

SOUTHEASTERN



FASTENER ASSOCIATION

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## 2013 Annual Spring Conference



Evergreen Marriott in Stone Mountain, GA proved to be a great venue for this year's spring conference. Besides the many activities provided for the SEFA membership, Stone Mountain Park offered several additional activities for attendees to enjoy. The awesome scenery was enjoyed by many first timers to Stone Mountain Park.

The SEFA Membership enjoyed three busy days of events including an Opening Reception, Golf, Awards Dinner, Informational Sessions and Table Top Show. These events saw an increased attendance from recent years indicating the strong bond of the SEFA as well as improved business conditions. The Opening Reception was a great gathering after travels from various areas. The Golf was so popular that its increase, to 48 golfers, demanded a change from tee times to a shot gun start. The weather was great, the course was fun and golfers had a great time.

The Awards Dinner was quite an event, attendance exceeded expectations. Between the mulligan sales, raffles for prizes, silent auction and a 50/50 raffle, the association was able to raise almost \$3,000 for the SEFA Scholarship Fund. Thanks to everyone for their generosity and support.

As always, awards were a special part of the evening. The first place golf team was awarded special blue bolt trophies created by Solution Industries. Congrats to our skilled first place team: Ernie Pine/USA Fastener Group Inc., Rob Reynolds/INxSQL Software, Matt Mullane/Mullane Sales & Management and Ryan Gautreaux/Metric Fasteners Corp. Congrats also to the second place golf team: Frank Male/F.R. Male, Mark Klosek and Gary Todd/Vertex

Distribution and Tony Nelson/Birmingham Fastener Inc. Solution Industries also graciously donated a regulation inscribed bat for the longest drive contest. Ted Neiman/Stelfast Inc. won the longest drive and closest to the pin awards.

Appreciation awards were awarded to Tony Nelson for his tenure as President and, demonstration of outstanding leadership, and Joanne Bialas for her tenure as Chairwoman. Ms. Bialas received a standing ovation for her extraordinary performance as President and Chairman over the last three years. She expressed her appreciation for all the membership support and her true enjoyment of these roles as she enjoyed the fastener industry for 25 years and wanted to give back to the industry. The SEFA will forever be grateful for Ms. Bialas' successful efforts in building a stronger SEFA.

While the social events and golf are always an enjoyment, the group especially enjoyed the learning opportunity presented by speakers Brian Christianson/South Holland Metal Finishing, Matt Delawder/SWD Inc. and Tom Pennington/ND Industries. These gentlemen gave added insight into the importance of understanding Heat Treating, Plating, Sorting and Patching. They explained the many options, differences, applications, and do's and don'ts of secondary processes. Sharing their extensive knowledge emphasized a clear understanding of secondary processes to successful sales and customer relations. As customers have grown more demanding in turnaround times, it is important to be sure customers understand the processes and times involved to produce the quality results vendors pride themselves in.

## Spring Conference (cont.)

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Following this presentation, Tom Cunningham, Vice President-Senior Economist and Regional Executive from the Federal Reserve Bank of Atlanta addressed the group. His presentation was light and entertaining, unusual for an Economist, but honest. He offered no sunny guaranteed forecasts but reminded the audience you need to look at the industry. Some industries see a downturn because of the nature of the industry. Printing is down because printing is not used due to technology. When automotive and construction are up, the related industries will be up. The current trend in the economy will probably continue into 2015 but we can see light at the end of the tunnel. Yes, economists look at and formulate lots of numbers but one needs to really know what numbers are of importance. Rather than throw out all kinds of figures to the audience, he directed them to the Federal Bank Reserve website: [www.frbatlanta.org](http://www.frbatlanta.org) where you can review reports, statistics, weekly Economic and Financial Highlights. At this website you will also find a fair amount of information on small business focus.

The final event of the SEFA Conference was the Taste of SEFA Table Top Show (featured biannually). As well as featuring their products and services, the exhibitors brought a "home town treat" to share. Specialty cookies, cheeses, an ice cream cart and even Chicago pizza was offered!! Attendees enjoyed visiting with the many exhibitors and sourcing potential vendors. This year's show featured 40 exhibits making it the largest show in recent years. It was great to see the variety of exhibitors take part in this year's show. Plans are already underway to continue the growth for the 2015 Table Top Show.



### Exhibitors Included:

AFI Industries  
Alfa Tools  
All American Washer Werks  
AmeriBolt Inc.  
Bradley Coatings  
Brighton Best Int'l  
CSM Fastener Products  
Capital Marketing  
Dan-Loc Bolt Virginia  
Delta Publishing  
Distribution One  
Dixie Industrial Finishing Co.  
Drillco Cutting Tools  
Dynacast Inc.  
Elgin Fastener Group  
F.R. Male  
Ford Fasteners Inc.  
Infasco Distribution  
International Fasteners Inc.  
InxSQL Software  
Kanebridge Corp.  
LEP Special Fasteners  
Metric & Multistandard  
Metric Fasteners Corp.  
Modform  
ND Industries  
Northstar Sales & Marketing  
Nylok LLC  
Quantum Storage  
RAB Components Inc.  
SWD  
Solution Industries  
South Holland Metal Finishing  
Southeastern Sales  
Star Stainless Screw  
Stelfast Inc.  
USA Fastener Group  
Vertex Distribution  
Vulcan Threaded  
Wrought Washer Mfg.  
XL Screw Corp.



## Thank You

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My heartfelt thanks to everyone on the Board, as well as the entire membership for the wonderful gift and praise. I have enjoyed my time with you all and each holds a special place in my heart!

*All My Best,  
Joanne Bialas*

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# Spring Conference (cont.)



## New Members

We welcome the following new members since our last printed publication:

**All American Washer Werks**  
Mundelein-IL

**Bamal Fastener Corp.**  
Charlotte, NC

**Bolts & Nuts Inc.**  
Chattanooga-TN

**Bradley Coatings**  
Statesville, NC

**Brikksen Metric**  
Sanford, FL

**Dan-Loc Express Virginia**  
Virginia Beach-VA

**Dynacast Inc.**  
Charlotte-NC

**Industrial Nut Corp.**  
Sandusky, OH

**INxSQL**  
Waterford, MI

**J.D. Hendley & Associates**  
Tucker-GA

**Lucky 13 Sales Inc.**  
Elk Grove Village, IL

**Modform**  
Moline, IL

**SWD Inc.**  
Addison, IL

**USA Fastener Group**  
Houston, TX

**United Fasteners & Hardware Inc.**  
Longwood, FL



We received very positive feedback e-mails. Some of the comments were: "I thought this years show was one of the best in years," "Great job, thought all went well, really appreciate all that all do," "I enjoyed the event this year" "It was a real nice event this year"

Thank you to everyone's participation and contributions to the scholarship fund. **We appreciate all the donors of silent auction and raffle prizes:** Brighton Best Int'l, Edsco Fasteners Inc., Elgin Fasteners, Evergreen Marriott Conference Resort, F.R. Male, Ford Fasteners, International Fasteners Inc., Kanebridge Corp., Metric & Multistandard Components, Nylok LLC, Southeastern Sales & Assoc., Stelfast Inc., Stone Mountain Golf Club, Tramec Hill Fasteners, Vertex Distribution, Vulcan Threaded Rod and XL Screw Corp.

*A special thank you to our Golf and Conference Sponsors:*

### **Golf Sponsors:**

AmeriBolt Inc.

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International Fasteners Inc.

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LEP Special Fasteners

Metric & Multistandard Components Corp.

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Solution Industries

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XL Screw Corp.

### **Conference Sponsors**

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International Fasteners Inc.

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## Letter from New President

**Jonathan Hodges**  
Southeastern Sales & Associates

As we move forward into a new season, I believe exciting times are ahead not only for the industry as a whole but for the SEFA as well. The hope of a greater future is what has driven this country since its inception and I believe still reigns as a dominating force today. Therefore, we are looking ahead to continued growth for the association and diligently working to bring you the best possible venues, programming, activities and offerings.

In this vein, we are excited about the educational committee which is being headed up by Michael Musselwhite and his team. The benefit growth, as they develop content, structure, and delivery mechanisms, continues a vision of greater opportunities in addition to conference.

In stepping into the role as President, it is with great privilege that I am allowed to serve you and give back to the organization that I have been able to receive so much from. It is with great honor that I get to work with a dedicated Board of Directors in continuing to build on the accomplishments of my predecessors.

I want to personally thank everyone for such a successful event in Stone Mountain as we had tremendous participation this year at the conference. I look forward to us having another outstanding year as we meet next in Charlotte.

## Scholarship Winners

The Southeastern Fastener Association Scholarship Committee selected four scholarship winners this year. Annually Robbie and Gina Gilchrist award a \$1,000 scholarship to a SEFA member and the SEFA will award three \$1,000 scholarships this year.



**Matthew Mullane Jr.**



**Ashleigh Pittman**



**Daniel Musselwhite**



**Kennedy Hall**

### **Congratulations to our 2013 Winners:**

**Gilchrist Foundation \$1,000 Scholarship-Matthew Mullane Jr.** sponsored by Mullane Sales & Mgmt.

**\$1,000 Em Webb Memorial Scholarship** awarded to **Ashleigh Pittman** sponsored by AmeriBolt

**SEFA \$1,000 Scholarships** to **Daniel Musselwhite** sponsored by Hercules Bolt Co. and **Kennedy Hall** sponsored by Trio Fasteners

## 2013 Board of Directors

We welcome our newly elected Board Member Don Nowak of Falcon Metal Corp. We look forward to his tenure and expertise from his years in the fastener industry and involvement on association boards.

### **President**

Jonathan Hodges  
Southeastern Sales & Associates

### **1st Vice President**

Joe Pittman  
AmeriBolt Inc.

### **2nd Vice President**

Carrie Ann King  
Edsco Fasteners Inc.

### **Chairman**

Tony Nelson  
Birmingham Fastener Inc.

### **Directors**

Steve Gause  
Cole Fasteners  
Michael Musselwhite  
Hercules Bolt Co.  
Don Nowak  
Falcon Metal Corp.  
Gary Todd  
Vertex Distribution

### **Secretary/Treasurer**

Nancy Rich

### **Executive Director**

Nancy Rich

# SEFA Member News

**Birmingham Fastener** is pleased to announce the appointment of Brad Tinney as President of Birmingham Fastener and its family of companies.



Brad brings to the position a strong background for the role having spent his entire life in the fastener business. His previous position was Vice-President - Manufacturing Operations.

In addition the following staff changes have been made within our purchasing group

**Jerry Warren** has been promoted to Corporate Purchasing Manager for our organization. Jerry has been with us for 25 years and has been a major part of our success within the Birmingham Distribution location. His hard work and dedication are appreciated.

We would also like to welcome **Tony Nelson** to our team. He will join our company as our new Birmingham Fastener Distribution Purchasing Manager. With 21 years' experience in the fastener industry, he will be a strong addition to our team. He was previously employed at Flexalloy, Fastener Supply Company, and Martin Fastening Solutions.

**The Birmingham Fastener Group** is a manufacturer and distributor of T-head bolts, anchor bolts, cross brace rods and structural and non-structural components for the metal building, construction, utilities, aerospace, OEM and industrial markets. With 9 regional operations located throughout the country, **Birmingham Fastener** and its subsidiaries; the **Hanceville Distribution Center**, **Alabama Aerospace**, **Huntsville Fastener**, **B-Fast Mobile**, **ProSouth Jacksonville**, **Dallas Fastener**, **Omaha Fastener**, and **A-A Bridgeport** offer strategically located service centers that provide sales, VMI managed inventory programs, and technical support. For further information, see our website; [www.bhamfast.com](http://www.bhamfast.com), or call 1-800-695-3511.

**Falcon Metal** invites SEFA Members to attend a **Manufactur-“ERS” Expense Reduction Summit** on May 22nd. As a manufacturer, you're facing even greater pressure on your bottom line. A team of cost reduction pro's will present peer-case studies on: Inventory Management, MRO, Energy, Supply Chain Negotiations, Health Insurance. Real-Time/Real-World

solutions with Bottom Line Savings!! There is no charge to participate but reservations are appreciated. Space is limited. For more info: Sheila Neisler-sneisler@falconmetal.com, 704-965-4249 or view the invitation at [www.falconmetal.com](http://www.falconmetal.com).

Date: May 22nd  
Time: 7:30 a.m. to 11:30 a.m.  
Location: 3020 W. Arrowood Rd.,  
Charlotte, NC

**ND Industries** Announces Lunch & Learn Training-ND Industries, an industrial leader in the development and processing of high quality fastener coating products and services, offers a concise Lunch & Learn training program that provides key information about the fastening and sealing industry, as well as common problems and available solutions.

After attending an ND Lunch & Learn, attendees will know the answers to the following questions:

- What are pre-applied fastening and sealing products?
- How do these products reduce production costs?
- Why are they important to safety and quality?
- Which product is best designed for which application?

Whether a company is interested in addressing a specific fastener issue, streamlining its supply chain, or experiencing continuous improvement education for its employees, ND Industries instructors are available to conduct Lunch & Learn training. For additional information or to schedule an ND Lunch & Learn session within the continental United States, visit the ND Industries web site at [www.ndindustries.com](http://www.ndindustries.com).

**South Holland Metal Finishing** ([www.shmf.com](http://www.shmf.com)) announces the completion of their expansion adding 120,000# per day capacity in Zinc Electroplating, increased capacity in Zinc Nickel and Cadmium. South Holland's increased capacity allows for continued better lead times keeping up with increased industry demands. In addition to expansion of the plating facility, they have invested in Accu-Vision sorting equipment to better service customer needs. For further information, contact Brian Christianson at [brian@shmf.com](mailto:brian@shmf.com).



## Letter from Past President

**Tony Nelson**  
Birmingham Fastener Inc.

With the positive energy of our successful conference at Stone Mountain Resort still fresh in many of our minds, I'd like to thank everyone for an exceptional gathering and a very gratifying year. It was great to see a large percentage of our membership in attendance.

As I transition into the position of Chairman, I'd like to express how honored I have been to be involved with the SEFA and to serve on its Board of Directors and as its President. The SEFA has given so much to me over these years and I plan to stay actively involved for years to come in an effort to give some of that back. I'm particularly looking forward to the coming year and the continued growth that this association has seen.

The future for the SEFA is setting up to be some of the best in our history. Together we can continue this momentum. The Board is already busy working on an exciting program for our 2014 meeting in Charlotte. I look forward to seeing everyone there.

See more Conference photos on our website:  
[www.theseffa.com](http://www.theseffa.com)

# Job Opportunities

**Brighton Best International** is growing again! We are seeking an experienced Inside Salesperson with fastener experience for our Charlotte branch location. Candidate must thrive in a fast paced environment, possess excellent phone and email communication skills, have a positive attitude and want to work for an industry leader. Email resume to: charlotte@brightonbest.com. Please, no phone calls about this job!

**2013**

SEFA Annual Spring Meeting

Stone Mountain Georgia

*Thank you to our Golf Sponsors*

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**2013**

SEFA Annual Spring Meeting

Stone Mountain Georgia

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