



MFDA Table Top New Location Draws Nice Attendance



The MFDA held their 18th Table Top Show on September 17th at the Holiday Inn in Hasbrouck Heights, NJ. The show was limited to the first 40 exhibitors, which filled up by the first week in September. Exhibitors were nationwide featuring fastener products, services and secondary processes. Attendees from the east coast had the opportunity to visit current suppliers while sourcing new suppliers for products. The show featured an exhibitor luncheon as well as a dinner for exhibitors and attendees. Due to the generosity of many companies, raffles were held hourly allowing all in attendance an opportunity to win great prizes.

Thank you to all Table Top Raffle Donors:

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MFDA'S 23rd Annual Golf Outing

MFDA's Pre-Golf Cocktail Party

Saturday's early evening cocktail party kicked off MFDA's 2018 Golf Outing.

The Grand Cascades Hotel provided spectacular views of Sussex County in Northern New Jersey. The weather was beautiful which enabled guests to enjoy the outside garden area.

This event was sponsored and made possible by MFDA member companies as well as ancillary companies in the industry. Over 65 guests came to enjoy the fabulous appetizers and beverages.

Thank you to the Cocktail Party Sponsors:

Aluminum Fastener Supply Co.
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Ford Fastener
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Link Magazine
Metric & MultiStandard
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North East Fasteners
Parker Fasteners
Pilgrim Screw Corporation
R.W. Rundle Associates, Inc.
Richard Manno & Co.
Screws Industries
Sems & Specials, Inc.
Star Stainless
Stelfast Inc.
Vogelsang Fastener Solutions
XL Screw

Thank you to all for your generosity!

See more photos
on page 3 & 4.
Also online at
www.mfda.us



Message From the President (Incoming)

Mike White, Brighton Best Int'l



Hello and welcome to Fall

This is my first letter to you as your president so let me begin by celebrating the work of our former president Kellie Nirmaier of Kanebridge. Her steady hand and jovial spirit have left an indelible imprint upon our organization and I look forward to working with her in the days to come. Our board has experienced some change as well, Pete Cominos of Raw Products, Derek Dandy from Bodycote and John Montieth from Ace Fastener have joined the board. We bid a fond farewell to Ken Schneeloch, Brian Eakins and Jay Minichino. We appreciate the work each has put into making our association what it is and will celebrate their contributions in the months ahead.

It is an exciting and interesting time in our industry. The market has been strong throughout the year and many of our members are reporting solid, steady growth in their businesses. Across every industry, we see positive signs of opportunity. This is good news for the fastener distributor. Whether someone is building or repairing, they need products supplied by our member companies. We are the nexus of

industry, an indisputable link in the global supply chain. Product from our members help construct the world around us.

As we wave a fond goodbye to summer, we must take note of the changing dynamics around us. External forces will impact the economy and our businesses: Prop 65 implementation, tariff policy on imports from China, and other matters are not to be ignored. They will affect our member companies in different ways. We will do a better job of communicating with our members to ensure that each of you is operating with as much information as is available.

It is this reality that encouraged me to run for president. The world is changing and my hope is that the MFDA will be a support system and platform for member companies to access the tools and networks necessary to meet the challenges of tomorrow. Membership has its privileges and members of the MFDA will see a shift in our programming, with more learning and engagement opportunities. Our industry is changing and as an association we will be embracing change in meaningful ways in 2019.

An active member is an engaged member. And our hope as a board is that our members see the MFDA as an integral part of the success of their organizations. We will expand the range of events but it begins with you, our members, being a vocal, passionate partner in helping us chart a direction that is valuable and worthy of your time. Whatever we do, let's do it together.

Serving the Membership
Michael White

Upcoming Event

Date	Event
Thursday Dec. 6th	Toys for Tots Holiday Party Al Di La Ristorante, East Rutherford, NJ

For information on any event, call or email us:

Executive Director: Nancy Rich 201-254-7784;
President: Mike White 732-525-8400;

email: MFDABoard@gmail.com
email: mwhite@brightonbest.com



Message From the President (Outgoing)

Kellie Nirmaier/Kanebridge

Well, as they say...all good things must come to an end.. eventually.

Summer has come to end, and now so has my reign as MFDA President.

I have served on the board for 13 years now, and have held two officer positions during those years.

I must admit, I truly have enjoyed every moment of it, from working on all the different committees, to working with all the other board members throughout the years, on a variety of events in our collected efforts in giving back to the Membership.

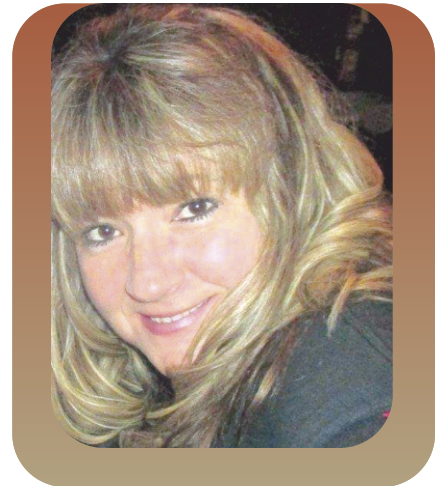
Being on the Board has permitted me to meet new people, make new acquaintances, and forge new friendships, as well as networking at all the Educational & Social events over the years.

It is not "Good-Bye", as I will continue to serve as a Board Member, however, just time to turn the Presidency over to Mike White, and in doing so, I would personally

like to wish him the best as he takes over this new seat on the board for the MFDA. Best of Luck to you Mike, and I will always only be a phone call away!

Thank you to all past and present board members as it has been a pleasure working with all of you over the years, and I look forward to working with all the new members as we embark on a new journey, as well as all of the Membership that backed me along the way.

Last but not least, I would like give a special mention, and great big Thank you - to Mr. Michael Smith of Smith Associates, Inc. as if it were not for him taking me under his wing, showing me the ropes, and inducting me onto the board, I would not have afforded so many great opportunities, and met so many people over the years from within our Fastener Industry!



Hope everyone has a wonderful Fall & the best of Holidays as they soon approach!

Best Regards,

Kellie Nirmaier
Past President


Golf Outing & Show 2018 Memories




See more photos
on next page and
also online at
www.mfda.us

Table Top & Golf Fun







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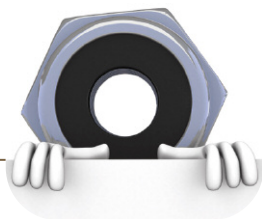
Insights from our CEO: Tariffs More than a Tiff

Courtesy of 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



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2018 Hall of Fame and Young Fastener Professional Awards Announced

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.



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

Hall of Fame Award Winners

Bob Sachs, XL Screw Corporation

In 1979, Bob Sachs 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." XL will be celebrating 50 years in business in November 2018. Please join us in congratulating XL on their 50-year milestone.


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

INTERNATIONAL FASTENER EXPO

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.



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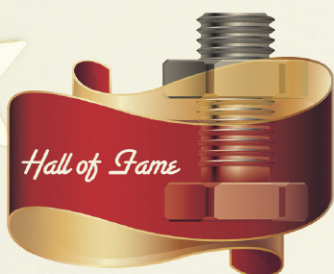
Celebrate our 20th Year

MFDA Toys for Tots Drive!

It's not too early to start thinking about the 2018 Toys for Tots Drive

By Rob Rundle/R.W. Rundle Associates

While the rest of us are enjoying fall (finally!) and are looking forward to Halloween and Thanksgiving, the men and women of Golf Company, 2nd Battalion, 25th Marines have already started working on their Christmastime mission of bringing some cheer to children in Northern New Jersey. Along with their primary duties serving as Military Honor Guards for over 250 fallen Marines each year, Golf Company helps collect and distribute over 260,000 toys to local charitable organizations.



**See Holiday Party
registration in this
newsletter.**

The MFDA is helping that effort for the 20th year with our toy drive and fundraiser. The drive kicks off November 1st and culminates in our annual Toys For Tots dinner on Thursday, December 6th at 6pm at the Al Di La Bistro in East Rutherford.

Please help make this 20th year our best ever! If you or your company would like Toys For Tots supplies (boxes, posters), please contact Rob Rundle at rwrundle@verizon.net and he will get them to you (*while supplies last*).

Another aspect of the drive is the financial contributions the MFDA makes to the Marines. In each of the last five years MFDA members have contributed over \$5000 to the Toys For Tots drive, along with over 350 toys. The financial contributions are especially valued by the Corps, as they use the money to purchase toys for older kids, who don't have many age appropriate toys donated.

So join the MFDA in this great tradition. Come to the dinner and celebrate the beginning of the Holiday Season. If you can't make the dinner, but have toys or money to donate, please let us know and we will arrange a pickup at your facility.

Also at the dinner this year, the MFDA Hall of Fame class of 2018 will be announced!

See you December 6th!

MFDA'S 23rd Annual Golf Outing *(continued from page 1)*

MFDA'S 23rd ANNUAL GOLF OUTING – FUN TIMES!!!

The weather on September 16th provided a great day for 80 golfers to catch up with friends, colleagues, and for some, meeting each other for the first time“, boasted Ken Schneeloch (McCormick Associates), Golf Chairman. “After 23 years, many strong friendships and customer relationships have been forged as a result of our outings.”

With all levels of golf ability, golfers headed out after a fog delay, out onto Wild Turkey's Golf Course. This course is both fun and challenging, and the weather was perfect.

We congratulate our winners:

First Place Winners - Wolke Chiropractic Team- Anthony Woke, Rob Pearce, Alan Cebulski, and Joe Montero

Second Place Winners - North East Fasteners Team- Jason Webster, Rich Kowalczyk, Tom Burdette and Patrick Shea

Pink Ball Contest -Team Kanebridge Corporation - Vic LaPoma (Kanebridge Corp.), Dennis Shanahan (Mutual Screw), Mike Sutphin (Kanebridge Corporation), & Steven Kelly (Mutual Screw)

Longest Drive -Kenny Platt (Fastar, Inc.)

Longest Drive - Gretchen Grove (Pilgrim Screw)

Closest to the Pin - Pat Shea (North East Fasteners)

Closest to the Pin - Gary Pitoniak (First Industrial)

Thank you to Bob Elko, of Hardware Specialty, who donated back to the scholarship fund \$100.00 of his 50/50 winnings.

Thank you to **ND Industries** for sponsoring the \$25,000 cash hole in one contest.

Star Stainless donated a golf towel for each golfer.

Kanebridge Corporation donated a sleeve of balls for each golfer.

Thank you to our many Hole Sponsors:

Advance Components
Aluminum Fastener Supply Co.
American Pride Fasteners
Beacon Fasteners & Components
Captive Fastener Corp.
Delta Secondary, Inc.
EFC International
Eurolink FSS
Fall River Mfg. Co.
Fastbolt Corp.
Ford Fasteners

Industrial Rivet & Fastener Co., Inc.
Kanebridge Corporation
Lee S. Johnson Associates, Inc.
LINK Magazine
Lubker Distribution
Metric & Multistandard
MF Supply
North East Fasteners
Nylok/Aerospace Division
Parker Fasteners
Pilgrim Screw Corporation
R.W. Rundle Associates, Inc.
RAB Components
Rick Rudolph Associates
Rotor Clip Corp.
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Sems & Specials, Inc.
Smith Associates
Solution Industries, LLC
Star Stainless Screw Co.
Stelfast Inc.
Tower Fasteners
Vogelsang Fastener Solutions
Yellow Woods & Roads Less Travelled
XL Screw Corporation

In keeping with tradition, the prize table offered many options for golfers to choose. They placed tickets into bags for only those prizes they wished to win. In addition to the MFDA prizes, the following companies contributed prizes.

Penn Fastener
Pilgrim Screw
Star Stainless
Kanebridge Corporation
APM Hexseal

Special Thank you to Ken Schneeloch (McCormick Associates, Inc.) for another successful golf outing. Ken had the vision 23 years ago, and it has been an event our members and their associates, customers, and friends look forward to each year. While Ken is hanging up his green jacket, look for announcements, in the Spring of 2019, for next year's event .

Thank you!!!!

Our sincere gratitude to all golfers and all sponsors!

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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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Brighton Best Int'l

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Jason Vanderhee Star Stainless Screw

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Nancy Rich, P. O. Box 72, Lake Zurich, IL 60047
E-Mail: MFDABoard@gmail.com 201-254-7784 Fax 847-516-6728

MFDA Mailbox

Thank you to everyone at the MFDA for awarding me the 2018 Board of Directors Scholarship. This very generous award is going to help with my first semester tuition at Elon University where I will be majoring in communications and hopefully become a sports journalist. I am very grateful that the MFDA chose me for this scholarship and want to thank the Board for considering me. Thank you very much, I hope you've had a great summer!!

Caitlin Rundle



*Wishing all our members
a wonderful
Fall and Happy Thanksgiving!*



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