

Fastener NEWS REPORT

GLOBAL BUSINESS & MARKET INFORMATION

September 20, 2021
Volume 7, Issue 9

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Bufab Agrees to Acquire Components Solutions Group

Bufab has entered into an agreement to acquire all outstanding shares in the USA company, **Components Solutions Group, Inc. (CSG)**, with annual sales of approximately US\$30 million.

BUFAB

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CSG is a leading distributor of fasteners and other C-class components in the North American market and is headquartered in Dayton, OH, USA. CSG also owns three subsidiaries—two located in Ohio and one in Kentucky. CSG was founded in 2000, and has been mainly owned and run by its current President, **Ernie Riling** and his colleagues and minority owners **Matt Coy**, **Ken DeCrane**, **Thomas Girgash** and **Rick Clark**. Under their leadership, CSG has expanded to a strong regional technically oriented supply chain partner with customers across many industries. CSG has currently 85 employees and net sales of approximately US\$30 Million with a 10% operating profit.

"It gives me great pleasure to announce that CSG is joining the Bufab Group. Over many meetings in the past years, we have gotten to know the company well, and see great similarities to Bufab in the solution-oriented, entrepreneurial approach to creating customer value," says **Johan Lindqvist**, Bufab's acting President/CEO. "We are confident that CSG will continue to grow and thrive as a member of the Bufab Group." The acquisition will be financed within Bufab's existing credit facilities. Purchase price paid at closing of the transaction amounts to US\$26 million on a cash and debt-free basis. A performance-related purchase consideration of a maximum of US\$10 million may be paid in 2023-2024, conditional on a significantly improved profit. www.bufab.com • www.componentsolutionsgroup.com

Trifast Acquires Falcon Fastening Solutions

The Board of **Trifast plc** in the UK is pleased to announce the acquisition of North American specialist fastenings distributor, **Falcon Fastening Solutions Inc.** The acquisition represents the successful first step in Trifast's acquisition-led North America expansion strategy, and extends the Group's global OEM customer base and presence in nonauto focus sectors. Falcon is an established, profitable specialist fastening business with a long-standing blue-chip customer base. The acquisition also opens growth opportunities for Falcon with Trifast's global customers in key target states. The acquisition is expected to be earnings enhancing in the financial year ending March 31, 2022. Trifast plc has acquired Falcon for a total cash consideration of US\$8.3 million on a cash free/debt free basis, which has been funded through the Group's existing cash and financing facilities. **Mark Belton**, Trifast CEO says that the Carolinas in the USA are strategically important for Trifast where a number of its global OEMs have facilities. And the combination of Falcon and Trifast's locations, experience, knowledge and skills will open significant opportunities to expand the service and portfolio offering to both existing and new customers." www.trifast.com • www.falconfastening.com



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& **Fastener Focus** 

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SPIROL Products Available Online in Canada at Shop.SPIROL.com Platform

SPIROL's Coiled Spring Pins, Slotted Spring Pins, Disc Springs, and Threaded Inserts for Plastics are now available in Canada on SPIROL's combination eCommerce and CAD Solutions platform, Shop.SPIROL.com.

Shop.SPIROL.com first debuted in 2018 with the company's flagship product, the Coiled Spring Pin, and has since expanded with other languages and the ability to purchase in different currencies including the Canada Dollar. Shop.SPIROL.com enables customers to safely and conveniently purchase standard products in small quantities by using their credit card or **PayPal** account. Bulk quantities are available at a discounted rate. A Material Certification or a Certification of Compliance may be added to each order.



Additionally, the website's visitors can download 2D drawings and 3D models of SPIROL's engineered fasteners directly from Shop.SPIROL.com.

Drawings and models will also be available for each product line as they are offered.

Shop.SPIROL.com

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WWW.NATIONALMACHINERY.COM

Optimas Solutions moves Mexico distribution center to larger facility in Monterrey

Optimas Solutions, Wood Dale, IL, USA, a global industrial distributor and service  provider, has moved its distribution center in Mexico to a 32,400 ft² state-of-the-art facility in the Monterrey suburb of Apodaca to be closer to customers, suppliers and employees and to support the economic growth of the region.

According to President of Optimas Americas, Daniel Harms, the new distribution center is larger than the previous one and is in a new, strategically located industrial park where some of Optimas' customers have facilities.

Harms emphasized that Optimas anticipates strong growth in the region due to Monterrey's prominence in the economic landscape of South America. With the addition of new kitting services, as well as a greater ability to support customers with inventory management and supply chain operations, Optimas is better aligned for that projected growth.

www.optimas.com

Global Aerospace Fasteners Market Report

The "Aerospace Fasteners Market Research Report by Product, by End User, by Application, by Region—Global Forecast to 2025—Cumulative Impact of COVID-19" report has been added to ResearchAndMarkets.com's offering.

The Global Aerospace Fasteners Market size, estimated at over US\$6.5 billion in 2019 and around US\$6.9 billion in 2020, is expected to grow at 6.63% annually to reach US\$9.6 billion by 2025.

The report analyses the competitive landscape in terms of markets, applications and geographies to help the vendor define an align-

ment or fit between its capabilities and opportunities for future growth. The report offers these market insights:

- Market Penetration: Comprehensive information on the market offered by the key players.
- Market Development: Information about lucrative emerging markets and analyze penetration across mature segments of the markets.
- Market Diversification: New product launches, untapped geographies, recent developments and investments.
- Competitive Assessment & Intelligence: Assessment of market shares, strategies, products, certification, regulatory approvals, patent landscape and manufacturing capabilities of the leading players.
- Product Development & Innovation: Future technologies, R&D activities and breakthrough product developments.

For more information about this report, visit:

www.ResearchAndMarkets.com

White Cap acquires Tri-Supply & Equipment

White Cap Supply Holdings, LLC, Atlanta, GA, USA, has closed

 on the agreement to acquire Tri-Supply & Equipment. Based in New Castle, DE,

USA, with two other locations in Salisbury, MD, USA and Dover, DE, USA, Tri-Supply & Equipment will join White Cap in the northeast region

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www.fullythreaded.com

LISI Aerospace Acquires B&E Manufacturing

LISI Aerospace says it is accelerating its movement into the Hydraulic Fittings market with the acquisition of the American company, **B&E Manufacturing**.



B&E Manufacturing, Garden Grove, CA, USA, makes precision quality hydraulic tube fittings for aerospace, commercial and military applications. Founded in 1981, B&E is now a key

player in the hydraulic fittings market due to its technical expertise, deep customer relationship and highest quality. With 130 employees, it saw a turnover of nearly US\$32 million in FY 2020.

"With B&E Manufacturing, LISI Aerospace boosts its development in aerospace hydraulic fittings and strengthens its positions in North America. I am convinced that bringing together the expertise of B&E and LISI Aerospace innovation dynamics and operational excellence will be a powerful combination," said **Emmanuel Neidez**, CEO, LISI Aerospace. www.lisi-aerospace.com www.bandemfg.com



Notebook

Martin Fastening Acquires Capital Bolt & Screw

Martin Fastening Solutions, a subsidiary of **Martin Inc.**, Florence, AL, USA, announced as of September 3, 2021, the acquisition of **Capital Bolt & Screw (CB&S)**, headquartered in Jackson, MS, USA. CB&S was founded in 1963 and has grown into one of Mississippi's oldest and diverse privately held distributors in the south.

Jerry Gibson, who is the President of CB&S, purchased the company in 1981 and has grown it into a successful OEM fastening distributor with services that include vendor-managed inventory (VMI), 3PL services for international customers and integrated services.

"For 40 years, CB&S has held true to our core value of appreciating customer relationships and operating all aspects of our business with the utmost integrity," said Jerry. "When we decided to sell CB&S, we wanted to ensure our customers would continue to receive that same level of outstanding service. We've found that with Martin."

In 1997, Martin added the Fastening Solutions line of business to its operations with headquarters in Jackson, TN, USA.

www.martinsupply.com



Ventura Industrial Products, LLC

Jackie Ventura Sales Representative

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in serving its local customers with exceptional customer service.

The combined teams of talented associates from Tri-Supply & Equipment and White Cap in the northeast region will be able to offer even stronger service capabilities, depth of inventory and breadth of products for local customers.

This acquisition is the second for White Cap since becoming an independent company in October 2020, and the first in the United States.

www.whitecap.com

www.buytri.com

BBI announce new approval for US Anchor Tapping SD

Brighton-Best International (BBI), Santa Fe Springs, CA, USA, reports



that US Anchor has received a new approval for its proprietary Tapping SD. The approval has been elevated from conditional to full approval.

The NOA report extends into 2024, covering standard pullout, shear values, corrosion resistance and high velocity wind approvals. It is also approved by the State of Florida. Click here for the full report.

www.brightonbest.com

Century Fasteners advances Chris Brooks/hires Paul Oakeson

Century Fasteners Corp., Elmhurst, NY, USA, has repositioned long-time employee Chris Brooks, as the Mid-South Regional Sales Manager.



Brooks brings 18 years of broad industry experience in commercial, industrial, aerospace and military fasteners and applications. He has successfully developed other regions for Century and is now charged with managing/developing the mid-south area. He is responsible for customer relations, account development and sales growth.

Century Fasteners has also hired fastener and electronic components expert, Paul Oakeson, as the Upper-Midwest Regional Sales Manager. He brings 30 years of aerospace fastening and electronic components experience to the Century Fasteners team. Oakeson will be responsible for customer

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Smalley Wins GM Supplier Award 9th Consecutive Time
Smalley, Lake Zurich, IL, USA, has received the 2020 **General Motors** Supplier Quality Excellence Award for the ninth consecutive year. Out of the thousands of **GM** suppliers, only a small percentage receive this prestigious honor. The Supplier Quality Excellence Award is presented to suppliers who have met or exceeded a stringent set of criteria ranging from production to delivery.



“Despite the challenges of getting through unprecedented times in 2020, we are both honored and proud to receive the GM Supplier Quality Excellence Award. We will continue to strive for excellence and earn the trust of our partners, suppliers and global customers each day,” said **Daniel Greenhill**, Customer Quality Manager. Smalley is a quality-driven organization that provides the highest quality retaining rings and springs.

www.smalley.com

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relationships, account development and sales growth.

www.centuryfasteners.com

Daniel Harms to President at Optimas Americas

Optimas Solutions, Wood Dale, IL, USA, announced that effective immediately Chief Operating Officer Daniel Harms **OPTIMAS** has been elevated to President, Optimas Americas, and will be joining the Optimas Board of Directors. The company also announced that effective immediately Mike Duffy, President, Optimas International will also be joining the Optimas Board of Directors.

Harms is responsible for strategies that drive growth, elevate operational excellence and enhance customer service in the USA, Canada and Mexico. He joined Optimas as Chief Operating Officer earlier this year with a focus on the firm’s distribution centers, sourcing and supply chain in North America.

www.optimas.com

Bossard releases 2021 semi-annual report 2021

Bossard Holding AG reports a broad-based economic upturn on a **BOSSARD** global scale dominated the first half of 2021. Bossard reached new

FTI’s Annual Company Profile Section in the October/November 2021 Issue

Fastener Technology International (FTI) magazine produces a Company Profile section once every year in the October/November issue. See details in the image below as well as at www.fastenertech.com

WCTI, FTI & WFTI COMPANY PROFILE SPECIFICATIONS

www.wiretech.com • www.fastenertech.com • www.wireformingtech.com

Wire & Cable Technology international (WCTI), Fastener Technology International (FTI) and Wire Forming Technology International (WFTI) magazines produce a **Company Profiles** section once every year, which appear in the WCTI July/August, FTI October/November and WFTI Fall Issues, respectively.

All full-page and half-page advertisers in the issues mentioned above will receive an equally-sized **Company Profile**, for no extra charge. The relevant specifications are shown below as well as some samples. Please note that all half-page profiles will be produced in horizontal orientations.

Materials to Supply: Advertisers can send text and images files for WCTI, FTI or WFTI to assemble a **Company Profile** for review or they can supply a finished high-resolution PDF of their **Company Profile** for placement on a 40% CMYK yellow background. Please note that we allow design flexibility for the customer-supplied PDFs, but it is our intention that profiles look like profiles and not advertisements.

Company Profile Text and Image File Guidelines:
 Full-Page Word Count: 250-1000 with the average being about 500
 Full-Page Images: one to five plus a company logo
 Half-Page Word Count: 150-600 with the average being about 250
 Half-Page Images: one to four plus a company logo

Please note that we adjust the font size and letting depending on the number of words and images, and that as the number of images goes up, the number of words that can fit properly usually goes down.

Ready-to-Place Company Profile PDFs Sizes:
 Full-Page: 7.5" wide x 10" tall (190 x 254 mm)
 Half-Page: 7" wide x 4.875" tall (178 x 124 mm)

Deadlines: All **Company Profiles** need to be produced, reviewed and approved by customers by June 18 for WCTI, October 1 for FTI and November 12 for WFTI. Extensions can be provided when needed.

Threaded Fasteners Acquires RTC Threaders

Threaded Fasteners, Inc. (TFI) a 100% employee-owned business specializing in the manufacture, custom packaging and distribution of steel fasteners has acquired



RTC Threaders, formally, **Ruja Tooling Corp.**, based in Churubusco, IN, USA.

RTC is reportedly the premier manufacturer of planetary threading equipment in the USA. It has been the USA leader in manufacturing planetary threaders since 1971 and continues to innovate and develop new lines of threading machines. Also making the transition, is long-term business associate, **Chuck Wilcoxson**, who has been an integral part of the success of RTC from the beginning and is looking forward to this new chapter RTC's life. "We are thrilled to have Rick and the RTC team join the TFI family. I have had the privilege of getting to know Rick during this time and I was not only

immediately impressed with the quality of the machines that he designed, but most importantly the quality of his character," says **Billy Duren**, President and Chief Motivational Officer of TFI.

It is a good cultural fit for RTC and TFI, and for Rick it is an opportunity to grow what he loves, building machines. "I've always had this mechanical piece to me, so I'm looking forward to having the time to develop new machines. There's a sense of satisfaction when you build a complete machine and then see the end product," Rick says. www.threadedfasteners.com



Notebook

Bulten Extends Existing Automotive FSP Contract

Bulten is strengthening an existing FSP (Full Service Provider) contract for the supply of fasteners, with a further order from a European automotive manufacturer. The order is worth approximately SEK 68 million per year. Deliveries are estimated to start in the fourth quarter of 2021, will reach full pace in 2022 and will run for three years.



"The award of further products for an already established FSP contract confirms that our industry-leading position as a full-service provider of fasteners in the automotive industry, along with our responsiveness to customers' requests, creates new business opportunities for Bulten," commented **Anders Nyström**, who is President and CEO of Bulten.

The original FSP contract was awarded to Bulten on July 2, 2020, and has an estimated annual order value of approximately SEK 620 million at full capacity over five years. The extended contract will not require any investments or start-up costs other than those from the original start-up as announced on July 7, 2020. To learn more, visit the Bulten website.

www.bulten.com

records in sales as well as EBIT and net income, thus returning to a growth course.

Sales in the first half of 2021 grew by 23.9% to CHF 494.8 million (2020: CHF 399.4 million). All three market regions contributed to this significant growth with double-digit growth rates. EBIT rose by 63.6% to CHF 67.2 million, with EBIT margin reaching a high 13.6%. Therefore, sales and the mid-year result are not only significantly above prior year, but also 9.7% and 26.9%, respectively, above 2019 levels. Ongoing growth initiatives also boost the structural growth of the Bossard Group.

www.bossard.com

RIBE® & RIFAST® celebrate 25 years of global partnership

RIBE® reports that RIFAST® celebrates a success story of 25 years full system solutions and global partnership.



The RIFAST proven product portfolio of high-performance standard and customer-specified functional elements in combination with the associated automation equipment, deliver cost savings through the elimination of downstream processes, while providing unparalleled mechanical joining properties for metal parts like stampings, extrusions or castings.

Merging decades of expertise driven through a partnership, RIFAST is established as a globally renowned system thinker with representation across three continents.

RIFAST Systems is a competent partner in North America, with RIFAST Systemtechnik in Europe and RIFAST China for the Asian market.

www.ribe.de

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FDH Aero Acquires Madison Aerospace

FDH Aero, El Segundo, CA, USA, an aerospace and defense products distributor serving aircraft production and aftermarket supply chains, has acquired **Madison Aerospace, Inc.**, Haltom City, TX, USA. This acquisition broadens FDH Aero's reach with additional product offerings in the OEM segment, serving a diversified customer base.



Madison Aerospace is a distributor of aerospace hardware focused on the OEM market, the Madison team brings with them over 30 years of aerospace experience and relationships. "The addition of Madison is a terrific strategic fit as it further strengthens our position in the OEM market. We look forward to working with the talented Madison team," said **Scott Tucker**, CEO of FDH Aero.

Brian Hutchins, Madison Aerospace President, said, "Through this partnership, we plan to accelerate our growth while continuing to provide the same outstanding level of service to our existing customers." Madison operations will continue to be led by Brian and **Craig Hutchins**. Madison Aerospace is FDH's eighth acquisition.

www.fdh aero.com

SPIROL
Total Assembly Solutions
www.SPIROL.com

Swissturn celebrates first class of employee-owners to become 100% vested

In July 2021, Swissturn celebrated its first class of employee-owners to become 100% vested in their Swissturn Employee Stock Ownership Plan shares. A total of 26 employee-

Swissturn/USA

owners became 100% vested in the latest plan year. Since the start of the Swissturn ESOP, Swissturn employee-owners have accumulated over US\$3.2 million in equity in their accounts.

www.swissturn.com

Howmet Aerospace share repurchase, proposed debt offering & cash tender offer

Howmet Aerospace Inc., Pittsburgh, PA, USA, announced a number of capital allocation actions.

The Board of Directors authorized an additional share repurchase program for up to US\$1.5 billion of its outstanding common stock. After giving effect to the additional authorization, the company has a total of up to US\$1.577 billion repurchase authorization available.



The company also announced the launch of a proposed offering of notes. The company intends to use the net proceeds from the proposed offering, along with cash on hand to fund the purchase price for up to US\$600 million in aggregate principal amount of its outstanding 6.875% Notes due 2025 to the extent tendered and accepted by the company for purchase in the cash tender offer, and to pay related transaction fees, including applicable premiums and expenses.

www.howmet.com

Fastener Distributor Index (FDI) Retreats to 55.4

The FDI retreated modestly last month, dipping to 55.4 after its 59.6 reading in July, seasonally adjusted.

The Forward Looking Indicator (FLI) saw a dramatic rebound with a strong reading of 73.0, the 15th consecutive month of positive outlook.

Click-in to episode #168 of the *Fully Threaded Radio* podcast as *Fastener*

Technology International Magazine editor **Mike McNulty** provides further commentary and analysis.

Please share the FDI with your fellow North American fastener distributors: www.fastenersclearinghouse.com/fch/main.nsf/fFastenerDistributorIndex

www.fullythreaded.com

www.fdisurvey.com

Fastener Distribution Trends: August 2021

FASTENER DISTRIBUTION AT A GLANCE										
August 2021										
	Index Values									Rate of Change
	Aug	Jul	Jun	May	Apr	Mar	Feb	Jan	Direction	
ISM PMI (Manufacturing)	59.9	59.5	60.6	61.2	60.7	64.7	60.8	58.7	Growing	Faster
FDI	55.4	59.6	55.8	61.8	58.7	66.0	66.1	57.7	Growing	Slower
FLI	73.0	65.3	71.1	76.0	76.7	78.5	73.9	66.7	Growing	Faster
(Other Metrics)										
Sales	66.7	74.4	71.4	72.2	65.2	90.6	85.9	59.7	Growing	Slower
Employment	53.8	61.3	62.9	70.3	66.7	65.6	67.1	64.3	Growing	Slower
Supplier Deliveries	90.4	87.1	82.3	93.2	93.1	87.5	95.7	82.9	Growing	Faster
Respondent Inventories	36.5	53.2	33.9	31.1	30.6	31.3	38.6	47.1	Declining	Faster
Customer Inventories	7.7	17.7	11.3	16.2	11.1	18.8	15.7	24.3	Declining	Faster
Pricing, month-to-month	90.4	87.1	91.9	86.5	84.7	87.5	80.0	81.4	Growing	Faster
Pricing, year-to-year	96.2	98.4	91.9	89.2	97.2	92.2	91.4	87.1	Growing	Slower
Higher Same Lower										
6-Month Outlook -August										
58% 31% 12%										

FDI and Pricing are diffusion indexes. At 50, the performance of the category listed met expectations. A reading above 50 suggests the category outperformed expectations, while a reading below 50 suggests the category underperformed expectations.

Source: Baird, FCH Sourcing Network, Institute for Supply Management

Pivot Point Expands Manufacturing Facilities

Pivot Point Inc. has broken ground on a new 30,000 ft² expansion to the manufacturing space at its Factory #2 in Hustisford, WI, USA. Combined with the adjacent Factory #1, the total facilities will increase to nearly 100,000 ft².

Bayland Buildings, Inc. of Green Bay, WI, USA, has worked with Pivot Point for several months on design, engineering and layout. Bayland will erect a steel frame and beam building that allows for a greater clear-span of the interior space, thus optimizing work and traffic flow for manufacturing.

Says owner **Sol Leitzke**, "We've invested heavily in equipment, especially automation, so that we can have the best value proposition in quality, pricing and lead times. This resulted in steady growth, and we're almost bursting at the seams. The expansion will allow us to continue to add equipment and

continue to grow without constraint." Pivot Point's products include clevis pins, cotter pins, quick-release pins and devices, locking pins and wire-rope lanyards as well as highly popular proprietary items including the SLIC Pin™, which is a pin and cotter all in one. Pivot Point held a groundbreaking ceremony on Thursday, September 9, 2021, to commemorate the expansion of the company's facilities.



The expansion is expected to be completed in summer of 2022.

www.pivotpins.com

Notebook

Christian Reich Named CEO Goebel North America

Goebel Fasteners, Inc. announced recent corporate developments that position the company for its next phase of significant growth. These developments tie into an expansion of their North American operations and a leadership transition. Following a planned, multi-year transition strategy, it was announced that **Christian Reich** is now Chief Executive Officer of **Goebel North America**. Reich previously served as VP of Operations of Goebel Fasteners, Inc. Goebel Fasteners is a full line manufacturer and distributor of standard and metric fasteners including blind rivets, blind threaded inserts, self-tapping/drilling screws, drill bits, nut drivers, over-center toggle latches, hand and power tools and innovative specialty products.

Marcel Goebel, Goebel Group Owner, said, "Under Christian's leadership, our North American operation has leaned hard into our transformation. As my direct partner, Christian strengthened the foundational elements of our current vision, mission and core values, and co-architected the strategic brand blueprint to position us toward industry-best practices while continuing to immerse himself in our brand."

www.goebelfasteners.com

Doncasters welcomes credit rating upgrade

Doncasters Group, Burton upon Trent, UK, an international manufacturer of high-precision alloy components,  **DONCASTERS** welcomed the rating upgrade of its PDR and its first-tier loans by rating agency Moody's.

Moody's has also changed the outlook on all of Doncasters' ratings to positive, reflecting Moody's view that the firm's revenue and EBITDA will continue to grow over the next 12 to 18 months supported by organic growth and new business wins with, "opportunities to improve to historic levels of profitability."

CEO Mike Quinn, said, "While we are committed to further upgrades, it is gratifying that our work so far has been recognized. This up-

grade and positive outlook are a testament to the improvements we are making to our operations, the resilience of the business and our employees during the worst effects of the pandemic and the confidence we have from our shareholders."

www.doncasters.com

WESCO declares quarterly dividend on preferred stock

The Board of Directors of WESCO International, Inc.,  Pittsburgh, PA, USA, recently declared a cash dividend on the company's 10.625% Series A Fixed-Rate Reset Cumulative Perpetual Preferred Stock for the period July 1, 2021 through September 30, 2021. The dividend is US\$664.0625/ preferred share, or US\$0.6640625/ depository share, payable on September 30, 2021, to holders of record at the close of business on September 15, 2021.

A publicly traded FORTUNE 500® company, WESCO is a leading provider of business to business distribution, logistics services and supply chain solutions.

investors.wesco.com



www.ndindustries.com



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IFI Announces "Joe Greenslade Young Leadership Award"

The inaugural "Joe Greenslade Young Leadership Award" will be presented to **John Medcalf**, Principal Engineer of **FIELD Fasteners** and **PEAK Innovations Engineering** at the 2021 Fall Meeting of the **Industrial Fasteners Institute (IFI)** in Memphis, TN, USA.



IFI instituted the award in memory of **Joe Greenslade**, who served as IFI Technical Director from 2007 to 2015. The Award recognizes individuals who, early in their career, have contributed in a significant way to the fastener industry. One of Joe Greenslade's passions was to mentor and encourage young people to reach their full professional potential.

www.indfast.org

STAFDA Adds Mark Sangster to Orlando Speaker Roster

STAFDA recently met **Mark Sangster**, a cybersecurity evangelist, during the summer meeting of the **National Association of Manufacturers (NAM)**. His topic, "The New Cyber Threat Landscape", dove into what is an increasing problem for STAFDA members: ransomware. Today's criminals are no longer casual hackers, but well organized, professionals who share "business



models." Today, ransomware and wire fraud are more prevalent than hacking. For a US\$1 million company, about US\$250K is a typical ransomware demand. And 60% of small to mid-sized firms don't survive a cyberattack six months after it happens.

Sangster's now comes to STAFDA's Orlando Convention & Trade Show to lead a workshop on cybersecurity, October 26, from 8 to 9:30 AM. In addition, he is conducting a webinar for STAFDA on September 23. www.stafda.org

Fastener Fair USA 2021 Official Show Directory

Fastener Technology International (FTI) magazine is the show-appointed publisher of the *Fastener Fair USA* directory. The next edition of *Fastener Fair USA* is scheduled to take place November 8-10, 2021 at the **Huntington Convention Center** in Cleveland, OH, USA.

Fastener Fair USA 2021 "Official Show Directory"

Exclusive Opportunities for all exhibitors:
 Company information and Exhibit Description included free-of-charge & several promotional opportunities are offered, including:
 Company Logos: US\$200 • Product Showcases: US\$500
 Space Advertisements: Full Page US\$1000 • Half Page US\$750
 Cover Advertisements: Back \$1500 • Inside \$1250

All Fastener Fair USA visitors will receive a print copy of the Directory, and the digital edition will be posted online.
 Directory Size: Trim Size: 5.5" wide x 8.5" tall
 Full Page Bleed Ad: 5.5" x 8.5", 1/4" bleed on all sides to 6" x 9", line copy and images 1/4" inside trim on all sides to 5" x 8"
 Full Page Non-Bleed Ad: 5" wide x 8" tall • Half Page Ad: 4.75" wide x 8.125" tall
 Product Showcase: about 200 words plus a logo and picture(s)
 File types for ads, logos and images: high resolution PDF, JPG, TIF, PSD or EPS
 (The above page images are from the 2019 Directory.)

Fastener Technology International magazine is the show-appointed publisher of the directory.
 Contact Tom Hutchinson for details on purchasing a company logo, product showcases and/or advertisements: Phone 330-495-7898, email: th@fastenertech.com

Fastener
TECHNOLOGY INTERNATIONAL
www.fastenertech.com



Contact **Tom Hutchinson** at FTI at th@fastenertech.com for details on purchasing a company logo, product showcases and/or advertisement. www.fastenertech.com

The exhibitor list and registration details for *Fastener Fair USA* can be found at www.fastenerfairusa.com

EVENTS

September 21 – 23, 2021

International Fastener Expo (IFE 2021)
 Las Vegas, NV, USA
www.fastenershow.com

October 5 – 7, 2021

parts2clean 2021, Stuttgart, Germany
www.parts2clean.de

October 13 – 14, 2021

Fastener Fair Mexico, Mexico City, Mexico
www.fastenerfair.com/mexico

October 20 – 23, 2021

Pac-West Joint Conference with SFA
 San Antonio, TX, USA
www.pac-west.org

October 24 – 26, 2021

STAFDA Annual Convention & Trade Show, Orlando, FL, USA
www.stafda.org

October 27 – 29, 2021

21st Fastener Trade Show Suzhou Suzhou, Jiangsu Province, China
www.fastenertradeshow.net

November 8 – 10, 2021

Fastener Fair USA
 Cleveland, OH, USA
www.fastenerfairusa.com

November 14 – 16, 2021

International Fastener Show China 2021
 Shanghai, China
en.afastener.com

November 17 – 18, 2021

Fastener Fair CONNECT Digital Event
www.mackbrooks.co.uk

November 26 – 27, 2021

Fastener Fair India
 Mumbai, India
www.fastenerfairindia.com

March 16 – 18, 2022

Pac-West Spring Conference/Tabletop Show
 Anaheim, CA, USA
www.pac-west.org

April 19 – 21, 2022

Fastener Taiwan
 Kaohsiung, Taiwan
www.wire-tradefair.com

May 9 – 13, 2022

wire 2020
 Düsseldorf, Germany
www.wire-tradefair.com
www.mdna.com

June 21 – 23, 2022

SurfaceTechnology, Stuttgart, Germany
www.surface-technology-germany.de

November 30 – December 1, 2022

Fastener Fair Italy, Fiera Milano City, Italy
www.fastenerfairitaly.com

March 21 – 23, 2023

Fastener Fair Stuttgart
 Stuttgart, Germany
www.fastenerfair.com/stuttgart

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