West Fastener Association
Parker Fasteners
Paulin Industries
Peak Machinery Sales, Inc.
Pentrate Metal Processing
People Fastech Enterprise Co., Ltd.
Perfect Lock Bolt America, Inc.
Perfect Metal Co., Ltd.
Perfection Chain Products
Pinghu Renji Fasteners Co., Ltd.
Pivot Point Inc
Plan-E-Tech Industries, Inc.
Plano Moulding Company
Portage Packaging Systems, Inc.
Porteous Fastener Company
Precision Tool Group
Pres-on Tape & Gasket
Prestige Stamping, Inc.
Prospect Engineering Works
Prospect Fastener Corp.
Quick Cable Corporation
R&D Fasteners
R&R Engineering Co., Inc.
Radyne Corporation
RAF Electronic Hardware
Ramco Specialties, Inc.
Ray Fu Enterprise Co., Ltd.
Ray Industries
Reg-Ellen Machine Tool Corp.
Regg Inspection
Reinhardt GmbH
Republic Steel - Solon Wire Processing
Rexlen Corp.
Richard Manno & Company
Ring Masters, LLC.
Rivet & Eyelet Technologies, LLC
RM Garrison Machining, Inc.
Rockford Fastener Inc
Rockform Carbide Manufacturing, Inc.
Rolled Threads Unlimited
Rotor Clip Company
RS Technologies a div. of PCB Load & Torque
RTI International Metals
RTM Products, Inc.
Rumco Fastener Div MW Ind
S & M Retaining Rings
Safeland Industrial Supply Inc
Safety Socket LLC
Sakamura USA, Inc.
Sanlin Metals Products, Co. Ltd.
Screws Industries, Inc.
Se Fa Industrial Co., Ltd
Seastrom Mfg. Co., Inc.
Seattle Glove
Sems & Specials Inc.
Seymour of Sycamore
Shanghai Chaen Chia Fasteners Co., Ltd.
Shanghai Fast-Fix Rivet Corp.
Shanghai Hi-Rise Hardware Co., Ltd
Shanghai Jingyang Fastener Co., Ltd.
Shanghai RECKY International Trading Co., Ltd.
Shanghai Rivet Manufacture Co., Ltd.
Shanghai Sunray Co., Ltd.
Shanghai Win-Van Industry Co., Ltd.
Sharp-Eyed Precision Parts Co., Ltd.
Sherex Fastening Solutions, LLC
Shin Chun Enterprise Co Ltd
Shin Guang Yin Enterprise Co., Ltd.
Shuenn Chang Fa Enterprise Co., Ltd.
Smally Steel Ring Co.
Socket Source (The)
Soling-PHF SL
Solon Manufacturing Co.
Solution Industries
Soule, Blake & Wechsler, Inc.
- Southeastern Fastener Association
Southwestern Fastener Association
Special Rivets Corp.
Specialty Screw Corporation
Spirol
Standing Industrial Co., Ltd.
Star Stainless Screw Co.
Stelfast Inc.
Stelfast Inc.
Strut Support Systems
Sumeeko Industries Co Ltd
Sunzo Spring
Superior Washer
T.W. International Inc.
Taikyu Co., Ltd.
Taiwan Shan Yin International Co., Ltd.
Talleres Saspi S.A.
Tamper-Pruf Screws, Inc.
Tapco, Inc.
Tapoo Metal Products (Shanghai) Co., Ltd.
Technical Stamping, Inc.
Tennessee Galvanizing (R)
Tensile Testing Metallurgical Lab
Tesker Manufacturing Corporation
Thermo Scientific Portable XRF Analyzers
Thomason Machine Works, Inc.
Tianjin Jimkoo International Trade Co., Ltd.
Titan Fastener Products, Inc.
Titgemeyer (UK) Ltd.
Tortoise Fasteners
Tramec LLC
Tri Star Metals
Triem Industries
Trient Technologies, Inc.
Trinity Hardware Headquarters
Tru-Cut Inc
TRU-Fit Products/TRU-WELD
Truform Equipment, Inc.
Tuttle Manufacturing Co.
U.S. Rigging Supply
U.S.A. Fastener Group Manufacturing Div.
U-Chance Autoparts Co.
Umeta of America
Unicorp
Unistrong Industrial Co., Ltd.
United Titanium, Inc.
Unytite Inc.
USA Carbide Tooling, Inc.
Valley Fastener Group
Vertex Distribution
Virginia Fasteners
Visacom Fasteners Co., Ltd.
Vogelsang Corp.
Vulcan Threaded Products
W. J. Roberts Co., Inc.
Wattson Fastener Group Inc.
Wesco Aircraft-Specialty Products Group
Western Wire Products Co.
Willie Washer Mfg.
Win Features Industry Co., Ltd.
Women in the Fastener Industry
Wrentham Tool Group, LLC
Wrought Washer Mfg., Inc.
Wyandotte Industries, Inc.
Xing Chang Fasteners Factory
XL Screw Corporation
Yellow Woods & Roads Less Traveled Co.
Yi Chun Enterprise Co., Ltd
Yi Tai Shen Co Ltd
Your Choice Fasteners & Tools Co., Ltd.
Zhejiang Gemcai Metal Products Co., Ltd
Zhejiang Huantai Fastener Co., Ltd.
Zhejiang Taisheng Fastener, Co., Ltd.
Zhejiang Zhapu Industrial Co., Ltd.
Zhoushan Zhengyuan Standard Spares Co., Ltd.
Zonbix Enterprise Co., Ltd.



BIGGEST TIME WASTERS FOR SALES PEOPLE *continued from page 191*

If you haven't changed or challenged some habit or routine in the last few years, chances are you are not as effective as you could be.

For example, you could still be writing phone messages down on little slips of paper, when entering them into your contact manager would be more effective. This is a simple example of a principle that can extend towards the most important things that we do. Are we using the same routines for organizing our work week, for determining who to call on, for understanding our customers, for collecting information, etc.? There is no practical end to the list.

Contentment with the status quo almost always means sales people who are not as effective as they could be.

My book, *10 Secrets of Time Management for Salespeople*, discusses the use of the "more" mindset as an alternative to the status quo.

3. Lack of trust in other people in the organization.

Sales people have a natural tendency to work alone. After all, we spend most of the day by ourselves. We decide where to go by ourselves, we decide what to do by ourselves, and we are pretty much on our own all day long. It's no wonder then, that we just naturally want to do everything by ourselves.

That's generally a positive personality trait for a sales person. Unfortunately, when it extends to those tasks that could be done better by other people in our organization it turns into a real negative.

Instead of soliciting aid from others in the organization, and thereby making much better use of our time, many sales people insist on doing it themselves, no matter how redundant and time-consuming is the task. The world is full of sales people who don't trust their own colleagues to write an order, to source a product, to enter an order in the system, to follow up on a back order, to deliver some sample or literature, to research a quote, to deliver a proposal, etc. Again, the list could go on and on.

The point is that many of these tasks can be done better or cheaper by someone else in the organization. The sales people don't release the tasks to them because they, the sales people, don't trust them to do

it. Too bad. It's a tremendous waste of good selling time and talent. Chapter 10 of my book "10 Secrets" describes a system to nurture helpful relationships.

4. Lack of tough-minded thoughtfulness.

Ultimately, time management begins with thoughtfulness. That means a sufficient quantity of good quality thought-energy invested in the process. I like to say that good time management is a result of "thinking about it before you do it."

Good time managers invest sufficiently in this process. They set aside time each year to create annual goals, they invest planning time every quarter and every month to create plans for those times, they plan every week and every sales call. Poor sales time managers don't dedicate sufficient time to the "thinking about it" phase of their job.

Not only do good sales time managers invest a sufficient quantity of time, but they also are disciplined and tough-minded about how they think. They ask themselves good questions, and answer them with as much objectivity as they can muster.

A big portion of our sense of worth and our personal identity is dependent on being busy.

Time management begins with thoughtfulness...good time management is a result of "thinking about it before you do it."

"What do I really want to accomplish in this account?"


"Why aren't they buying from me?"

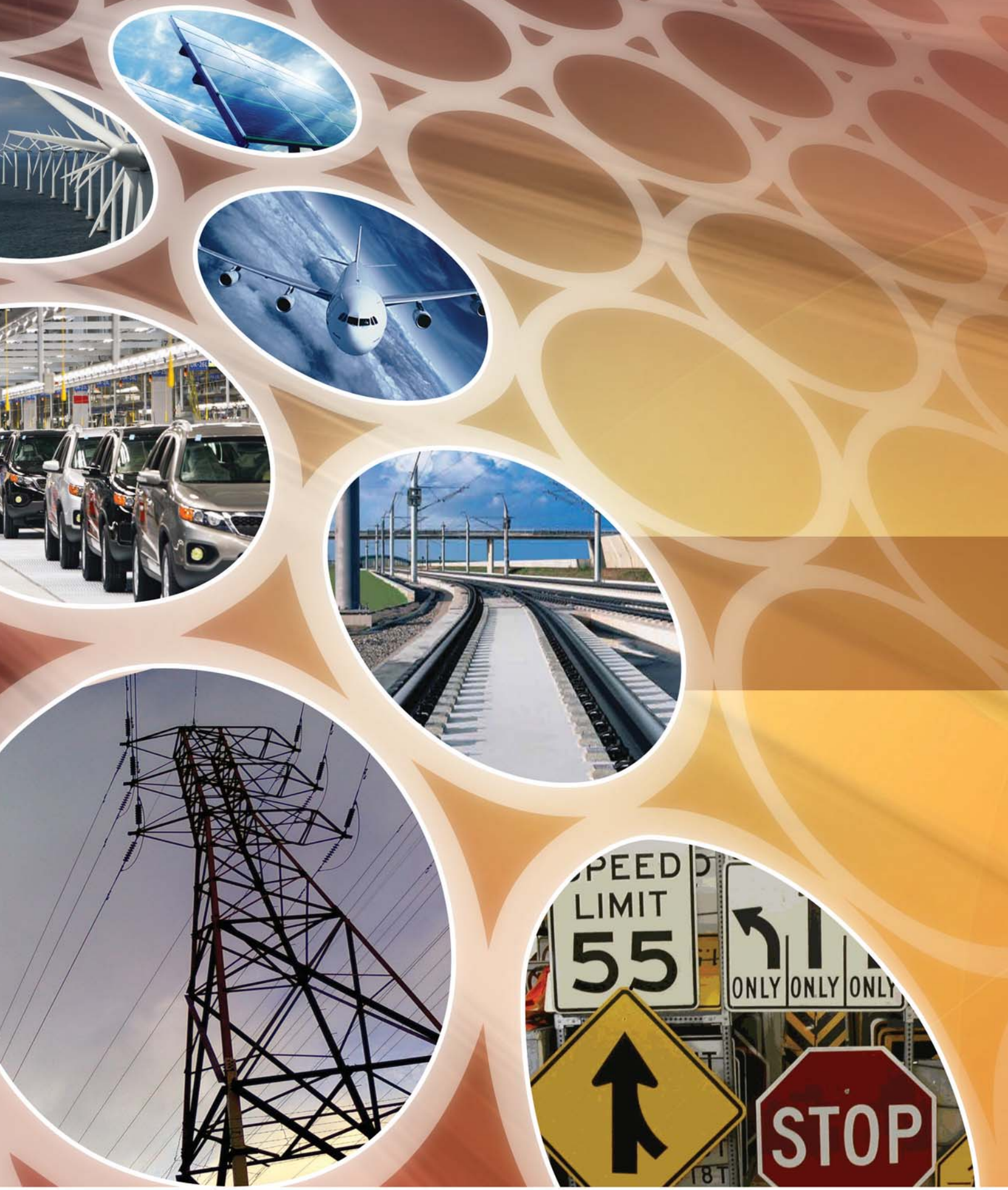
"Who is the key decision maker in this account?"

"Am I spending too much time in this account, or not enough in that one?"

"How can I change what I am doing in order to become more effective?"

These are just a few of the tough questions that good sales time managers consider on a regular basis. They don't allow their emotions or personal comfort zones to dictate the plans. They go where it is smart to go, do what it is smart to do. They do these things because they have spent the quantity and quality of thought-time necessary.

Of course, there are hundreds of other time-wasting habits. These four, however, are the most common. Correct them, and you'll be well on your way to dramatically improved results. 



**EXCLUSIVE ALUMINUM SUPPLIER
PRODUCING MADE IN THE USA PRODUCTS**



Providing Specialized Aluminum Fastener Products for Over 30 Years

TOWER BOLTS
CARRIAGE BOLTS
STADIUM SEAT BOLTS
BUS BAR BOLTS/HEAVY
SIGN BOLTS/POST CLIP
VPA12POINT SCREW
MACHINE SCREWS
FINISHED HEX NUTS

WOOD SCREWS
SHEET METAL SCREWS
THUMB SCREWS
HEX SELF-DRILL (TEK) SCREWS
TAMPER PROOF FASTENERS
THREADED ROD
BINDING POST AND SCREWS
HEX HEAD BOLTS/CAP SCREWS

MACHINE SCREW NUTS
TAMPER PROOF NUTS
BUS BAR (HEAVY) NUTS
NYLON INSERT LOCK NUTS
WING/ACORN CAP NUTS
SQUARE/FLANGE NUTS
BEVELED WASHERS
FLAT & LOCK WASHERS

Call us toll free: 1.800.526.0341

www.aluminumfastener.com

TEL: 239.643.4551 FAX: 239.643.5795
4297 CORPORATE SQUARE . NAPLES . FL 34104

Example 1: Foreign TC Bolts

We recently received some TC bolts from a foreign source – plain and coated. They were marked with the logo of a reputable manufacturer who will remain nameless. The plain bolts worked great, consistently achieving pretensions well above the minimum. The coated ones did not. As shown in the figure below, the tension in the 7/8" F1852 bolt was 26 kips versus 41 kips minimum. The best explanation offered so far was that the distributor took plain TCs off the shelf and had them coated and didn't retest them as required by specification. We didn't find these on a job, but I think it's reasonable to assume that similar hardware is on a job somewhere in the world. Let's hope the bolt-up crew did the Pre-Installation Verification.



Figure 1: Plain and Coated TC Bolts; Coated TC Bolt Tension 26 kips vs. 41 kips Minimum



Example 2: Foreign Galvanized 7/8" A325 Bolts

These too came from a foreign source. We were skeptical about their performance because the nuts were not lubricated as required by ASTM A563. We tested them in the Skidmore, turning the nut the


prescribed 1/3 turn from snug. As shown below, the tension was 30 kips versus 41 kips minimum. We then did a ROCAP test as mandated by ASTM A325 on another sample, mapping its turn-tension and torque-tension relationships. It never exceeded 30 kips and broke before the test was completed. Clearly no functional tests were performed on these assemblies before they were shipped to us. Once again, let's hope that if these bolts find their way to a job, the crew does the Pre-Installation Verification.



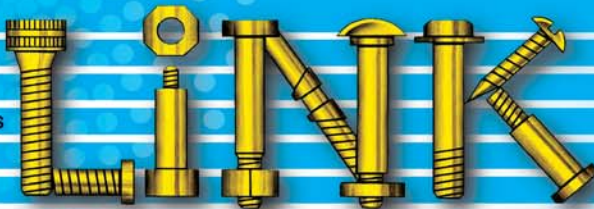
Figure 2: Galvanized A325 Bolt; Tension at 1/3 Turn 30 kips vs. 41 Minimum



The bottom line is that performing the Pre-Installation Verification with a tension calibrator is a common sense quality check. It also acquaints (or reacquaints) the bolting crew with the pretensioning technique being employed, further reducing the chance that problems will arise during construction. Plus, if non-conforming assemblies are identified, it's a heck of a lot easier to replace them before they have been installed. Why wouldn't you do it?

Of course, if you use DTIs or Squirter™ DTIs, you have a tension calibrator on each bolt. Talk about quality control! 

THE
DISTRIBUTOR'S



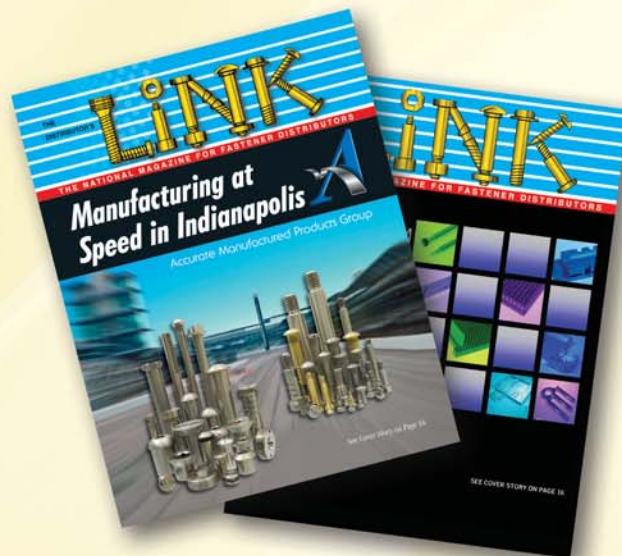
SUBSCRIPTION FORM

**CAN'T WAIT FOR THE NEXT ISSUE OF LINK MAGAZINE?
SUBSCRIBE NOW AND DON'T
MISS AN ISSUE!**

**GET YOUR YEARLY SUBSCRIPTION OF
4 QUARTERLY ISSUES**

UNITED STATES
\$50 PER YEAR
4 ISSUES

CANADA & MEXICO
\$60 PER YEAR
4 ISSUES
REST OF THE WORLD
\$70 PER YEAR
4 ISSUES



COMPANY NAME _____

BUSINESS TYPE (CHECK ONE): FASTENER DISTRIBUTOR FASTENER MANUFACTURER FASTENER REP OTHER _____

NAME _____

POSITION HELD (CHECK ONE): PRESIDENT VICE PRESIDENT SALES BUYER OTHER _____

ADDRESS _____

ADDRESS _____ CITY _____ STATE _____ ZIP _____

PHONE _____ EXTENSION _____ FAX _____

EMAIL ADDRESS _____

HOW DID YOU HEAR ABOUT LINK MAGAZINE? (CHECK ONE): TRADE SHOW INTERNET SEARCH RECOMMENDATION OTHER _____

This fillable form can be completed in Acrobat. Alternatively print and return along with payment to Link at the address below. Payment to be made in US Funds, checks or money orders are accepted - no credit cards. Allow 30 days for delivery of first issue.

DISTRIBUTOR'S LINK MAGAZINE . www.linkmagazine.com

mailing address 4297 Corporate Square, Naples, Florida 34104 phone 1.800.356.1639 or 239.643.2713 fax 239.643.5220
editor & publisher leojoar@linkmagazine.com advertising sales maryann@linkmagazine.com director, sales & marketing tracey@linkmagazine.com

Class C Components is Customer Focused

Mark Peterson, (pictured), Class C Components Procurement /VMI Manager went on to say, "The system is easy to navigate/operate. It has completely wireless updates/downloads and we can transmit orders from customer to our facility with a tap. The newest version even shows open orders/ back orders"

He also pointed out, "Our field personnel can perform all daily business needs with one tool: email, scanner, phone, camera, calendar, and planner."

CLASS C COMPONENTS HISTORY

Full Service

Class C Components is a full service industrial, fastener, safety and MRO distributor incorporated in May of 1995, located just North West of Minneapolis and St. Paul, Minnesota. Class C Components, Inc. serves original equipment and sub contract manufacturers with products; vendor managed inventory programs, engineering services and provides supply chain solutions throughout the continental United States.

Their Vendor Managed Inventory programs and JIT services ensure optimal stock levels on metric fasteners, stainless fasteners, hardware, fittings, abrasives, 3M, janitorial, shipping and safety products. VMI programs ensure industrial supplies are inventoried at predetermined levels to minimize inventory, and maximize transaction savings by consolidating suppliers and purchases.

Quality Business Partners

Their business partners include quality manufacturers like 3M, Brighton-Best, Loctite, Lenox and Brady. Value added services include parts kitting, mil-spec fasteners, black zinc and ROHS compliant plating's.

Many of their employees have more than 20 years' experience in industrial supplies and in the fastener industry to support and extend their clients sourcing efforts. They will deliver the right product for the application, JIT with the quantity needed, then replenish inventory all at a competitive price.


Quality and Continuous Improvement

Class C Components is certified ISO9001:2008 and strives to continually improve their quality processes and practices. They are also committed to utilizing state of the art technology, software and hardware to continuously improve efficiencies, streamline costs and reduce procurement time.

More Information

Class C Components, Inc. can be reached at 6825 Sunwood Drive NW, Ramsey, MN 55303.

Their telephone number is 763-535-0400, E-mail them at classc@classccomponents.com, or visit them on the internet at www.classccomponents.com.

Computer Insights, Inc. can be reached at 108 Third Street, Bloomingdale, IL 60108. Their telephone number is 1-800-539-1233, E-mail them at sales@ci-inc.com or visit them on the internet at www.ci-inc.com. 





SRC Special Rivets Corp.



Now has a company representative in the U.S.

Headquartered in Taiwan with two factories in China and a monthly production capacity of 500 million blind rivets. SRC offers break stem blind rivets of various materials and some high strength STRUCTURAL blind rivets. Because of our high production capacity we offer good prices and service. SRC has been supplying blind rivets to some of the largest companies in the blind rivet market.

SRC now has a company representative in the U.S. to serve our customers. Tony Di Maio is well known in the blind rivet industry and he will assist you in every way he can. We appreciate the opportunity to quote your blind rivet needs. Contact Tony for catalogs.

SRC offers the following:

- Quality ISO Approved and Manufactures to IFI Specifications
- Competetive Pricing • Fast Delivery
- Fast, Accurate Communication • Technical Assistance by Tony



Contact: **Tony Di Maio**

6 Hermon Ave. • Haverhill, MA 01832

Phone & Fax: 978-521-0277 • Email: tdimaio@verizon.net



SEFA - PO Box 448, Elba, AL 36323 • Tel: 847.370.9022 • Fax: 847.516.6728 • Email: sefa@theseffa.com • www.theseffa.com

SOUTHEASTERN FASTENER ASSOCIATION

SEFA 2013 ANNUAL SPRING CONFERENCE *continued from 64*

The current trend in the economy will probably continue into 2015 but we can see light at the end of the tunnel. Yes, economists look at and formulate lots of numbers but one needs to really know what numbers are of importance. Rather than throw out all kinds of figures to the audience, he directed them to the Federal Bank Reserve website: www.frbatlanta.org where you can review reports, statistics, weekly Economic and Financial Highlights. At this website you will also find a fair amount of information on small business focus. The final event of the SEFA Conference was the Taste of SEFA Table Top Show (featured biannually). As well as featuring their products and services, the exhibitors brought a "home town treat" to share. Specialty cookies, cheeses, an ice cream cart and even Chicago pizza was offered!! Attendees enjoyed visiting with the many exhibitors and sourcing potential vendors. This year's show featured 40 exhibits making it the largest show in recent years. It was great to see the variety of exhibitors take part in this year's show. Plans are already underway

We received very positive feedback e-mails. Some of the comments were: **"I thought this years show was one of the best in years," "Great job, thought all went well, really appreciate all that all do," "I enjoyed the**

event this year" "It was a real nice event this year"

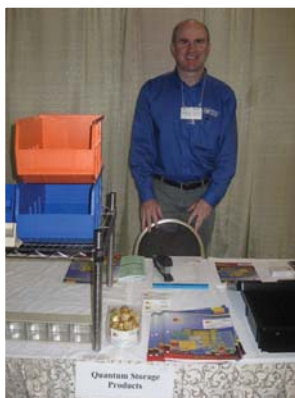
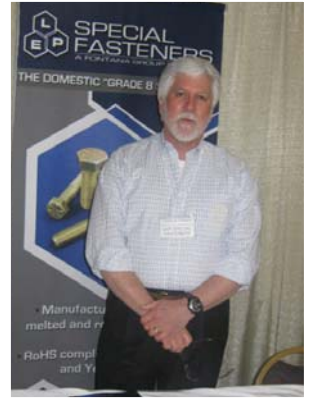
Thank you to everyone's participation and contributions to the scholarship fund.

We appreciate all the donors of silent auction and raffle prizes:

Brighton Best International
Edsco Fasteners Inc.
Elgin Fasteners
Evergreen Marl-iott Conference Resort
F.R. Male
Ford Fasteners
International Fasteners Inc.
Kanebridge Corporation
Metric & Multistandard Components Corporation
Nyllok LLC
Southeastern Sales & Assoiates
Stelfast Inc.
Stone Mountain Golf Club
Tramec Hill Fasteners
Vertex Distribution
Vulcan Threaded Rod
XL Screw Corporation

please turn to page 205

NEFDA TABLETOP SHOW STURBRIDGE, MA - APRIL 30, 2013



FASTENER COMPANY ACQUISITIONS COMPLETED THUS FAR IN 2013 *continued from page 188*



On April 8, 2013, **Southco Inc.** purchased **Unikey Metalurgica Ltda.** ("Unikey").


Located in Sao Paulo, Brazil, Unikey is a manufacturer and distributor of latches, locks, hinges, ventilation systems and related access / assembly hardware. Unikey supplies a diverse range of end-user industries including industrial machinery, electrical equipment, mass transportation and telecommunications. Unikey sells throughout South America via an extensive network of authorized distributors and has a European sales office in Portugal. Founded in 1945 and headquartered in Concordville, Pennsylvania, Southco is a global manufacturer of engineered access / assembly hardware. The Southco product range includes: latches; locks; captive fasteners; quick-release fasteners; inserts; hinges; and handles. Southco operates eight manufacturing facilities in the United States (2), United Kingdom (2), China (2), Korea (1) and India (1), along with nine sales / distribution centers around the globe. Prior to the transaction closing, Southco had two distribution centers in Mexico, but did no manufacturing in North America or South America outside the United States.

Purchase price: not available



On April 22, 2013, **MSC Industrial Direct Co. Inc.** (NYSE: MSM) purchased

the **Barnes Distribution** business unit of Barnes Group Inc. (NYSE: B). Based in Cleveland, Ohio, Barnes Distribution is a value-added distributor of fasteners and MRO supplies. Barnes Distribution has a strong footprint throughout the United States and Canada, supplying approximately 31,000 customers with more than 1,300 employees, including more than 800 field associates. The company specializes in lowering customer's inventory procurement / management costs through storeroom organization and vendor managed inventory programs. Barnes Distribution generated net sales of approximately \$300 million in calendar 2012. MSC Industrial is a value-added distributor of metalworking and MRO supplies headquartered in Melville, New York. MSC Industrial operates primarily in the United States (customers in all 50 states), with four distribution centers and 106 branch sales offices. In the 12 months ended September 1, 2012, MSC Industrial generated net sales of \$2.36 billion.

Purchase price: \$550 million 

NEFDA TABLETOP SHOW STURBRIDGE, MA - APRIL 30, 2013



FASTENER TECHNOLOGY HELPS FULFILL THE PROMISE OF EV AND HYBRID VEHICLES *continued from page 190*

Unlike traditional fasteners which depend on external locking features that can contribute to unwanted debris, stripping, or additional stack height, the locking fastener with its internal wedge ramp has no external locking feature add-on.

Since it is free-spinning, a nut can be run all the way down by finger with little resistance between meshing threads, so there is no chipping, debris, or dust. This makes for a cleaner battery manufacturing environment, and eliminates the potential for later debris-caused electrical arcing, if the debris were to remain within the battery case.

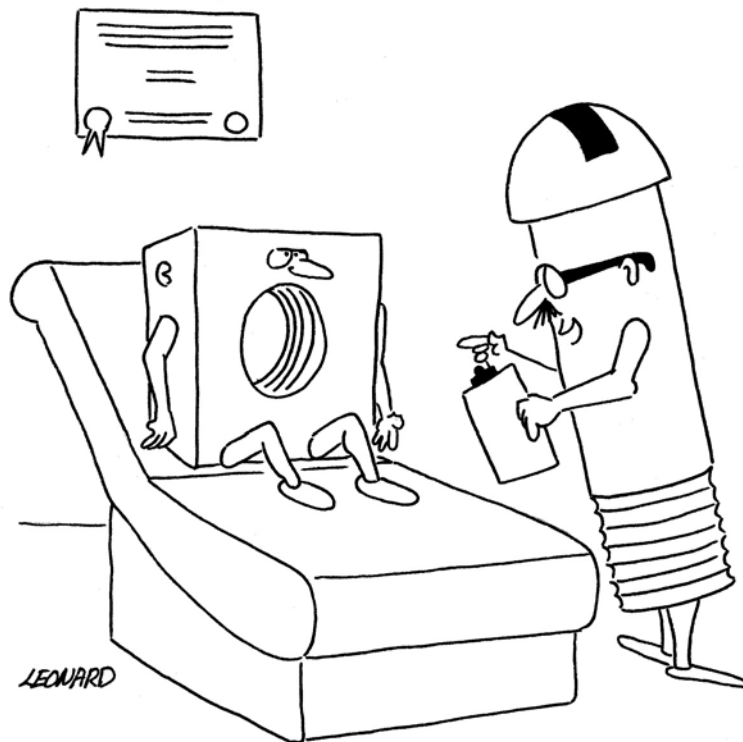
Because the locking thread form is integrated into the part itself and available from the first engaged thread all the way up, a lower battery terminal post is possible. This means that EV or hybrid design engineers can use a more space-efficient post to keep the battery terminals in place.

While EV and hybrid use has been growing, Peacock

envisioned greater growth as consumers get tired of paying \$4-5 per gallon of gas at the pump; and as electrical conductivity, connectivity, and battery life improves.

“Regardless of battery type, the design challenge is to ensure that more current gets from point to point as efficiently as possible in EV and hybrid vehicles, without risk of fasteners coming loose throughout their service life,” concludes Peacock. “That goal is within reach for designers now.”

Spiralock locking fasteners are used for design challenges in a wide range of industries including automotive, heavy truck, aerospace/military, medical, food processing, agriculture, construction, rail, and oil drilling. Production changeovers to the fastener are typically quick and seamless, often requiring just an exchange of traditional nuts, wire inserts or simply drilling out and re-tapping existing parts stock that have unreliable standard tapped holes. ●



“Just because you’re a nut doesn’t mean you’re nuts!”



Mountz Incorporated

1080 N. 11th St., San Jose, CA 95112
 Tel: 1-888-925-2763 Fax: 408.292.2733
 Email: sales@mountztorque.com
 www.mountztorque.com

ESTABLISHING A QUALITY TORQUE PROGRAM

Experience, Quality and Reliable

In the manufacturing and assembly world, tightening, controlling, or measuring torque fasteners is imperative for production efficiency. An inadequately torqued fastener can vibrate or work loose; conversely, if the tension is too high, the fastener can snap or strip its threads. Faced with these problems, manufacturers are realizing that precise torque control can spell the difference between a safe, reliable, and economical product and complete disaster.

Anybody who has to tighten a threaded fastener and needs to control, monitor, or measure torque needs sophisticated torque tools. If manufacturers want to save money, make their workplace safer, enhance product quality, or reduce their exposure to liability; only specialized high-quality torque tools will get the job done properly.

1. Pick the Right Torque Tool

A wide variety of torque tools are available to control or measure the torque applied to fasteners, from electric screwdrivers to large industrial torque wrenches, torque analyzers, torque sensors, pneumatic screwdrivers and torque multipliers. These tools utilize calibrated torque setting mechanisms that may be factory pre-set or user-definable. When the specified setting is reached, the tool gives a visual, audible, or tactile signal. The anticipated production output, the type of materials being joined, the amount of torque required, and the specified fasteners determine the selection of tools for a given application. Lighter materials such as wood or plastic may require only lightweight tools; likewise, heavy materials such as steel may require stronger or larger tools. If torque data must be gathered during the assembly process or quality process, tools should also have connection ports such as USB, RS-232 and other cabling connections.

2. Establish a Torque Calibration Program

Calibration is fine-tuning the torque control process in a production environment. Torque calibration should be

checked periodically to determine whether torque tools are operating at their proper settings. Many tools don't have a locking device, and users may easily change their torque settings. When this happens, the tool falls out of adjustment.


A regularly scheduled calibration program enables quality control personnel to correct divergence from proper settings, whether it's because of normal slippage over time or because of adjustments to the tool. Begin by setting a calibration interval initially based on severity of the application and the tool manufacturer's recommendations. If the applied torque values are out of range, cut the calibration interval in half and re-test the tools.

3. Preventive Maintenance

To maintain consistent accuracy, torque tools must be checked periodically for wear or defective parts. A properly structured preventive maintenance program optimizes tool performance and reduces unexpected downtime, thereby saving time and money in the long run.

Monitoring the number of cycles per day and total hours that a tool is used is the most accurate way to establish proper maintenance intervals. It is recommended that tools be serviced after 100,000 cycles, or if an inspection reveals old or dry grease, parts that show signs of excessive wear, or loose screws and bolts.

4. Use Torque Testers

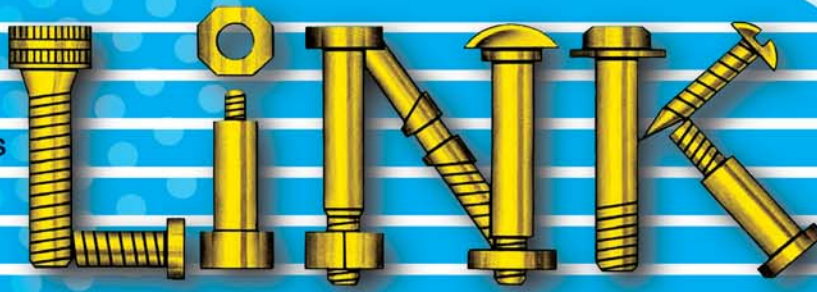
Effective use of a torque tester is a fast and reliable method of calibrating torque tools to their proper settings. Torque Analyzers can also be used for quick tests on the line or in the lab to determine whether torque tools are holding a given setting. They also allow quality control inspectors to calibrate torque sensors and verify torque on fasteners. A quality torque tester should have enough memory to record several hundred readings, and it should store calibration data for multiple torque transducers. 



In Torque We Share

Established 1965

THE
DISTRIBUTOR'S



NEW
DIGITAL MAGAZINE
www.linkmagazine.com

THE NATIONAL MAGAZINE FOR FASTENER DISTRIBUTORS

refreshingly effective

With its many benefits, Link is the proven standard for print and online magazine advertising for the Fastener Industry

FOUR GREAT ISSUES PER YEAR...

-  HANDED OUT AT NATIONAL & LOCAL FASTENER INDUSTRY EVENTS
-  FREE FEATURE ARTICLE HIGHLIGHTING YOUR COMPANY
-  FREE ONLINE EDITION AD HYPERLINKED TO YOUR WEBSITE
-  FREE WEB DIRECTORY AD IN PRINT & ONLINE EDITIONS

RESERVE YOUR SPOT NOW! CONTACT US FOR ADVERTISING OPPORTUNITIES
1.800.356.1639 • 239.643.2713 • maryann@linkmagazine.com • tracey@linkmagazine.com



Rivet Manufacturer In China

FASTFIX

ISO/TS 16949 CERTIFIED RIVET FACTORY
Shanghai Fast-Fix Rivet Corp.
 NO.1151, Lian Xi Road, Shanghai, P.R.China 201204
 T:0086-21-58912860(sales) F:0086-21-58912793(sales)
 E-mail:sales@rivet-china.com
 URL:www.fastfix-rivet.com
 Factory:JiangSu Fast-Fix Fastener Co.,Ltd.
www.fastfix-rivet.com

ISO/TS 16949
 BUREAU VERITAS
 Certification
 NO. 138348/CHN-S-13153/TS

BUREAU VERITAS
 1828

SEFA - PO Box 448, Elba, AL 36323 • Tel: 847.370.9022 • Fax: 847.516.6728 • Email: sefa@thesefa.com • www.thesefa.com

SOUTHEASTERN FASTENER ASSOCIATION

SEFA 2013 ANNUAL SPRING CONFERENCE *continued from 199*

Thank you to our Golf Sponsors:


AmeriBolt Inc.
 Edsco Fastener Inc.
 Elgin Fastener Group
 Ford Fasteners Inc.
 International Fasteners Inc.
 Kanebridge Corporation
 LEP Special Fasteners
 Metric & Multistandard Components Corporation
 Metric Fasteners Corporation
 Solution Industries
 Vulcan Threaded
 XL Screw Corporation

...and let's not forget our Conference Sponsors:

Ford Fasteners
 International Fasteners Inc.
 Porteous Fastener Co,
 Stelfast Inc.
 XL Screw Corporation

Special thanks to the many participating exhibitors:

AFI Industries
 Alfa Tools
 All American Washer Werks
 AmeriBolt Inc.
 Bradley Coatings
 Brighton Best International
 CSM Fastener Products
 Capital Marketing
 Dan-Loc Bolt Virginia
 Delta Publishing
 Distribution One
 Dixie Industrial Finishing Co.
 Drillco Cutting Tools
 Dynacast Inc.
 Elgin Fastener Group
 F.R. Male
 Ford Fasteners Inc.
 Infasco Distribution
 International Fasteners Inc.
 InxSQL Software

Kanebridge Corporation
 LEP Special Fasteners
 Metric & Multistandard Components Corporation
 Metric Fasteners Corporation
 Modform
 ND Industries
 Northstar Sales & Marketing
 Nylok LLC
 Quantum Storage
 RAB Components Inc.
 SWD
 Solution Industries
 South Holland Metal Finishing
 Southeastern Sales
 Star Stainless Screw
 Stelfast Inc.
 USA Fastener Group
 Vertex Distribution
 Vulcan Threaded
 Wrought Washer Manufacturing
 XL Screw Corporation 

WIRELESS TECHNOLOGY SAVES IN THE WAREHOUSE *continued from page 118*

The BUSINESS EDGE 2.0

Many Ways to Pick Orders

The system can include a multitude of ways to pick-and-pack orders—each order can go through ANY of these methods—the client decides on an order-by-order basis.

- **Pick on an order-by-order basis** is used when multiple products are placed into a combined shipping container. The picker is led through the warehouse in an efficient route.

- **Pick order on a carton basis** is used for products with pre-packaged master cartons that are ready for shipping. Users will pick a group of cartons and put order labels on them. When the order is brought into the shipping area, it is scanned to create a packing slip.

- **Pick for truck shipment** is used when there is a need to consolidate products on a skid for a customer. The warehouse system allows the picker to go through the warehouse gathering full skids and then back through the warehouse to collate the partial skids.

- **Packing verification** allows verification that the correct product is shipping at a packing station.

Orders that are picked in the warehouse are allocated in real time in The BUSINESS EDGE 2.0 system.



Additional Functionality

- **Wireless portable label printers** allow a variety of labels to be printed in the warehouse on a printer carried by the order picker. This on-demand printing greatly increases efficiency.

- **Location Inquiry** shows immediately where the product is stocked.

Eliminate Physical Inventories

- **The Wireless inventory verification system** allows a company to quickly and easily check the accuracy of

the product quantity and location. With the Wireless Warehouse, the need for cycle counting and physical inventories is completely eliminated.

- **Pick replenishment system** prompts the warehouse to fill pick locations from overstock locations when the pick locations fall below minimum quantities.

- **Put away screens** tell users what zone locations the product should be put away into, helping keep the high-velocity inventory in easily accessible locations, while lower-turnover inventory is kept in more remote locations. For products that have multiple overstock locations, the system can also tell the user if the current inventory should be put in an overstock or a pick location.

- **Directed put away** can be accomplished by simply printing the location on the package label to tell the user what location to put the product into based on the carton size, empty locations, zone of the product and current stock already in the warehouse.

Wireless Warehouse Spells Efficiency

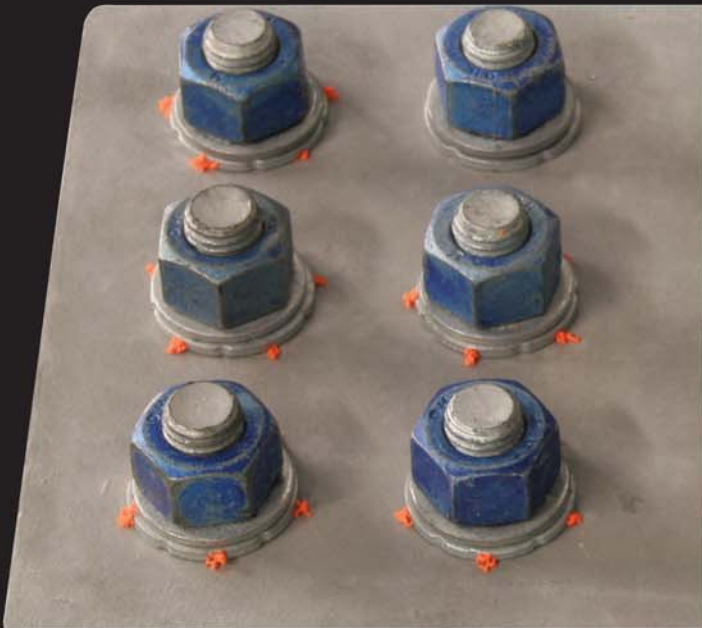
All of the functions of The BUSINESS EDGE 2.0 Wireless Warehouse are native and integral to the host system. A company can begin a process from a full sized screen and pick it up midway with a wireless device. Alternatively, if something is being handled by the wireless system and it needs to be finished with a PC, there is no problem at all. Flexible put away, picking and

packing enable the handling of both regular and "rush" orders with ease. Moving items in Inventory or adjusting quantities are all done with wireless scanners. Having full control of everything that happens in the warehouse in real time can revolutionize the level of efficiency. It is a very wise investment. ◉

Standard DTIs* Squirter® DTIs*



In-Stock and Ready to Ship



- *USA's only Quenched and Tempered DTIs in accordance with ASTM, RCSC and the Fastener Quality Act.
- Squirter® DTIs are covered by ASTM, ASME and AASHTO.
- DTI CERT's/MTRS online



Watch our field bolting clinics.
Scan with Smart phone or
view on line at appliedbolting.com



the best way to bolt!

www.appliedbolting.com

email: info@appliedbolting.com

1 800 552 1999 1 802 460 3100

TRAINING • FIELD SUPPORT • TECHNICAL EXPERTISE

Earnings and Wages

Earnings trends have been on an upward trajectory but were unchanged in April, holding at a net negative 23 percent. Nineteen percent of small employers reported raising compensation and three percent reported reductions in worker compensation, yielding a net 15 percent reporting higher worker compensation (down 1 point from March). A net nine percent of owners plan to raise compensation in the coming months.

Credit Markets

Thirty-one (31) percent of owners reported that all their credit needs were met; 50 percent explicitly said they did not want a loan (63 percent including those who did not answer the question, presumably uninterested in borrowing as well). Only six percent of owners reported that all their credit needs were not met, down 1 point and only 2 points above the record low.

Capital Outlays

The frequency of reported capital outlays over the past six months fell 1 point to 56 percent, after rising steadily, albeit by small increments, since January. The frequency of expenditures being made remain at the high end of recession-type readings, consistent with the lack of interest in expansion and the dim outlook for business conditions. The percent of owners planning capital outlays in the next three to six months fell 2 points, with a reported 23 percent planning to make future expenditures.

Good Time to Expand

Only four percent of those surveyed characterized the current period as a good time to expand, unchanged from last month and historically a very weak number. Of those who said it was not a good time to expand, 62 percent cited "economic conditions" and 24 percent cited "the political climate." The net percent of owners expecting better business conditions in six months was a net

negative 15 percent, an increase of 13 points over March.

Inventories

The pace of inventory reduction continued, with a net negative six percent of all owners reporting growth in inventories. For all firms, a net negative 1 percent (unchanged) reported stocks too low, historically a good level of satisfaction with inventory stocks.

Plans to increase inventories gained 5 points but rose only to a net zero percent of all firms.

Inflation

Twenty percent of surveyed NFIB owners reported price increases (up 2 points) and 15 percent reported reducing their average selling prices in the past three months (down


2 points). The net percent of owners raising selling prices was three percent, up 4 points. Twenty-one (21) percent of owners plan to raise average prices in the next few months, and three percent plan reductions, both unchanged from March's report.

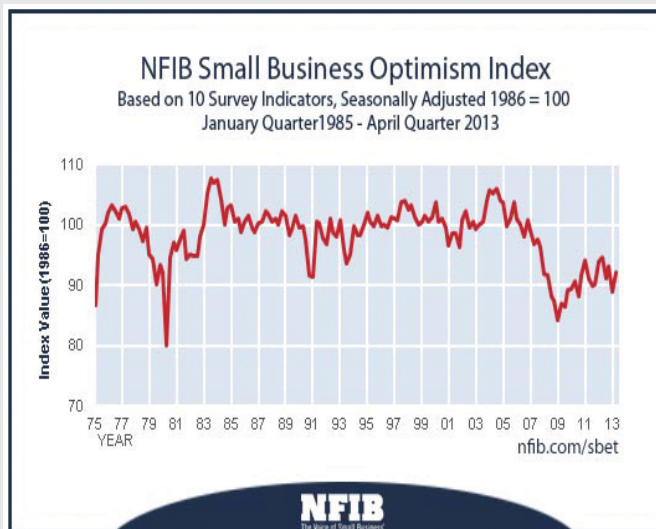
Today's report is based on the responses of

1,873 randomly sampled small businesses in NFIB's membership, surveyed throughout the month of April.

For more information, download the complete study at www.nfib.com/sbetindex.

**All net percentages seasonally adjusted unless otherwise noted.*

NFIB's Small Business Economic Trends is a monthly survey of small-business owners' plans and opinions. Decision makers at the federal, state and local levels actively monitor these reports, ensuring that the voice of small business is heard. The NFIB Research Foundation conducts some of the most comprehensive research of small-business issues in the nation. The National Federation of Independent Business is the nation's leading small-business association. A nonprofit, nonpartisan organization founded in 1943, NFIB represents the consensus views of its members in Washington, D.C., and all 50 state capitals. 



News Plus More.

News Briefs

Feature Articles

FIN Fastener Stock Tracker

Daily Fastener Quiz

FIN Classifieds

Product News

Fastener History

FIN Calendar

Trade Shows

Associations

Article Store

Fastener Quality

Obituaries



GLOBAL

FASTENER NEWS.COM

Tel 503-335-0183 E-mail FIN@GlobalFastenerNews.com

2207 NE Broadway #300, Portland, OR 97232, USA

ADVERTISERS INDEX

- A**
- ABBOTT INTERFAST** 40
Your complete fastener house
Tel (847) 777-3030
Fax (847) 459-4076
- ACCURATE MFG. PRODUCTS** 29
Full line of extra thick component washers.
#0 thru 4" bolt sizes, standard & special sex bolts
Tel (317) 472-9000
Fax (317) 472-9010
- ACS MANUFACTURING, INC** 65
Formed spring steel fasteners
Tel (888) NUTS-R-US
Fax (847) 695-6336
- ADDISON PACKAGING, INC.** 43
Specializing in packaging hardware into poly bags, link bags and cartons. Custom print, barcodes, labels, header cards and warehousing available.
Tel (630) 293-4600
Fax (630) 293-4916
- ADVANCE COMPONENTS** 7
The Distributor's source for specialty fasteners
Tel (972) 446-5500
Tel (972) 446-5500
- AJAX WIRE SPECIALTY CO., INC.** 163
Wire spring manufacturer. Short and long runs, all sizes, all lengths.
Tel (855) 966-AJAX (2529)
Fax (516) 935-2334
- ALBANY STEEL & BRASS** 69
Specialty Tapping Screws - Swageform
Tel (312) 733-1900
Fax (312) 733-9887
- ALFA TOOLS (A DIVISION OF ALFA MANUFACTURING)** 137
Full line of drills, taps, dies, annular cutters, end mills, abrasives and screwdriver bits.
Tel (800) 253-2532
Fax (800) 258-6657
- ALL AMERICAN WASHER WERKS** 106
Quality producers of washers and stampings
Tel (847) 566-9091
Fax (847) 566-8381
- ALPHA-GRAINGER MFG. CO.** 25
Electronic hardware, captive screws, shoulder screws, spacers & standoffs
Tel (508) 520-4005
Fax (508) 520-4185
- ALUMINUM FASTENER SUPPLY COMPANY, INC** 194, 195
Specializing in a range of aluminum fasteners
Tel (800) 526-0341
Fax (239) 643-5795
- AMERICAN IMPERIAL SCREW CORP.** 113
500m fasteners in various materials and finishes. Stocking distributor of spring steel fasteners.
Tel (800) 431-2391
Fax (845) 354-4377
- ANDROCK HARDWARE** 85
304 Stainless steel eyebolts, S-hooks in 304SS & eye bolts with lag threads
Tel (815) 229-1144
Fax (815) 229-1895
- APPLIED BOLTING TECHNOLOGY** 207
Manufacturer of Direct Tension Indicators. A simple, accurate & cost effective product used to measure tension on A325 & A490 bolts.
Tel (800) 552-1999
Fax (802) 460-3104
- AUSTIN HARDWARE & SUPPLY** 95
Authorized stocking distributor, tool repair facility for the finest brand name fasteners and installation tools including VMI programs.
Tel (800) 220-8118
Fax (888) TO-RIVET
- AZ LIFTING HARDWARE** 61
Carbon and stainless steel eyebolts, eye nuts, shackles, wire rope clips, lifting eye bolts, turnbuckles, thimbles, hooks & swivels.
Tel (888) 936-1466
Fax (623) 936-8909
- AZTECH LOCKNUT CO.** 117
Metal prevailing torque locknuts of all types & sizes.
Tel (800) 321-5625
Fax (630) 236-3210
- B**
- BAY FASTENING SYSTEMS** 3
Leader in the engineered fastener industry, Millions in stock, lowest prices, next day delivery.
Tel (800) 718-8818
Fax (516) 294-3448
- BIG RED FASTENERS** 31
Domestic manufacturer of B7 studs. Fast, accurate service. Expedited service available.
Tel (918) 251-7291
Fax (918) 251-7311
- BRADLEY COATINGS** 109
Experts in Preapplied Adhesives and Sealants. including: Loctite Dri-Loc, 3M Scotchgrip, Nylon Patch, Tec-Flon Thread-Masking, Plastisol, Head Identification Marking, and Casting Impregnation.
Tel (630) 443-8424
Fax (630) 443-8421
- BRANAM FASTENING** 61
Projection weld screws & nuts, CD studs, arc studs, clinch studs. DIN 928 & 929
Tel (800) 860-7883
Fax (440) 327-3204
- BRIKXSEN** 171
Master distributor of the highest quality stainless steel fasteners with competitive pricing. Provide 24-hour delivery turnaround.
Tel (800) 962-1614
Fax (321) 363-5831
- BRIGHTON-BEST INTERNATIONAL** OBC
Socket & square head set screws, hex keys, L-Nine products, Grade 8 hex head, shoulder bolts, pipe plugs, dowel springs, nuts & metrics
Tel (562) 808-8000
Fax (562) 808-8108
- C**
- CABLE TIE EXPRESS** 115
Master distributor for cable ties and wire management products
Tel (888) 603-1233
Fax (800) 395-1233
- CAPITAL MARKETING** 83
Business development and improvement, fastener applications, merger and acquisition, supply chain management, and strategic planning.
Tel (336) 884-1704
- CARDINAL FASTENER, INC.** 2
Largest manufacturer of hot forged fasteners in North America. Sizes from 1/2" to 3" or M20-M72.
Tel (216) 831-3800
Fax (216) 292-1465
- CAVALIER INDUSTRIAL SPECIALTIES** FRONT COVER, 16
Provides manufacturing and quality processes for non-standard made-to-order steel fasteners
Tel (757) 427-6405
Fax (757) 427-2315
- COMPONENT PACKAGING** 187
Contract packager specializing in the fastener industry - automated or hand bagging, shrink packaging and order assembly.
Tel (417) 624-9395
Fax (417) 624-2303
- COMPUTER INSIGHTS** 19
Offering "The Business Edge," a complete integrated system for fastener distributors
Tel (800) 539-1233
Fax (630) 893-4030
- CRAFTLINE STORAGE SYSTEMS** 44
Bin cabinets, drawer systems, compartment boxes, fastener storage systems, custom products, tip-out cabinets and racks since 1945
Tel (800) 505-9099
Fax (203) 234-7978
- D**
- THE DALE COMPANY** 79
U-Bolts, Square U-Bolts, Anchor Bolts, Studs, J-Bolts, Eye Bolts and S-Hooks
Tel (713) 928-3437
Fax (713) 928-8065

SPECIALTY SCREW MANUFACTURING

Superior Quality Fasteners!
With a Special Division of “Tamper Resistant Screws”
- stock and made to order!

*The **Pioneer** in Screw
Manufacturing!*

- Standard & Specials
- Inch & Metric
- Alloy & Stainless Steel

- Quick Delivery
- Volume Discount
- Competitive Pricing

FOR A QUOTE...
Call or Fax us Today!



**SPECIALTY SCREW
MANUFACTURING**

16329 1/2 Piuma Avenue
Cerritos, CA 90703

Tel: 562-865-5040

Fax: 562-865-5056

Email: sales@specialtyscrewmfg.com



We now stock!!!



[www. Specialtyscrewmfg.com](http://www.Specialtyscrewmfg.com)

ADVERTISERS INDEX

D continued...

DARLING BOLT 97

Large and special hex cap screws & socket products in addition to 12 point flange screws

Tel (800) 882-0747
Fax (586) 757-1555

DELTA SECONDARY 55

Cut off & chamfer, cut threading, cross drilling, drilling & tapping, turning, milling, slotting, grooving. Quality machine shop offering fastener distributors over 35 years of machining experience.

Tel (630) 766-1180
Fax (630) 766-1285

DISTRIBUTION ONE 68

Distribution software for your fastener wholesale distribution business

Tel (888) 730-8600
Fax (609) 387-7600

DISTRIBUTOR'S LINK, INC. 204, 215

Tel (800) 356-1639
Fax (239) 643-5220

DIVSPEC 100

Full line fastener distributor including strut and strut accessories.

Tel (908) 688-2550
Fax (908) 688-9385

THE DYSON CORPORATION 67

Domestic bolt and nut assemblies in stock for quick delivery.

Tel (800) 680-3600

E

E & A PRODUCTS 122

Anchor bolts, threaded rod, special hex nuts, coupling nuts and domestic fasteners.

Tel (800) 711-0830
Fax (763) 493-3214

ELGIN FASTENER GROUP 147

Industrial fasteners from Ohio Rod Products, Versailles, IN; Landreth Fastener and Leland-Powell, Martin, TN; Chandler Products, Cleveland, OH; Silo Fastener, Versailles, IN; Quality Bolt & Screw, Brecksville, OH; Northern Wire LLC, Merrill, WI; Telefast Industries, Berea, OH and Vegas Fastener Mfg, Las Vegas, NV.

Tel (812) 689-8917

ELITE SALES, INC. IFC

Importers of wire rope, strand, cable, hardware, chain products in ungalvanized, galvanized, and stainless steel.

Tel (305) 262-3105
Fax (305) 262-3859

EMPIRE FASTENERS 189

Fillister head - specialty drilling

Tel (800) 598-5212
Fax (718) 726-4067

E-Z LOK

Thread inserts for metal, wood & plastic

Tel (800) 234-5613
Fax (310) 353-4444

EZ SOCKETS, INC. 27

Socket products in alloy or stainless

Tel (800) 631-7833
Fax (973) 376-7130

F

FALL RIVER MFG CO., INC. 23

Stainless steel & non-ferrous fasteners

Tel (800) 275-6991
Fax (508) 675-8770

FASCOMP 133

Spacers, standoffs, ferules, captive & shoulder screws, thumbscrews, jackscrews and handles.

Tel (407) 226-2112
Fax (407) 226-3370

FASTAR, INC. 24

Coiled spring pins, slotted spring pins, dowel pins, cotter pins, taper pins, and special pins

Tel (888) 327-8275
Fax (845) 369-7989

FASTENER WEBSITES 140, 142, 144, 146, 148, 150

FORD FASTENERS, INC. 15

410SS Self-drilling, tapping-thread cutting screws

Tel (800) 272-3673
Fax (201) 487-1919

G

GLOBALFASTENERNEWS.COM 209

24-hour online news for the fastener industry.

GREENSLADE & COMPANY, INC 129

Fastener inspection equipment, dimensional calibration and innovative gage design to manufacturers and distributors.

Tel (817) 870-8888
Fax (817) 870-9199

H

HANGER BOLT & STUD CO 73

Hanger bolts, studs, dowel screws, pins

Tel (800) 537-7925
Fax (800) 994-2658

HANSON RIVET & SUPPLY CO. 35

Rivets, threaded inserts, riveting tools, riveting machines, washers

Tel (866) 61-RIVET (617-4838)
Fax (323) 221-5300

HEICO LOCK 83

Heico-Lock wedge washers offer exceptional resistance to vibration, high dynamic loads and thermal cycling. Heico-Lock ring washers also available.

Tel (828) 261-0184

HI-TECH 57

Specializing in a range of stainless self-drilling, self-tapping, and thread cutting.

Tel (800) 858-7341
Fax (718) 392-4337

HOLBROOK MFG, INC. 47

World-class manufacturer of Custom and Standard Fasteners geared toward engineering products for the future.

Tel (847) 229-1999
Fax (847) 229-0996

ICS FLANGE 41

Stocks flange bolts and nuts in Grade 5, 8, 8.8 and 10.9 in steel and stainless in any finish.

Tel (800) 231-0360
Fax (800) 586-2461

IMPERIAL RIVETS & FASTENERS COMPANY, INC. 99

Manufacturer of special fasteners; rivets, binding post screws, anchors

Tel (630) 964-0208
Fax (630) 963-0289

INDUSTRIAL FASTENER INSTITUTE 131

Technical Fastener Association

Tel (216) 241-1482

INLAND TESTING EQUIPMENT, INC. 43

Distribution of various salt spray chambers and other sophisticated test equipment.

Tel (630) 293-3800
Fax (630) 293-4916

INTERCORP 125

Premium-quality fasteners for every construction need. Self-Drilling, drywall, needle point, stainless steel, pole gripper, outdoor, cement board and woodworking.

Tel (800) 762-2004
Fax (714) 744-4672

INTERCONTINENTAL SALES CORPORATION (I-S-C) 87

Niche Wholesaler of Fastener and Building Products. No minimum order, same day shipping, private labeling at no extra charge.

Tel (954) 943-1939
Fax (954) 943-6662

INTERFAST GROUP 127

Distributor/importer of drywall, deck, self-drilling and self-piercing screws.

Tel (800) 605-1233
Fax (909) 930-2183

INxSQL 51

Provide distribution ERP solutions for the Fastener Industry.

Tel (877) 446-9775

JTD STAMPING CO. INC. 149

Manufacturer of all types of washers

Tel (800) 927-7907
Fax (631) 643-40166

PWS'S BRAND NEW FACILITY IN CHINO, CA.



COMMITTED TO DISTRIBUTORS. COMMITTED TO YOU.

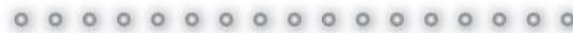
Pacific Warehouse Sales has long been the go-to supplier for distributors. In fact, we've worked solely with distributors for nearly 30 years now. As a family business, we pride ourselves on our attention-to-detail, vast product portfolio and commitment to customers of every size and need.

PWS'S WIDE RANGE OF ITEMS

- Rivets – Blind, Closed End, Multigrip
- ACT Fastening Solutions Cable Ties and Accessories
- Spirol® Slotted Spring Pins and Coiled Pins
- Western Wire Products Cotter Pins, Hitch Pins and Wire Products
- G.L. Huyett Clevis Pins, Keystock, Machinery Keys
- Taper Pins
- Sherex® Rivet Nuts
- Powercoil® Wire Thread Inserts
- ITW Devcon® /Permatex® Adhesives, Metal Repair, Lubricants, Cleaning Products
- KMC® Clamps – Vinyl Dipped & Rubber
- Camcar® LLC Socket Products
- Krylon® Industrial Paints and Lubricants
- Prestige Stamping Domestic Through Hardened Washers.



PACIFIC WAREHOUSE SALES



15368 EL PRADO ROAD
CHINO, CALIFORNIA 91710

PHONE #909-287-7750 FAX #909-287-7755

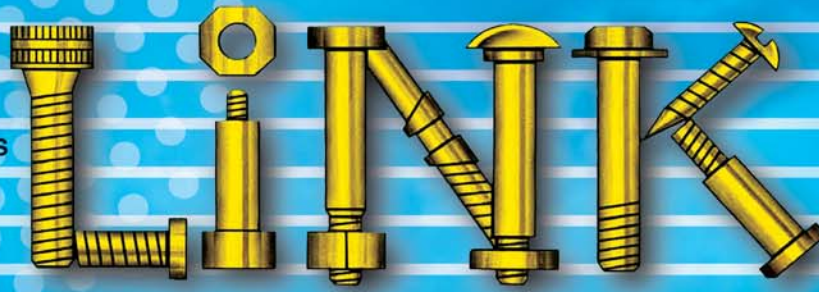
TOLL FREE FAX #800-874-0587

E-MAIL: SALES@PACIFICWAREHOUSES.COM WWW.PACIFICWAREHOUSES.COM

ADVERTISERS INDEX

- K**
- KEN FORGING, INC.** 21
Manufacturer of forged eye bolts, rod ends, stainless, clamps
Tel (888) 536-3674
Fax (440) 992-0360
- KEY BELLEVILLES** 35
Belleville disc springs made in the U.S.A.
Tel (800) 245-3600
Fax (800) 847-1672
- KINTER** 107, 135
X-mas tree and ratchet style nylon push-in fasteners; binder posts, screws and sex bolts; Zip-It wall board anchors and economy style screw drivers and wrenches.
Tel (800) 323-2389
Fax (847) 623-0105
- K-T BOLT MFG. CO. INC.** 141
Bolt manufacturing, forging
Tel (800) 553-4521
Fax (281) 391-2673
- L**
- LELAND INDUSTRIES INC** 111
Domestic manufacturer of bolts, nuts, screws in carbon or stainless. Custom threading and specials. Wire bending, threading to 4". Bolts to 6" x 3/4" dia, U-Bolts and Anchors.
Tel (800) 263-3393
Fax (416) 291-0305
- LEP SPECIAL FASTENERS** 183
Domestic cold formed specials per print.
Tel (800) 444-3743
Fax (765) 659-7164
- LOCKNUT TECHNOLOGY** 59
Manufacturer of All-Metal Prevailing Torque Locknuts and Flextop™ Locknuts.
Tel (630) 628-5330
Fax (630) 628-5331
- LOK-MOR, INC.** 49
Full line of locknuts
Tel (800) 843-7230
Fax (817) 453-2923
- M**
- MAR-BRO MANUFACTURING, INC.** 63
Specialty cold former and leading manufacturer of socket head fasteners.
Tel (602) 278-8197
Fax (602) 269-1235
- MEHTA TRADING INTERNATIONAL** 169
The complete MILL stainless fastener source.
Tel (888) 324-6974
Fax (972) 642-1244
- METRIC & MULTISTANDARD COMPONENT CORP.** 13
Fasteners, specialties, tubings/fittings, wrenches, cutting and measuring tools
Tel (800) 431-2792
Fax (914) 769-5049
- MICRO PLASTICS CORP.** 1
Nylon fasteners, printed circuit board fasteners & assortment kits
Tel (870) 453-8861
Fax (870) 453-8676
- MW INDUSTRIES, INC - TEXAS** 37
Texas based, ISO 9001:2008 certified, manufacturer of washers, special fasteners and metal stamping for 35 years.
Tel (800) 875-3510
Fax (281) 233-0449
- N**
- ND INDUSTRIES** 89
Self-locking and self-sealing processes
Tel (800) 521-2663
Fax (248) 288-0022
- NORTHEAST FASTENERS** 11
Supplying a range of fasteners for the Commercial, military, aerospace and automotive industries.
Tel (860) 589-3242
Fax (860) 589-6969
- NOVA FASTENER, CO.** 103
Full line screws, nuts, bolts, washers, and fence related parts.
Tel (800) 645-1234
Fax (631) 225-6828
- NUCOR FASTENER CORP.** 80, 81
Manufacturer of a nuts, bolts & washers
Tel (800) 955-6826
Fax (260) 337-1726
- O**
- OSSCO BOLT & SCREW CO., INC.** 87
Distributor of nuts - full range
Tel (800) 367-2688
Fax (401) 461-6970
- P**
- PAC FAS div. BIG H CORP.** 157
Full line supplier of packaged fasteners
Tel (800) 444-5834
Fax (800) 388-8077
- PACIFIC WAREHOUSE SALES** 213
Fastener distribution warehouse for spring pins, taper pins, dowel pins, woodruff keys, studs, threaded rods, blind rivets, key stock & cable ties.
Tel (909) 287-7750
Fax (909) 287-7755
- PINNACLE CAPITAL CORPORATION** 181
Business Sales/Divestitures; Acquisitions and Acquisition Searches. Serving the Global Fastener Industry since 1993.
Tel (212) 267-8200
- PIVOT POINT** 75
Award-winning non-threaded fastener solutions. Quick release, clevis and cotter pins
Tel (920) 349-3251
Fax (920) 349-3253
- PORTEOUS FASTENER CO.** 71
Master distributor of standard nuts, bolts, screws, washers and threaded rod.
Tel (310) 549-9180
Fax (310) 835-0415
- PRECISION SPECIALTIES** 105
Precision Specialties has been supplying OEMs and distributors with "Simply the Best" service and availability of specialty fasteners for over 25 years.
Tel (901) 854-5640
Fax (901) 854-5702
- R**
- RAF ELECTRONIC HARDWARE** 177
Electronic Hardware
Tel (203) 888-2133
Fax (203) 888-9860
- W.J. ROBERTS CO.** 31
Spacers and standoffs. Hex and rounds 3/16 to 5/8 diameter. Standoffs in brass, aluminum, steel and stainless steel.
Tel (781) 233-8176
Fax (781) 231-1456
- ROTOR CLIP COMPANY, INC.** IBC
Retaining rings, hose clamps and related products
Tel (800) 557-6867
Fax (732) 469-7898
- R&R ENGINEERING INC.** 143
Bent bolts, wire forms
Tel (800) 979-1921
Fax (800) 345-9583
- S**
- SARJO'S FAS-KIT ASSORTMENTS** 173
Complete line of fastener assortments customized with your company's information
Tel (800) 44-SARJO
Fax (845) 454-0070
- SCREW & SUPPLY CO. INC.** 32
Tamper-resistant security screws made in USA.
Tel (800) 223-1316
Fax (631) 567-3057

THE
DISTRIBUTOR'S



THE NATIONAL MAGAZINE FOR FASTENER DISTRIBUTORS

don't gamble
your advertising
dollars away...

pick a sure bet and advertise
in our Vegas Show Issue!

With its many benefits, Link is the proven standard for print and
online magazine advertising for the Fastener Industry



READ ONLINE



SUBMIT ONLINE



@OfficialLinkMag

- Free **Feature Article** for your company
- Free **Online Edition Ad** with hyperlinking

- Free **Web Directory Ad** in print and online editions
- Handed out at **National Industrial Fastener
& Mill Supply Expo** Las Vegas, NV

deadlines:

editorial 08.15.13 advertising 08.25.13



RESERVE YOUR SPOT NOW! CONTACT US FOR ADVERTISING OPPORTUNITIES

1-800-356-1639 . 239-643-2713 . maryann@linkmagazine.com . tracey@linkmagazine.com

ADVERTISERS INDEX

S continued...

SEASTROM MFG. 155

Broad product line including washers, clamps, brackets, spring clips, retaining rings, spacers, solder lugs & more!
Tel (800) 634-2356

SHANGHAI FAST-FIX RIVET CORP 205

Rivet Manufacturer in China.
Tel 0086-21-58912860
Fax 0086-21-58912793

SHEAR-LOC PRODUCTS 52

The original instant thumbscrews. The ultimate socket head cap screw accessory
Tel (800) 775-5668
Fax (949) 768-8705

SMALLEY STEEL RING CO. 65

Manufacturer of spiral retaining rings, Spirawave® wave springs, and flat wire compression springs. Free engineering assistance for distributors.
Tel (847) 719-5900
Fax (847) 719-5999

SOLOON MANUFACTURING CO. 139

Solon belleville springs, Solon flange washers and Solon disc springs manufacturer. Online part search.
Tel (800) 323-9717
Fax (440) 286-9047

SOLUTION INDUSTRIES 53

Tap bolts, screen bolts, dome plow bolts, tooth plow bolts, hex nuts, zinc plated socket products, and nylon patched products.
Tel (866) 297-8656
Fax (440) 816-9501

SPECIALTY SCREW 211

Manufacturer of security screws
Tel (626) 336-2900
Fax (626) 336-2910

SPIROL INTERNATIONAL CORP. 90

Coiled and slotted spring pins, solid pins, disc springs, alignment dowels and bushings, spacers, compression limiters, machined nuts, threaded inserts and shims.
Tel (800) 321-4679
Fax (860) 774-0487

SRC SPECIAL RIVETS CORP. 199

Blind Rivets. Company Rep: Tony DiMaio.
Tel & Fax (978) 521-0277

STELFAST FASTENERS, INC. 33

Fastener importer specializing in nuts, washers and wheel attaching hardware.
Tel (800) 729-9779
Fax (440) 879-0044

SUPERIOR WASHER & GASKET 39

Stocking mfg of washers, shims & small stampings
Tel (631) 273-8282
Fax (631) 273-8088

SUPPLY LINE 173

MRO distributor supply warehouse
Tel (800) 447-2756
Fax (845) 454-0070

T

TAMPER-PRUF SCREW, INC 93

Security hex, torx, one way, drilled spanners.
Tel (562) 531-9340
Fax (562) 531-2464

TITAN FASTENER PRODUCTS 161

Quality packaged fasteners for distributors
Tel (800) 789-8112
Fax (912) 262-6401

TRINITY HARDWARE HEADQUARTERS 48, 77, 119

Hex cap screws; round and square head bolts; #3, #4, and #7 head plow bolts; nuts (all types); flat and lock washers; threaded rod; storage pans and cabinets
Tel (888) 232-1010
Fax (563) 441-6760

U

UMETA OF AMERICA 52

OEM quality grease fittings and grease guns
Tel (704) 799-1840
Fax (704) 799-1923

UNITED FASTENERS & HARDWARE 159

Importer of spring steel fasteners, electronic hardware and self-clinching fasteners.
Tel (407) 851-7431
Fax (407) 851-7432

UNICORP ELECTRONIC HARDWARE 175

Manufacturer of standoffs, spacers, handles, insulating washers, captive screws, thumbscrews, shoulder screws and cable ties.
Tel (800) 526-1389
Fax (973) 674-1700

UNIQUE INDUSTRIES 165

Manufacturer of specialty threaded items
Tel (205) 668-0490
Fax (205) 668-0431

USA FASTENER GROUP 131

Full service job shop/manufacturing facility servicing the fastener industry. Specials and stand fasteners.
Tel (713) 641-4600
Fax (713) 641-4655

V

VIRGINIA FASTENERS 121

Specializing in hot dipped galvanized timber, hex, carriage, lag bolts, tie rods, nuts/washers.
Tel (800) 368-3430
Fax (757) 436-1460

VOLT INDUSTRIAL PLASTICS, INC. 9

Specializing in precision plastic fasteners, all types & quantities
Tel (800) 844-8024
Fax (870) 453-8707

W

WESTERN WIRE PRODUCTS 153

Cotter pins, wire fasteners
Tel (800) 325-3770
Fax (636) 305-1119

WM. H. BREWSTER JR., INC. 167

Manufacture quality precision washers, shims and discs for all industries. Specialize in the fabrication of thinner thicknesses from .0005 and up. All made in the USA.
Tel (973) 227-1050
Fax (973) 227-2363

WILLIE WASHER MFG. 101

Special washers, stampings & prototype parts
Tel (847) 956-1344
Fax (847) 956-7943

WROUGHT WASHER MANUFACTURING, INC. 91

Custom stampings & washers
Tel (800) 558-5217
Fax (414) 482-0144

WYANDOTTE INDUSTRIES 123

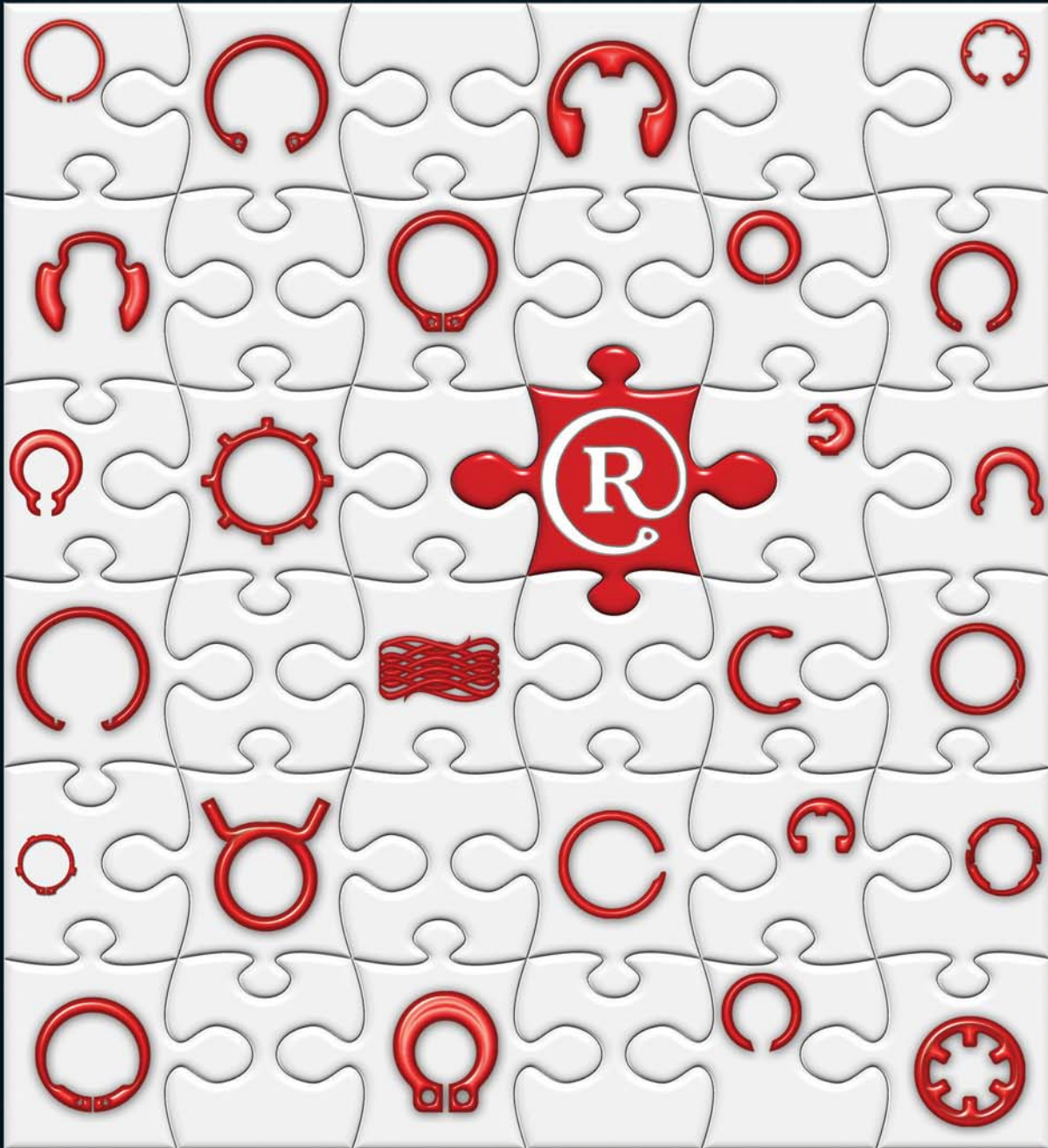
Special hexagon nuts milled from bar
Tel (734) 283-1870
Fax (734) 283-6166

Z

ZONBIX ENTERPRISE CO., LTD. 45

Gathering fasteners into one shipment to save costs.
Tel 886-7-6994364
Fax 886-7-6994318

Vendor Consolidation Isn't Puzzling



Free Samples

Streamline your supplier of retaining rings, spiral rings, hose clamps and wave springs by buying from one manufacturer: Rotor Clip. In addition to exceptional quality and lot traceability, consolidating your requirements lowers overall transaction costs. And parts are manufactured to inch, DIN, ANSI metric, and JIS standards to fit virtually every application, with a variety of finishes and materials available.

- True Military Certifications
- RoHS and ELV Compliant
- Certified to ISO/TS 16949

www.rotorclip.com

+1.732.469.7333 • sales@rotorclip.com



Designed for Quality

QUALITY YOU CAN SEE

UNIFORM GRAIN FLOW = SUPERIOR STRENGTH

Exceptional performance "ingrained" in every product



**BRIGHTON-BEST
INTERNATIONAL**

www.brightonBEST.com • 1 - 8 0 0 - 2 7 5 - 0 0 5 0

USA • Atlanta, GA • Boston, MA • Charlotte, NC • Chicago, IL • Cincinnati, OH • Cleveland, OH • Dallas, TX • Detroit, MI • Houston, TX • Logan Township, NJ
• Los Angeles, CA • Maple Grove, MN • Miami, FL • Nashville, TN • Portland, OR • San Francisco, CA • Sayreville, NJ • Seattle, WA • St. Louis, MO • Tampa, FL
CANADA • Edmonton, AB • Montreal, QC • Toronto, ONT • Vancouver, BC

BBI products and services offered exclusively through distribution ©2013 Brighton-Best International, Inc.