

Join SEFA at the 2019 Spring Conference in Florida



April 29th - May 1st

Plans are well underway for the 2019 Spring Conference at Sandestin Golf and Beach Resort located in Miramar Beach, Florida. The resort has more than seven miles (11 km) of beaches and bay front, four golf courses, 15 tennis courts, 19 swimming pools, a 113-slip marina, a fitness center and spa, as well as pedestrian village made up of shops, casual and fine dining restaurants, and nightlife venues.

This location allows attendees to enjoy the annual conference while spending time at a great location with many amenities. Attendees may opt to extend their stay at such a lovely location.

The conference will feature a great networking opening reception, sessions on important current industry issues, Supplier Showcasing, Golf and more!! This event will be a great opportunity for SEFA and other industry personnel to join us for a change of pace meeting. We provide information and fun!!

Mark your calendars now and if you'd like to get your rooms booked early, just go to: GeorganMason@Sandestin.com to book your rooms now.

Golf will be at the Links course providing the most spectacular views on the Emerald Coast. The course was designed against the backdrop of the Baytowne Marina and Choctawhatchee Bay. The course has been named one of the "Top Five Courses in Northwest Florida" and has been awarded four stars by Golf Digest. This fun shotgun outing allows golfers of all levels to enjoy a day on the course.

At this event we will also be awarding one **Certified Fastener Specialist** class taught by the Fastener Training Institute. SEFA will pay the tuition fee for one attendee to attend this class and have the opportunity to become a Certified Fastener Specialist. Winner must be present to win. This will be done by a drawing and is not transferable.

Watch for important info coming out soon with all the details of this great event!



SEFA 2019 Board of Directors



President Note

Rodney Holmes
Birmingham Fastener

Hello everyone. I hope all of you are enjoying this Holiday Season and ready to start a great 2019. 2018 was a bumpy ride but our grit and resilience allowed us all to make it through 2018 and have a clean slate for 2019. The New Year brings a time of new beings and fresh starts for many things; in-turn, I wish each of you a wonderful New Year in 2019.

This past week, the board met at Sandestin, the location for the SEFA spring meeting, to discuss current events and evaluate our meeting space for the spring conference. I must say, the resort is extremely nice and has a lot to offer. We were able to play golf and the courses are phenomenal as well. We have some great events planned so please do yourself and your family a favor and spend a few days with us at the SEFA spring meeting in Sandestin.

I look forward to seeing you all very soon.

Rodney

Suggestions for SEFA Programs

Please email to Nancy Rich at sefa@thesefa.com

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Birmingham Fastener

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Secretary/Treasurer

Nancy Rich

Executive Director

Nancy Rich

2019 Calendar

- March 1st** Scholarship applications due
- March 7th** SEFA Social-location to be announced
- April 29th-May 1st** Spring Conference
Sandestin Golf & Beach Resort
Miramar Beach, FL



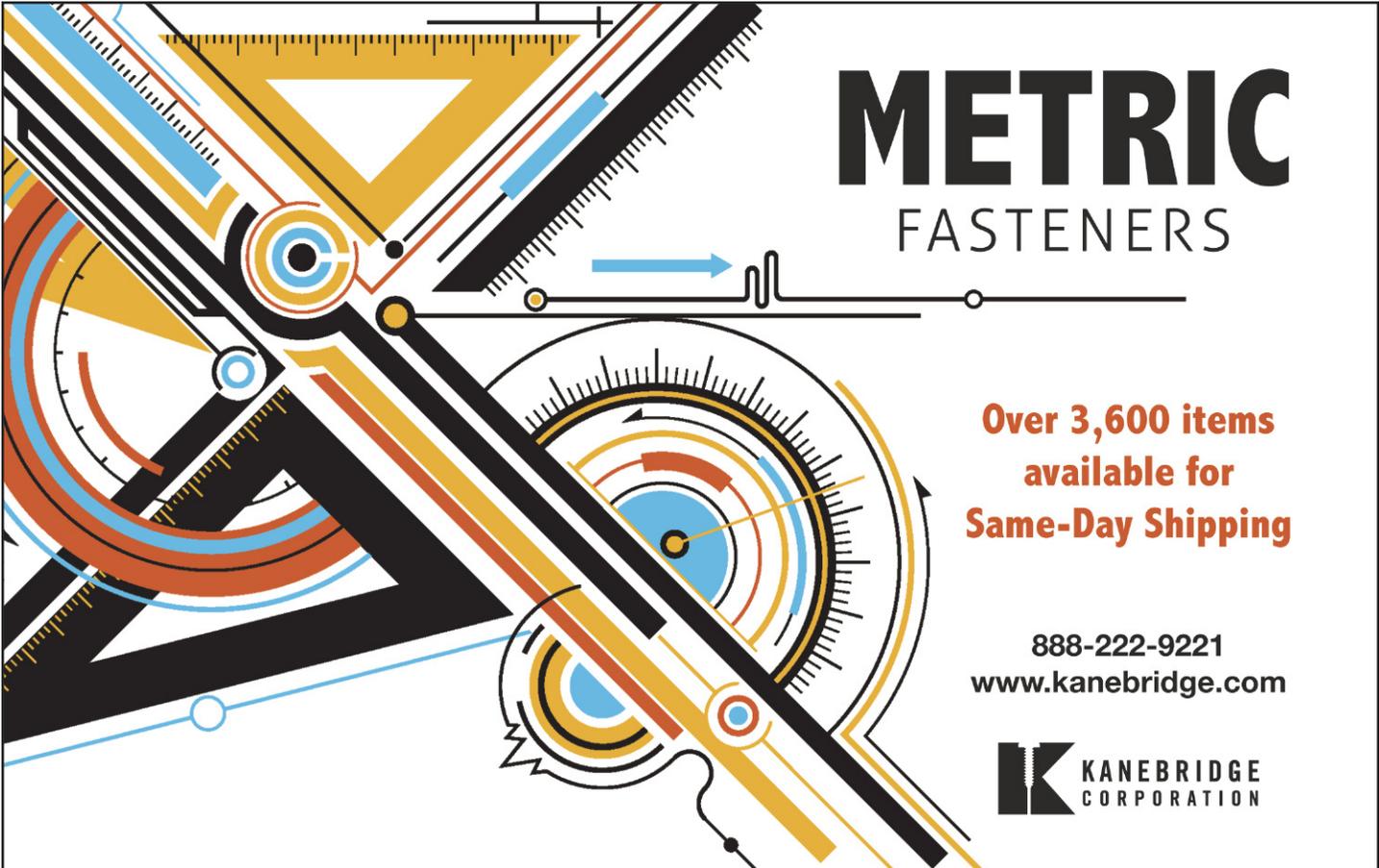
Education Tool – Be sure to have at least one in your office!

The SEFA now offers 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 | Heat Treatment |
| Standardized Specials | Platings & Coatings |
| Thread Design & Terminology | Strength Characteristics |
| Sockets | Gauging Instruments |
| Metrics | Washers |
| Primary & Secondary Operations | Quality |
| Materials | |

This book will be available in three formats: Print, CD, Flash Drive. Contact Nancy at sefa@thesefa.com.





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SEFA to Sponsor UID program and partnering with Nucor to offer a full tuition scholarship

Since 1994, the University of Innovative Distribution (UID) has been a renowned educational program focused on the unique needs of the wholesale-distribution industry. Known worldwide for excellence in education, UID is sponsored by the leading trade organizations, in cooperation with the Innovative Distribution Program at Purdue University. SEFA is proud to announce its sponsorship of UID in an effort to promote continued education in our industry. We are excited to partner with Nucor and will offer a full tuition scholarship to a selected SEFA member.

The University of Innovative Distribution (UID) is a concentrated educational program focused on the unique needs of the wholesale distribution industry. UID is a 4-day program, March 10-13, and takes place in Indianapolis, IN. There are a wide variety of courses to choose from and you would make your selection based on the desired educational experience you want to create. Suggest participants are CEOs, Branch Managers, Sales & Marketing Managers, Purchasing Managers, Sales Personnel, HR Directors, Operations Managers, and Manufacturers working with Distributors, Inventory Managers and Training Managers. Please be on the lookout for the scholarship offer to the UID program in future SEFA communications.

As announced earlier, applications for this scholarship are on line at thesefa.com under scholarships. Applications are due 12/31/18. SEFA members are able to sign up for UID courses through the SEFA membership.

Nominees for the Board of Directors

*If you are interested in
running for the Board
of Directors or
nominating a
candidate, please
submit the name by
January 30th.
Names may be
submitted to the SEFA
office at
sefa@thesefa.com*

Calling All College or High School Seniors



It's not too early to complete a SEFA scholarship application. We will be awarding scholarships at the 2019 Spring Conference with the highest award being the \$4,000 Slater Jones Memorial Scholarship.

Please be sure your employees are aware of this opportunity!!



*Join Southeastern
Fastener Association
on LinkedIn!*

Member News

Intercorp Releases New Product and Submittal Catalogs

ORANGE, CALIFORNIA -- **Intercorp**, an importer and master distributor of professional-grade construction fasteners under the Strong-Point® and Strongcon® brands, is pleased to announce the release of their new product and submittal catalogs.

“Our product and submittal catalogs have been updated with over 40 new product offerings,” said Director of Marketing, David Harlan. “These two comprehensive catalogs, with over 700 available fasteners, give distributors, architects, engineers, specifiers, and contractors the tools they need to complete their projects from start to finish with confidence. We’re excited about the value, information and project solutions these catalogs will bring to construction professionals throughout our industry.”

To download the new product catalog, visit:
<http://www.intercorpusa.com/home/download-catalog/>

To download the new submittal catalog, visit:
<http://www.intercorpusa.com/submittalcatalog.pdf>

Intercorp is conveniently located across the USA to service any needs quickly and efficiently.

Los Angeles	800.762.2004
Chicago	800.533.9669
New York	888.322.2262
Atlanta	800.822.9690
Dallas	800.558.7222
Portland	800.434.5606
Houston	800.558.7222
Cleveland	800.533.9669
Miami	800.822.9690

About Intercorp

Founded in 1988, Intercorp has established itself as an industry leader in the fastener distribution business. Their flagship brand, Strong-Point, is sold by thousands of distributors to construction professionals throughout the United States. The brand consists of a variety of professional-grade fasteners including: Self-Drilling, Needle Point, Woodworking, Stainless Steel, Drywall, Post Frame, Outdoor, Concrete, and Cement Board screws. With an outstanding reputation for customer service, quick delivery, and superior support for the distribution channel, Intercorp is unmatched when it comes to high-quality fasteners.

Tariff Update

With tariffs being up in the air for the past year, another development has occurred. President Trump has

On Trade, President Trump has agreed that on January 1, 2019, he will leave the tariffs on \$200 billion worth of product at the 10% rate, and not raise it to 25% at this time. China will agree to purchase a not yet agreed upon, but very substantial, amount of agricultural, energy, industrial, and other product from the United States to reduce the trade imbalance between our two countries. China has agreed to start purchasing agricultural product from our farmers immediately.

President Trump and President Xi have agreed to immediately begin negotiations on structural changes with respect to forced technology transfer, intellectual property protection, non-tariff barriers, cyber intrusions and cyber theft, services and agriculture. Both parties agree that they will endeavor to have this transaction completed within the next 90 days. If at the end of this period of time, the parties are unable to reach an agreement, the 10% tariffs will be raised to 25%.



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Thank You!!

Thank you to our members who donated to the scholarship fund with their 2018 dues and Conference Sponsors for being large contributors to a successful year. The support of our members allows us to continue to provide valuable conferences and scholarships to our students.

3Q

Ameribolt Inc.

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Brighton Best Int'l

BTM Manufacturing

Darling Bolt

Distribution ONE

Edsco Fasteners

Emerald Expositions

Eurolink FSS, LLC

EFC International

Falcon Fastening Solutions

Ford Fasteners

Greenslade & Company

International Fasteners, Inc.

INxSQLSoftware

Kanebridge Corp.

KDS Imports

Ken Forging, Inc.

Metric & Multistandard

Sems and Specials

Solution Industries

Southeast Engineered & Custom Components

Star Stainless Screw

Stelfast Inc.

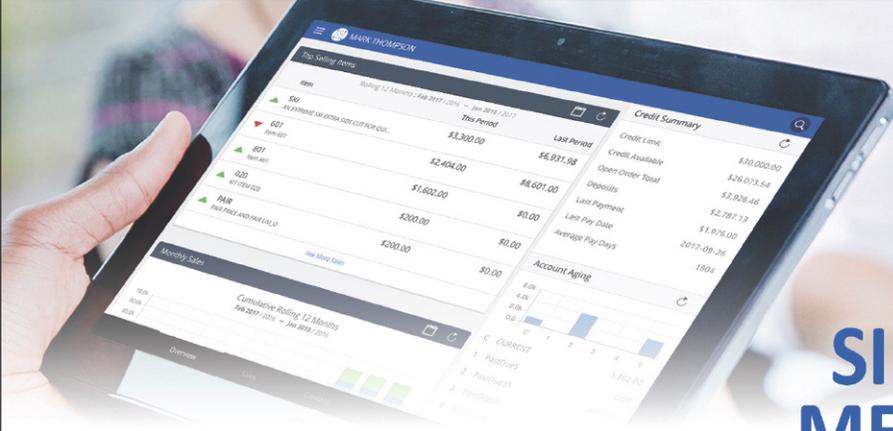
Structural Bolt & Mfg.

Vulcan Threaded Products

XL Screw Corp.

Watch for more details on the 2019 Spring Conference in your emails and online!





YOUR SALES DATA ON-DEMAND

Mobile CRM simplifies on-site customer sales meetings. With Distribution One's Mobile CRM app, the distribution sales team has access to three years of key sales data stored locally in instances of no internet connection. Mobile CRM also features:

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A Year of SEFA Memories

Thank you to Nucor for hosting the SEFA Summer Board Meeting



Sandestin during the Holidays!

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To find all SEFA forms,
current information and photos, visit our website:
www.theseffa.com