

Winter 2020

MEMBER MESSAGES



Holiday Party For The Children

Toys for Tots Collection Focus of Party

The MFDA hosted their most successful “Toys For Tots” event in association history on Thursday December 5th. Joined by First Sergeant Eduardo Ascencio, the local coordinator for Toys for Tots. Over 45 MFDA members gathered to celebrate the year that was, look forward to the year to come, and most importantly, donate toys and raise money for those who would otherwise have gone without this season. The 2019 drive helped to raise over \$5,500 in cash donations and over 300 toys were donated to the Marines. Sgt Ascencio, who is retiring in February after 20 years of service, told the assembled crowd that his company received, sorted and donated over 100,000 toys last season, and are on pace to do the same this year.

He also said that due to the MFDA’s efforts (along with their other corporate and individual sponsors) the Dover barracks was honored as the top Toys for Tots group in the country this past year.

The MFDA wishes Sergeant Ascencio well in his transition to civilian life, and is looking forward to setting more records in its 2020 drive!



Message From the President

Season's Greetings and Welcome to 2020.

The first time I was prescribed glasses, I was 8 years old and in the second grade. I was certain kids would make fun of me. There was no reason to be intimidated, glasses were designed to give me 20/20 vision, something that I was lacking. And as we look at the role of the MFDA, that is what I aspire our impact to be in the business lives of members: to help them see the world around them with greater clarity and insight.

The rate of change is accelerating. Supply chains are shrinking. Demands are increasing. Lead times constantly changing. Helping fastener distributors manage this and build relationships with ours experiencing the same tidal shifts is the core reason the MFDA exists. Membership matters. And its value is only going to increase in 2020 as we roll out our calendar of events.

Looking back on 2019, we did some great things together. I want to do more of that this year. We need to connect and create more engagements to just 'talk shop'. We want to be more intentional on educating our members and their personnel on fasteners. The MFDA will be proactive on delivering high level learning opportunities this year. Lastly, we will have more fun, smaller meetup events designed to socialize and build healthy relationships with each other.

My wish for each of us is that the story of 2020 is filled with more good days than bad. That when you look back on our events, we made you laugh, smile and think. If we do those three things, I believe we will have accomplished our goal for this year.

All the Best
MW

MFDA 2020 Calendar of Events

Date	Event
March 19th	Dinner Meeting
June 25th	Scholarship Awards
September 19th	Cocktail Party
September 20th	Golf Outing
September 21st	Table Top Show
December 3rd	Holiday Party

For information on any event, call or email us:

Executive Director: Nancy Rich, 201-254-7784 or MFDABoard@gmail.com

President: Mike White, 732-525-8400 or mwhite@brightonbest.com



Mike White
Brighton Best Int'l





Intercorp Introduces Intuitive & Time Saving Wholesale Webstore

ORANGE, CA -- Intercorp., an importer and master distributor of high-performance construction fasteners under the Strong-Point® brand, is pleased to announce the release of their advanced, intuitive wholesale webstore giving distributors the tools to research, order and ship the fasteners they need within seconds of logging in. David Harlan, Director of Marketing for Intercorp, states, "In today's competitive marketplace, distributors need real-time product information and better sales support to be at their best.

Our webstore is a system that combines extensive product data and support for critical sales processes that our distributors will find irreplaceable."

With the webstore designed to be quick, informative and intuitive, distributors will benefit from the speed at which they can get real-time wholesale pricing via the webstore, compared to placing a phone call or typing an e-mail. David further comments, "This webstore will be a game-changer for our distributors. It helps provide them an advantage over their competition by greatly accelerating the research, order, shipping and tracking processes. Thus, improving their overall level of service to their customers."

With Intercorp's long history of distributing high-quality products with outstanding service and support, the design of this webstore directly reflects these attributes by putting them front and center, clearly focusing on the needs of our distributors.

For more information, contact your local Intercorp Sales Representative today to take advantage of this exciting new value-added webstore. Intercorp is conveniently located across the USA to service any needs quickly and efficiently.

The advertisement features a laptop on the left displaying the Distribution One webstore interface, which includes product images and pricing. To the right of the laptop is the Distribution One logo, consisting of the word 'DISTRIBUTION' in a small sans-serif font above the word 'One' in a large, stylized script font. Below the laptop, the text 'QUICKLY ESTABLISH YOUR PRODUCTS ONLINE' is written in a bold, sans-serif font. To the right of this text, the words 'INTEGRATED E-COMMERCE FOR DISTRIBUTORS' are displayed in a large, bold, sans-serif font, with 'FOR' in a smaller size. Below this, a paragraph of text describes the benefits of the platform. At the bottom right, there is a call to action to expand fastener sales at a specific website.

QUICKLY ESTABLISH YOUR PRODUCTS ONLINE

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Distribution One's ecommONE integration for **ERP-ONE+** software delivers convenience and positive user experience to attract and retain customers.

DISTRIBUTION One

INTEGRATED E-COMMERCE FOR DISTRIBUTORS

Expand your fastener sales at **DISTONE.COM/MFDA-ECOMMERCE**

MFDA's 17th Golf Outing – Huge Success

Bright and early October 13th, at 6:45AM, golfers arrived at Wild Turkey Golf Course, one of NJ Premier golf courses at Crystal Springs Golf & Resort. While the morning was a bit chilly, the day warmed up, and the foliage up in Northern NJ was a spectacular backdrop for the MFDA's 24th Annual Golf Outing! After months of planning, you can be certain that Golf Chair. Mike White (BBI) and Ken Schneeloch (McCormick Associates); member; ND Industries), and were thrilled!

Each golfer was received to golf tees (donated by ND Industries), a sleeve of balls (Kanebridge Corp.), and golf towels (Star Stainless). Lots of mulligans (a coupon for free hit) and many foursomes participated in the Pink Ball contest. Can you play 18 holes, and bring the pink ball back? Wolke Chiropractic did just that and won ½ the pot of cash! Congratulations Wolke Chiropractic!

ND Industries sponsored a \$25,000 cash hole in one contest, along with several other prize opportunities on several holes on the course.

The awards luncheon was emceed by MFDA's President/Golf Chairman Mike White and Ken Schneeloch (McCormick Associates). Raffle tickets and 50/50 tickets sales were record this year due to the efforts of Ellie Sauer (Century Fasteners) and Dorothy Penney (Vogelsang). Thank you ladies!!!! In addition to the MFDA sponsored prizes, several companies donated: EFC International – Blue Tooth; BBI – Socket Set, Raw Products- Keurig, and Star Stainless – Keurig. Thank you to you all for your generosity and support!

This year's winners were:

1st Place Team – North East Fasteners – Jason Webster, Tom Burdette, Pat Shea & Rich Kowalczyk

2nd Place Team – Wolke Chiropractic.

Longest Drive Men – Alan Cebulski (Wolke Chiropractic)

Longest Drive Woman – Kelly Grindle (XL Screw)

Closest to the Pins – Jason Webster (North East Fasteners) & Steven Cinnante (Star Stainless).

Congratulations!

On Saturday evening, before the Outing, attendees had a chance to enjoy catching up at the MFDA Cocktail Party. This party is possible due to many generous sponsors. Thank you to those sponsors.




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Thank you also to our Hole Sponsors

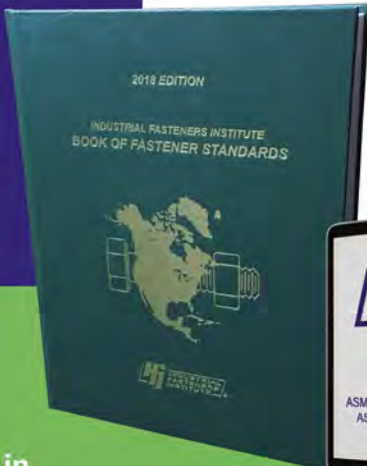
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On behalf of the entire MFDA Officers and BOD, Golf Chairmen, Mike White & Ken Schneeloch would like to thank everyone for attending, the companies who supported and contributed, and all the volunteers which made this 24th Annual Golf Outing an enormous success!! See you next year! September 13, 2020.



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2019 Forecast Results

By Jackie Greene (ITR Economics)

Now that you've seen 2019 perform as we forecasted, the question is, are you ready for what's coming in 2020? Since the third quarter of 2018 we've been warning people that the US economy, as measured by US Industrial Production, would peak in August 2019 and subsequently contract. US Industrial Production peaked in August 2019 and looks like it will finish 2019 as we projected - resulting in a 99.7% accuracy rating to our 15-month-old forecast.

We measure our accuracy on all our forecasts and openly share it with you. We know you are making decisions based on ITR's forecasts and you need to have confidence in those forecasts. With that in mind, below are 2019 forecast accuracy results for some commonly cited forecasts.

However, our forecast accuracy is only worthwhile if you're able to capitalize on the information. In 2020, US Industrial Production will contract through the first half of the year. Plan for the second half of next year to be stronger.

During a downturn, cutting expenses and capacity is a common practice. However, this recession is projected to be relatively mild for most industries; with the second half of next year projected to be stronger, you need to ensure you don't cut back so much that you are unable to capitalize on the upswing. Interest rates will be low; it is a good time to utilize your line of credit or finance a capex project as you prepare for next year. If your capacity was a constraint during the first half of 2019, look for opportunistic purchases now. Or, use this slower time to evaluate your internal processes and look for efficiency gains that will enable you to produce more next year without increasing your personnel or capital equipment.

For more info, visit <https://blog.itreconomics.com/blog/forecast-results-2019>

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