

January 2019

MEMBER MESSAGES



## Holiday Party Serves Toys for Tots Well!!

### By Rob Rundle/Toys for Tots Chairman

The Metropolitan Fastener Distributors Association (MFDA) celebrated the holiday season in style in early December with its annual Toys for Tots Dinner and fundraiser. The 20th anniversary of the event was the best in recent memory with records for attendees, toys collected, and money donated.

*The Association is very proud to announce that its members donated a record \$5,650 for the drive this year!*

After he was done with the bad fastener jokes (are there any other kinds?) 1st Sargent Eduardo Asencio, who is in charge of the campaign for the Dover (NJ)

barracks this year, commended the MFDA on its longtime support of the Marine Corp's mission to supply toys to the children of our area. He told the attendees that his Company based at the Picatinny Arsenal, will distribute over 150,000 toys this holiday season. The donated money is used by the Marine Corps towards purchases of gifts for age groups that don't typically have toys donated for them (babies, teenagers).

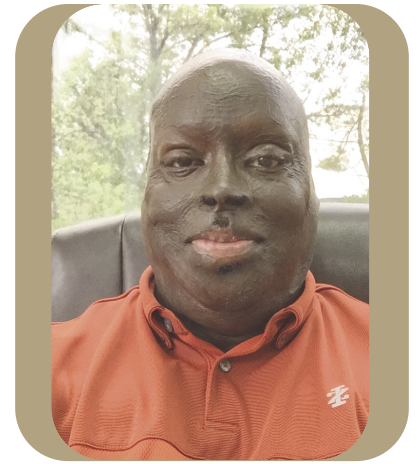
The MFDA is grateful to all members who contributed to the 2018 drive and is looking forward to setting more records in 2019!



See more photos  
online at  
[www.mfda.us](http://www.mfda.us)

# Message From the President

Mike White, Brighton Best Int'l



Hello and Welcome to 2019

New Year's present a time to reflect on the past and sharpen our focus on the future. The legacy of the MFDA is lengthy and influential in our industry. Distributors and suppliers across the country can trace their roots to the fastener industry in and around metropolitan New York. The MFDA can make a bold case for being the cornerstone of the fastener industry.

Today, we stand on the shoulders of those men and women. They fastened an amazing industry together through the years. From the early bolt makers to those who found faster, better ways to produce. We are here because of them. And we have a responsibility to build on that work with the things we accomplish as an industry this year.

As we embark on a new year, I am optimistic that the MFDA's impact on our members and the fastener industry will increase and strengthen. It is our central focus as an organization to be more than a

steward of our industry. We want to take a more proactive role in being an advocate and representative voice for our members and the industry. My continued hope is that MFDA members grow their businesses, expand their market share and succeed on an individual and collective basis.

In order for that to happen, the MFDA board is working to provide new programming opportunities to help our membership. Our calendar will expand over the course of the year to include web-based and in-person activities. Panel discussions on information technology and data security, warehouse operations, business finance and other topics are in development. All in an effort to provide MFDA members with the information, resources and tools they need to thrive in 2019.

I wish you, all the best in 2019.  
May your year be all you aspire it to be.

*Serving the Membership*

*Michael White*

## MFDA 2019 Calendar

### Date

**Feb TBA**

**March TBA**

**April TBA**

**May 22nd - 23rd**

**June 27th**

**September 17th - 19th**

**October 13th**

**November TBA**

**December 5th**

### Event

Fastener Training

Social Event

Workshop on Efficiency

Fastener Fair USA

Scholarship Event

International Fastener Expo

Golf Outing

Workshop/ISO Webinar

Toys for Tots Holiday Party



**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](mailto:MFDABoard@gmail.com)  
email: [mwhite@brightonbest.com](mailto:mwhite@brightonbest.com)



# Important Updates for the Fastener Industry

## Tariff Update

On December 3, the US government announced a ninety-day pause on the scheduled tariff increases on goods produced in China. This 15% was part of the 25% tariff increase announced in early fall 2018. It is unknown at this point, if the 15% increase will go through or not. Both, the US and China are negotiating export/import matters with the potential for progress that leads to the 15% increase being reconsidered.

It is important for MFDA members to pay close attention to this. Many of us were surprised in early December to receive word of the delay in imposing the increase. Business decisions are based on the best available information and as we have seen, that can change quickly.

## Freight

Domestic freight costs soared in 2018 as capacity failed to meet the demand. The US economy pushed freight carriers beyond their limits in Q1 and Q2 driving costs higher. That moderated in Q3 and even more in Q4. It is expected that rate increases will not be as substantial in 2019 as they were in 2018.

Overseas container costs remain fluctuating. Flat to meager growth in Asia-Europe and new capacity coming in 2019 from Maersk and others will help stabilize this segment of the supply chain.

## Manufacturing Update

In Q3, manufacturing lead times saw a 5-10 day uptick (current average 125-130 days). That has continued as the US economy continued to expand through the end of the year. Both domestic and overseas manufacturing saw ordering exceed capacity leading to delays in delivery. When this occurs, quotes from overseas tighten in terms of quote expiration. At its worse, quote validity can be as tight as three business days. Today, quote validity is averaging five to ten business days depending on the raw materials required.

## MFDA Honors New Hall of Fame Inductees

### By Rob Rundle/Hall of Fame Chairman

The Metropolitan Fastener Distributors Association (MFDA) inducted two members to its Hall of Fame tonight.

Bill Lang of ND Industries and Pat Lang of Kanebridge Corporation were honored for their years of service to the MFDA and the fastener industry as a whole.

Bill first worked at Bell Fasteners in Paramus NJ. When Bell moved to Rhode Island, Bill was hired as an outside salesman at Aerospace Nylok in Hawthorne NJ. In 1988 following the purchase of Aerospace by Nylok LLC, Bill was hired as the sales manager for ND Industries' division in Wyckoff NJ, retiring 30 years later as the division's general manager. Bill served two terms as the MFDA president and recently retired as a board member.

Pat got her start in the fastener business working at Monogram World Fasteners. When World closed in 1983, Pat was hired at Kanebridge Corporation, where she became the sales manager in 1985. During Pat's time in charge, the department grew from 4 employees to 19, and has always been on the cutting edge of customer support and employee accountability. Pat was also a longtime board member of the MFDA.

In their comments following their induction. Pat and Bill spoke of their affection for the MFDA and their friends in an industry they "didn't suspect existed" back when they were dating in High School. When asked about his outstanding reputation among customers and competitors, Bill said he just "tried to be nice to people". Pat also proudly remarked at the tremendous growth of women in the fastener industry, pointing out that there are many more businesses owned and run by women than there were when she started.



Now both enjoying retirement, Bill and Pat join 2017 inductees Bill Fivehouse, Chuck Halpin and Doug Thonus, and 2016 inaugural members Sidney Cohen, Roger Stillman, Ron Jones, and Leslie Seiper. They will be added to the MFDA's Hall of Fame page at [www.mfda.us](http://www.mfda.us) and the MFDA 2019 Hall of Fame Scholarship will be awarded in their honor at the association's June 2019 Scholarship dinner.

## MFDA 2019 Officers

### PRESIDENT

**Mike White**  
Brighton Best Int'l

### VICE PRESIDENT

**Rob Rundle**  
RW Rundle Associates

### SECRETARY

**Barb Traum**  
Brighton Best Int'l

### TREASURER

**Robin Lieberman**  
MF Supply

### DIRECTORS

**Peter Cominos** Raw Products Corp.

**Derek Dandy** Bodycote

**Nick Penney** Vogelsang Fastener Solutions

**John Monteith** Ace Fastener

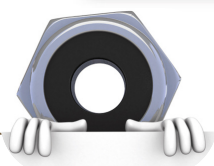
**Kellie Nirmaier** Kanebridge Corp.

**Jason Vanderhee** Star Stainless Screw

#### Administrative:

Nancy Rich, P. O. Box 72, Lake Zurich, IL 60047

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



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## InterCorp Releases New Product and Submittal Catalogs

ORANGE, CALIFORNIA -- **InterCorp**, an importer and master distributor of professional-grade construction fasteners under the Strong-Point® and Strongcon® brands, is pleased to announce the release of their new product and submittal catalogs.

“Our product and submittal catalogs have been updated with over 40 new product offerings,” said Director of Marketing, David Harlan. “These two comprehensive catalogs, with over 700 available fasteners, give distributors, architects, engineers, specifiers, and contractors the tools they need to complete their projects from start to finish with confidence. We’re excited about the value, information and project solutions these catalogs will bring to construction professionals throughout our industry.”

To download the new product catalog, visit:  
<http://www.intercorpusa.com/home/download-catalog/>

To download the new submittal catalog, visit:  
<http://www.intercorpusa.com/submittalcatalog.pdf>

InterCorp is conveniently located across the USA to service any needs quickly and efficiently. Los Angeles 800.762.2004 / Chicago 800.533.9669 / New York 888.322.2262 / Atlanta 800.822.9690 / Dallas 800.558.7222 / Portland 800.434.5606 / Houston 800.558.7222 / Cleveland 800.533.9669 / Miami 800.822.9690

### *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, Post Frame, 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.

### **EFC International** Introduces Innovative Fastening Solution For Utility Poles

ST. LOUIS, MISSOURI – January 8, 2019. EFC International, a leading supplier of engineered fasteners, is pleased to announce the approval of Sherex Fastening Solution’s Large Size rivet nuts for use in steel utility poles by a leading energy company. The approval is in accordance with Specification for Tubular Steel Pole Transmission Line Structures SES-PD-027. The specification covers the minimum requirements for the design, drawings, material, fabrication, welding, coating, inspection, and delivery of tubular steel pole structures.

Sherex Large Size rivet nuts eliminate the welding process and reduce the number of components for installation. They also allow for a safer, one-handed installation of the step bolts in the field. “This is a significant cost savings for pole and tower manufacturers and we are excited to bring this product to the market,” states Paul Musgrove, Industrial and Distribution Sales Manager.

These rivet nuts exceed application performance and safety requirements including maximum retention in fiberglass material and increased spin out resistance for pole structures. This innovative rivet nut will serve other industries including Automotive, Truck, Ag, Heavy Equipment, Rail, and HVAC. EFC is a strategic partner into these industries for Sherex and this partnership ensures customers receive the high-quality service they have come to expect.

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 market places throughout the world.

For more information contact:  
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[www.efc-intl.com](http://www.efc-intl.com)

## MFDA Welcomes New Members

**Alper Services LLC/Chicago, IL**

**Brewster Washer/Fairfield, NJ**

## In Memoriam

### Gary K. and Elizabeth L. "Betty Lou" Lilly of The Villages, FL and Middletown, DE

January 9, 2019

Gary Kenneth Lilly, 70, and his wife, Elizabeth L. "Betty Lou" Lilly, 70, of The Villages, FL and Middletown, DE passed away suddenly, Wednesday, January 9, 2019 as the result of a car accident in Prince George, VA.

Born in Beckley, WV on January 16, 1948, Mr. Lilly was the son of the late Kenneth Granville and Josephine Shirkey Lilly. Born in Wilmington, DE on March 12, 1948, Mrs. Lilly the daughter of the late Leslie Vandyke Forrest.

The owner of Kenneth G. Lilly Fasteners, Inc., Newark, DE, Mr. and Mrs. Lilly loved being with their family. Mr. Lilly had been very active in Elkton Little League and the Elkton Touchdown Club, was a member of the NRA and was an avid outdoorsman who enjoyed offshore fishing. Mrs. Lilly was a homemaker who enjoyed being with her husband and supported him in all of his activities. The Lilly's had shared nearly 50 years of marriage.

In addition to their parents, Mr. and Mrs. Lilly were preceded in death by their son, Brian Lilly and Mrs. Lilly's sister, Theresa Foreman.

Survivors include their son, Kevin and his wife, Gina Sposato Lilly, Elkton, MD and grandchildren, Jessica, Madison, Kevin, Jr., Emily, Jacob, Susanna, Thomas, Skylar and Morgan. Mr. Lilly is also survived by his sister, Yolanda "Katie" Rochford, King's Mountain, NC. Mrs. Lilly is survived by her siblings Helen Cox, Newark, DE and Leslie MacDonald, Penns Grove, NJ.

Contributions may be made to St. Margaret of Scotland Catholic Church or the Oblate Sisters of St. Francis de Sales and sent to Hicks Home for Funerals, 103 W. Stockton St., Elkton, MD 21921.



### Carol Marks Hurwitz

We are sorry to report the passing of, Carol Marks Hurwitz, the beloved wife of Mark Hurwitz's (Uneeda Bolt).

Saddle Brook - Carol Marks Hurwitz, 65, of Saddle Brook, died on Wednesday December 26, 2018. Born in Paterson, she's been a lifelong resident of Saddle Brook. She worked as a logistics manager for Quest Diagnostics in Teterboro for the past 25 years. She was a parishioner of St. Philip The Apostle R.C. Church in Saddle Brook. Donations may be made to St. Jude's Children Research Hospital or the ASPCA.

## Membership Dues

Members, your dues invoices will be mailed out in the next couple of weeks. **They will be due by March 5th.** We hope you'll consider adding a scholarship donation to your payment. Due to your generosity, the Scholarship program has helped many member students.

We look forward to bringing you a year of informative and beneficial programs.



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