



Where Education is a Priority

MWFA



Mid-West Fastener Association

EXHIBITOR REGISTRATION & CALL FOR PRESENTATIONS UNDERWAY

October 4, 2018, Akron, OH, USA. FASTENER TECH™ '19, the seventh staging of "The All-Fastener-Industry Event in the Heart-of-the-Fastener Industry", is pleased to announce that exhibitor registration is underway and forms are available online at www.mwfa.net and www.fastenertech.com/fastenertech.asp. Questions on exhibit sales can be directed to Nancy Rich, mwfa@ameritech.net or Tom Hutchinson, tlh@fastenertech.com.

In addition, a "Call for Presentations" is being conducted: fastener industry professionals are invited to submit proposals for stand-alone educational seminar presentations that are related to making, distributing and using fasteners. Topics include new technologies, primers, regulations and case studies. The deadline is January 31, 2018, and proposals should be sent to Mike McNulty at mcnulty@fastenertech.com.

FASTENER TECH™ '19 is scheduled to take place in Rosemont (Chicago), IL, USA, June 3 to 5, 2019 at the Donald E. Stephens Convention Center. FASTENER TECH™ '19 will offers attendees and exhibitors a valuable, cost-effective and easy-to-attend event that provides benefits to fastener manufacturers, distributors, users and suppliers. FASTENER TECH™ is a biennial event, and once again in 2019 it will be co-located with SUR/FIN®, the annual conference and exhibition for surface finishing professionals, which is organized by the National Association for Surface Finishing, Washington, DC, USA, www.nasf.org.

FASTENER TECH '19 will feature an Exhibition, Education Seminars, an All-Industry Reception, and other networking opportunities. The preliminary schedule is as follows:

- Education Seminars: June 3, 4 and 5, 2019
 - Exhibition: June 4 and 5, 2019
 - All-Industry Reception: June 4, 2019
- As a trade event, FASTENER TECH™ '19 will be unique on several fronts, including the following: the relatively low-cost and ease-of-exhibiting at and attending the show, the all-industry focus, the heart-of-the-industry location, and a high level of participation from fastener industry associations.

FASTENER TECH™ '19 is being produced by Fastener Technology International magazine, Akron, OH, USA, and the Mid-West Fastener Association (MWFA), Lake Zurich, IL, USA. The most recent FASTENER TECH™ was held in June 2017, also at the Donald E. Stephens Convention Center in Rosemont (Chicago), IL, USA, and it provided its visitors with direct supplier access, networking opportunities, business intelligence, social programming and technical education related to making, distributing and using all types of mechanical fasteners. In addition, the 2017 event included the debut edition of the Fastener Industry Summit, which was organized by the Fastener Industry Coalition, www.fastenercoalition.org.

Fastener Technology International (FTI) is a bimonthly international technical magazine for manufacturers, distributors

FASTENER TECH™ '19

and users of all types of fasteners. The print edition is delivered to thousands of subscribers in more than 90 countries, and the digital edition is available around-the-clock at www.fastenertech.com.

Additional publications include a monthly newsletter, the Fastener News Report, and the annual FTI Buyers' Guide.

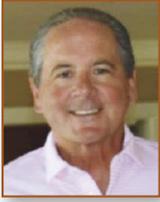
The Mid-West Fastener Association (MWFA) has been representing and serving all segments of the fastener industry for more than half-a century. MWFA members include fastener manufacturers, distributors, importers and industry suppliers. Details are available on pages 10 & 11 and also at www.mwfa.net.

Additional FASTENER TECH™ details and a flipbook edition of the "2017 Exhibition Directory" are available at: www.fastenertech.com/fastenertech.asp.

"FASTENER TECH™: The Fastener Show produced by the Fastener Industry for the Fastener Industry"



PRESIDENT'S NOTE



**Wayne Wishnew/
XL Screw Corp.**

It seems every year I mention how quickly the year has passed. (I guess I'm getting old) I find it

hard to believe we have begun the fourth quarter already. It won't be long before you hear me complaining about cold temperatures and snow.

I'm thinking the reasons I found that time has passed so quickly are due to a very busy first three quarters for the MWFA. For the benefit of our membership, our outstanding and passionate Board of Directors planned so many excellent educational classes and networking events. Let's take a look at the past 3 quarters. In February we had our Cyber Security Dinner Meeting. In March we hosted our popular Fascination with Fasteners class. In May we offered our Heat Treat/Plating class and plant tours and a print reading class in Cleveland as well. In June we hosted a Panel Discussion on many interesting topics including potential tariffs. I'm so proud of the great job our panel did. The information and opinions they offered were spot on. Based on the implementation of a 10% tariff on fasteners from China, the

panel allowed our members to be prepared and educated for the future. We also had a well-attended Tabletop Show and our 66th annual Golf Outing. In August we offered a Certified Fastener Specialist Class along with a very popular, strictly social, MWFA Mixer. A good time was had by all and many stayed well after the event ended.

The event planning does not end there. The Board has planned outstanding events for the remainder of the year. Dates to keep in mind are as follows: October 18th is our PPAP/Corrective Action Class, November 18th is our annual Scholarship Awards/ Board elections dinner. It is important that a representative from each member company is present to cast their ballot since the Board of Directors is an integral part of your association. As you know, education is a priority for the MWFA. This opportunity to present our talented students with Scholarships is rewarding for the entire Association. Join us as we celebrate education and thank our amazing sponsors. Thanks to the generosity of our sponsors, we will be awarding \$50,000 in scholarships. I'm also excited to have Jeff Joniak as our guest speaker. I'm sure you will find him energetic with an inside look at the Bears and his experiences in radio work. (see more details inside the Newsletter)

Last but not least, December 13th we will hold our annual Holiday Party. We will have a Casino, DJ and Karaoke, Photo Booth and Social Media Kiosk along with Santa joining us.

Please join us for this fun and popular event. I believe our Board has already met their goal of providing our membership with outstanding educational and networking opportunities for our entire Association. We thank everyone for their support and participation.

The MWFA Board of Directors are already busy planning events and classes for 2019. Please keep in mind, registration for Fastener Tech 2019 is open. If you have not already done so, please register to exhibit today. (More details inside this newsletter.)

As a Board we work for the benefit of the MWFA. If you have any comments, suggestions or ideas, we welcome your input. Please feel free to contact me or any of our Board members.

Wish you all a successful fourth quarter.

UPCOMING EVENTS

November 8 Scholarship/Elections Dinner Meeting
Jeff Joniak (Chicago Bears Announcer)
Guest Speaker
Belvedere Banquets, Elk Grove, IL

December 13 Holiday Party
Medinah Banquets, Addison, IL

MWFA BOARD OF DIRECTORS

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2018 HALL OF FAME AND YOUNG FASTENER PROFESSIONAL AWARDS ANNOUNCED

The International Fastener Expo has announced this year's winners:

Hall of Fame Award Winners:

Bob Sachs, XL Screw

The International Fastener Expo has partnered with the Fastener Industry Coalition to choose the winners of the Fastener Hall of Fame. The Fastener Hall of Fame Award recognizes and honors inventors, business leaders, and educators who have made significant contributions to the fastener industry.

Bob Sachs started working at XL Screw Corp. in 1972. In 1979, He became a shareholder and vice president of XL Screw Corporation. In January 2003, Bob was promoted to president. Owning 100% of XL was a lifelong goal and through hard work and dedication, that dream came true in 2005. Under Bob's leadership, XL is a major contributor to the distribution market. "A company you can always count on".

As XL was one of the first pioneers of importing fasteners, Bob was instrumental in shaping the fastener industry as it is today. He would regularly make trips overseas to educate and train the overseas suppliers on manufacturing, quality and preparing the material for shipment, so the material would arrive in the XL warehouses in good shape. The Fastener Industry may not have been the same today if not for Bob's efforts to work diligently with our import suppliers decades ago.

Bob also believes strongly that fastener associations are important to our industry. XL is a member of and supports many regional and national associations. He has always stressed the importance of education and he shows his passion with his generous support of scholarship donations. Bob and XL have been a major scholarship donor to the Mid-West Fastener Association for 20 consecutive years. One of the largest scholarships awarded by the MWFA is donated by XL Screw Corporation.

INTERNATIONAL FASTENER EXPO

Bob has been a pillar and supporter of the fastener industry for many decades. His staff, industry partners and friends all agree. Bob has always been a Hall of Famer. Now that it is official, he is truly honored and humbled by this award.

Robbie Gilchrist, Capital Marketing

Robbie Gilchrist is in his 47th year in the fastener business. Each day communicating with many industry people. Throughout the years he was President of the SEFA, serving on the board for two terms; served on the board of the NFDA and was a committee chair for three years, in all trying to improve the fastener industry.

The greatest part of Robbie's career has been the formation and distribution of "The Gilchrist Foundation". The Foundation was formed after the sale of Capital Fasteners in 2000 to assist students in their continuing education. Robbie and his wife Gina of 31 years had been successful and wanted to give back to the industry that had been so supportive of them. Since the inception of the scholarship endowment, 60 scholarships have been awarded to people working in the industry or family members of those working in the industry.

Young Fastener Professional of the Year Award Winners:

Peggy Hsieh, Brighton-Best International

Peggy Hsieh is the Chief Operating Officer of Brighton-Best International (BBI) where she oversees the operations and IT functions of all 32 BBI branches across 6 countries. BBI has always been at the forefront of using technology to help the fastener industry reduce transactional costs. Peggy not only manages the IT department but she tries to engrain technology as a philosophy throughout all BBI departments and the fastener industry.

Jun Xu, Brighton-Best International

Jun Xu is the President of Brighton-Best International (BBI), where he is responsible for the strategy and purchasing for all of BBI's locations across 6 countries. Through his leadership and direction, BBI's purpose and role in the fastener industry has been transformed from selling products to focusing on how to help distributors grow and succeed. Jun not only provides the strategic focus within BBI but also serves as a Board of Director member of the NFDA.

Jun and Peggy have been married and have worked together for over 10 years. They live in Los Angeles and have two children together.

A special recognition award ceremony will take place on the show floor in the Sessions Corner at IFE in Las Vegas, NV on Wednesday, October 31, 2018 from 2:30-3:30 p.m.

INSIGHTS FROM OUR CEO: TARIFFS MORE THAN A TIFF

by ITR Economics

Five Points About the Tariffs from a Free Trade Economist

1. Breaking with some avidly free market schools of thought, I maintain that there is a time and place for tariffs. For instance, McKinley campaigned, and won, on a high tariff platform. It made sense because we were in an economic depression at the time, and it was expedient to distort economic principles to create American jobs. With that in mind, please check out the below chart, which shows that US manufacturing is growing without tariffs.
2. China is NOT paying for the tariffs. Importers pay the tariffs, not the Chinese exporters. That usually means US businesses pay for the tax through a reduction in their profits, or consumers pay for the tax through higher prices. What is true is that the US federal government wins. The tariff money flows into federal coffers as it is paid to the federal government at time of entry. The cost is then recouped down the line via price increases or diminished profits. Of course, this is offset by some businesses seeing additional activity (usually at higher prices, so again the consumer is paying). Good thing some of us got a tax reduction!
3. Countries are retaliating. This will not be good for many US businesses that rely on exports. Focusing on China, this is particularly not good if you have China-based companies among your major customers, or if you rely on the reality that China is a driver for surrounding markets. Remember, it is all about profitability. You would be hard pressed to name a company of any size that is not exposed to China's economy, either by exporting directly to China, by being involved in the domestic market within China, or simply by way of the fact that China's economy drives the rest of Asia. If these tariffs are meant to hurt China, then we should be careful what we wish for.
4. The stock market has not yet responded negatively to the tariff issues. This could be for a myriad of reasons, ranging from the actual dollars involved relative to the size of our GDP, to an assumption that this is all part of a negotiating tactic, to a stronger focus on near-term corporate profitability. Our advice is to keep an eye on the market if trade issues continue to escalate.
5. The economic outcome of all this is likely a negative impact on the business cycle. On the surface, these negatives are somewhat balanced by the tax code changes, but it becomes a timing issue and relative game with the numbers. We will have more to say about this in the October 2018 issue of the ITR Trends Report™.

Brian Beaulieu/CEO

Note: Effective September 24th there has been a 10% tariff increase, with a possible additional 15% tariff increase January 1st on affected items.



*We wish all our members a glorious
Fall and wonderful Thanksgiving.*



MWFA MEMBERS POISED FOR BENEFITS OF NEW ASSOCIATION HEALTH PLANS

For most of this year, the MWFA has been preparing for the anticipated approval by the U.S. Department of Labor (DOL) of federal regulations allowing for the creation of Association Health Plans (AHPs).

The MWFA sees an AHP as an opportunity for Members to gain significant advantages in securing healthcare coverage for all employees by joining together and collectively increasing purchasing power.

In June, the DOL approval was issued. So what are the next steps?

- Each of the 50 states' insurance departments are deciding whether to allow AHPs in their jurisdictions. If they allow them, the insurance departments must next issue their own regulations and mandates for their plans; and then,
- In whichever states decide to allow AHPs, the respective insurance companies must individually determine whether to offer plans.

- Some states have determined that AHPs will not be permitted, some states have not yet issued determinations and other states have decided to allow them. At the end of September, the State of Illinois Department of Insurance issued its approval.

We at Alper Services, LLC* are working with all five of the health insurers writing in Illinois (Aetna, Blue Cross/Blue Shield, CIGNA, Humana and United Healthcare) on AHP alternatives for the MWFA. While it may take several weeks for options to be developed and presented, we want you to know that we are on track and moving as rapidly as possible.

As communicated in an email to members last month, the advantages foreseen with the new MWFA AHP include:

- Lower costs than purchasing as individual companies.



- A full range of plan designs with various provider networks...PPOs, HMOs, HSAs, HRAs as well as the ability to incorporate numerous options on a single plan so as to afford optimal choices.
- Complete compliance and HR support.
- An easy, user-friendly on-line enrollment and service platform which will also afford employees (who prefer) self-service and single-entry administration options.
- Employee communications materials.
- Engaged and expert advocacy for employers and employees with benefits, claims, network, well-being and other matters.

Please know that we will be sharing exciting developments within several weeks and welcome your questions.

Mary Jakocko

Vice President

Alper Services, LLC

**Alper Services, LLC is the largest privately held independent insurance brokerage and consultancy in Chicago. Founded in 1966, the firm understands and proactively addresses the concerns of small-to middle-market companies throughout the country and around the world. Indeed, its motto is "Planning for now through when".*

Alper's expertise extends to all lines of business and personal insurance as well as employee benefits, focusing on visioning, creating, delivering, implementing and servicing cost-effective, sustainable solutions. Their team recognizes and appreciates the vital role benefits packages play in attracting, rewarding and retaining the best employees.

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Now available are the *2018 Edition* (10th Edition) in traditional hardcover and the NEW online format called the *IFI Online Book of Fastener Standards*.

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This is an essential "one-stop" compilation of the most commonly used fastener standards for inch fasteners and non-ISO metric fasteners. The book contains 92 separate standard specifications issued by ASTM, ASME, SAE and IFI.

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This is a digital library that provides access to all 92 of the same fastener standards as the hardcover book. The online platform is always kept current, which keeps you in compliance.

Order yours today: www.indfast.org/shop



XL SCREW CORPORATION

**AMERICA'S FINEST
QUALITY IMPORTED
THREADED FASTENERS
SINCE 1968**



The Name You Can Count On

With over 13,000 imported products in stock and our Mill Division that is second to none, we will continue to prove why XL has earned the reputation as the most trusted name in our industry.



Our Service Speaks Volumes

GRADE 5 & 8 DOMESTIC CAP SCREWS [USA] GRADE 2, 5 & 8 CAP SCREWS SOCKET PRODUCTS LAG SCREWS TAP BOLTS CARRIAGE BOLTS STEP BOLTS ELEVATOR BOLTS FRAME BOLTS TIMBER BOLTS HEX BOLTS WASHERS THREAD ROLLING SCREWS B7 HEAVY HEX BOLTS B7 STUDS PINS THREADED RODS ANCHORS CONCRETE SCREWS PLOW BOLTS FLANGE SCREWS SHEET METAL SCREWS MACHINE SCREWS TYPE U DRIVE SCREWS DRYWALL SCREWS THREAD CUTTING SCREWS SEMS NUTS POLE BARN SCREWS THUMB SCREWS GROUNDING SCREWS FLOORBOARD SCREWS SPRINT POINT SCREWS SELF DRILLING SCREWS FOUNDATION BOLTS WOOD SCREWS DOCK HARDWARE HDG PRODUCTS METRIC PRODUCTS STAINLESS STEEL

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AUGUST MIXER BRINGS IN OVER 80 ATTENDEES

Thank you to all who attended our 3rd Midwest Mixer. Real Sports in Elk Grove Village, IL hosted the event where guests could enjoy the great summer weather on the outside patio with appetizers, drinks and door prizes. It proved to be a great networking event for fastener friends. Thank you to everyone who donated door prizes.

A special thank you to all our MWFA Mixer Sponsors:

Gold

XL Screw Corp.

Silver

Abbott Interfast Corp. (lotto board)

All American Systems

Alper Services LLC

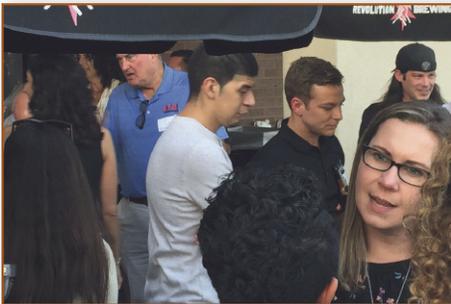
Brighton Best Int'l

Delta Secondary

Metric & Multistandard Components Corp.

Looking forward to seeing you all at our next event!

View more photos
posted online at
www.mwfa.net



2018 AWARDS AND CEREMONIES

On Wednesday, Oct 31, 2018, IFE will hold its annual Award Ceremony from 2:30 pm to 3:30 pm at the Sessions Corner, located on the show floor. Both the Hall of Fame and Young Fastener Professional winners will be presented at the award ceremony. The 2018 Hall of Fame winners are industry veterans and thought leaders Bob Sachs of XL Screw Corp and Robbie Gilchrist of Capital Marketing. The winners of the Young Fastener Professional award are Peggy Hsieh and Jun Xu of Brighton Best International.

INTERNATIONAL FASTENER EXPO

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To be sure your company news gets into the next MWFA newsletter, mail, fax or email your news release to:
MWFA, PO Box 5, Lake Zurich, IL 60047
Fax: 847-516-6728 Email: mwfa@ameritech.net
The deadline for the next newsletter is December 15, 2018.

The MWFA accepts VISA, MasterCard and American Express.



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FASTENER TECH '19 EXHIBIT APPLICATION AND CONTRACT DATE: _____

The undersigned (hereinafter called the Exhibitor) hereby applies for space in the FASTENER TECH '19 Exhibition scheduled for **June 3-5, 2019** at the Donald E. Stephens Convention Center in Rosemont (Chicago), IL USA. The Exhibitor understands that this becomes a valid contract when accompanied by the exhibit fee (shown below) and upon the receipt of FASTENER TECH '19's acceptance of the application. Furthermore, the Exhibitor acknowledges receipt of and agrees to exhibit under and comply with the rules and regulations printed on the second and third pages of this contract.

COMPANY NAME: _____
ADDRESS: _____
CITY: _____ STATE/PROVINCE: _____ ZIP: _____
COUNTRY: _____ CONTACT: _____
PHONE: _____ FAX: _____ EMAIL: _____
WEBSITE: _____

EXHIBIT SPACE SELECTION & FEES (includes carpet, table, two chairs, waste can, pipe & drape, sign, 2 exhibitor badges per booth, attendee passes and exhibitor lunch). Early Bird Prices until 12/31/2018.

_____ 10'x10' unit: \$1800 (reserved by 12/31/18) After 12/31/18 \$2000 **Table Size Requested:** 4ft 6ft 8ft

_____ 10'x20' unit: \$3600 (reserved by 12/31/18) After 12/31/18 \$4000 **Table Size Requested:** 4ft 6ft 8ft

Larger booths available upon request (additional space charged at per booth price)

_____ Electrical Outlets, \$250 each (on site electric order \$300) Upgrade to counter table and stools \$100 _____

We would like to be a Fastener Tech '19 Reception Sponsor. Gold \$1000 Silver \$750 Bronze \$500

TOTAL COST (Booth, Extras and Sponsorship) \$ _____

UTILITIES AND OPTIONAL FURNISHING NOT INCLUDED. (Info for upgrades and additional furnishing options to follow at later date)

BOOTH SELECTION: FIRST CHOICE: _____ SECOND CHOICE: _____ THIRD CHOICE: _____

For Current Floor Plan: www.fastenertech.com or www.mwfa.net

COMPETITORS NOT TO BE LOCATED NEAR: _____

PRODUCTS & SERVICES: (to be used for showbook) _____

NAME & SIGNATURE OF RESPONSIBLE PARTY: _____

METHOD OF PAYMENT: MAKE CHECKS PAYABLE TO FASTENER TECH '19, AND MAIL WITH APPLICATION TO
FASTENER TECH '19, PO BOX 5, LAKE ZURICH, IL 60047, USA

CREDIT CARD: VISA MC AMEX

ACCOUNT NUMBER: _____ EXP. DATE: _____

NAME ON CARD: _____ SIGNATURE: _____

CALL +1-847-438-8338 FOR WIRE TRANSFER INFORMATION
RETURN COMPLETED FORM BY MAIL TO FASTENER TECH '19, PO BOX 5, LAKE ZURICH, IL 60047, USA
OR FAX WITH CREDIT CARD INFO TO: +1-847-516-6728

OFFICE USE ONLY / ACCEPTED BY: _____ SPACE ASSIGNED: _____

PAYMENTS RECEIVED: _____

Cancellations prior to 4/1/19 subject to \$400 processing fee. After 4/1 no refunds.

READER'S CORNER

Abbott-Interfast – 70 years and by the way ... Did you know ?

Most of us were not around in September of 1948 when Martin (Marty) R. Binder incorporated and opened the doors of Abbott-Interfast Corp. (Abbott Screw & Mfg. & Co. back then) to the fastener & OEM community. This year we are celebrating our 70th year of providing solutions for not only fasteners but a variety of products second to none. Over the years, Abbott has secured over 25 patents. Best known to distributors for yellow nylon insert locknuts, in 2017 Abbott began a marketing campaign to market other available products and services. In 2018, we revamped our website, www.aicfast.com to highlight all the solutions we provide.

Our many years of experience is the foundation of our diversity. Over the last 70 years, Abbott has provided innovation, global sourcing, screw machine specials, plastic knobs, inventory management, assemblies, and many more products where we have partners or alliances both domestically and overseas. One such example, The Nationwide Fastener Directory™, was born 46 years ago, a byproduct of the fastener industry, it quickly became the “go to” source for hard to find items. The Nationwide Fastener Directory still thrives today, has recently re-invented itself and is now available online at www.nwfast.com. Our newest improvements include innovative search tools and a “virtual book” for those traditionalists who still like to use the 2-volume directory.

Made in the USA – Martin Binder strongly believed in manufacturing and it is still a big part of our business. Within our 100,000 square foot family owned facility, we manufacture daily and recently we have begun to add modern day machining with the addition of CNC machines. Abbott is a valuable source who can not only procure product at the most competitive pricing, but one that can back it up by making it in house when something unseen happens.

The screw that works like a Tool!™ SplitStop™ fasteners is another groundbreaking product created by Abbott. We secured 4 patents on high performance screws which were originally designed to solve OEM issues encountered while driving screws into wood, composite or engineered decking products. Today SplitStop provides the best screw fastening system available and is sold online at www.SplitStop.com, in specialty lumber yards and packaged as private labeled

product for some of the top composite manufacturers in the world.

Our involvement in the industry is extensive as well. Marty Binder was one of the few originators of the Chicago Bolt, Nut and Screw Association now known as the Mid-West Fastener Association and served as one of the early Presidents. Abbott is one of the very few members to have exhibited at every MWFA trade show ever held and Abbott has had three employees serve as President for the MWFA, as well as having staff serving on the Fastener Industry Coalition.

As we begin our next 70 years, Abbott continues to re-invent itself with additions like the latest optical inspection systems, additional CNC machines, an upgraded website, a new computer system, along with planned enhancements such as wireless warehousing, bar coding, and of course we will continue our marketing campaign so that we no longer need to say “Did you know?” ... because now you do!

XL SCREW CORPORATION CELEBRATES 50TH ANNIVERSARY

XL Screw Corporation will be celebrating their 50th Anniversary on Thanksgiving Day this year. Founded on November 22nd, 1968, XL was one of the first pioneers of importing fasteners. XL has always been and will continue to do what they do best. Many importers/master distributors have come and gone. They have tried to be who they are not. XL will continue with their strong and successful business model.

Bob Sachs, President/CEO of XL Screw and recent inductee to the International Fastener Hall of Fame, was instrumental in shaping the fastener industry as it is today. He made regular trips overseas to train and educate the overseas suppliers on manufacturing, quality and preparing the material for shipment, so the material would arrive in XL's warehouses in excellent condition. The fastener industry may not be the same today if not for Bob's efforts to work diligently with their import suppliers decades ago. XL continues to provide its customers with quality global sourcing.

Today, XL stocks over 13,000 metric and inch products in their 3 U.S. locations. They continue to add new items to their already extensive product line. The Mill department is well known for quality, reliability, knowledge and flexibility to meet their customer's mill requirements. XL has always been “A company you can count on”.



Bob Sachs and XL Screw Corporation have plenty to be thankful for and be proud of. Bob Sachs and the entire team at XL would like to thank you; our loyal customers for your patronage, confidence and support in helping us get here. We look forward to continuing to provide you with the exceptional service and quality products you've grown to expect from us.

South Holland Metal Finishing is pleased to announce our new Sales Manager: **Oliver Baumann**. Oliver will be taking over for Brian Christianson, who will be retiring at the end of 2018.

While we are sad to see Brian go, SHMF welcomes the new addition to our team. Brian was an integral part of our organization for many years. We wouldn't be where we are at today without his support and loyalty. We wish him the best of luck with the next chapter in his life, states Paul Jackson-CEO.

Oliver comes to SHMF with an extensive background in both the metal finishing and steel industries. Please don't hesitate to reach out to Oliver at obaumann@shmf.com.

All American Systems continues their sales representation of South Holland Metal Finishing with expanded coverage in Illinois, Indiana, Iowa, Minnesota and Wisconsin to further facilitate the sales manager transition. South Holland also announces the start up of their third zinc nickel line replacing the old Cad line, which was discontinued earlier this year. The popularity of the Zinklad series of MacDermid finishes has greatly increased demand and our lead times will now be back where we need them to be for servicing customers with shorter lead times and at the level they have come to expect, states Paul Jackson, president of South Holland. The company has also recently increased the number of optical sorting equipment. South Holland Metal Finishing, located in Monee, Illinois, can be reached by calling (708) 235-0842, or their website, www.shmf.com

continued on page 14



DÖRKEN



MAGNI



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EFC International Welcomes Global Team Members

St. Louis, Missouri – September 11, 2018. Guenter Retkowski, Vice President of International Sales, is pleased to announce the team expansion for global growth. New team members will support EFC's expansion in targeted regions and markets, including Autonomous Vehicles, Electric Vehicles, and Industrial markets.

Shanghai EFC Fasteners Col. Ltd. added seven team members: Director of Sales, **Zhanchun Gu; Tina Li**, Buyer; **Dan Gong**, Sales Engineer; Inside Sales Account Managers, **Sunny Li, Gloria Shen**, and **Seven Shen**, Logistics Coordinator, **Carina Liang**. Their collaboration with the existing EFC team, customers and suppliers within China has been significant to growth.

EFC International Korea welcomes Sales Engineer, **Daniel Kim**. Daniel brings a wide range of experience and insight to his position and has the initiative to achieve results.

Alan Ibarra joins EFC Global S de RL de CV in Queretaro, Mexico as Account Manager for Inside Sales. Alan joins EFC with a vast knowledge of the industry and is a valuable addition to the team in Mexico.

Guenter states, "The new hires are vital to EFC's strategic development of international opportunities. Each individual brings experience within their respective roles and are key in global business growth. They are a sign of our

commitment to continue as a leader in our industry. They will make a beneficial impact, as well as, enrich our customer and supplier partnerships."

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 marketplaces.

For more information contact:
Joyce Gerber, Marketing Manager
P: 314-439-4374
jgerber@efc-intl.com
www.efc-intl.com

Intercorp Introduces Strong-Point® Razor Fastener

LOS ANGELES, CA -- Intercorp, an importer and master distributor of professional-grade construction fasteners under the Strong-Point® and Strongcon® brands, is pleased to announce their new Strong-Point Razor fastener. This highly engineered product will attach light gauge sheet metal to sheet metal in HVAC applications or any light duty steel attachments.

"Intercorp spent endless hours of R&D on this design because we wanted to give our customers a product that has the potential for very high demand and the engineering to help users be more productive and efficient on the job," said Law Winchester, National Sales Manager. "To do this, we designed a proprietary point to pierce light gauge metal quickly and prevent walking for faster engagement. We then equipped

our new fastener with finer threads to draw sheets of metal more closely together, forming a tighter connection to reduce airflow escape in HVAC applications. We believe that users of this fastener are going to be extremely pleased with the overall performance of our new Razor Point screw."

The Strong-Point Razor® screw is available through a network of construction distributors throughout the United States. Call Intercorp for FREE samples at 800-762-2004 or visit www.intercorpusa.com to find a location near you.

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, Pole Gripper, 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. See Intercorp on the Discovery Channel with Ed Begley Jr. here: https://www.youtube.com/watch?v=_UtEJUDMxJw&t=33s

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SAVE THE DATE

NOVEMBER MEETING PROGRAM - ADVERTISING OPPORTUNITY

Ads due by October 30th

Plan now to help celebrate this year's scholarship awards, one of the MWFA's most active programs. The meeting will be November 8th-info with registration forms in mail & on line. While you mark your calendars to attend, you can also support the program booklet celebrating our awards. We will be accepting logo ads (\$25) or ½ page (\$75) or ¼ page ads (\$50) or full page ads (\$100).

Sizes are:

1/2 pg vert	2.125w x 7.5h
1/2 pg horiz	4.5w x 3.625h
1/4 pg	2.125w x 3.625h
Full pg	4.5w x 7.5h

MWFA prefers ads be submitted in high resolution (300dpi) / cmyk PDF files. We will assist in set up or design of ads; additional costs incurred will be billed to advertiser.

Ads are due October 30th.

To reserve your space now, send your logo/ad to mwfa@ameritech.net



IN MEMORIAM

Karen Rae Franken

Karen Rae Franken (nee Hazzard), 76, passed away February 9, 2018, surrounded by her son and daughter. A lifetime resident of Illinois, Karen has lived in Glen Ellyn since 1970. Born April 30, 1941 and raised near Winnebago, IL, she attended Northern Illinois University. She taught elementary school in Westchester, IL and had a long career in purchasing for manufacturing in the Chicago

area. Karen was an avid gardener and a gifted cook, creating a wonderful and welcoming home. As a loving mother and supportive friend, she was dearly loved and will be deeply missed. In lieu of flowers, a donation can be made to The Morton Arboretum of Lisle, or an animal welfare organization of your choice.

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Bold print: indicates a company-sponsored scholarship (minimum \$1,000 donation).

INTERNATIONAL FASTENER EXPO SHOW PREVIEW

The International Fastener Expo (IFE) is the largest industrial fastener show in North America and is now in its 37th year of operation. This year's trade show, held October 30, 2018 through November 1, 2018, will take place at the Mandalay Bay Convention Center. The new venue allows the conference to offer many expanded programs for its 5,000 attendees and 850 suppliers.

IFE Opens 1/2 Day Early For New Offerings

This year, the show is opening a half day early on Tuesday, October 30, 2018 from 1:00 4:00 pm to allow exhibitors to meet with vendors in the Machinery & Tooling and Source Global sections to conduct business before the official show opening. The half day will conclude with an evening reception and networking event held for all attendees and exhibitors at the Daylight Pool, located at the Mandalay Bay Resort & Casino. The reception will be held from 6:00 8:00 pm and will feature live entertainment and a DJ, two hours open bar, light appetizers, and a cigar rolling station.

New Vendors

IFE is a renowned event and draws top fastener manufacturers from all over the world. Notable newcomers this year are Sidasa Engineering, a leading integrated surface treatment company, from Grass Lake, MI; Thermosleeve USA from Cerritos, CA, specializing in heat shrinkable products that are widely used in the aerospace, automotive, constructions, and utility markets; Rust X USA from La Mirada, CA, specializing in corrosion prevention products; and Berliss Bearing Company from Livingston, NJ, a fourth generation, family owned corporation that manufactures and distributes roller bearings, mechanical seals and custom engineered bearing products.

2018 Sessions and Workshops

Educational sessions begin on Tuesday, October 30, 2018 and go through Thursday, November 1, 2018. Tuesday conference sessions are located on the third floor of the Mandalay Bay Convention Center, and feature topics ranging from Tariff and Trade policies, Leadership vs. Management, and Navigating a

Consolidating Fastener Industry. On Wednesday and Thursday, IFE will be hosting 30 minute learning sessions at the "Sessions Corner" located on the main conference floor. These short presentations will be expertly lead by industry professionals. This year's topics include E-commerce in the Fastener Industry, 3D Printing for Manufacturers, the Basics of Thread Rolling, and many more. The full conference schedule can be found online at www.fastenershow.com

**INTERNATIONAL
FASTENER EXPO**

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