

# LAS VEGAS

2013



Connecting the Fastener Industry Around the World

## 17th National Industrial Fastener & Mill Supply Expo

Oct. 24~25, 2013



Organizer



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# Excitement Building for Las Vegas Exhibit Space Nu

Excitement is building for the National Industrial Fastener & Mill Supply Expo set for October 23-25, 2013 at the Sands Expo & Convention Center, Las Vegas, Nevada USA; it was reported today by Expo Management.

"We have already sold 689 booths to 520 companies and continue to receive new contracts and inquiries daily. Exhibit space sales are running well ahead of the same period last year and we expect the Expo to be close to 80,000 net sq. ft.", says Susan A. Hurley, CEM, General Manager. "We are excited that 48 of these companies are either new to the Expo or returning after an absence of at least three years. The Expo will continue to have a major domestic and international presence with exhibiting companies from throughout the U.S. and 14 other countries around the world including Brazil, Canada, China, Germany, Hong Kong, India, Italy, Japan, Mexico, Spain, Taiwan, Turkey, United Kingdom and Vietnam", adds Ms. Hurley.

In addition to the broad array of industrial fasteners, fastener production machinery and tooling, inspection, testing and packaging machinery, hand and power tools, plant & safety supplies, wire, software systems and other industry products and services on display at "North America's Largest Fastener Expo", the 3-day event also features an entertaining and informative line-up of educational meetings, programs, training and social events.

## **Wednesday, October 23 - Education, Training, Meetings - Expo NOT Open**

**7:30 AM - 4:30 PM - Registration Open in Hall A Foyer** at Sands Expo & Convention Center

**8:30 AM - 4:30 PM - Fastening Technology Workshop** presented by the Fastener Training Institute. Instructor: Bengt Blendulf, President and Principal Lecturer, EduPro US, Inc. Invest in your professional development, Using Bengt Blendulf's fastening technology manual (included with

registration), this seminar will be a fact and fun-filled day with one of the most experienced and dynamic fastener instructors in the U.S. and Europe.

Registration Fee: Fastener Association Members \$299 before September 1<sup>st</sup>/\$399 after September 1<sup>st</sup>.

Non-members \$399 before September 1<sup>st</sup>/\$499 after September 1<sup>st</sup>.

## **9:00 AM - 3:00 PM - Industrial Fastener & Mill Supply Industry CFO, Controllers, Credit & Accounting Managers Meeting.**

Presented by the National Fastener Industry Financial Manager Network and the Business Credit Management Association. Financial managers and staff are encouraged to attend this free meeting. Managing and maximizing cash flow, financial implications of sales agreements, customer contracts and assessing sales risk while extending open account credit to customers, has become very challenging. **FREE** to all 2013 Expo registrants wearing their badge. To register and/or for more information contact Darryl Rowinski, President of BCMA at (262) 827-2880 or email [darrylr@wccacredit.org](mailto:darrylr@wccacredit.org).

## **1:00 PM - 2:00 PM - "Know Today How Your Fasteners will Perform Tomorrow"**

Presented by Expo Management. Dr. Louis Raymond, FASTM, FIAE, worked for R & D Laboratories of the Aerospace Corporation and served as Chairman of ASTM Committee F07 on Aerospace and Aircraft Subcommittee F07.04 on Hydrogen Embrittlement. His company, LRA Engineering and R & D Labs, specializes in fastener material selection, design and analysis. In 2006, Dr. Raymond received the Industrial Fasteners Institute (IFI) Roy B. Trowbridge Technology Award in recognition of significant contributions toward the understanding of hydrogen embrittlement through years of research into accelerated methods for measuring threshold stress and development of the incremental step load technique as a practical means for quantifying and controlling hydrogen embrittlement in fasteners. **FREE** for all 2013 Expo registrants wearing their badge.

**2:00 PM - 4:00 PM - "How to Create a Sales Process for Your Fastener Business"** - Presented by the Pacific-West Fastener Association. Speaker: Ann Marie Houghtailing, principal of the Houghtailing



# Fastener Expo: Members Up

Group, a boutique sales consulting and business development firm dedicated to empowering its clients to create opportunities and generate revenue in every economic climate. Registration Fee: Fastener Association Members \$100 before September 1st; \$150 after September 1st. Non Members \$150 before September 1st; \$200 after September 1st.

**2:00 PM – 4:00 PM – Women in the Fastener Industry (WIFI) Meeting (Men welcome, too!)** Moderator: Mary Lou Aderman of the Aderman Company, Inc. Participate in this lively panel discussion concerning the status of the fastener industry. A panel of women will share their perspectives and solutions along with answering questions from the audience. There will be an opportunity to network at the meeting as well. Everyone (men and women) are welcome and encouraged to participate. For more information contact Mary Lou Aderman at [AdermanCo@aol.com](mailto:AdermanCo@aol.com).

Registration Fee: WIFI Members \$15 Non-Members \$25

## **Welcome Reception – Wednesday, October 23 –**

### **6:00 PM – 7:00 PM – Harrah's Las Vegas Hotel – Nevada Ballroom**

Join us as the National Industrial Fastener & Mill Supply Expo throws the biggest and best party of the year to celebrate its 33rd anniversary and thank the many exhibiting companies and show visitors who have helped make this "North America's Largest" industry event. Feast on a plentiful and tasty array of delicious appetizers, enjoy your favorite drink and have a fun time networking with old friends and forming new relationships. **FREE** to all 2013 exhibitors and attendees wearing their badge.

## **Thursday, October 24 – Expo**

**7:30 AM – 4:00 PM - Registration Open** - Hall A Foyer - Sands Expo & Convention Center

**9:00 AM – 4:00 PM - Expo Open** – Hall A - Sands Expo & Convention Center

## **Thursday, October 24 – Education and Meetings**

**1:00 PM – 2:00 PM - Seminar for Manufacturers' Reps**  
– Presented by Manufacturers' Agents National Association (MANA) - Rep Firm Succession Planning and Valuing/Buying/Selling/Merging Rep Firms; Attracting and Retaining New Salespeople



If you don't have a plan to sell your rep company someday, you are missing out on capturing the value you created as you grew your firm. Get the information you need to help you plan to sell your company from MANA CEO and President, Charles Cohon. One of the best ways to sell your company is to sell to your employees, so Cohon will also cover key points on recruiting new salespeople who could eventually become prospective buyers for your rep company. **FREE** to MANA members. For more information, contact [www.MANAonline.org](http://www.MANAonline.org).

## **2:15 PM – 3:15 PM – Seminar for Manufacturers –**

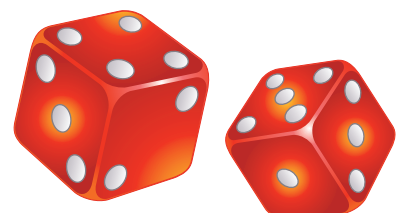
Presented by Manufacturers' Agents National Association (MANA) – "Working with Manufacturers' Reps: It's Not Just Business, It's Personal" - Commissions you pay represent 10% of one of your rep's income. Does that rep spend 10% of his time on your line? Maybe, but the answer could also be 15% of his time, or 20% of his time, or 5% of his time. And it all depends on you. In this session, Manufacturers' Agents National Association CEO and President, Charles Cohon reveals the best ways to earn more of your reps' time than the commission income your company generates strictly justifies, and warns you of the pitfalls that might trigger a rep to spend as little time on your line as possible. This session will give you the tools you need to thrive with reps. **FREE** to MANA members. For more information, contact [www.MANAonline.org](http://www.MANAonline.org).

**4:30 PM – 6:30 PM International Fastener Machinery and Suppliers Association (IFMSA) Meeting (by invitation only).** The IFMSA will hold its annual general meeting followed by a reception. **FREE** for all IFMSA members and invited guests only.

## **Friday, October 25 – Expo**

7:30 AM – 1:00 PM Registration open in Hall A Foyer - Sands Expo & Convention Center

9:00 AM – 1:00 PM Expo Open in Hall A – Sands Expo & Convention Center





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