This year’s spring conference proved to be a rejuvenation of the fastener industry and the SEFA. A larger percent of the member companies gathered at Ross Bridge Golf Resort in Birmingham, Alabama taking advantage of the many programs offered over a three day period.

The opening reception, on April 11th provided great networking and reacquainting with fastener friends. A buffet dinner and cocktails were served but to top off the evening there was putt putt glow golf. If only we could have gotten pictures of that!! Dark had long fallen but the putting green was decorated with glow sticks, lit up cups and glow balls challenging even the best of golfers. The final hole was the toughest and no one was leaving until a ball was sunk. Thanks to Bob Bialas, the quest was met and the glow golf ended with another success!!

Golfers enjoyed two opportunities to golf. The first golf event was at Ross Bridge Golf Resort and the second at Oxmoor Valley, both part of the Robert Trent Jones Golf Trail. Ross Bridge being over 8100 yards long offered plenty of opportunities for the “perfect shot.” Oxmoor featured its’ own challenges with both courses offering great golf and a fun afternoon for all golfers.

Congratulations to golf winners:

1st Place
Glen Goins/Southern Fasteners and Supply
Steven Stewart/Southern Fasteners and Supply
Frank Male/F. R. Male Associates
Lee Parker/Vulcan Threaded Products

2nd Place
Donnie Shrum/Fastener Supply Co.
Tony Nelson/Fastener Supply Co.
Jim Witucki/Nucor Fastener
Don West/Nucor Fastener

Long Drive
Bobby Fail/XL Screw Corp.

Closest to the Pin
Don West/Nucor Fastener

Hole in One Putt Putt Glow Golf:
Bob Bialas

Thursday evening’s dinner was an elegant affair with awards, raffles, silent auction and appreciation plaques presented to Ernie Pine for his terms as Chairman and Joanne Bialas’ terms as President. Both were gracious enough to serve two years to help the SEFA’s transition. Joanne, with pleasure, passed the gavel on to incoming President Tony Nelson.

We thank all those who donated prizes, bought the many raffle tickets and silent auction items bringing in revenue for the scholarship fund. Watching Donnie Shrum and Pete Carlini check their block long strips of tickets every time a number was called was especially fun!

Thank you Prize Donors:

Ameribolt, Inc.
Brighton-Best International
Capital Marketing
Divspec
Elgin Fastener Group
F.R. Male Associates
Fastener Supply Co.
Ford Fasteners
Ifastgroupe
International Fasteners, Inc.
Kanebridge Corp.
Metric & Multistandard Components Corp.
Nucor Fastener
Southern Fasteners and Supply
Stelfast Inc.
Vertex Distribution
XL Screw Corp.

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Letter from Past President

Joanne Bialas
International Fasteners Inc.

As I move into the position of Chairwoman, a special thanks to all who have helped support the Association through our transition period these past few years. As Chairwoman, I look forward to the new year’s promise of continued growth and support as the SEFA continues to prosper with our new leadership, board of directors, and executive director.

My best to all,
Joanne Bialas

Scholarship Winners

The SEFA is pleased to announce this year’s winners: (Left to Right)

2012 Gilchrist Foundation $1,000 Scholarship awarded to Brittany Moulton sponsored by Edsco Fasteners

$1000 Em Webb Memorial Scholarship awarded to Samantha Isselbacher sponsored by GlobeCon Int’l

$500 SEFA Scholarship awarded to Meghan Woodard sponsored by Drillco Inc.

2012 Board of Directors

President
Tony Nelson

1st Vice President
Jonathan Hodges/Southeastern Sales & Associates

2nd Vice President
Joe Pittman/Ameribolt

Chairwoman
Joanne Bialas/International Fasteners Inc.

Directors
Steve Gause/Cole Fasteners
Carrie Ann King/Edsco Fasteners Inc.
Michael Musselwhite/Hercules
Gary Todd/Vertex Distribution

Secretary/Treasurer
Nancy Rich

Executive Director
Nancy Rich

Join Southeastern Fastener Association on Linkedin!
Dan Reeves proved to be an interesting speaker as he spoke of his thoughts of football past and present, his experiences and respect for players. Once he made a commitment, as a kid, to play football there was no turning back. Commitments are to be followed through. He has great respect for football and all sports. He entertained with stories of players he was fortunate to play with as well as coaches he played for. After speaking to the audience and answering questions, he was affable enough to stay on to autograph photos as requested by attendees.

Friday morning continued with a panel discussion comprised of Pete Carlino/International Fasteners Inc., Kent Carter/Elgin Fastener Group, Mickey Matheny/NorthStar Sales and Moderator John Wolz/Global Fastener News discussing Challenges of Doing Business Domestically and Globally. The panel shared a wealth of knowledge from their many years of fastener experience.

While John Wolz presented questions relating to the issues of business and its challenges for all aspects of the fastener industry, the discussion of import and domestic challenges created the most discussion among the panel and audience. While distributors sometimes find themselves frustrated with domestic prices they are not always in a position to import directly. Pete Carlino noted there are many issues importers deal with in the import process that may be difficult for most distributors to deal with directly.

Kent Carter explained the long process in developing Asian suppliers; it’s not just a quick trip to Asia. He has learned the importance of dealing with domestic and import product to continue excellent service to his customers.

Mickey Matheny has, for years, gone by the theory of the late Eric Cohn (importer) “If you won’t try to do my job, I won’t do yours.” Direct importing requires knowledge of overseas vendors as well as the import process.

Glen Goins explained his customers are the major factor in sourcing decisions. He has held several roles within his company allowing him the experience to continue the growth of the ir multi branch distributorship. All panelists agree knowing when to sell domestic and when to import is an important issue to always consider.

Following lunch the group rejoined for round table discussions featuring Eric Dudas updating the membership on social media, its’ importance and value; Brian Christianson discussing metal finishing issues and update on regulations coming out of Europe; Joanne Bialas spoke of the importance of building strong partnerships through personal contact as well as social media; these relationships will be there to assist you no matter what the issue.

Networking in groups, such as SEFA, allow opportunities for relationships which will assist in a smoother road to handling the challenges of business today. This event featured great networking, golf, information sessions, speakers and all brought to you with the assistance of our many conference sponsors so to them we say Thank You Very Much!!

Glow Golf Putt Putt Keg Sponsor:
Brighton-Best Int’l

Conference Sponsors:
Drillco Cutting Tools
Elgin Fastener Group
Ford Fasteners
International Fasteners
Metric & Multistandard Components
Porteous Fastener
Stelfast Inc.

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Kanebridge Corp.
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Metric Fasteners
Nucor Fastener
Porteous Fastener
Southern Fasteners and Supply
Tennessee Galvanizing
Vulcan Threaded Products
XL Screw Corp.

Letter from New President

Tony Nelson

As I step into the presidency I realize how fortunate I am to be working with an association with so many supportive members and a strong Board of Directors. I am looking forward to serving as the SEFA President working to continue to build on the strong leaderships we have had in the past.

I would like to personally thank Joanne Bialas for her hard work these past two years. She spent endless hours working to move the association forward and insure SEFA is a strong association. We will continue to build on the foundation she strengthened. I look forward to working with the board to present new programs of value for our membership.

Please feel free to contact me at any time with your thoughts, suggestions, etc.

Best Regards,
Tony Nelson
Fastener Information Directory
Coming to SEFA Members

The SEFA will soon be offering their members an education tool to assist employees with various facets of the fastener industry. This book will provide basic information on several facets of the industry. Some of the chapters you will find in this book are:

- Fastener Components
- Standardized Specials
- Thread Design & Terminology
- Sockets
- Metrics
- Primary & Secondary Operations
- Materials
- Heat Treatment
- Platings & Coatings
- Strength Characteristics
- Gauging Instruments
- Washers
- Quality

This book will be available in three formats: Print, CD, Flash Drive. Watch for more details coming to you soon!

Updated By-Laws
E-mailed to Membership

The updated SEFA By-Laws were e-mailed to all members following the Spring Conference. If you did not receive your copy and would like one sent you may make your request by dropping an e-mail to Nancy Rich at: sefa@thesefa.com
SEFA New Members

Our membership is growing at a nice pace. Be sure to go on our website: www.thesefa.com and grab a membership application and share it with potential members.

Welcome to our recent new members:
- Apache Sales
- Bossard Metrics
- Solution Industries

E-News Ads

Although we only print a newsletter publication twice a year, you receive E-Newsletters/E-News at least a dozen times a year. Why not think about taking out an ad on an E-News. Pricing is on our website or for a discounted price to cover all issues, contact Nancy Rich 847-370-9022.

Member News

Ohio Rod Products - The Long Fastener Specialists

Widely recognized throughout the fastener industry for their ability to produce long headed and threaded products with demanding straightness tolerance requirements, the Ohio Rod Products division of The Elgin Fastener Group recently added a Lewis #10-C straighten-and-cut machine to their manufacturing line-up. This piece of equipment was acquired for the purpose of increasing Ohio Rod's production capacity in the 3/8, 1/2, 5/8, and 3/4 diameter fastener markets. It will enable the company to supply product in these diameters up to 156” in length, and is the most recent addition to a bank of machinery designed to produce small diameter, long length custom headed and threaded bolts, as well as long length double ended studs.

Call on Ohio Rod Products for your long length fastener needs—they’ve been the experts on supplying long parts since 1966, and they continue to engineer and develop custom fasteners for specialty applications in a wide range of markets. Visit them online at www.ohiorod.com, e-mail them at quotes@ohiorod.com, or call direct at 812-689-6565.

Quantum Storage Systems Hires New Regional Sales Manager

In an effort to keep up with the increased sales volume and growth it is experiencing, Quantum Storage Systems has hired Ron Jurgenson as an additional Midwest Regional Sales Manager. Jurgenson, a 23-year veteran in Material Handling Sales, is joining Steve Eatherton who has been in place as a Regional Sales Manager for two years. "We are now splitting the Midwest in half," commented Quantum’s Director of Sales, Ed Granger. "Steve will be handling our Dealer network in the Western part of the Midwest and Ron will cover the Eastern portion," he stated. “Since adding our Wire Shelving Distribution Center in Chicago, the demand for our products has increased significantly. We were excited to have Ron join us, he is a very experienced and capable Sales Manager," Granger concluded.

Quantum Storage Systems, one of the Nation’s leading providers of plastic bins and wire shelving systems, offers the largest inventory, at great prices, delivered quickly.

For more information, contact: Quantum Storage Systems
(800) 685-4665
sales@quantumstorage.com
www.quantumstorage.com

Chandler Products, part of the Elgin Fastener Group, has named John H. Bennett as Operations Manager. Bennett has a background in General Management posts with several Cleveland-area companies and holds a BA in Business Administration and an Associate Degree in Mechanical Engineering Technology.

More Conference Pics!
Marathon Solutions Partnership with SEFA

Marathon Solutions, Inc., a leader in the credit card processing industry, has partnered with SEFA to afford members the opportunity to add to their profit by significantly reducing their credit card processing rates. Our core competency is to provide Business-to-Business merchants with innovative processing solutions that will reduce the overall fees and time associated with accepting credit cards.

It is difficult to adhere to all of the ever-changing requirements needed to receive the lowest rates, most merchants are penalized with incidental rates, non-qualified fees and surcharges.

Our credit card processing program is designed to eliminate all of the unnecessary fees and to deliver a total savings between 10% - 40%. Marathon Solutions will take the time to educate you and serve as your advocate as it relates to receiving the lowest processing rates available.

Since 2002, Marathon Solutions has helped thousands of businesses increase their profit, and now we would like to offer SEFA members a complimentary and confidential savings analysis. Simply fax us a recent MC/VISA merchant statement to 913-888-0598 to receive your line-by-line analysis.

For more information, please call Tim Hutteger at 913-953-5300 or by email at thutteger@marathonsi.com. We look forward to helping you save on expensive credit card processing fees.

April FDI Still Solid, But Slower Than March

The Fastener Distributor Index (FDI) is a monthly survey of North American fastener distributors conducted in partnership with the FCH Sourcing Network, www.fastenersclearinghouse.com, and BB&T Capital Markets, which aims to provide insight into current trends and outlooks. As a diffusion index, readings above 50 signal strength and below 50 signal weakness.

April’s FDI is 53.8, versus 55.9 in March. This is a good start to Q2’12, just not as good as Q1’12. In Q1’12 the index averaged 56.4, so April’s reading suggests more tepid growth to begin Q2’12. It is also notable that the FDI underperformed versus the national manufacturing index (PMI). Sales hurt, slipping from the mid- to high-60s in Feb./Mar. to 55.1. Other elements, though, supported a still healthy view, specifically slower Supplier Deliveries (59.0 in April, vs. 51.2 average in Q1’12) and Customer Inventories (42.3 in April) that are still viewed by distributors as too low. Perhaps Q1’12 had some demand pull forward. But we can say this: a reading of 53 – 54 still constitutes sequential growth in April over March.

The outlook is still the strongest component, but a poor trend has to be acknowledged. Respondents feel good about things, but not as good as they did to start the year.

Price is still mildly favorable, not obviously trending. Year-to-year, point-of-sale pricing is up (48.7% of respondents) or flattish (43.6%); rate of change backed up a bit to 2.5% - 3.0%. Sequential pricing is still mildly favorable, but did not pick up versus March’s glimmer of optimism.

The supplemental question for April asked what markets companies see suited to invest in. Distributors inclined to invest in new markets what ones they thought merited investment.

Most mentioned: General Industrial/Job Shops (20.3% of responses). This is not aggressive, as Industrial is where most firms already play suggesting a low-risk effort to target tangential spots within already known areas. The next three industrial markets most often mentioned were Automotive (15.6%), Oil/Gas (9.4%) and Metal/Mining (7.8%), all clearly exciting markets, in our view. High margin electronics also were targeted (10.9%). It would seem these are the markets where competition could escalate.

All SEFA members who are fastener distributors are welcome to participate in the monthly FDI survey, which asks just a few multiple choice questions in an online survey that can be completed in moments. Go to www.fdisurvey.com to request a user ID, or contact Eric Dudas of FCH at 877-332-7836.