

American News

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Optimas Solutions Opens in India

Optimas Solutions opened an office in India. “This expansion reflects our continued investment in our people and our commitment to global growth, while ensuring we deliver strong, localized support to our customers,” CEO Mike Tuffy said. **The India office strengthens Optimas’ global footprint and enhances its ability to support customers with engineering expertise, supply chain efficiency, and operational excellence.**



Illinois-based Optimas provides fasteners and c-class components and services to OEMs and Tier 1 suppliers in the automotive, agricultural, and medical equipment markets. Optimas has locations in 19 U.S. states plus Mexico, Europe and Asia/Pacific.



Bisco Industries Opens in Mexico

Bisco Industries opened in Chihuahua, Mexico. The office marks its 53rd global location.

California-based Bisco distributes fasteners and electronic components, with 52 North American sales offices, one office in Asia, and seven distribution centers. The National-Precision division sells electronic hardware and commercial fasteners to OEMs in the aerospace, fabrication and industrial equipment industries. The Fast-Cor division distributes fasteners and components exclusively to distributors.

Foley’s STAFDA Highlight: One-on-One With Reagan

After 31 years with the Specialty Tools & Fasteners Distributors Association, including 26 as CEO, one of Georgia Foley’s favorite STAFDA memories was an event prior to her first full-time job with the association. In 1990 Foley was managing another association when her father, Morrie Halvorsen, STAFDA’s first executive director, left her alone in the green room with the keynote speaker – former U.S. president Ronald Reagan.

“He had just come out of office,” Foley recalled. While Reagan had tea and honey before going on stage, the two talked “about bees, nature and other generalities. He was the nicest, most congenial man and you’d never know he was the immediate past president of the United States. We laughed and had a delightful conversation.”

Foley subsequently was hired by STAFDA and was promoted to CEO upon Halvorsen’s retirement.

Beginning in 2026, STAFDA will be managed by Frontline Co., an Illinois-based association management company. With all the member company consolidations, what will trade associations look like in a decade? “We’ll all have to pull together in order to survive,” Foley suggested.

“No doubt about it. Associations continue to have an important role, but we too need to consolidate, at least on shows and joint programs,” Foley said. Foley described the 1,900-member STAFDA as “a relationship organization” and said it “will continue to be so.”



Fastenal Reports Double-Digit Fastener Sales Growth

Fastenal finished 2025 with double-digit fastener sales growth in December, closing a year in which the company's legacy fastener sales recovered after nearly two years of declines. Fastener sales rose 10.8% to USD 186.14 million (29.6% of overall sales) in December, down from 14.6% growth in November. Fastenal has reported double-digit fastener sales gains since July.

During the fourth quarter of 2025, fastener sales gained 12.6% to USD 614.3 million (30.3% of overall sales). Direct products outpaced indirect products due to greater contribution in fastener sales from increased sales to manufacturing customers. Overall Q4 sales grew 11.1% to USD 2.03 billion, with operating income up 11.4% to USD 384.3 million and net income gaining 12.2% to USD 294.1 million.

Full-year sales rose 8.7% to USD 8.2 billion, with operating income increasing 9.6% to USD 1.65 billion and net income improving 9.4% to USD 1.26 billion. Sales were boosted by higher pricing. Meanwhile, 26% of participants reported slower supplier lead times/deliveries (up from 13% in November), though the majority (69%) continue to indicate similar levels. Lastly, 17% of respondents said customer inventories were "too high," compared to just 3% in November.



Fastenal Announces CEO Transition

Fastenal announced that Daniel L. Florness decided to step out of his role as Chief Executive Officer (CEO) of Fastenal on July 16, 2026. On December 19, 2025, Fastenal's Board appointed Jeffery M. Watts, Fastenal's current President and Chief Sales Officer, to succeed Florness as CEO effective as of July 16, 2026.

"The Board of Directors would like to recognize Dan for his impressive 30 years of service to Fastenal and commend him on the shareholder value he has helped create while being CEO over the past 10 years," said Scott Satterlee, Fastenal Board Chair. "This transition represents the next step in an orderly succession plan that began in August 2024, when Jeff Watts stepped into the role of President of Fastenal. There are the complete confidence of Dan and the entire Board for Jeff to be Fastenal's next CEO to further lead with the cultural values Robert Kierlin and the Founders established decades ago."

Florness will continue to serve Fastenal as a Strategic Advisor to the new Chief Executive Officer until early 2028. The Board intends to appoint Watts as a Director to fill the vacancy left by Florness.

Supply Technologies Building Ohio Center

Supply Technologies, a Park-Ohio Holdings Corp. company, announced it will build a 375,000 sq ft-North American distribution center in Ohio. Cleveland-based Supply Technologies has 70+ warehouses globally. **The new facility will be their flagship location, with warehouse, quality, engineering services and an innovation center. The site will have more than 100 employees. Capital investment will exceed USD 20 million.**



"The investments we are making in this facility include robotic automation, more advanced warehouse systems, and best in class equipment in our quality and engineering lab," President Brian Norris said. Hiring will begin in early 2026, with the official opening targeted for July 1, 2026. Supply Technologies is a global supply chain management company for assembly components and fasteners.

Fastener Distributor Index Improves

The Fastener Distributor Index jumped to 56.4 in December 2025, reflecting improvement across most components of the FDI (sales, supplier deliveries, and customer inventories). The improvement marks the strongest FDI reading since before the 2024 U.S. presidential election.

Sales, supplier deliveries and customer inventories increased, while employment levels acted as a drag on the index. Although still growing, the employment index moderated to 52.9 (vs. 54.8 in November) as the share of participants noting levels "lower than seasonal norms" increased to 11% from 3%; however, the overwhelming majority (71%) still report employment is in line. Sales trends were particularly strong, with the index rising to 58.7 (compared to just 49.6 in November) and 43% of respondents reporting sales above seasonal norms (vs. 23% in November), exceeding the one-year average of 38%.

The Forward-Looking Indicator declined to 51.2 in December from 55.4 in November, driven by customer inventories (17% indicated "too high" versus only 3% the previous month), though the majority of respondents say in-line (69%). Despite the headline sequential dip, the data suggests a stable six-month outlook, with 51% of respondents forecasting better trends six months from now (was 52% in November), which is higher than the 24-month average (43%). Just 14% forecast lower activity levels in six months, drifting slightly lower from 16% in November, with the remaining 34% anticipating stable momentum (vs. 32% in November).

The 2026 outlook skewed positive. "(2025 was) our best year to date. I expect the same type of activity in the new year," one respondent wrote. On the tariff front, one respondent summarized the consensus view. "Tariffs suck." Higher prices are serving as an offset to lower volumes in some cases. "Passing along round two of tariffs has been a challenge."



Tariff confusion seems to be running even higher in Canada. “Total confusion with CBP on tariff calculations has led to uncertain pricing. Importers are starting to receive letters advising them of miscalculations when CBP did virtually nothing to clarify the 232 rules.” Another respondent noted: “Canada has hastily announced and will enforce a global 25% tariff on steel derivatives and specifically, all fasteners beginning Dec. 26th. Without any real domestic sources for most parts, this will have a dramatic increase on prices.”

RivetKing Wins Assembly Fastening Product of Year

Industrial Rivet & Fastener Co., also known as RivetKing, won Product of the Year in the fastening category at the Assembly trade show in 2025. **The new MTC controller provides process control and data collection for the company’s full line of FreeSet cordless tools, including the RK-777C for blind rivets, RK-787C for rivet-nuts, and RK-797C for lock bolts.**



“With the MTC controller, we can count the number of fasteners installed, and give guidance to assemblers when they need it to ensure that they’re not missing any fasteners,” engineering vice president Steven Sherman said. Sherman said there are new fasteners coming out that will bring RivetKing back into its legacy infrastructure applications. “We are developing lock bolts and structural fasteners for solar farms and AI data centers,” Sherman said.



Williams to Lead YFP

Zechariah Williams of Würth Industry USA was elected as the 2026 president of the Young Fastener Professionals. Nihar Sinha of AmeriSteel Fastener is vice president and Hristijan Georgievski of IFE Americas becomes immediate past president. Continuing on the YFP board are Craig Beaty of Beawest Fasteners, Jake Glaser of Sherex Fastening Solutions, and Mallory Nichols of Advance Components. Founded in 2014, YFP seeks to empower the next generation of fastener professionals through education, collaboration and networking.

LindFast Completes AZ Wire Acquisition

LindFast Solutions Group (LSG), a Nautic Partners portfolio company, announced the acquisition of AZ Wire & Cable, a MFG Partners company. **CEO Mike Spencer said the acquisition marks “a defining moment for LSG. With AZ now part of our organization, we are combining two industry leaders to create a more diversified and scalable platform.” “The acquisition expands product breadth and cross sell capabilities, Spencer said.**



AZ will continue to operate under its current leadership. Founded in 1988, AZ Wire & Cable is a master distributor of industrial, commercial, and specialty wire and cable, offering services including cutting, reeling, paralleling, stripping, and coiling. The Illinois-based company and eight locations in New York, North Carolina, Florida, Texas, Colorado, Arizona, California, and Oregon. Founded in 1983, Blaine, MN-based LSG is a master distributor of specialty fasteners. Nautic Partners acquired LSG in 2019 in partnership with management.



NEFCO Acquires STS Industrial

STS Industrial supplies fasteners, pipe, valves and fittings, gaskets, pipe supports and cutting tools to refinery and chemical facilities, oil and gas operators, industrial contractors, and manufacturing customers across the U.S. NEFCO CEO Matthew Gelles noted STS had “deep roots in the Gulf region, and their expertise and culture align directly with NEFCO’s focus on speed, service, and technical solutions for contractors.” **STS Industrial will introduce NEFCO’s expanded product portfolio, SHARP fabrication capabilities, value-added services, and technology-enabled solutions to its customers.**



Founded in 1981, Connecticut-based NEFCO is a family-run construction supply company with more than 20 East Coast and Midwest locations. The NEFCO Fastening Solutions division provides OEM inventory management.



Faspac Closes Fastap Screw Products

Fastap Screw Products parent company Faspac Inc. ceased operations after 41 years of business. Washington-based Faspac also closed the Screw Outfitters online store. “Over four decades ago, the principals of what would become Faspac offered an otherwise technically undistinguished screw product to contractors from a small store front contractor’s supply in a suburb of Seattle, Wa. Although it might have looked like the average ‘self-tapping’ screw product of the time, its one distinguishing hallmark over other screw products, was its uncompromising quality in materials used in its design and manufacture.”

Five years later, the company relocated to California and was renamed Faspac, offering its product line as Fastap Self Tapping Screw Products. There they developed a new screw product named Fastap Plus Self-Tapping Exterior Grade Screws, with a special polymer coating Fastap trademarked as “Duracoat.” “This coating was common in automotive and aerospace manufacture and prized for its rust resistance while keeping the screw free from ‘hydrogen embrittlement’ (a problem with galvanized products), but unheard of in woodworking circles,” the company stated.



American Ring Celebrates 50 Years

Maker and distributor of retaining rings and components, American Ring, Solon, OH, USA, celebrates five decades of growth built on trust, perseverance and solving customer challenges. Officially founded in 1976, American Ring’s roots go back further. Founder Robert L. Morrissey entered the fastener industry during World War II, eventually starting his own business with the support of customers who valued his work ethic. “My father got into the fastener business during the war to support a war-related industry,” said Jim Morrissey, Chairman. “He went off on his own in 1958, when a couple of companies allowed him to earn a living.”

In the 1960s, Morrissey represented British retaining ring maker Anderton, building international relationships that shaped the firm’s technical expertise. By the mid-1970s, Morrissey and his sons moved beyond sales to start a Midwest-based USA distribution business. American Ring launched in Highland Hts., OH, USA, in 1976, and ownership passed to Morrissey’s sons in 1983. “My dad said, ‘If we could get to USD 4000 in sales a month, that would be incredible,’” Jim Morrissey said. “Today, we reach that amount in under an hour.”



American Ring weathered economic downturns, manufacturing shifts and supply chain disruptions. Key milestones include the 1989 acquisition of Precision Spring & Manufacturing, the 2017 purchase of assets from S&M Retaining Ring in 2018. And bringing more manufacturing capabilities in-house has helped the company stay competitive. ■



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