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R.L. English Co.

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Brighton Best Intl.

**TREASURER**

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National Threaded Fast.

**REC. SECRETARY**

Dave Audia  
Advance Components

**TRUSTEES:**

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Fastener Tool & Supply

Scott Faidiga  
KJ Fasteners

Larry Kelly  
Buckeye Fasteners

Kurt Triptow  
Branam Fastening Systems

Jackie Ventura  
Fastener & Industrial Prod

Laura Vath  
Solution Industries

Sue Wallace  
National Threaded Fast.

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*Proudly celebrating 31 years in the fastener industry*

# Summer Newsletter

## President's Letter

Well, just like that we are half way through the NCFA calendar, but we have several great events still on the horizon. So far we've explored the Oil and Gas Industry with our guest speaker from the Ohio Oil & Gas Energy Education Program. w, we've held our own brand of March Madness basketball tournament, we teamed up with the MWFA and NFDA to do a tour of Nucor's manufacturing facility and we held our 5th annual NCFA Distributor Social, complete with a panel discussion comprised of an awesome group of industry leaders, moderated by the one and only voice of Fully Threaded Radio, Eric Dudas. Whew, I should be tired by now, but the adrenalin is flowing and I'm ready for round two. Bring it on.!

Our next event is our annual Night at the Races event at Northfield Park. Let's just say, I'm feeling kind of lucky and I think I might be able to supplement my income a little bit with a few strategic bets. There's this one "sure thing" I was told about but I cannot really discuss right here. Come to the event and maybe I'll have a tip or two for you. After that, we will have our 2nd attempt at a sunny golf outing at Signature Golf Course. The course is beautiful and we just had to return in hopes that we will see what the place looks like on a sunny day. I've got the NCFA board recruited to do a group rain dance right before the event so I'm pretty sure we've got everything under control for a gorgeous golf day. Later in the fall we will be touring another manufacturing facility right here in our backyard, the Ohio Nut & Bolt Company (Buckeye Fasteners). They've been making weld fasteners in the Cleveland area for over 100 years and it is the first time they will be hosting the NCFA membership. Finally, in December, we will venture out to a new location for our Christmas party. The NCFA membership will be celebrating our brand of Christmas party down on E.4th street at the Corner Alley. That street is one of Cleveland's hot spots and is exactly where a group like ours should be hanging out.

If I did not already belong to an industry group like the NCFA, I would join just because the events are so cool. Add to that the opportunity to network with old friends and fastener industry peers, and I think I'm not out of line saying we've got something for everybody this year. Hope to see you at all or any of the events you can attend. You never know but the next person you meet at an NCFA event could be your next customer, employee, employer, husband, wife, whatever. And while you may not need another husband or wife, you've got to admit, we can also use a few more productive business contacts.

Sincerely,  
*Marty Nolan*  
R.L. English Co.

# NCFA Hosts Ohio Oil & Gas Energy Education Program

*Marty Nolan, NCFA President*

On Thursday, February 28th, the NCFA hosted Rhonda Reda from the Ohio Oil & Gas Energy Education Program (OOGEEP). The meeting took place at J. Bella Restaurant in Strongsville, Ohio and was attended by many NCFA Members and guests.

Rhonda has been in the energy industry for over 25 years and offered a unique perspective on the growing Oil and Gas industry that has brought thousands of jobs to Ohio and the surrounding states. She discussed Hydraulic Fracturing, new drilling techniques, the various natural gas sources (Marcellus and Utica Shale) and the vast potential surrounding this growing industry. She also offered her perspective on all of the other sources of energy being harnessed throughout our nation including coal, wind and solar. Rhonda was very knowledgeable, she was a straight shooter and she was a terrific guest for an industry related group like the NCFA.

The NCFA continually strives to bring its members a variety of networking and informative events, such as the OOGEEP Dinner Meeting. Thank you to those who supported this interesting and informative event.

To view additional pictures from this event, visit our Facebook Page [www.facebook.com/northcoastfastener](http://www.facebook.com/northcoastfastener).



# NCFA, MWFA and NFDA join together for Nucor Tour

*Marty Nolan, NCFA President*

On Thursday, April 25, the North Coast Fastener Association (NCFA) along with the Midwest Fastener Association (MWFA) and the National Fasteners Distributor

Associations (NFDA) conducted a tour of the Nucor manufacturing facility in St. Joe, Indiana. Over 75 people attended the Nucor tour. After the tour, a dinner meeting was held at The Auburn Cord Duesenberg Automobile Museum in Auburn, Indiana, where attendees were free to roam the museum and then join industry peers for dinner right at the museum.

This is the first time the three associations partnered to hold a joint meeting and the attendance was terrific and the networking even better. Guests from California,

Texas, Ohio and Illinois all converged on St. Joe, Indiana to make this joint meeting a resounding success. Much thanks to Bob Fawcett of Nucor for coordinating the tour and to Nucor for opening up their doors for us.

To view additional pictures from this event, visit our Facebook Page [www.facebook.com/northcoastfastener](http://www.facebook.com/northcoastfastener).



# UPCOMING EVENTS

- June 21st      Night at the Races  
Northfield Park, Northfield, OH  
Chairperson: Sue Wallace, Laura Vath
- September 12th      Screw Open Golf Outing & Clambake  
Signature of Solon  
Chairperson: Dave Audia, Michael Delis
- October 3rd      Ohio Nut & Bolt Plant Tour  
Ohio Nut & Bolt - Brookpark, OH  
Chairperson: Larry Kelly
- December 5th      Holiday Bash  
Corner Alley, Cleveland, OH  
Chairperson: Kurt Triptow, Kelly Quittenton

***Above dates are subject to change***

## SAVE THE DATE

*6TH ANNUAL*

*DISTRIBUTOR SOCIAL*

*MAY 8, 2014*

*CROWNE PLAZA CLEVELAND SOUTH*

Mark your 2014 Calendar for this much anticipated event. The NCFA Distributor Social has become a premier networking event in the fastener industry.

**NORTH COAST FASTENER ASSOCIATION'S**

# Night at the Races



Northfield Park is one of America's premier racing tracks featuring year-round live harness racing.

Bring your family, friends and industry peers and join the NCFCA at Northfield Park for an exciting night of racing. This event is open to everyone! The cost for this event includes dinner in a private mezzanine, private betting window, club seats, program, and parking. Proceeds from this event directly benefit the NCFCA Scholarship Fund. So even if your not a gambler," come out, have a great time and support an even greater cause.

Race Sponsorships will be available for any of the 13 races. The cost to sponsor a race is \$100. Each Race Sponsor will receive promotional and marketing space in the Program Racing Guide. In addition, Race Sponsors will join the winning horse of their sponsored race in the winners circle for a memorable photo.

We look forward to seeing you on Friday, June 21st. Thank you for your support!

**DATE:** Friday, June 21, 2013

**TIME:** 6pm

**COST:** \$30/pp - Members  
\$35/pp - Non-Members

- ◆ DINNER BUFFET IN PRIVATE MEZZANINE
- ◆ PRIVATE BETTING WINDOW
- ◆ PROGRAM
- ◆ CLUB SEATING
- ◆ FREE PARKING
- ◆ RACE SPONSORSHIPS
- ◆ NCFCA SCHOLARSHIP FUNDRAISER

For additional information please contact the NCFCA Office, Sue Wallace (Chairperson) @ 440/749-7518 or Kelly Quittenton @ 440/238-1350.

Number of NCFCA Members Attending @ \$30/pp: \_\_\_\_\_

Number of Non-Members Attending @ \$35/pp: \_\_\_\_\_

Number of Race Sponsorships @ \$100/per race: \_\_\_\_\_

Amount Due: \$ \_\_\_\_\_

Company: \_\_\_\_\_



**Remit payment to:**  
**NCFCA**  
7737 Ellington Place  
Mentor, OH 44060  
440/975-9503 (phone)  
440/350-1676 (fax)  
Lgraham@ncfaonline.com  
www.ncfaonline.com

**Reservation Deadline: June 13, 2013**  
*Cancellations can not be accepted after deadline*

# NCFA's March Madmen Basketball Tournament

*Michael Delis, NCFA Trustee*

On Saturday March 9<sup>th</sup>, 2013, eight teams from the North Coast Fastener Associations (NCFA) took to the courts of Lost Nation Indoor Sports Park to participate in our annual March Madmen Basketball Tournament. The tournament format changed from 2012, as the field was split into two divisions. Participants from American Ring, Brighton Best, Branam Fastening Systems, Fastener Tool and Supply (FTS), KJ Fasteners, National Threaded Fasteners and Solution Industries battled it out in a round robin format to play for their respective championship of each division.

The B Flight featured a championship game between FTS B and KJ / Branam. KJ / Branam's youth proved to be too much for the underdog FTS group, as they took hold of the B Flight Championship in a lopsided victory. This victory also pushes the champions into the next flight for 2014.

The A Flight featured a rematch of the 2012 Championship. American Ring was looking to stop FTS's "Three-peat". Multiple lead changes kept the game close, which wasn't decided until the last few seconds. American Ring took a 4 point lead with 1 second left, forcing FTS to launch a full court basket bringing the final within 1 point, 43-42. American Ring secured its first championship and will look to defend its title next year against another tough field.

The NCFA would like to thank all of the volunteers, sponsors, and participants on another great event. We plan on expanding the tournament field next year into two larger flights, so get your teams together and start practicing for the 2014 NCFA March Madmen Basketball Tournament.

To view additional photos from this event, visit our Facebook Page [www.facebook.com/northcoastfastener](http://www.facebook.com/northcoastfastener).



NCFA March Madmen Basketball Tournament Champions  
American Ring & Tool



## North Coast Fastener Association

*Signature*

39000 Signature Drive  
Solon, OH 44139  
440.498.8888

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



<b>\$10,000 Putting Contest</b>
<b>Proxy Contests</b>
<b>Longest Drive/ Pin Shot</b>
<b>Skins Game</b>
<b>Prizes for 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup></b>
<b>Beverage Cart</b>
<b>Welcome Tee Gift</b>
<b>10 Foot Putting String</b>
<b>Clambake Dinner</b>
<b>Full Locker Room Access</b>
<b>Access to Driving Range</b>

Prepare for the new and exciting 2013 NCFA Screw Open Golf Outing and Clambake, which will be held **Thursday, September 12, 2013 (1:00pm Shotgun)** at *Signature of Solon Country Club*. All proceeds from this outing directly benefit the NCFA Scholarship Fund. The **Clambake** is new this year, and a NCFA first. Make sure to RSVP your group to be part of this highly anticipated event. We are also introducing a \$10,000 putting contest and **Early Registration discount**. Signature of Solon had a \$10,000 winner last summer...so, it could happen to **YOU!** See the link for proof and we hope to see you there. <http://www.youtube.com/watch?v=43raVOHQhpl&sns=em>

### SCHEDULE

12:00pm

### REGISTRATION

- Free Bag Drop & Locker room facilities available for all guests
- Free Access to Driving Range / Putting Green

12:45pm

### RULES

1:00pm

### SHOTGUN START

- Drink Tickets
- Full Service Beverage Cart

5:30pm \$10,000

### PUTTING CONTEST

- Qualify on putting green during round

6:00pm CLAMBAKE

### BUFFET

- Signature ballroom
- Clambake Buffet
- Complimentary Draft Beer / Full Cash Bar

COMPANY/TEAM: \_\_\_\_\_

GOLFER NAME \_\_\_\_\_

GOLFER NAME \_\_\_\_\_

GOLFER NAME \_\_\_\_\_

GOLFER NAME \_\_\_\_\_

### SPONSORSHIP OPPORTUNITIES:

#### EAGLE SPONSOR \$750

Event sponsor & includes four rounds of golf and clambake

#### BIRDIE SPONSOR \$350

Event sponsor & includes two rounds of golf & clambake

#### PAR SPONSOR: \$175

Event sponsor recognition & includes one round of golf & clambake

### SPONSORS CHOICE:

#### Tee Gift Sponsor: \$500

- Sponsorship / logo on Tee gift for each golfer

#### Beverage Sponsor: \$300

- Sponsorship / recognition of beverage cart

#### Skill Shot Sponsor: \$100

-Long drive / closest to the pin

#### Event/Hole Sponsor: 150

-Corporate sponsorship, **golf not required**

**REGISTER EARLY by JULY 31st for DISCOUNTED RATES:**

**EARLY** Golf/Clambake: \_\_\_\_\_ @ \$135/person

**EARLY** Clambake Only: \_\_\_\_\_ @ \$40/person

**REGISTRATION AFTER JULY 31st**

Golf/Clambake: \_\_\_\_\_ @ \$145/person

Clambake Only: \_\_\_\_\_ @ \$45/person

*Don't forget your extra clams!!!*

Extra Dozen of Clams: \_\_\_\_\_ @ \$15/person

**TOTAL AMOUNT DUE: \$ \_\_\_\_\_**

**Return this form and remit payment to:**

NCFA  
7737 Ellington Place  
Mentor, OH 44060

OR Register & Pay on our Website @  
[www.ncfaonline.com/events/](http://www.ncfaonline.com/events/)

**Reservation Deadline: August 30, 2013**

*Cancellations can not be accepted after deadline*



## North Coast Fastener Association

*Signature*

39000 Signature Drive  
Solon, OH 44139  
440.498.8888

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



*\$10,000 Putting Contest*

*Proxy Contests*

*Longest Drive/ Pin Shot*

*Skins Game*

*Prizes for 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>*

*Beverage Cart*

*Welcome Tee Gift*

*10 Foot Putting String*

*Clambake Dinner*

*Full Locker Room Access*

*Access to Driving Range*

If you haven't been to a Clambake, *or even if you have*, this is one event you won't want to miss!!! One of the best ways to say goodbye to summer and welcome in the fall season is with a great Clambake. Clambakes are mostly popular in the New England states, but followed closely by Northeast Ohio! RSVP early to take part in a great day, in a beautiful setting for a great combination of golf and a delicious Cleveland tradition...or just the clambake itself. You will not want to miss out on this event. We hope to see you and your coworkers there!

*See the menu below for details:*

### SCHEDULE

12:00pm

#### REGISTRATION

- Free Bag Drop & Locker room facilities available for all guests
- Free Access to Driving Range / Putting Green

12:45pm

#### RULES

1:00pm

#### SHOTGUN START

- Drink Tickets
- Full Service Beverage Cart

5:30pm \$10,000

#### PUTTING CONTEST

- Qualify on putting green during round

### 6:00pm CLAMBAKE BUFFET

- Signature ballroom
- Clambake Buffet
- Complimentary Draft Beer

## *Signature Clambake Dinner Menu*

### Buffet Menu

Garden Greens with House Dressing  
Cup of Buttery Clam Broth & Clam Chowder  
1/2 Herb Roasted Chicken  
Sweet Potatoes  
Corn on the Cob  
Warm Rolls and Butter

### Served:

One Dozen Middle Neck Clams & Clarified Butter  
*(don't forget to register for your extra dozen!!!)*

### Dessert:

Warm Apple Crisp with Caramel Sauce



# NCFA's Distributor Social - Five Years and Still Going Strong

## *Marty Nolan, NCFA President*

The 2013 North Coast Fastener Association's (NCFA) Distributor Social was the biggest one yet with approximately 250 people in attendance! It started off with an outstanding Panel Discussion followed by a night of networking and socializing. The topic of this year's Panel Discussion was "*Challenges of the Current Fastener Business Climate*" and the panel included Simmi Sakhuja (Stelfast, Inc.), Bob Fawcett (Nucor), Dan Zehnder (Trinity Logistics), Don Shan (Solution Industries) and Steve Andrasik (Brighton Best). The moderator for the discussion was Eric Dudas of Fully Threaded Radio.

This was the 5th year the NCFA has hosted the Distributor Social, with attendance growing each year. Plans are already underway for the 2014 NCFA Distributor Social, with tours and open houses being determined. This event has been noticed by other regional fastener associations and has become one of our best attended and most popular events. Many thanks to all the suppliers who support the event and the distributors who take the time to attend.





DISTRIBUTOR SOCIAL 2013



# DISTRIBUTOR SOCIAL 2013



# MEMBER NEWS

## HELP WANTED

### **Advance Components,**

**Inc.**, a master stocking distributor of high-quality specialty fasteners based Carrollton, Texas (Dallas area), is seeking an experienced, motivated sales professional with engineering abilities to serve as Advance's **Northwest Regional Sales Manager**.

#### Job Description:

The Regional Sales Manager (RSM) will manage relationships with customers in Advance's Northwest Sales Territory that encompasses fourteen states, stretching from Washington State to Illinois. The RSM will focus on developing strong partnerships and sales strategies with the goal of becoming the primary source for Advance's product offerings. The RSM will be responsible for finding and developing new business, and establish relationships with key decision makers. The RSM will develop an excellent working knowledge of company's products and services and be able to communicate these effectively to customers while understanding the market complexity of competitive products. The RSM must be prepared to schedule, travel, (25-50% - one or two weeks per month), and make sales presentations to existing or potential customers in the Northwest region.

#### Minimum job requirements:

- ◆ BA or BS, preferably in business or management.
- ◆ Intermediate computer proficiency Microsoft Outlook, Word, Excel & Power Point.
- ◆ Must have reliable transportation to and from work and must be able to drive to visit customers.
- ◆ Must be detail oriented, with
- ◆ intense focus on accuracy.
- ◆ Must be responsible and self-directed.
- ◆ Must be able to successfully work in a team environment.

#### Benefits:

At Advance, we believe that each employee is an integral part of our team. We offer our employees competitive compensation and excellent benefits.

- ◆ Group medical and dental insurance.
- ◆ Group voluntary life insurance, accidental death insurance and long term disability insurance.
- ◆ Excellent vacation policy.
- ◆ Flex spending accounts.
- ◆ 401K
- ◆ Achievements are rewarded with a strong compensation package based on employee performance and proficiency as well as company profitability.
- ◆ All travel expenses paid.

Visit our website at:

**[advancecomponents.com](http://advancecomponents.com)**

**Forward resume to Gary Cravens at [gcravens@advancecomponents.com](mailto:gcravens@advancecomponents.com)**

## **CARDINAL FASTENER**

**Bedford Heights, Ohio, USA**

**03/25/2013** – Cardinal Fastener, a Cleveland based manufacturer of competitively priced hot formed large diameter quality fasteners, is pleased to announce that Bill Boak has been named to serve as the company's new president.

Throughout his career, Mr. Boak has served as a senior level executive at SPS Technologies, Inc. and Textron Fastening, Inc. where his responsibilities included extensive domestic turnaround and international experience in general management, as well as experience in sales and marketing within the manufacturing and distribution industries. Furthermore, Mr. Boak is a proven leader, recognized for successfully bringing about change while developing strong working teams within diverse organizations.

Marc Strandquist, Cardinal Fastener's Managing Director said that "Bill came to

our attention because of his strong execution skills, his proven ability to lead top performing teams and his track record in contributing to the bottom line. He has demonstrated these skills by innovating new processes and products, turning around complex organizations with multiple business segments. We are very pleased and excited that Bill has joined our organization." Mr. Boak began his duties at Cardinal Fastener on March 18, 2013.

Cardinal Fastener manufactures competitively priced hot formed, short lead time, large diameter quality fasteners to industry standards and customer blueprints. Their ISO 9001:2008 certification and in-house A2LA accredited lab insure that their parts meet customer procurement standards.

For more information on Cardinal Fastener visit their website at [www.cardinalfastener.com](http://www.cardinalfastener.com). Mr. Boak may be reached at (216) 831-3800, or email him at [billb@cardinalfastener.com](mailto:billb@cardinalfastener.com)

## **EFC INTERNATIONAL**

is pleased to announce the appointment of Wing-Hamlin as Representative to support EFC distributor customers in Illinois, Wisconsin, Minnesota, Iowa, Nebraska, North Dakota, South Dakota, Michigan and Indiana. With extensive distribution market and product knowledge, Wing-Hamlin will enhance the level of service to our customers.

Günter Retkowski, Director of Sales, states, "Wing-Hamlin, well established in the Midwest, has a successful record of account development and will make an immediate impact to the territory as they possess skills and experience that are appreciated by customers and suppliers, alike. We are very excited to have Wing-Hamlin on board."

As Master Providers of the most complete line of high quality, hard to find engineered components in the marketplace, EFC International brings a high level of technical support and commitment to our customers.

# MEMBER NEWS

Whether looking for clamps, rivets, self-retaining nuts, panel fasteners, furniture hardware, shaft retainers, custom plastic components or highly engineered headed or threaded parts, EFC can provide a solution.

For more information, contact Günter Retkowski, Director of Sales.

Email: [gretkowski@efc-intl.com](mailto:gretkowski@efc-intl.com)

EFC International is pleased to announce the addition of Jim Self, Business Unit Manager for Clamps. Jim joins EFC with a wealth of knowledge in the marine industry gathered from over 25 years of sales and engineering experience. Jim also has experience in the automotive and distribution marketplaces. He comes with a strong track record of business development and executing strategies. Jim's responsibilities will be the development and strategic planning for continued growth for the clamp business unit and support to OEM's, distributors and suppliers.

Matt Dudenhoeffer, Vice President of EFC, states "As EFC continues to grow, it is imperative we invest in talented people like Jim to support its growth. Jim fills a critical role and offers the 'best in class' management. The addition of Jim further expands upon EFC's technical expertise and substantially strengthens our ability to grow the Clamp business unit. His experience and knowledge will be appreciated by customers and suppliers. We are excited to have him as part of Team EFC."

EFC International is a leading provider of specialty metal, plastic, electrical and assembled component parts to the OEM and distribution marketplaces. EFC provides its customers the best solutions for specialty components, technical support, and engineering assistance.

## ELGIN FASTENER GROUP LLC (EFG)

announced it has completed the acquisition of Vegas Fastener Manufacturing of Las Vegas, Nevada.

Jeff Liter, EFG CEO, commented, "The acquisition of Vegas Fastener Manufacturing represents a major advancement in EFG's goal to become the premier North American supplier of specialty fasteners. The experience and reputation that Vegas Fastener has developed in the production of high quality fasteners from exotic materials, for some of the most demanding applications in our industry, takes us to a new level of supplier recognition in the specialty fastener market."

Founded in November, 1998, Vegas Fastener Manufacturing operates an extensive variety of forging presses, computer-controlled turning centers, vertical CNC mills, and CNC bar feeders.

Vegas Fastener serves industries including power generation, marine/naval transportation, oil and gas, diesel engine, food processing, power turbine, water works and general industrial.

Elgin Fastener Group is now comprised of nine leading domestic specialty fastener manufacturers (Ohio Rod Products, Leland Powell Fasteners, Chandler Products, Silo Fasteners, Landreth Fastener, Quality Bolt & Screw, Northern Wire, Telefast Industries, and Vegas Fastener Manufacturing), offering an extensive range of special, semi-standard, and custom fasteners in a wide variety of sizes, materials, and finishes, as well as a metal finishing company (Best Metal Finishing). Elgin Fastener Group is a portfolio company of Audax Group.

Elgin Fastener Group (EFG) has named Jeff Hepner as Director of Distributor Sales. Hepner is a well-known veteran of the fastener industry, most recently having served as President of Telefast Industries, Berea, OH from

2008-2013. Telefast was acquired by EFG in late March. In his new role, Hepner will assume responsibility for business growth at the distributor level and will report to EFG Vice President of Sales & Marketing, Marty Goeree. Goeree commented, "We are very pleased to have Jeff accept this assignment. He is known and respected throughout the fastener industry and brings a wealth of industry knowledge to our company."

Hepner has extensive experience in cold heading from his previous association with Lake Erie Screw Corp. and subsequent positions with Telefast. He has been an active participant in the National Fastener Distributors Association (NFDA) for many years, having served terms as a board member, associate chair, and as chairman of the Education and Training Committee. He received a BBA in Sales and Marketing from the University of Toledo School of Business.

Elgin Fastener Group LLC, based in Batesville, Indiana, is comprised of nine leading domestic fastener manufacturers (Ohio Rod Products, Leland Powell Fasteners, Chandler Products, Silo Fasteners, Landreth Fastener, Quality Bolt & Screw, Northern Wire LLC, Telefast Industries, Vegas Fastener Manufacturing) and a metal finishing company (Best Metal Finishing). All of the EFG companies are ISO certified. Elgin Fastener Group is a portfolio company of Audax Group.

For more information, contact Elgin Fastener Group, LLC, 4 South Park Ave., Suite 203, Box 5, Batesville, IN 47006. Telephone: 812-689-8917, Fax: 812-689-6635. Website: [www.elginfasteners.com](http://www.elginfasteners.com), Email: [quotes@elginfasteners.com](mailto:quotes@elginfasteners.com). Also find Elgin Fastener Group on Facebook and Twitter.

# MEMBER NEWS

## **Solon Manufacturing**

**Company** is expanding operations with the purchase of two additional buildings. Located in Chardon, Ohio, the two buildings will add 24,545 square feet to the current manufacturing area.

Building renovations are already underway. Once completed, the added space will allow all functions to expand production capacity and incorporate new technologies, in order to support their customers located in over forty countries worldwide. "Demand for our innovative products is growing globally and this expansion will enable us to continue to support our customers with increased manufacturing capabilities, quality control, and delivering reliable engineered solutions," said Perry Blossom, Vice President of Solon Manufacturing Company.

Solon Manufacturing Company is re-engineering their processes with a focus on sustainable manufacturing practices. The extra space of the buildings will allow Solon's engineers to improve ergonomics and material handling. Added equipment will increase throughput, while reducing lead times of finished product. Automation innovations will make it more efficient to process product. New equipment in the finishing department will bring more volume in-house and create an even better quality product.

With the move, the Pressure Switch Division will increase space and efficiency at the current location of 425 Center Street, Chardon, OH 44024. Raw material purchasing capabilities and storage will increase as well.

In a statement on the purchase of the two additional buildings, Solon Manufacturing Company's President, Tim Dunn said: "Solon has been growing steadily since our last addition in 2000. This new space will provide significant manufacturing space to meet the needs of our growing customer base. We are completely upgrading the power to handle our increasing requirements for our finishing department as well as adding

additional warehouse and finishing space. We look forward to expanding into our new space."

Founded in 1949, Solon Manufacturing Company is a global leader in the development and manufacturing of Belleville springs and industrial pressure switches for customers in energy and utility transmission and distribution, petro-chemical, transportation, and environmental compliance worldwide. To meet their customers' needs, Solon Manufacturing Company holds the ISO 9001:2008 certification for high standards in quality management.

**Nucor Fastener**, a division of Nucor Corporation is pleased to announce the appointment of Christopher Gasser as Sales Manager. Mr. Gasser began his career with Nucor in 2010 and has been the Marketing Manager at Nucor Steel Berkeley with responsibilities for automotive, agricultural/industrial equipment, on-highway truck and other large manufacturing applications. Prior to Nucor, he spent four and a half years in the steel industry as a customer service representative and district sales manager for various geographical regions across the country. Mr. Gasser has a Bachelor of Science degree with concentrations in marketing and operations management from Indiana University. He will begin his new duties effective June 3, 2013.

## **WELCOME NEW MEMBERS**

**A.Raymond Tinnerman  
Industrial, Inc.  
Brunswick, OH**

**Hodell-Natco Industries  
Valley View, OH**

**Trinity Supply Chain  
Solutions  
Waukesha, WI**

**The NCFAs appreciate the support of all of our members. You are what makes this association a success!**

## **NCFAs WEBSITE**

**The NCFAs has been working hard and making some great changes for its members this year, including a new logo and website. Take a look at the new NCFAs Website [www.ncfaonline.com](http://www.ncfaonline.com) and let us know what you think.**

## **PUBLICATION DEADLINE**

**If you would like to include a press release or advertisement in our next newsletter publication, please forward your information to the NCFAs Office by:  
September 1, 2013**



FASTENER  
TRAINING  
INSTITUTE

**Fastener Training Week  
to be offered three times in 2013!**



The Fastener Training Institute® is proud to continue its partnership with the Industrial Fasteners Institute to present Fastener Training Week. In 2013 attendees will have a choice of three different dates! The five-day intensive version of FTI's Certified Fastener Specialist™ advanced technical training program will be presented in the Los Angeles area April 1-5, and at IFI Headquarters in the Cleveland area, July 22-26 and again November 18-22.

Fastener Training Week includes everything that a student would experience in the regular seven-course CFS™ training, but all on consecutive days. Plus members of endorsing fastener associations receive substantial discounts. For more information and to register online go to [www.fastenertraining.org](http://www.fastenertraining.org) and click on "Schedule of Courses."

*The difference between you and your competition is employee skill, knowledge and productivity. Your return on investment will be:*

- *Added value to your company and your customers, enhanced company image*
- *Increased efficiencies in processes, resulting in financial gain and sustainability*
- *Increased innovation in strategies and products, risk management*

Fastener Training Week features learning labs taught by leading industry experts, Joe Greenslade (IFI), Carmen Vertullo CFS (CarVer Consulting), and Salim Brahim (IBECA Technologies), interactive exercises, quizzes to reinforce learning, and plant tours of manufacturing, secondary processes and testing facilities. Upon completion of this training and passing a final exam, attendees will be eligible to receive the Certified Fastener Specialist™ (CFS) designation.

Registration fees for members of an endorsing organization are as low as \$2,500 for the first attendee with a 20% discount for each additional attendee from the same company.

*What our students have to say:*

- *"Great. Well worth my time and money. The instructors are very dedicated to the improvement and education of the industry."*
- *"The CFS program drastically shortened my learning curve regarding fastener specifications.....CFS is a great program taught by excellent instructors."*
- *"This program was very comprehensive and informative in all aspects."*

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# BWC Reform

## Accomplishments

Saved Ohio's private employers \$130 million in premiums over two years by reducing average base rates by 4 percent from the 2011 policy year.

Reduced average rates for public employers saving them an estimated \$40 million over two years. This marks the fourth consecutive year in which public employer rates have been reduced by at least 5 percent and they are now at their lowest rate since at least 1983.

Saved \$80 million by reducing our budget by 12 percent over this biennium, and an additional \$3.3 million as a result of Governor Kasich's mid-biennium review process.

Reduced the amount of private employer premiums going toward operating expenses by 3 percent.

Created in 2011, the Grow Ohio program helps new businesses by offering discounts during their startup. In its first full year, the program saved 21,376 businesses more than \$3 million. Businesses have the option of taking a 25% for their first two years, or joining the group rating program immediately, saving up to 53% off their premium.

As part of the Lt. Governor's Common Sense Initiative, BWC established a one-time forgiveness program that waives penalties and interest for first-time lapsed premium.

Created *Destination: Excellence*, a new program that rewards employers for their efforts to create safer work places and to transition injured workers back into their job. Just months after its start, more than half of all Ohio employers are taking part in at least one aspect of the program, helping the business community save an estimated \$28 – \$41 million.

Initiated pilots to improve the claims management process by helping us understand which claims are most likely to become complex and identifying exactly the right point at which to introduce vocational rehabilitation and/or transitional work plans.

Expanded the safety council rebate program

- Group and non-group rated employers are eligible for both a 2 percent discount for participating in Safety Council programs, and a 2 percent rebate for demonstrating improvements to employee safety.
- Increased funding that supports Ohio's 80 safety councils by 10 percent.

Established the first annual Safety Innovations Award competition recognizing Ohio companies that excel in introducing safety innovations to increase awareness and encourage employers to make keeping their workers safe and healthy on the job a top priority.

Unveiled the new Wellness Grant Program to help employers meet the challenges related to rising incidences of obesity and chronic disease, as well as an aging workforce—all factors that contribute to workplace injuries and slow the recovery of injured workers.

Improved Pharmacy Management to ensure workers are being prescribed drugs that help, not hinder, their recovery.

- Created the first-ever formulary that has shown positive early results, including an initial 12% reduction in prescribed narcotics, a 58% reduction in muscle relaxants, an estimated 2012 saving of \$12 million.
- Initiated measures to ensure BWC will only cover drugs related to the specific injury.
- Changed rules to prohibit decertified providers from prescribing drugs for injured workers.
- Established a lock-in program to improve the safety of medication prescribed to injured workers and limit the practice of doctor and pharmacy shopping.

Emphasized fraud department efforts and broadened the focus to all types of fraud.

- First-ever attempt to close a non-compliant business through an injunction.
- Decertified one of the state's most prolific providers for inappropriately prescribing narcotics.
- From January 2011 to present, BWC's special investigations department obtained 255 convictions, identifying a total of \$115 million in savings for the State Insurance Fund.

Careful, conservative management of BWC investments resulted in a three year period (fiscal year ending 6/30/12) annual return on BWC's portfolio of 11.4 percent, 7.4 percent above the assumed 4 percent rate.



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Email: [info@fastenertraining.org](mailto:info@fastenertraining.org)  
Website: [www.fastenertraining.org](http://www.fastenertraining.org)

The Fastener Training Institute® (FTI) and the Industrial Fasteners Institute (IFI) are pleased to announce the development of a new training program: Aerospace Fastener Technology. This course will be offered August of 2013 in Southern California. Details are being developed, and the course content with schedule will be available soon.

John Wachman, FTI Director, recently presented the idea to the IFI Aerospace Division II, Aerospace Fastener Products group at its meeting held at Carpenter Steel in Reading, PA. Rob Harris, IFI Managing Director, and Pat Meade, IFI Aerospace Products Manager, arranged the presentation which was very well received by the 40+ members who attended the session.

FTI and IFI co-produce both Fastener Training Week (the weeklong Certified Fastener Specialist™ program) and Automotive Fastener Technology. This new program is in response to the needs of aerospace fastener manufacturers, distributors and consuming OEMs.

Please contact FTI to be placed on a mailing list for this or any fastener training courses at [info@fastenertraining.org](mailto:info@fastenertraining.org). Check the website for the complete 2013 calendar [www.FastenerTraining.org](http://www.FastenerTraining.org)

For more information about the Fastener Training Institute® contact Jeannine Christensen, director of education, 10842 Noel Street #107, Los Alamitos CA 90720, 877-606-5232, fax 877-607-5232, [www.fastenertraining.org](http://www.fastenertraining.org) or [jchristensen@fastenertraining.org](mailto:jchristensen@fastenertraining.org)



### MARATHON SOLUTIONS – CREDIT CARD PROCESSING PROGRAM

Marathon Solutions provides a valuable membership benefit designed to save NCFA members money on expensive credit card processing fees. Members are encouraged to take advantage of the following valuable benefits:

- Wholesale credit card processing rates: NCFA members should expect to save 10% - 40% off their existing credit card processing fees.
- Personalized customer support: NCFA members will now have VIP merchant support with an assigned merchant specialist for all of your credit card processing needs.
- Rate Education/Advocacy: NCFA members will receive education from the representatives at Marathon on how to always achieve the lowest processing rates.

Complimentary Processing Gateway: NCFA members will have access to Marathon's secure processing technology designed to increase overall efficiency and further ensure the lowest rates are achieved on every transaction.

If you are interested, it all begins with your free and confidential savings analysis that will show you a line-by-line comparison of fees. Simply fax a recent merchant statement to (913) 888-0598 or call 877-948-9733 X 176 for more information.



CareWorks  
Consultants Inc.

## Governor Kasich Announces \$1 Billion Workers' Compensation Rebate

Governor John Kasich announced plans Thursday to give Ohio employers a \$1 billion rebate from the Ohio Bureau of Workers' Compensation (BWC) and another \$900 million in credits as the agency revamps its payment system.

"I would call this one of the most important economic stimulus measures you can see. We're actually going to do cash rebates," the governor said during a news conference at a small T-shirt shop in Columbus. "Being able to give \$1 billion in cash means there's going to be a heck of a lot more money floating around inside the state of Ohio and it will be of significant benefit to employers, particularly small business people," he added.

The governor and BWC Administrator Steve Buehrer said they would submit the rebate proposal to BWC's Board of Directors for approval at their next meeting in late May.

"We're very confident this will happen. Employers will likely see rebate checks in June or July," the governor said.

The governor said the total \$1.9 billion proposal was due largely to growth in the bureau's investments, which yielded a return of about 11% over last year.

Mr. Buehrer said the bureau's "careful investment approach" has increased net assets to about \$8.3 billion, which was separate from the money needed to pay workers' compensation claims and far in excess of the reserve guidelines the board established in 2009.

"Therefore, it's only right that we give (the money) back to the people that paid, the employers of Ohio," he said.

A separate plan to convert the payment system to a prospective schedule, rather than billing in arrears, will require legislative approval, Mr. Buehrer said. Under this proposal, BWC would issue \$900 million in credits to employers to offset transition costs, while lowering premium rates another two percent for private employers and four percent for public entities.

The surplus will enable BWC to modernize its payment system, Buehrer said, noting the barrier has always been that BWC would have to charge premiums for both the past six months and the future six months at the same time. "Because of the strong net asset position we'll be able to do a one-time forgiveness, likely in July of 2014 when we make this conversion," he said.

BWC's board has recommended a ratio for assets to liabilities at a range of 1.15 to 1.35, the administrator said. The proposed \$1 billion dividend and the \$900 million credit will bring the current 1.49 ratio closer to 1.35. The administration opted to pay dividends instead of focusing on reducing premium rates because it didn't want to "set off the kind of roller coaster that Ohio has had too often, with BWC rates going up and down based on a cash balance," Buehrer said. He also noted that private insurers often pay dividends when cash assets accumulate.

"This is a one-time deal in terms of a big dividend. We will always continue to monitor our net asset position and make appropriate decisions as time goes along. But this is what we have today," Buehrer added.

Senate President Keith Faber (R-Celina), who joined the governor at the event, said the legislature was prepared to enact whatever changes were necessary to implement the plan.

In addition, BWC will triple the Safety and Wellness Grant program from \$5 million to \$15 million, officials said.

### **Safety Resource Corner**

#### **Ohio BWC Division of Safety & Hygiene**

**1-800-OHIOBWC (1-800-644-6292)**

**EMAIL: [safetv@bwc.state.oh.us](mailto:safetv@bwc.state.oh.us)**

#### **RiskControl360**

**Risk & Safety Management Services**

**Toll Free: (877) 360.3608**

**Fax: (614) 827.0361**

**[info@riskcontrol360.com](mailto:info@riskcontrol360.com)**

#### **CareWorks Consultants, Inc. (CCI)**

**1-800-837-3200**

**[www.careworksconsultants.com](http://www.careworksconsultants.com)**



## DISTRACTED DRIVING

### Dangers of Distracted Driving

- ❖ Distracted driving crashes killed more than 3,000 people and injured 416,000 in 2010.
- ❖ Reaction time is delayed for a driver talking on a cell phone as much as it is for a driver who is legally drunk.
- ❖ More texting leads to more crashes. With each additional one million text messages, fatalities from distracted driving increased more than 75%.
- ❖ People under the age of 20 are involved in more fatal crashes due to distractions than any other age group.
- ❖ Studies show that drivers who send or receive text messages focus their attention away from the road for an average of 4.6 seconds. At 55 mph, this is equivalent to driving the length of a football field blindfolded.

### Workers safety is your business

Texting while driving puts millions of Americans who drive on the job at risk every day. That risk continues to grow as texting becomes more widespread.

As a business owner or manager, it's your legal responsibility under the *Occupational Safety and Health Act* to safeguard drivers at work.

This holds true whether they drive full-time or only occasionally to carry out their work, and whether they drive a company vehicle or their own. When your workers are behind the wheel doing your company's work, their safety is your business.

That's why the Occupational Safety and Health Administration (OSHA), which enforces worker safety laws, has joined with the Transportation Department, other Labor Department agencies and key associations and organizations to enlist the help and cooperation of businesses – large and small – in a nationwide outreach, education, and enforcement effort to stop the dangerous practice of texting while driving.

*More workers are killed every year in motor vehicle accidents than any other cause.*

**Healthier Worker  
Safer Workplaces  
A Stronger America**

*It is well recognized that texting while driving dramatically increases the risk of a motor vehicle injury or fatality. OSHA is asking employers to send a clear message to workers and supervisors that your company neither requires nor condones texting while driving.*

*David Michaels, PhD  
Assistant Secretary  
Occupational Safety and  
Health Administration*

**DISTRACTED  
DRIVING**

**NOTEXTING**





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## YRC Freight Savings for NCFA Members

As a member, you are able to receive **significant savings**.

Once you receive confirmation that your account has been updated, you will begin saving when you ship with YRC Freight. Note: You must be payer of the invoice to receive the savings.

Book, track, and manage your shipments anytime and anywhere at [www.my.yrcfreight.com](http://www.my.yrcfreight.com) or contact YRC Freight Customer Service 24/7 at 800.610.6500.

To learn more about the NCFA program benefits and features, contact your YRC Freight Association Representative at 800.647.3061 or email [associations@yrcfreight.com](mailto:associations@yrcfreight.com).



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## MISSION STATEMENT

The North Coast Fastener Association is a not-for-profit organization made up of volunteers to help inform and educate affiliates of the fastener industry.

Established in 1982, the North Coast Fastener Association is dedicated to helping our members succeed in business by interacting with other companies in the fastener industry. We continually strive to meet the needs of our members and value any comments that could help improve the Association. It is our goal to consistently grow as an organization and be of assistance to our members by helping them stay abreast of the events taking place in the fastener industry.

## 2013 COMMITTEES

**ELECTIONS:** Kelly Quittenton, Marty Nolan

**MEMBERSHIP:** Marty Nolan, Jackie Ventura

**SCHOLARSHIP:** Scott Faidiga, Lisa Graham

**PUBLICITY:** Lisa Graham, Marty Nolan



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