

## SEFA/SFA Meet Together in New Orleans



The Southeastern Fastener Association and Southwestern Fastener Association held a joint conference this spring in New Orleans, La. The venue provided a great place for the two groups to come together for a couple of days featuring social events, panel discussion, an economic forecast and golf. The opening reception was an opportunity for members of both groups to meet and enjoy local jazz musicians.

The next morning many of the attendees had a great time golfing at English Turn Golf Club, a semi-private championship 18-hole golf course personally designed and supervised by legendary golfer and golf course designer Jack Nicklaus. The course provided an exquisite visual experience as well as a great golfing experience.

Congratulations to the winning team: Bobby Fail, Wayne Wishnew, Amy Sachs Etlen (all from XL Screw Corp.) and Jake Davis (Issco).

Following the golf outing was an awards dinner where SEFA took time to recognize Carrie Whitworth as outgoing Chairman. Carrie wasn't able to join us as she had just welcomed a baby daughter a couple of days prior. Congrats to Carrie and family!! Terry Windham was also honored as outgoing President and Hayden Gaston was welcomed as the incoming President.

The next morning continued with a panel discussion with panelists: Pam Berry/Advance Components, Kris Palmer/Delta Bolt, Chuck Smith/AZ Lifting Hardware, Rodney Holmes/Birmingham Fastener, and Anthony Crawl/Martin Fastening Solutions. The panel discussed Prospecting: Marketing, Selling and

Buying Supply Chain Management. Panelists have found that cold calling is becoming less common; however, they find it to still be very effective. Counting on the internet doesn't seem to be the route for long term relationships resulting in a profitable customer relationship, although business is computer driven.

Panelists recommend webinars and Go to Meetings as great training tools. Advance Components has their own Sales University, using professional trainers, to train their people. Training is important. They also stressed the importance of communication with buyers.

Pam Berry explained that they hired a digital intern. Their expertise in using social media the most effectively is well worth having the intern. The fastener industry is slow to embrace social media. Live links and Linked In can be powerful tools. Panelists also believe in the networking of associations as a powerful tool.

Attendees always enjoy the Q&A time with their peers making panel discussions very informative and popular.

Conference attendees were also fortunate enough to hear from William Strauss, an economist, from the Chicago Federal Reserve. He reported while growth in the labor force is up 8% but that doesn't make the economy a wealthier economy. Productivity is what is important. In 2016 we saw a growth rate of 2%. An important component of economics is the National Activity Index. January and February showed a better than normal trend with movement away from a risk of recession. With the stock market doing well investor's feel better.

The outlook includes the challenge of immigration regulations, if they were to happen what will the effects be? We need to see an improvement in efficiency and productivity, which is very challenged to achieve. Blue Chip and Federal economists the same growth. Growing but not impressive. Many unemployed workers remain unemployed for over six months yet we can't find qualified workers. The investment environment should improve and the change of administration may encourage more investment. Exports have increased but imports are down.

# Congratulations to our 2017 Scholarship Winners



## Outgoing President Note

### **Terry Windham**

Dixie Industrial Finishing Co. Inc.

It has been a pleasure to serve the SEFA board in the capacity of president this past year. Working with people like Nancy and the rest of the SEFA board makes the job such a pleasure. When I moved into the position, I took it over from a very capable leader in Carrie and I now leave it in the great hands Hayden. I am very pleased with the association and all that it has been able to accomplish, especially the spring conference networking events and the scholarships that we have been able to award. I look forward to remaining an active part of the SEFA and possibly serving on its board again in the near future. Thanks to all of you that have helped make SEFA and its events a great success, and for your incredible support. Hope to see all of you soon!

*Sincerely,  
Terry Windham*



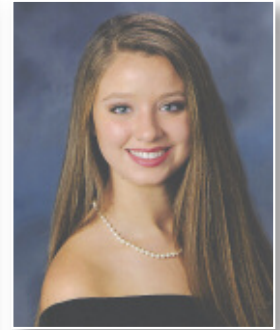
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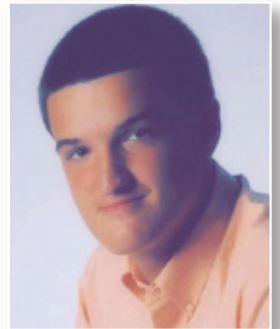
*David Harrison*



*Allie Mouton*



*Laramie Grace Fincher*



*Brandon Hess*

### **\$4,000 Slater Jones Memorial Scholarship\***

Caroline Parker sponsored by Vulcan Threaded Products

### **\$2,500 SEFA Scholarship**

Jacob Neugebauer sponsored by Cigar City Fasteners

### **\$1,500 SEFA Scholarship**

David Harrison sponsored by Falcon Fastening Solutions

### **\$1,500 SEFA Scholarship**

Allie Mouton sponsored by Drillco Cutting Tools

### **\$1,500 SEFA Scholarship**

Laramie Grace Fincher sponsored by Fastener Supply Co.

### **\$1,000 Gilchrist Foundation Scholarship**

Abigail Paskey sponsored by Ken Forging Inc.

### **\$1,000 Em Webb Memorial Scholarship**

Brandon Hess sponsored by Millard Wire & Strip Co.

\*We thank the Slater Jones Family for funding this scholarship, which will continue for the next few years. Their generosity during a tragic time is amazing.

# Member News

**FCH to Award Fastener Training Institute Scholarship**– The FCH Sourcing Network has teamed up with the Fastener Training Institute for a fourth year to announce the promotion and selection of a scholarship candidate who will be awarded full tuition to the Fastener Training Institute course, “Fastener Training Week”.

Once completed, the course qualifies students to sit for the Certified Fastener Specialist exam, a distinguished industry credential. To qualify for selection, candidates must work within the fastener industry and must submit a brief essay, approximately 300 words in length. The essay should address the importance of training in the fastener industry, and the impact of training on the candidate's career. Candidates can be nominated by owners or managers, who are welcome to submit an essay on behalf of a nominated candidate. There is a limit of one nominated candidate per company if the nomination is being made by a manager on behalf of a candidate, however there is no limit to the number of individual candidates from any given company who submit an essay on their own behalf.

The deadline to submit scholarship candidate essays is September 30th, 2017, and the winner will be announced during the Las Vegas fastener show, October 18, 2017.

In addition to the grand prize, four runners up prizes will be awarded. Runners up will receive a significant discount to Fastener Training Week and an FTI reference manual. The FTI will also provide vouchers to all scholarship applicants to attend an online training webinar, so there is no reason not to get applications in ahead of the deadline.

Scholarship essays become property of the Fastener Training Institute. Applications may be submitted via email to: [frt@fullythreaded.com](mailto:frt@fullythreaded.com)

About the FCH Sourcing Network: The FCH Sourcing Network serves the industrial and commercial fastener industry, providing online services related to inventory sales and fastener sourcing on the Internet, as well as the online fastener industry talk show, Fully Threaded Radio. Located at the website [www.fastenersclearinghouse.com](http://www.fastenersclearinghouse.com)

FCH was founded in October, 2006, and is based in Naperville, Illinois

**EFC Expands Global Presence ST. LOUIS, MISSOURI – June 29, 2017** - EFC International, a leading supplier of engineered fasteners, with corporate office in St. Louis, Missouri, has announced the implementation of their worldwide globalization strategy with the opening of offices and warehouses in China, South Korea, and Germany

Expanding its global footprint and investing in key strategic global markets, EFC ensures both supplier and customer needs are met. “EFC’s physical presence in these countries enhances our relations, providing local support and value by offering a simpler, more cost-efficient way to manage the supply chain,” said Guenter Retkowski, Vice President of International Sales.

Upholding the commitment to provide engineered solutions globally for automotive, industrial, and distribution markets, is recognized with the increased investment in these physical facilities. Through a disciplined approach and putting together an invaluable team of international employees, EFC delivers an unbeatable customer experience globally.

EFC’s robust international growth is a tribute to the EFC team and to the strong international reputation of the world-class manufacturers who they have partnered with. These partnerships ensure customers receive the high-quality service they’ve come to expect from EFC – anywhere in the world.

Matt Dudenhoeffer, President and CEO states, “EFC’s focus on key attributes of Expert People, Engineering, Quality, Connections, Logistics and Local Support, Global Presence will be the driving force for the future.”

EFC International is a leading supplier of specialty engineered metal, plastic, cold-formed, spring steel stampings, electrical and assembled component parts to the OEM and Distribution market places.

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## Incoming President Note

**Hayden Gaston**  
International Fastener Inc.

A new year brings new beginnings.

First and foremost I want to thank the good Lord above for the opportunity to be the SEFA president for 2017-2018. I am following in some large footsteps of past presidents before me. Terry Windham has done a great job, and will continue to do so as chairman. There have been great role models in my short career, such as Joe Pittman, Joanne Bialas, and Carrie Whitworth. I am very thankful for my company, International Fasteners Inc. for allowing me to participate in SEFA.

SEFA had a great annual conference back in April. It was our pleasure to have the conference in conjunction with the Southwestern Fastener Association. This fall, SEFA is holding an education seminar in the Charlotte, NC area. We are going to have a great show next year in Birmingham, AL, my hometown.

What qualities define a president-age, knowledge and experience? There are those on the board older, others with more years of experience in our industry, and many who I will admit are more knowledgeable. You may ask what will I bring to the table during my presidency? I want to bring excitement, momentum and drive back into the association. Our growth in the past years has been impressive. With the new administration leading the country, I think the fastener industry will grow like never before!

As the youngest president to serve for SEFA, I want to bring a new perspective to our industry. The Young Fastener Professionals are the future generation of this industry. Let us remember every day why we do the jobs we love. This year I want to rekindle what we have lit in our markets as we grow stronger than we thought capable.

*God Bless,  
Hayden Gaston*

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# 2018 Spring Conference

**Mark the Dates Now So You Can Join Us!! April 24th - 26th**

Our 2018 Spring Conference will be held at Renaissance Ross Bridge Golf Resort & Spa in Birmingham, AL. The conference will include several informative sessions, networking and a Golf Outing at the amazing Ross Bridge golf course, a Robert Trent course. Your presence is requested to make this an even greater event!!



## Note to SEFA

Dear SEFA,

Thank you very much for selecting me as the 2017 recipient of the SEFA Slater Jones Memorial Scholarship. I cannot express how grateful and humbled I am for this honor. The financial help the scholarship provides means so much to me and my family.

I am very excited to start the next chapter of my education at Auburn University this fall. I promise to do my best in order to

be worthy of the honor you have bestowed on me. Please know how much your generosity is appreciated.

Again, thank you for investing in my future. I am truly grateful beyond words.

*Best regards,  
Caroline N. Parker*

An advertisement for Kanebridge Corporation's self-drilling screws. The background is a close-up of a metal surface with a large, dark, self-drilling screw being driven into it, creating a hole. Several other screws are scattered on the surface. The text is as follows:

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# SEFA/SFA Meet Together in New Orleans (con't.)

We have seen improved activity around the world. Automotive is still strong. Housing is still below expectations. Interest rates are expected raise through 2019. Although Mr. Strauss was able to report what the Federal Reserve is seeing he could not report any new administration changes expected until they happen and the Federal Reserve sees the effects.



Photos courtesy of Distributor's Link Magazine



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# SEFA Welcomes New Members

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**M&M Construction Supply/**  
Rainbow City, AL

**Unique Industries/**Calera, AL

# Thank You to our Sponsors



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E-Mail: [sefa@theseffa.com](mailto:sefa@theseffa.com)

847-370-9022 • Fax 847-516-6728

# Gilchrist Foundation Awards Scholarships

**June 29, 2017**

The Gilchrist Foundation has awarded four scholarships from the 2017 applicants. Congratulations to the recipients. We wish them well and are pleased to assist them with their education.

They are as follows and their sponsoring companies;

**Abigail Paskey**-Ken Forging, via The Southeastern Fastener Association

**Madelyn Prodoehl**-Valley Fastener Group Inc.

**Courtney Hayman**-EMCO Engineered Inc.

and the final award will be given to an applicant from the Mid-West Fastener Association when they meet in November.

Robbie and Gina Gilchrist established the Gilchrist Foundation Fastener Scholarship in 2000. Their goal was to return something to an industry that was very good and supportive to them. The Gilchrist Foundation invites any person wanting to further their education to apply for the scholarships. Applicants can be full time or part time students working in the industry or children of working fastener people. The Foundation has awarded 57 scholarships and over \$70,000 since the beginning!

For additional information visit the foundation web site:

[www.gilchristfoundation.com](http://www.gilchristfoundation.com)

# SEFA Announces Their New Board of Directors

## President

Hayden Gaston  
International Fasteners, Inc.

## Vice President

Rodney Holmes  
Birmingham Fastener

## Chairman

Terry Windham  
Dixie Industrial Finishing Co.

## Directors

Mike Broom  
Falcon Fastening Solutions

Anthony Crawl  
Martin Fastening

Matt Dyess  
Nucor Fastener

Lee Parker  
Vulcan Steel Products

Tom Sulek  
Star Stainless Screw

## Secretary/Treasurer

Nancy Rich

## Executive Director

Nancy Rich

To find all SEFA forms,  
current information and photos, visit our website:  
[www.theseffa.com](http://www.theseffa.com)