



American News

compiled by Fastener World

Optimas Solutions Upgrades Inventory Management



Optimas Solutions upgraded its inventory management solutions. Improvements implemented over the last 12 months have focused on technology enhancements, process automation changes and contactless delivery protocols. “The pace of business and delivery expectations for fasteners, C-Class components, and indirect consumables have increased significantly in 2020,” stated Daniel Harms, president of the Americas for Optimas Solutions. “This new dynamic for manufacturers and distributors is grounded on unprecedented demand coming out of the COVID-19 disruption and subsequent economic reawakening. We anticipated this change and made improvements in inventory management to adapt to this customer demand.”

According to the latest 2021 Thomas State of North American Manufacturing Report, 83% of manufacturers are planning to add North American suppliers to their supply chains within a year. This is a significant increase from 54% in March 2020. Daily challenges around inventory availability, lead times, and delivery schedules have become the norm.

“In a market environment where ‘inventory is the new king,’ timing, efficiency, and organization have never been more critical,” Harms stressed. “It’s these three characteristics of supply chains that call for inventory management solutions like ours that simplify and automate the process of replenishing high-volume parts.”

Optimas is focused on two sides of the equation to improve inventory management – the front-end collection of a variety of customer data that paints a clear picture of what’s needed to meet future demand mapped to supply chain partners’ inventory availability and production capabilities.

“Having a true understanding of demand and supply is the chief factor of our data driven approach,” Harms emphasized. “This type of sophistication and analysis enable us to collaboratively optimize planning, fulfillment, and financial investments for replenishing parts at smart manufacturers of all sizes.” “This delicate balance of consumption and delivery, highly influenced

by transportation timing is critical to successful, efficient customer inventory management,” said Paul Przyby, senior vice president of sales and marketing for Optimas Americas. “We have applied some of the best technology and thinking in the industry to our inventory management system. This gives customers the most valuable insight possible into their inventory and closes the gap between suppliers, distributors, and manufacturing customers.”

Optimas’ innovative OptiTech inventory management solutions use the latest technology to automate inventory replenishment. A secure, cloud-based just-in-time platform receives and processes orders from any OptiTech Solution with scanning and barcode technology and RFID. RFID is becoming more pervasive because it offers a higher degree of accuracy. In fact, RFID increases inventory accuracy from an average of 65% to more than 95%.

“More and more, customers are accepting the use of RFID as an investment for increasing sales,” Przyby said. According to Przyby, Optimas has a very skilled and experienced Demand Planning Team whose sole responsibility is to work with customers and ensure the company delivers accurate inventory forecasting and replenishment based on historical data, trends, and known upcoming events. “The team has been around for quite some time, but they have been empowered even more today with AI-based systems and technology that make customers and us smarter,” Przyby said.



Private Equity Firm Acquires EFC International

EFC International was acquired by Chicago private equity firm Frontenac for an undisclosed sum. Founded in 1983 by the late Doug Adams, EFC is a global supplier of specialty engineered metal and plastic fasteners and other component parts to OEMs and distributors. St. Louis, MO-based EFC has locations in North America, Europe and Asia.

CEO Matt Dudenhoefter and the current executive team will continue in their roles for EFC. “We have enjoyed strong growth over the past several years as we executed on a number of key initiatives that have expanded our global reach as well as our customer and supplier base,” stated Dudenhoefter. “With Frontenac as our new partner, we are excited to leverage their industrial distribution expertise to continue our expansion plans, both organic and inorganic, and continue to increase market share both domestically and abroad.”

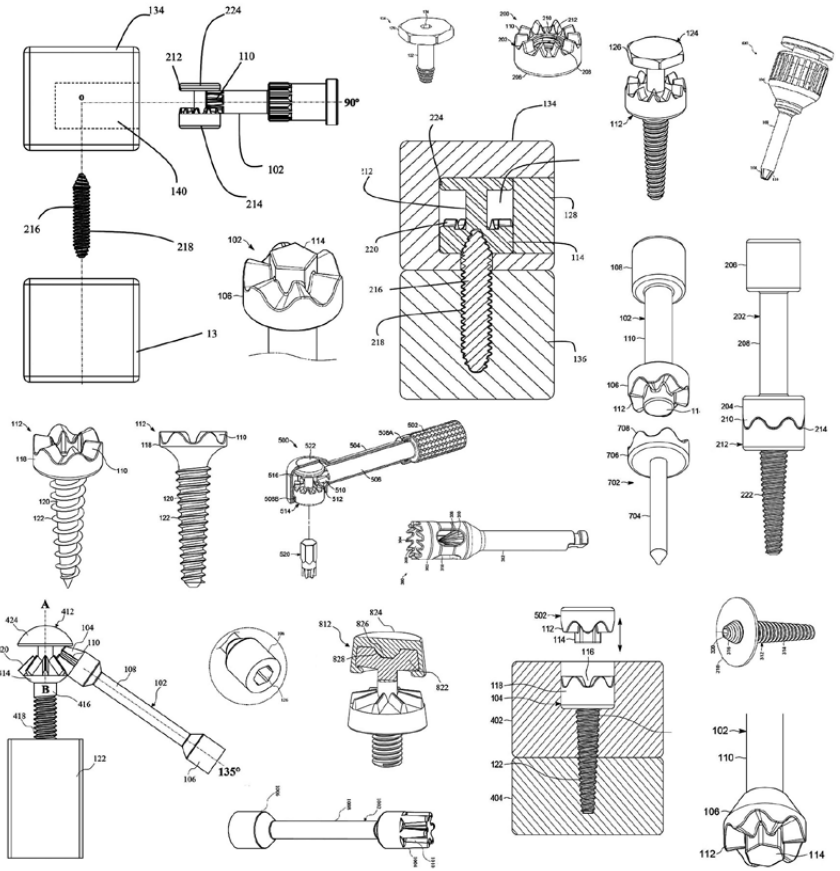
Ron Kuehl, Managing Director at Frontenac, added: “EFC has grown impressively and perfectly fits our target profile. We look forward to deploying our playbooks, working with the team to accelerate the pace of progress, and having another successful industrial distribution investment for Frontenac.”

Frontenac invests in lower middle market buyout transactions in the consumer, industrial, and services industries.



UFS Reports Fastener Engineering Breakthrough

Universal Fastening System (UFS), Clearwater, FL, USA, announces versatile designs for the fastener industry. The company's universally applicable system incorporates the best qualities of a screw, a bolt, a nut and a nail—all combined into one system, which can come in three, two or one-piece fasteners depending on the application. For example, a screw can be guided from an angle into its final position and a nail that can be inserted with built-in resistance to bending. And fasteners can be secured and tightened using non-skid, no-slip, dual internal and external hybrid connections that mesh closely together to resist stripping. UFS components can be made from any solid material such as metals, plastics, ceramics and rubbers in micro and macro sizes with various methods. The fasteners can be driven or accessed from angles of up to 180° and in the tightest of places with an effectively designed head that can act as a carrier for manual or automated use or as an anchor for a secondary process such as a permanent or non-permanent joint.



Ramco Specialties Expands Capacity in Michigan

Ramco Specialties, Hudson, OH, USA, continues to make significant investments in its Michigan facility. Ramco has purchased a third building, adjacent to its two existing buildings, which provides 10,000 ft² of production space, resulting in a total of 45,000 ft² at Ramco's Michigan location. The expansion is a part of Ramco's ongoing goal of increasing production in the USA. With the national supply chain problems and lack of timely delivery created by international trade, Ramco has made a commitment to help alleviate these issues by boosting its manufacturing capacity and ability to get product to market quicker. Ramco Michigan will continue to focus on its expertise in precision machining, particularly for the automotive and aerospace industries.



Fastenal Opens New Corporate Office Building

Fastenal has opened the doors to its new 97,600 ft² corporate office, welcoming 450 Fastenal employees to downtown Winona, MN, USA. Fastenal selected the historic Mississippi riverfront site to provide an economic boost in downtown Winona. “We saw this as a community service project,” Dana Johnson, VP Corporate Real Estate at Fastenal, says. “We felt that if we brought 300 to 400 jobs downtown, it would help Winona grow and prosper by attracting small businesses to the riverfront, encouraging entrepreneurship, and become a vibrant place graduating college students would want to move to.” Intended to look like a hundred-year-old building from afar, the new office perfectly blends into Winona's historic landscape. Up close, modern features tout Fastenal's manufacturing and supply capabilities.





Brad Gallagher Joins ND Industries as Business Development Manager

ND Industries, Clawson, MI, USA, has hired Brad Gallagher as Applications Engineer and Business Development Manager. Brad will be focused on the growing electric vehicle industry, as well as the aerospace and industrial markets, while fostering ongoing relationships with clients across the Western United States. As a trusted partner, Brad will work with new and existing customers to determine how ND can help solve their problems. Brad's career path allowed him to work with world-renowned chemical manufacturing companies that specialize in fasteners.

SPIROL White Paper: Proper Pin Selection

Danielson, CT, USA-based SPIROL International Corporation has recently published a White Paper, titled, How to Select the Proper Pin for Your Application, and authored by Jeff Greenwood, Product Sales Engineer. Pins are some of the most common types of fasteners used in modern manufacturing. Ideally, the design engineer selects a pin that is simple to assemble, provides desired performance for the intended lifetime of the assembly and yields the lowest overall cost of the assembly taking into account the entire manufacturing process. With so many different types of pins to choose from, it is difficult for designers to be sure that they have selected the best pin for their specific application. It is for this reason that this White Paper was created by SPIROL. The White Paper specifically focuses on how to select "press-fit" pins for different types of applications, as these are the most common types of pins. ■

News provided by:
 Mike McNulty, FTI VP & Editor
 (www.fastenertech.com)
 John Wolz, Editor of FIN
 (globalfastenernews.com)



東佑典實業股份有限公司(三芳)
 TAIWAN NYLON WASHER CO., LTD.

台南市政安路19號 (和順工業區)
 1F, NO.19, CHENG AN RD., AN NAN DIST., TAINAN, TAIWAN
 TEL: 886-6-355 6607 886-6-251 9718 FAX: 886-6-355 7778
 E-mail: twnylon.washer@msa.hinet.net
 http://taiwannylonwasher.com.tw
 http://www.fastener-world.com/en/supplier/twnylon



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 - Plastic Nut
 - Rubber O-Ring
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 - 塑膠螺絲
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