

Straight From The Show

News, Images and Information from the
National Industrial Fastener & Mill Supply Expo

Vegas Fastener Expo Huge Success by Any Measure “Upbeat Atmosphere”

by

National Industrial Fastener & Mill Supply Expo
Show Management

The *National Industrial Fastener & Mill Supply Expo*, held October 19 to 21, 2011, at the **Sands Expo** in Las Vegas, NV, USA, was a huge success from every standpoint.

The three-day event hailed as “North America’s Largest Fastener Expo”, attracted 4238 visitors and exhibitor personnel from throughout the USA and 32 other nations. Distributors led the way in Expo visitors with 1253 registrants, followed by 240 suppliers, 173 independent sales reps, 172 cold forming manufacturers and various other industry-related people.

The full-day conference on Wednesday, October 19 was packed with a variety of programs, workshops and meetings presented by Expo Management and a number of industry associations including the **Fastener Training Institute (FTI)**, **National Fastener Distributors Association (NFDA)**, **Pacific-West Fastener Association (Pac-West)**, **Fastener Industry Financial Group Network & the Business Credit Management Association** and **Women in the Fastener Industry (WIFI)**.

The always popular Welcome Reception sponsored by Expo Management on Wednesday evening at **Harrah’s Hotel & Casino** was packed with upwards of 1600 people buzzing with excitement and furiously networking while enjoying a great assortment of complimentary food and drink. “The party atmosphere was definitely upbeat,” noted one happy attendee, and the Harrah’s Banquet Manager said, “I haven’t seen the ballroom this crowded for several years. This is a good thing!”

The two-day Expo opened at 9 AM, Thursday, October 20 and aisles were immediately jammed with thousands of eager buyers looking to see what was offered by the nearly 600 companies spread over 757 booths (75,700 ft²). Exhibiting companies from all across the USA as well as Belgium, Canada, China, Germany, India, Israel, Italy, Korea, Mexico, Saudi Arabia, Singapore, Spain Taiwan, United Kingdom and Vietnam showcased their latest lines of products and services including fasteners, inspection and testing equipment, fastener machinery and tooling, packaging equipment, mill supplies and a variety of industry-related services. The steadily growing ‘Machinery & Tooling World’ area featured 43 companies including many members of the **International Fastener Machinery & Suppliers Association (IFMSA)**.

“Over 70 of the exhibiting companies were either new to

Show Facts: National Industrial Fastener & Mill Supply Expo

(formerly, **National Industrial Fastener Show/West (NIFS/WEST)**)

Exhibitor Companies: nearly 600

Total registration: 4238 (visitors & exhibitor personnel), including 1253 distributors.

Dates: October 19 to 21, 2011

Location: Sands Expo & Convention Center, Las Vegas, NV, USA

Organizer: Fastener Industry Shows Partnership, www.fastenershows.com

Cycle: every year

First staging: 1997

National Industrial
Fastener & Mill Supply
EXPO

the Expo or returning after a three-year absence and we are very encouraged by this,” informs **Susan A. Hurley**, the Expo’s General Manager.

“This year’s Expo is the third largest in our 30-year history and we are delighted with the results,” said **Jim Bannister** and **Mike McGuire**, General Partners. “We received numerous compliments from exhibitors and there are many signs that the industry is recovering.”

Dana McLaughlin of **Stelfast** commented, “The show was great this year. I really liked the new location and the turnout was great.”

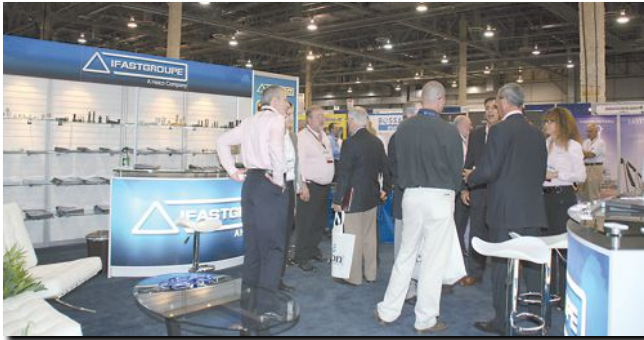
George Chismark of **Trinity Hardware Headquarters** wrote, “We have had great success with finding new customers and growing existing customer business by being an exhibitor at your Expo. We’ve used the show as a platform to introduce many new products and plan to introduce many more in the years to come.”

Mike McNulty, Editor of *Fastener Technology International*, reported, “Overall, it was a very good show and everyone I talked with thought the same. The new central ‘Strip’ location is an improvement. I also liked the earlier dates of the Expo.”

The 2012 Expo is scheduled for October 10 to 12 at the **Sands Expo & Convention Center**, Las Vegas, NV, USA.

For additional information, contact Susan Hurley, General Manager, *National Industrial Fastener & Mill Supply Expo*, at +1 614 895 1279, by email at info@fastenershows.com or visit the Expo website: www.fastenershows.com. **Fr**

All images in this article courtesy of NIFMSE Show Management except where noted.



ifastgroupe Distribution
www.ifastgroupe.com



Pacific-West Fastener Association
www.pac-west.org
(Photo courtesy of Vickie Lester, Pac-West)



Metal Coatings Corp.
www.metcoat.com



Brian Musker of Fully Threaded Radio and Fasteners Clearing House
www.fullythreaded.com
www.fastenerclearinghouse.com

Image courtesy of Eric Dudas of Fully Threaded Radio and Fasteners Clearing House.

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ACS Manufacturing
www.e-qual-fast.com



FH Machinery Inc.
www.fhmachinery.com



Holo-Krome Fasteners
www.holo-krome.com



Kelko Products Co.
www.kelkoproducts.com



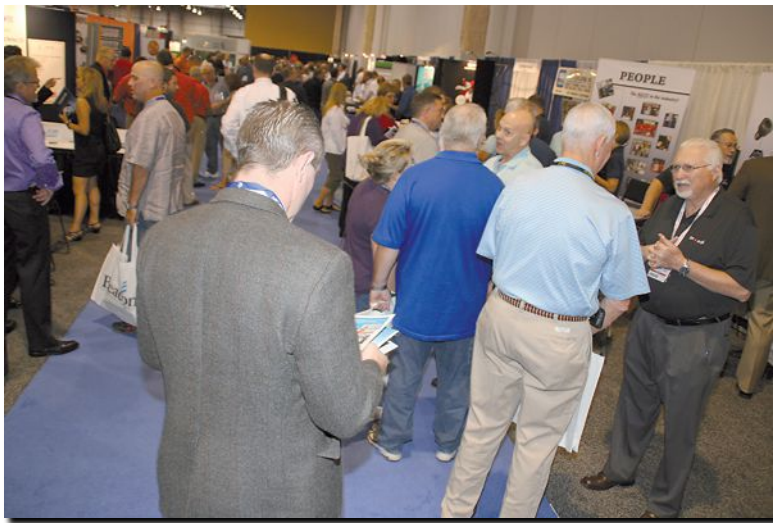
Brian Musker of Fasteners Clearing House (left)
www.fastenerclearinghouse.com
and Andy Graham of National Threaded Fasteners
www.flangescrews.com
Image courtesy of Eric Dudas



Don "Solution Man" Shan of Solution Industries
www.solutionind.com
and Jackie Ventura, Owner,
Fasteners & Industrial Products
jventura4fasteners@gmail.com
Image courtesy of Eric Dudas



Powell Systems, Inc.
www.powellsystems.com



Crowded aisles on Expo show floor.



The Joe Gibbs Racing Car showcased at the Carpenter Technology booth along with the Carpenter Team at the show (l-r: Mike Walter, Curtis Krutzky, Michelle Pharand, Rich Brittan, Eric Good and Tammy Hardick). The booth featured the high-performance NASCAR Sprint Cup Series vehicle driven by Denny Hamlin (#11). Carpenter is a technology sponsor with Joe Gibbs Racing. Carpenter materials have helped to enhance the performance of race cars by offering lighter-weight components or extending the life of components, resulting in fewer failures and a higher number of finished races.



Image source: Carpenter Technology.

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EFG Unveils New Trade Show Exhibit

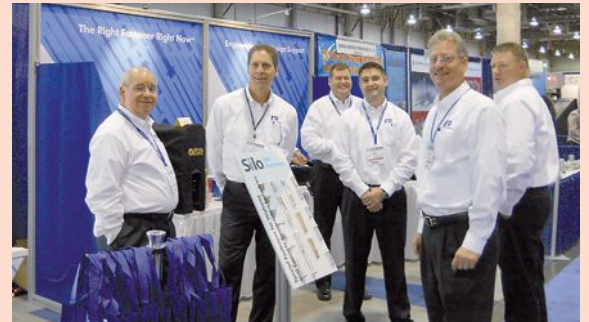
Elgin Fastener Group (EFG), Versailles, IN, USA, unveiled its new and expanded trade show exhibit to an enthusiastic audience at the recently concluded *National Industrial Fastener & Mill Supply Expo* in Las Vegas, NV, USA. Reaction to the 10' x 40' display was overwhelmingly positive, with attendee comments ranging from "attention grabbing" and "bright and colorful" to "very inviting", "impressive graphics", "clean and well-designed lines" as well as "how are those samples attached to the display boards?" We predict that magnetic display boards will become the next popular trend at trade shows—say goodbye to table displays!

Our initial foray into offering a continental-style breakfast in our booth (coffee, juice, water, pastries) also proved to be popular as the morning hours dissolved into lunchtime. This was an idea we picked up at the *Stuttgart Fastener Fair* earlier this year, where many of the exhibitors were providing food and drink options in their booths. Maybe next year we'll try out the beer and pretzels suggestions we received!

Speaking of next year, the dates for the *NIF & Mill Supply Expo* are October 10 to 12, 2012, at the **Sands Expo & Convention Center**. The Sands Expo proved to be a rewarding venue for us this year, with excellent service provided by the facility's staff and great customer/exhibitor support provided by **Freeman**. We look forward to returning to this site in 2012, and hope to see many of you in attendance as well. Elgin Fastener Group can be contacted at www.elginfasteners.com



New EFG trade show booth (above and right), EFG booth personnel (below).



New Portable Test Bench Allows Two Fasteners to be Simultaneously Tested & Compared in Real Time

Fastener manufacturers can now simultaneously demonstrate the self-loosening behavior of two competing bolted joints, secured with locknuts or wedge washers, using the new J150 Junker Test Bench Dual Demonstrator from **Vibrationmaster**, Ribe, Denmark. Fastener product performance can be compared and contrasted to the *DIN 65151* vibration test in minutes. And because the J150 unit is portable, it is ideal for sales presentations and trade exhibitions.

The Vibrationmaster J150 Junker Test Bench Dual Demonstrator, which was successfully launched at the *National Industrial Fastener & Mill Supply Expo* in Las Vegas, NV, USA, in October 2011, can simultaneously test two fasteners in **ISO metric** and **UTS**

sizes. System features include transverse vibration displacement set at ± 1 mm and a frequency default of 12.5 Hz. An added advantage is that the self-loosening behavior of one fastener will not impact on the other—the motor delivers the same load to each, providing two completely independent test results.

The user can run two independent tests side-by-side, comparing competing products or demonstrating the performance of the same fastener in secured and unsecured conditions. The independent performance of a single fastener to *DIN 65151* can also be demonstrated. The test rig chassis is made of high-strength aluminum with a fiber-reinforced plastic cover to maximize rigidity and reduce weight. Leather-bound handles and covers are optional. The J150 has a handheld tablet with pre-installed software that can be used to demonstrate the test results and loosening curves of both fasteners, simultaneously, in real time. www.vibrationmaster.com

Full-day conference included a variety of programs, workshops and meetings.



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Mike McNulty (l) and Eric Dudas. Photo courtesy of Vickie Lester, Pac-West.

**Welcome Reception
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Harrah's Hotel & Casino
was packed with upwards
of 1600 people.**



Sherex Fastening Solutions Showcases Its People & New Products

Sherex Fastening Solutions, LLC, Tonawanda, NY, USA, an industry leader in the manufacture and distribution of blind rivet nuts and specialty fasteners, promoted its innovative new products at the *National Industrial Fastener & Mill Supply Expo* in Las Vegas, NV, USA.

Sherex Fastening Solutions has exhibited at the show since 2001 and has used the show to launch new products as well as to network with other industry professionals to help provide its customers with the best possible solutions for their applications.

Sherex Fastening Solutions had representation at the show from throughout the globe, which included employees from **Sherex USA**, **Sherex Mexico** and **Sherex Taiwan**. All Sherex representatives were able to meet with current and potential customers, provide full product demonstrations and promote new Sherex products to the industry.

Sherex Fastening Solutions is an industry leader in developing new products, and this year the new patent pending RIV-FLOAT®-SHORT Rivet Nuts were showcased to attendees. RIV-FLOAT-SHORT is the new addition to the RIV-FLOAT family which allows manufacturers the benefit of accounting for tolerance stack up, and resolve alignment issues during product assembly while maintaining a back-side clearance similar to cage nuts and riveted nut plates. The new RIV-FLOAT-SHORT has all the features and benefits of the original RIV-FLOAT including knurls which increase spin out resistance in soft materials and are *RoHS* compliant.

"The positive feedback we received regarding the RIV-FLOAT-SHORT product was very encouraging. I believe we have a real winner here," said **Tom Bello**, Sales Manager for Sherex.

Also on full display at the Las Vegas show were the

new FLEX-5 and FLEX-18 Hydro-Pneumatic rivet nut installation tools. Sherex representatives gave attendees and exhibitors complete demonstrations of the tools using both standard & RIV-FLOAT-SHORT rivet nuts.

Sherex Fastening Solutions is the world leader in the manufacturing and distribution of Sherex blind rivet nuts, brass inserts and other specialty captive fastening products. Sherex rivet nuts are ideal for providing load-bearing threads in thin materials and blind applications.

All captive fasteners are manufactured to Sherex's strict quality control programs and Sherex provides unsurpassed customer service and support before and after the sale.

Please contact Sherex if you would like a demonstration of one of the company's FLEX tools or additional information on the company's new RIV-FLOAT-SHORT rivet nuts. Additional information, technical specifications and videos on these new products and more can be found at the website listed below.

www.sherex.com



Sherex booth personnel at the *National Industrial Fastener & Mill Supply Expo* in Las Vegas, NV, USA.

The next
National Industrial Fastener & Mill Supply Expo
is scheduled for **October 10 to 12, 2012,**
at the **Sands Expo & Convention Center.**