

American News

Compiled by Fastener World

National Machinery Introduces Lean Header/Threader for Re-Shoring

National Machinery LLC introduced a new "lean header & threader" to make small screws / fasteners up to M6 sizes. It uses a small footprint and sound enclosure for efficiency, sales & marketing VP Jerry Bupp said. "The machines target industry needs for the re-shoring of small fasteners and replacement of traditional headers," the company stated.



"While it remains to be seen how much of it is permanent, re-shoring is indeed happening," Bupp said. Most orders are going to North America, with some headed to Europe. Most of the new header & threader sales are to existing fastener manufacturers, Bupp said. "There have been inquiries from startups, but when they learn the complexity of forming that makes them realize it may not be the right fit," Bupp finds. Founded in 1874 by William

Anderson, National Machinery has facilities on four continents and is headquartered in Ohio.

FAA Clears Boeing to Resume 787 Dreamliner Deliveries

Boeing could soon resume deliveries of its large 787 airliner, which has been plagued by a series of production issues since late 2020, the Associated Press reports. The Federal Aviation Administration will approve the company's process for validating fixes to each plane before they are delivered to airline customers. "Approval to resume deliveries would be a boost for Boeing, which



collects a big chunk of each plane's purchase price at delivery," according to AP. Boeing has accumulated a backlog of about 120 undelivered 787s. The plane, which Boeing calls the Dreamliner, lists at \$248 million to \$338 million depending on size.

Issues with the 787 started in 2020 when small gaps were found between panels of the fuselage that are made of carbon composite material. Inspections that turned up problems with a pressurization bulkhead at the front of the plane. Boeing also had to replace titanium parts including fasteners after

it was discovered that the Italian supplier used alloys that did not meet FAA standards. Fasteners played a prominent role in the nearly three-year delay of the Dreamliner as supply disruptions and improper installation plagued its test aircraft fleet.

Boeing had an issue with overtightened fasteners in some of the first 787s. The aircraft manufacturer discovered hairline cracks in wings "stemmed from fasteners used to connect aluminum shear ties on the wing ribs to the carbon fibre composite wing panel," according to the Wall Street Journal. "The fasteners were over-tightened without the use of manufacturing fillers, compressing a gap in the structure and in some cases caused hairline cracks of less than an inch: if left unchecked it can cause unintended stress on the jet's structure and lead to further damage."



Likewise, an "unusual production mishap" on the 787 assembly line in Everett, WA, revealed a continued problem with incomplete fuselage sections from Boeing's South Carolina facility, according to the Seattle Times. "During 787 assembly, before the point where all the fuselage sections and wings are joined to make the complete airframe, the fuselage sections are held in place by cradles," wrote Dominic Gates of the Times. "After the join is made, the cradles are lowered and removed." However, when mechanics in Everett removed the cradles, "nearly 100 improperly installed fasteners clattered to the factory floor." "A subsequent inspection found the South Carolina team in Everett had installed hundreds of temporary fasteners near the join between the two aft fuselage sections without the collars needed to hold them in place," according to the Times.

It is unclear how long it will take Boeing to deliver all 120 backlogged planes, which were built at factories in Washington state and South Carolina. Each one will need to be cleared by the FAA.



LINDFAST
Solutions Group



LindFast Acquires Star Stainless Screw Co.

LindFast Solutions Group acquired Star Stainless Screw Company for an undisclosed sum. "We believe the combination of LSG and Star will give our collective customers unparalleled ability to meet all of their fastener needs with one company," said LindFast CEO Bill Niketas. "With Star's 14 branches and distribution centers across North America and the 16 locations we have, this collective footprint will allow our customers to access product even more efficiently than in the past."

Together LSG and Star will distribute fasteners ranging from stainless to inch, to metric and provide value-added services. As with other recent LindFast acquisitions "little change is expected in the near term from a customer perspective," Niketas said. For the foreseeable future, Star will continue to operate out of its existing facilities, will remain on the same ERP system, and will extend the same policies currently in place.

Lindstrom was founded in 1983 by Virg Lindstrom. Stelfast traces its founding to 1972 when Surinder Sakhujia started Eses Limited as a manufacturer of industrial gears and screw machine products. The company took the Stelfast name in 1976 and became an importer and master distributor of fasteners.

Lindstrom was a master distributor specializing in metric fasteners when it acquired Stelfast – an imperial fasteners master distributor – in 2018. In 1946 Bernard Golden founded Star Stainless Steel Polishing Co. in New Jersey. In 1950 a few bags of screws found in the employee locker room led to the start of Star Stainless Screw Co. Star Stainless survived a fire which destroyed its building in 1954. When Bernard Golden died in 1984, his son Wayne Golden succeeded him. Bruce Wheeler became president in 2003. Tim Roberto is the current president.



ParkOhio Bolsters Its Fastener Business

ParkOhio acquired two companies to bolster its fastener business. ParkOhio acquired Southern Fasteners & Supply, which will be included in ParkOhio's Supply Technologies segment. Winston-Salem, NC-based Southern Fasteners provides commercial fasteners and industrial supplies to MRO and OEM customers. The company lists operations in Montgomery, AL; Anaheim, CA; Orlando, FL; Pendergrass, GA; D'Iberville, MS; Greenville, SC; New Johnsonville, TN; Houston, TX; Richmond, VA; and Parkersburg, WV.

Southern Fasteners has annual revenue of US\$25 million. In addition, ParkOhio finalized the acquisition of Charter Automotive (Changzhou) Co. Ltd., which will also be included in ParkOhio's Supply Technologies segment. Changzhou, China-based Charter "is strategic to our fastener manufacturing business and will accelerate the global growth of its proprietary products to Electric Vehicle and other auto-related platforms," ParkOhio noted. Charter has annual revenues of approximately US\$15 million.



ParkOhio completed the acquisitions during a strong second quarter performance. Revenue increased 22% to US\$429 million, boosted by strong results from its Supply Technologies and Engineered Products segments. Net income improved to US\$1 million from a US\$3.5 million loss in the second quarter of 2021.

Supply Technologies segment sales rose 13% to an all-time quarterly high of US\$175.8 million, breaking the previous record of US\$168.8 million established last quarter. Sales gains were driven by "strong customer demand in the majority of our end markets, with the biggest increases in heavy-duty truck, semiconductor, industrial and agricultural equipment and civilian aerospace." Average daily sales increased 18%, with operating income up 24% to US\$12.7

million. Q2 operating margins improved to 7.2%, "as profit flow-through from the higher sales levels and the favorable impact of pricing initiatives more than offset higher supply chain costs and general inflation."

Ohio-based Supply Technologies provides logistics services for 190,000 production components, including fasteners, to OEMs, other manufacturers and distributors. ILS also engineers and manufactures precision cold formed and cold extruded products, including locknuts, SPAC nuts and wheel hardware. The segment employs more than 1,500 at 55 logistics service centers in North America, Scotland, Hungary, Asia and India. Park-Ohio entered the fastener business in 1995 by acquiring RB&W. Subsequent fastener acquisitions included Arden Industrial Products Inc., Arcon Fastener Corp., Delo Screw Products Co., Direct Fasteners, Gateway Industrial Supply and Columbia Nut & Bolt Corp. and Purchased Parts Group Inc.



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AFC Industries


brings it together

AFC Industries Acquires TFC Ltd.

AFC Industries acquired UK-based TFC Ltd. Terms of the deal were not disclosed. For over 60 years, TFC has supplied industrial fastening products and services via a network of UK and European locations. TFC offers customized VMI, product solutions, and engineering and design consultation for industrial markets. TFC will continue to be led by Morgan Burgoyne and the current TFC management team as the AFC European business unit.



AFC distributes fasteners and assembly components to OEMs, assembly plants and other users. AFC provides supply chain management, VMI, stock and release programs, right assembly, kitting and private labeling to a range of industries. AFC has facilities in Connecticut, Ohio, Minnesota and Nevada plus Mexico and is headquartered in Fairfield, OH. In 2021, AFC Industries was acquired by Foster City, CA-based Bertram Capital.

NFDA on Cybersecurity: The New Normal

Cyber crime is a legitimate business in other countries, Will Snyder of WTC Business Technology Services told National Fastener Distributors Association members. "Plan for a Cyber incident to happen... It is not IF, but WHEN!" Snyder stated. Snyder advocates a "shotgun" approach to system vulnerabilities/breaches. This includes security measures, staff training and cyber liability and business disruption insurance.

The first order of business is security. Measures such as DNS proxy, next-generation firewalls (with automatic system updates), GEO blocking (blocking traffic from countries where you don't do business), content filtering and IPS/IDS (intrusion prevention systems and intrusion detection systems) are essential to help keep your business safe from hackers. Such measures help "secure the edge," Snyder explained.

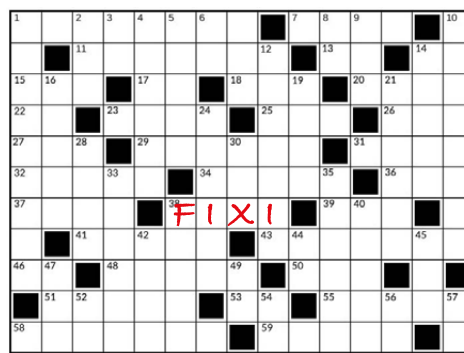
Fastener distributors also need to "secure the endpoint." This involves next-gen endpoint protection (antivirus) software with 24/7 monitoring, tightening your password policy (complex requirement that changes every six months) and access control, and device updates and patching (using RMM to automate and schedule Windows updates on workstations and laptops). "Perform an internal vulnerability scan yearly to make sure nothing is missed," Snyder emphasized. Fastener distributors also need to secure their networks. This involves an improved password policy and access control and remote machine management (RMM) to support and monitor all network devices.

It's a very big risk to have your email hosted locally, Snyder explained. "My brother-in-law has an email server that has worked for the past 20 years: Why do I need to update?" won't save your business in a cyber attack. Most importantly, businesses must secure their data. "If everything else fails... having a data backup



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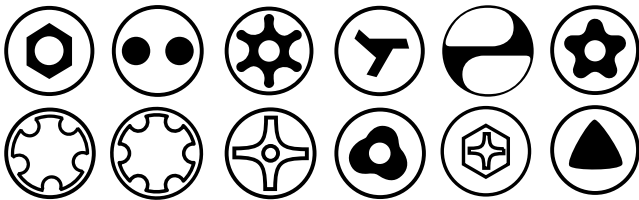
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stored securely" can get your business back up and running quickly," Snyder explained.

To secure company data, put encryption on everything. Likewise, place "smart" cameras on all key areas, such as IT rooms. Use on-premises encrypted server image backups daily. And create documented disaster recovery/business continuity plans to prepare for the worst. Educating staff on security risks is essential as well. Snyder encouraged "user security awareness training" and having staff take various phishing tests (social media, financial ACH, etc). Training should occur every quarter, he noted.

In addition, it's vital to test your business response to everything. Disaster recovery and incident response test at least yearly and backups tested monthly, with all processes documented and documentation used each year in testing. These solutions are not expensive but they're essential in the 21st century, he noted. "ALL companies are now at risk. Having simple antivirus software is no longer enough."

NFDA Panelists: Supply Chain Faces 'Bumps'

Industry panelists at the National Fastener Distributors Association 2022 spring meeting reported supply chain problems are easing, but are not back to normal. Joe Kochan, COO of the Elgin Fastener Group, said "inbound raw material was stabilizing" before Russia invaded the Ukraine. Raw material "continues to be a challenge" for Elgin. The Ohio-based manufacturer is ordering and forecasting further out, Kochan said. There also are delays in outside processing for manufacturers, Kochan added.

Shipping has improved, but Tim Roberto, president of Star Stainless Screw, said "ports can't handle" the shipping as is and "any little bump down the road" creates larger problems. "Your customers are going through the same problems," Roberto pointed out. Angela Philippott of AFC Industries, who has 25 years in various purchasing roles, said a key will be "keeping lines of communication open in the supply chain." AFC has relied on "communication and collaboration." Roberto agreed there is a need to share information. Star Stainless is relying on supply chain relationships, he said. "We are all swimming in the same ocean," panel moderator Eric Dudas summarized.



Recession ahead? "I'm usually the optimist," Roberto said. But he finds fear of a recession "is driving the narrative." Kochan pointed out that even if a recession develops that "we serve different markets" and some markets will have a soft landing. "There is still business during a recession," Roberto pointed out.

Roberto started in the fastener industry with a summer job 31 years ago. He became a branch manager at age 25. All along he has been "building relationships" with Star Stainless people by "sitting down and having a conversation." When you get to know them you "recognize where their strengths are." Also be aware that "people evolve," Roberto added. "Give tools to people who are motivated."

Philippotts said AFC is ordering further in advance and working with domestic partners for "greater control over the order board." In buying domestic, AFC is looking "at the total cost of imported products." Roberto said the import / domestic ratio "comes back to cost." Roberto asked and answered reshoring questions: "Can we? Yes. Should we? Yes." Kochan agreed that domestic vs. imported "comes down to cost." But he noted that "people are talking about it (reshoring) more" and EFG is having "conversations with customers." He predicts there will be more

domestic production. "Price is not the total cost of ownership," Kochan noted.

Philippotts said remote employees have opened a greater talent pool. She cited a recent search drew 12 applicants to work in the office, but "a thousand-plus to work remotely." Kochan touted EFG's internship program and noted he just hired an engineer who had been an intern. He had once been "third shift on the shop floor in Alabama who others had helped along." Kochan urged management to be engaged with employees. "People need to know they are important" and they "have a future" with the company. Roberto suggested to improve efficiency "go to the person who is doing that job" for suggestions. Philippotts emphasized that managers "need to be leaders. I have to be the leader" and "set the example."

EFG developed a program of games to get people to look forward to being at work. Referring to the pandemic of 2020, Philippott norms "there was no playbook" and AFC had to "look at alternatives."

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CELO's USA Team Gets Ready for New Carlo Salvi Machines

To cope with the growing business in the USA, members of the CELO USA production team had a training session at CELO's Spanish manufacturing plant, where they learned all about Carlo Salvi machines. CELO reports, "It was great that the teams were able to meet in person and thank you to our Spanish team for being such good teachers!" CELO is a brand dedicated to the design and manufacture of high-precision fixing and fastening solutions for the fields of industry and construction. It has an international presence on three continents: Europe, Asia and America, while staying true to its roots as a family business.



Industrial Fasteners Institute (IFI) Announces New IFI Standard: IFI-171

Industrial Fasteners Institute (IFI) has announced the publication of a new IFI standard, IFI-171, thread dimensions for sizes 1-5/8 – 5-1/2 and 1-7/8 UNS for Assembly of Bolts, Studs and Nuts in the Steel Construction Industry. The new standard specifies thread dimensions and tolerances for two sizes of coarse threads, 1-5/8 – 5-1/2 and 1-7/8—5, that are commonly used in the steel construction industry. The standard resolves slight differences that commonly resulted from varied interpretations of ASME B1.1 (2019), which does not explicitly list sizes. IFI standards are developed by industry experts that volunteer at the request of IFI members and industry stakeholders. Many of these experts are also engaged in the production of the IFI Book of Fastener Standards, a compilation of nearly 100 standards from ASTM, ASME, SAE and the IFI. "I am very appreciative for the contribution of the task group members, beginning with Mike Friel from Haydon Bolts who identified the gap and pushed for a standard to be published," said Salim Brahimi, Director of Engineering and Technology for IFI. "I am also grateful for the expertise and guidance of Al Barrows, chair of ASME Committee B1 on Threads. His support was essential to validate the accuracy of the dimensions and to ensure we did the work correctly and in concert with ASME B1.1. This standard will be added the Online Book of Fastener Standards and to future publications of the hardcover Book of Fastener Standards."

MSC Acquires Tower Fasteners via AIS Subsidiary

MSC industrial Supply Co. has acquired Tower Fasteners, a valued-added distributor of Original Equipment Manufacturer (OEM) fasteners and components. Under the equity purchase agreement, Tower will continue to operate under its current name after becoming an MSC company. Mark Shannon, President of Tower, will continue to lead the business, which has approximately 100 associates. Tower's revenue in calendar 2021 was approximately US\$35 million. MSC's acquisition of Tower, made through its All Integrated Solutions (AIS) subsidiary, expands the company's presence in the OEM fastener market, which it entered in 2018 with the acquisition of AIS, a leading value-added distributor of industrial fasteners and components, MRO supplies and assembly tools based in Wisconsin. Tower's growing footprint complements AIS's existing locations concentrated in the Midwest. The company operates eight distribution centers along the East Coast and in the Southwestern regions of the United States, Mexico and Europe. Tower serves manufacturers in the industrial, electronics, medical equipment, aerospace, military, and security, fire and safety sectors. MSC plans to maintain Tower's operations, providing the company's customer base access to MSC's 2 million-plus product portfolio to support their full metalworking and MRO needs. Similarly, MSC will extend Tower's production fastener solutions to its manufacturing customers.



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