

American News

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IFI Names Walker as 8th Managing Director

Dan Walker, PE, will be the new managing director of the Industrial Fasteners Institute. Walker will officially join the IFI in August 2018. He has been vice president of Thomas Associates Inc. of Cleveland since 2015 and held a variety of engineering and administrative roles with Thomas since 1996. The roles include being general manager of the Metal Building Manufacturers Association; executive director of the Concrete & Masonry Anchor Manufacturers Association; technical director with National Sunroom Association; senior account executive; senior engineer of technical services; and staff engineer. Walker has experience managing technology and research projects, codes, membership recruitment and retention, strategic planning, budgeting and safety education. Walker succeeds Rob Harris, managing director from 1995 through 2017.



Kerr Lakeside Marks 70th Anniversary

Kerr Lakeside Inc. is marking its 70th anniversary in the fastener business. Charles L. Kerr had organized Krafline Industries Inc. in 1945 to manufacture a military fastener. The company went dormant after WWII. In 1947, Gus LaGanke, Kerr and other associates renamed it C.L. Kerr Industries Inc. Lakeside Machine Products was organized in 1943 to operate a Browne & Sharpe automatic screw machine plant. The two companies purchased and resold each other's products, leading to the merger. Kerr Lakeside remains a family run company that is now managed by the third and fourth generations.

Under the leadership of current president Charles Kerr II, Kerr Lakeside now manufactures socket screw products, precision turned and cold headed components in a 150,000 sq ft facility. Alex Kerr – representing the fourth generation of the Kerr family – is now vice president and general manager.



PPG Announces 6% Price Increases on North American Coatings

PPG announced price increases of up to 6% on all industrial coatings technologies in North America.

PPG vice president for industrial coatings Kevin Braun said continued increasing cost pressures from raw materials and labor drove the price hikes. The change has been effective July 1, 2018, and applies to all industrial coatings end-use segments.

Pittsburgh-headquartered PPG has been developing and delivering paints, coatings and materials for 130 years and today operates in 70 countries. PPG 2017 sales totaled \$14.8 billion. The PPG markets include construction, consumer products, industrial and transportation markets and aftermarkets.

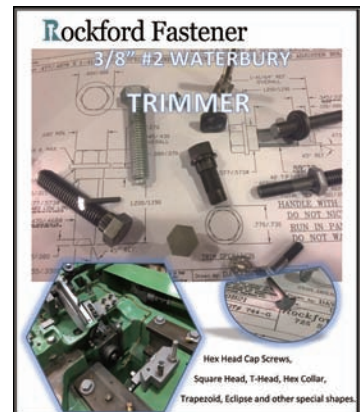


Ramco Specialties Acquires Copa Tool, Inc.

Hudson, OH, USA-based Ramco Specialties, Inc., has acquired Copa Tool, Inc., a precision machining company. Copa manufactures high-volume precision components supporting the automotive markets specializing in powertrain applications. The acquisition of Copa Tool ideally fits into the strategic vision of Ramco Specialties' current and future business model as an engineered solutions service provider to the North American automotive markets.

Rockford Fastener Adds In-House Trimming Capacity

While Rockford Fastener, Rockford, IL, USA, has always offered trimming services, the company has now purchased a 3/8" Waterbury trimmer to support quicker lead times required in today's competitive market. Trimming configurations now offered by Rockford Fastener include, but are not limited to, Hex Head Cap Screw, Square Head, T-Head, Rectangle, Trapezoid, Eclipse and many other shapes only limited by imagination.





Earnest Machine Adds Domestic Hex Nuts to Product Line

Rocky River, OH, USA-based Earnest Machine now offers domestic hex nuts in response to increased demand for USA-made products. “The federal Surface Transportation Assistance Act of 1982 requires the use of domestically made products in transit projects that receive more than US\$100,000 in federal money,” said Patrick Ginnetti, Marketing Director for Earnest Machine. While domestic nuts are required for federal transit-related projects, Ginnetti noted that they’re also specified in many other federally funded projects, such as energy, water works and military. Earnest Machine will carry nine sizes of domestic hex nuts—ranging in size from 1/4" to 7/8"—in fine and coarse threads and a variety of finishes. Ginnetti said the company will also offer a variety of value-added services including custom plating, drilling.

Richard Lynch to VP at MacDermid Enthone Industrial Solutions

MacDermid Enthone Industrial Solutions (MEIS), Waterbury, CT, USA,



a division of MacDermid Performance Solutions, has promoted Richard Lynch to VP of the Americas. With over 30 years in the business, Lynch brings with him a wealth

of experience, expertise and knowledge to the role. Lynch’s career has seen him hold a variety of roles in technical, sales and operations—most recently holding the position of Director of Marketing & Business Development at MEIS. Lynch will be responsible for the MEIS business in the Americas, leading the commercial strategy to keep the business at the forefront of the industry, including the ZinKlad® quality assurance program.

Beaulieu at NFDA: 2018 Is A Year For Spending

“This is a year you should be doing things, not waiting for a better time.” economist Alan Beaulieu advised the National Fastener Distributors Association.

During 2018 fix your website or invest in training for people you are hiring without skills, he added.

This is a time to borrow and invest in inflation-beating investments such as new product lines or opening in a new geographic territory, he suggested. “Lock in your lease.”

“Plan to pay back with inflated dollars.” Beaulieu said.

The U.S. economy in 2019 will be “slower” but that “is not bad”, Beaulieu said. A recession occurs about once a decade, he noted.

Changde Bolt Hardware Products Co., Ltd.



Our company is a professional manufacturer and distributor of special shaped fasteners which has passed **IATF 16949:2016** quality management system certification.



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The leading indicators are slowing, implying a slower 2019, but not a recession, the president of ITR Economics explained. The economy will rebound for the 2020 U.S. election year, he predicted. Certain slowing has to happen, Beaulieu said. He cited U.S. boat production as an example. It has been up for eight years and can't increase forever.

Beaulieu warns of a depression about 2030, but he suggested many people at the NFDA meeting can sell their companies and retire by then. Plan to pay off debt by 2028, he said.

Beaulieu pointed to multiple factors in declaring a good economy for 2018:

- U.S. manufacturing is doing well.
- The U.S. is almost “energy independent” and could be if needed.
- China’s labor costs have been rising 15% to 20% annually, “without productivity gains.”

China has “a dictator again” and “we know what happens with state-owned enterprises,” Beaulieu commented.

Earlier this year, the Central Committee of the Chinese Communist Party removed term limits, allowing president Xi Jinping to stay in power indefinitely.

- A problem for the U.S. economy is that “we don’t produce enough workers. Our fertility rate is too low.” Other low fertility countries such as Japan, Russia, Germany and Canada rely on immigration to provide a workforce.
- To spur the economy, tax cuts need “to be on people who spend”, Beaulieu said. Thus far half of companies gaining from the Trump tax cuts are investing in stock buybacks rather than spending, he observed. The tax cuts “are not spurring the economy”.

Savings are up and “that is good long term,” Beaulieu noted.

Want to assist your young adult offspring? Don’t pay off student loan debt, he advised. “Buy them a home as an asset, which will increase in value.”

Beaulieu to NFDA on Tariffs

“Nothing good” economist Alan Beaulieu advised the National Fastener Distributors Association regarding Trump’s tariffs.

“It will increase prices, reduce some profits and bring retaliation from Europe on bikes, boats, booze, bluejeans and beauty products.” Beaulieu predicted.

Exports are vital to the U.S. economy, Beaulieu observed. Exports account for 8% of GDP and the U.S. is the second largest exporter next to China.

Tariffs will drive up prices in the U.S., he said.

The “national security” claim behind the U.S. tariffs is just a dodge of WTO rules, Beaulieu noted.

The current tariffs are using a “shotgun where a rifle would work.”

Even with tariffs on steel from other countries, the U.S. steel industry is not going to open shuttered facilities or invest in new plants, Beaulieu told the NFDA.

“You are the head of a steel company. Are you going to invest knowing tariffs could go away?”



YAGU Jiangsu Yagu Standard Parts Co., Ltd.
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Vlier Products Marking 75th Anniversary

Vlier Products is marking its 75th anniversary during 2018. Founded in 1943 in Burbank, CA, Vlier initially supplied engineered parts for bombers and battleships. After World War II, Vlier created what would become its flagship product: the Vlier Pin to fixture small parts in tight, compact spaces. “The average person, knowingly or unknowingly, has likely

interacted with one of our products.” general manager Thomas Foley said, noting Vlier parts can be found in military aircraft, the space station, credit card readers, surgical instruments, rollercoasters and high-speed rail. Vlier’s catalog today totals 3,300 standard parts, including spring-loaded devices, quick-release plungers, leveling devices and mechanical components. Foley said Vlier plans to branch out into additional markets. Vlier Products, a division of Hutchinson Aerospace & Industry, is headquartered in Massachusetts.



Semblex Marking 50th Anniversary

Semblex Corporation is marking its 50th anniversary during 2018.

Semblex was founded in October 1968 by Daniel Haerther with three other employees to manufacture small diameter, standard fasteners in Illinois.

Haerther was chairman and owner for 39 years until his death in 2007 at age 82. The IFI honored Haerther with a Soaring Eagle award in 2011.

Since 2014 Semblex has been a subsidiary of Jinhap Co. Ltd, a privately-owned South Korean fastener manufacturer.

In 2018, Semblex has 260 employees and anticipates revenue will top \$80 million.

Semblex will bring in employees, retirees, customers, suppliers and other key individuals that have had a stake in the company’s success for events during October.

Its markets include automotive, consumer electronics, farm equipment, heavy truck, lawn and garden, motorcycle and powersports.

The future? “Semblex expects to continue to grow by focusing on the emerging trends in the automotive industry, which includes electrification and light weighting,” said sales VP Mark Quebbeman. “These trends will require new fastening products and methods, but we still expect a strong market in the future for mechanical fasteners to hold things together.” Thus Semblex is “always working on the development of new fastening product to meet new applications and non-traditional materials.”

“As opportunities arise,” Quebbeman said Semblex will “continue to expand our internal manufacturing capabilities to complement our core cold-forming expertise.”

Semblex has a facility in Mexico and its main plant and headquarters are in Illinois.

Fastenal to Expand in Winona



The city of Winona, MN, USA, and the Fastenal Company have announced a significant new development project that will bring hundreds of jobs to the city’s downtown riverfront. Fastenal has announced plans to build new office space on property it has purchased between the Mississippi River Bridge and Second Street. The project will create space for approximately 400 to 600 employees in the new downtown location and will build on energy of other projects and the broader effort of Opportunity Winona to energize this part of the community. Fastenal was founded in Winona and sells different types of industrial and construction supplies to customers in a number of different product categories.



MDM Releases 2018 Top Fastener Distributors List

MDM (Modern Distribution Management), Lafayette, CO, USA, which provides competitive intelligence for wholesale distribution, has released its 2018 Top Distributors List. The list analyses 14 industry sectors by revenue size, and can be freely downloaded at the MDM website. The 2018 list’s top fastener distributors, alphabetically with annual revenue numbers are: Bisco Industries: US\$156,950,000, Bossard America: US\$222,300,000, Copper State Nut & Bolt: US\$148,390,000, Eastern Industrial Supplies Inc.: revenue not available, EFC International: US\$89,360,000, Endries International: US\$428,940,000, Fastenal Company: US\$1,560,018,000, The Hillman Group: US\$838,368,000, Kimball Midwest: US\$240,000,000, KLX Inc.: US\$1,090,000,000, Lawson Products: US\$305,907,000, McMaster-Carr: revenue not available, MSC Industrial Supply: US\$2,887,744,000, Optimas OE Solutions, LLC: US\$330,670,000, W.W. Grainger: revenue not available, Wesco Aircraft: US\$1,429,429,000, and Würth - Americas: US\$2,135,456,000.

American Ring Acquires Assets of S&M Retaining Ring



American Ring, Solon, OH, USA, a family owned and operated manufacturer and supplier of retaining rings, snap rings and Belleville disc springs, has acquired all tooling, dies, equipment and intellectual property of S&M Retaining Ring. Founded in 2001 by Michael O’Shea, Sr., S&M Retaining Ring produced tapered section retaining rings, stamped out of carbon spring steel, stainless steel (PH 15-7 MO) and beryllium copper all to the ASME B18.27-1998 and MIL_DTL 21248 specifications. A gifted tool and die engineer, O’Shea had over 40 years of experience in the retaining ring industry, having worked for Waldes Truarc, Rotor Clip and Industrial Retaining Ring. Upon his death in May of 2017, the O’Shea family wished to see his legacy live on, and American Ring is pleased to fulfil that request. With the acquisition of S&M Retaining Ring’s tooling, dies, equipment and intellectual property, coupled with American Ring’s exceptional engineering capability and customer service, the company said that it is excited about the product offerings it will be able to bring to the marketplace.



Lawson Products Celebrates Opening of New Distribution Center in Canada

Lawson Products, Inc., Chicago, IL, USA, a distributor of products and services to the MRO marketplace, held an open house to celebrate its new distribution center in Alberta, Canada. The new distribution center, co-located in the recently acquired facility of The Bolt Supply House, allows Lawson to reduce product delivery time to within one to two business days to its western Canadian customers. "Our investment in the Alberta Distribution Center is helping to ensure all Lawson Products' customers get the products they need in a timely manner to keep their operations running smoothly," said Michael DeCata, President and CEO. "We have been in Canada since 1984 and we're committed to providing the competitive combination of the right products, reliable service and technical expertise that saves our customers time and money." The 43,000 ft² Alberta Distribution Center stocks more than 15,000 items.



ASTM International Honors Tyler Olson of Fastenal

Tyler Olson, Engineering Mgr., Materials, at Fastenal Co., Winona, MN, USA, recently won the 2018 ASTM International James A. Thomas President's Leadership Award. The award recognizes individuals early in their ASTM career who've significantly advanced ASTM's mission through extraordinary accomplishment, example and vision. An ASTM member since 2011, Olson was recognized for productivity/exemplary service to the committee on fasteners (F16).

Phillips Screw Names Gary Dilling Director of Engineering



The Phillips Screw Company, Wakefield, MA, USA, a leader in the fastener industry with its patented drive systems and thread innovations, has appointed Gary Dilling as the Director of Engineering. Dilling has served as a Fastener Engineer at Phillips Screw since 2002.



EFC Establishes Office & Warehouse in Mexico

EFC International, St. Louis, MO, USA, a leading supplier of engineered fasteners, continues to expand its global presence with the establishment of an office and warehouse in Mexico, EFC Global, S de RL de CV. Through expansion of its global footprint and investing in key strategic global markets, EFC ensures that both supplier and customer needs are met.



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