

Fastener Forum

The Official Newsletter of Nelson® Fastener Systems, Issue 4

NELSON® STUD WELDING & PROWELD™ HAVE A SUCCESSFUL FABTECH SHOW

Fabtech 2016, North America's largest collaboration of technology, equipment and knowledge in the metal forming, fabricating, welding and finishing industries, welcomed 1500 exhibiting companies and a total of 31,110 attendees from over 120 countries Nov. 16-18 to the Las Vegas Convention Center.

Nelson Stud Welding demonstrated 2 stud welders; an Arc Charger™ and the new

Pinnacle™. ProWeld™ demonstrated stud welding by using a ProWeld welding table. All equipment was very well received by the attendees while a record number of high-quality leads were gained from the show. As of this week, we have sold 5 stud welding machines! Interestingly enough, a new Pinnacle unit was sold to a company that builds stainless steel vessels for a vodka distillery. Additionally, a lead from the show produced a large order for over ½ a million ¾" studs for an internet retailer's new distribution centers in the southern region.

The next Fabtech event is in Monterrey, Mexico, May 2-4. And the annual U.S. show will take place in Chicago on Nov. 6-9. For more info, visit www.fabtechexpo.com



Fabtech Exhibit staff L to R: Scott Schraff, John von der Lieth, Don Sues, Ian Houston, Tom Sitton, Vincent Gallant, Kelly Foos, Jeff Krupp, Alfonso Ramos, Beverly Dolin, Bill Houston, Steve Whitham and Mike Sternau. Not pictured: Jeff Davis, Byron Adamson, Ken Caratelli.

CUSTOMER SPOTLIGHT



Ferry Cap™ & Erie Bolt Corporation™ customer, Ariel Corporation, has a product featured in the new Ford commercial that aired Nov. 22 during Monday Night Football.

6 seconds in to the commercial, a compressor is shown that not only features an Ariel product, but a Ferry Cap valve cap bolt (also known as Fatigue Fighter®).

Ariel Corporation, located in Mt. Vernon, Ohio, is the world's largest manufacturer of reciprocating gas compressors. 2016 marks Ariel's 50th anniversary who's CEO & President, Karen Buchwald

YouTube



Ford F-Series: Official Truck of the NFL | F-Series | Ford

Wright is the daughter of founder, Jim Buchwald.

Both Ferry Cap and EBC are proud to supply a global, Ohio-based company that has revolutionized the gas compressor industry. www.arielcorp.com.

COMPANY SPOTLIGHT

NELSON®

STUD WELDING

A Nelson Fastener Systems Company

WALNUT, CA

The Western Region of Nelson® Stud Welding has the richest history of all the Nelson locations with ties to the move to Ohio.

The stud welding process was invented in 1939 by Ted Nelson, a Welder at the Mare Island Naval Shipyard in Vallejo, California. The early years in **weld stud manufacturing** was established by Ted Nelson (Nelson Specialty Welding Equipment Corp.) also in Vallejo near the shipyard until 1942 when it moved to San Leandro, CA. Bob Singleton, former Nelson Stud Welding President, started as a field manager in San Leandro after the war. A factory and sales office operated there into the 1980's, then was relocated to its current location in Hayward, CA (east of San Francisco). During this time, expanded manufacturing operations were established in Lorain, OH in 1942.

Today, Nelson's Western Region warehouse and direct sales offices serve 13 Western states including Alaska & Hawaii and are located in:

- Walnut, CA · Hayward, CA
- Seattle, WA · Salem, OR

These warehouses also support distributors located in:

- Salt Lake City, UT
- Federal Way, WA
- Denver, CO

In Canada, Nelson's primary warehouse and office is based in Mississauga, Ontario (outside of Toronto). This office supports direct sales in the Canadian provinces of Ontario and Quebec as well as major distributors located throughout Canada including:

- Vancouver / Delta, British Columbia
- Calgary & Edmonton, Alberta
- Winnipeg, Manitoba

The Western Region of Nelson Stud Welding, partnering with National Steel & Shipbuilding (NASSCO - San Diego, CA) is responsible for the development of many outfitting applications. Western Region personnel have also made significant contributions toward the development of multiple Nelson D2L Deformed Bar applications utilized in composite and precast applications worldwide.

Some of the more prestigious projects served by Nelson's Western Region have included:

- The Wilshire Grand - Los Angeles
- Salesforce Tower - San Francisco
- LAX International Terminal expansion
- TESLA Battery plant (Gigafactory) - Sparks, NV
- Hines Office Tower - Denver, CO
- Turcot Yards Bridges- Montreal
- Manual Life Office Towers in Calgary & Montreal
- Halifax Shipyard, Coast Guard Mid-Shore Boats
- First Canada Place Office Tower, Toronto
- Sodecia Global Tech, GM Automotive, London, Ontario.

There have only been 4 regional managers in the Western Region since 1945: Vern Bender, Norm Fletcher, Bob Golding and Steve Whitham.

Steve Whitham, the current Regional Director for the West & Canada, proudly touts his Western Team and the job they do.

Please join us in thanking Steve and his team for a job well done at Nelson!

EMPLOYEE SPOTLIGHT



John von der Lieth
Senior Field Sales Representative,
Nelson® Stud Welding - Hayward, CA

How long have you been with Nelson? 35+ years. Started April 13, 1981.

What other positions have you held at Nelson? All 35+ years in the same job, but boy has it changed since I started!

Family? Married to Donna for 30 years, with 2 intelligent, beautiful and precious grown daughters; Alicia & Emma.

Hobbies? Acting (film, TV, community theatre), Graphic Design (logos, etc. - some for "Nelson Gear"), Home improvements/landscaping, SF Giants diehard, Cal Golden Bears football, 'Niners & Raiders fan. Enjoy all music/concerts and exercise.

How long is your commute? Where do you live? About 20 miles, but can take 45 minutes to an hour if I go when everyone else does, which I desperately try to avoid! San Ramon, CA (East SF Bay Area)

What do you find most challenging at Nelson? Trying to make time to do the job I was hired to do (selling). The local construction market boom, particularly in the last 3+ years, means there are many more projects, customers and equipment systems to "service & maintain" now. My territory responsibility has grown nearly 10 fold since I started - from \$440K in '81 to nearly \$4 million this year.

How has the company changed since you started? We are now able to access a lot more information and reach/contact individuals directly to get specific answers for customers, which was often difficult to do in my early years.

What do you wish other people knew about the company? The "Ted Nelson Story", which I try to tell whenever given the chance (see "Best Workplace Memory").

As an employee, what sort of trends do you see? An abundance of major "mega" projects in recent years. It seems the high tech gurus are all trying to one-up each other with huge, iconic facilities - from Apple's new AC2 "spaceship" HQ to Tesla's "Giga factory". Prior to this year, I had rarely dealt with full containers of studs, and now it's a common occurrence.

Best workplace memory? Meeting Ted Nelson - I may be the only one (remaining) in the company that ever met Ted personally (back in 1990, at his home in Reno, NV) - a truly fascinating individual. After selling the Nelson Stud Welding business in the '40s he went on to invent a rotating hospital bed for hip replacement patients and a self-propelled glider called the Hummingbird (the latter was featured in Life magazine).

Bacon or chocolate? Chocolate, and definitely dark
Deep dish or thin crust? Deep dish - if you're gonna splurge, go for it all!

Favorite Superhero? Batman - but I'd probably choose Catwoman as my partner! Wham! Bam!

How do you like your coffee? Hot! - Cappuccino is my favorite.

What is the wallpaper on your cellphone? factory default.

PHOTO CONTEST!

We want to see Nelson products on the job!

Send us your high-resolution pics showing fasteners being used, equipment at work, or cool photos of products in general. We'll feature a new winner every month. Please include your company, product featured, location and description.

Winners will receive some Nelson swag!

Email to Kelly.Foos@NelsonFastenerSystems.com.

Open to all Nelson Fastener Systems customers and employees. All photo entries become the property of Nelson Fastener Systems and may be used in other promotions without further permission or compensation to the photographer or representing companies.

This month's winner:
Rodger Brane, CNC Machinist - Nelson Stud Welding Equipment Facility
Innerbelt Bridge - Cleveland, OH



UPCOMING TRADESHOWS

- SteelFab
Jan. 16-19, 2017, Sharjah, UAE
- World of Concrete
Jan. 17-20, 2017, Las Vegas, NV
- The PreCast Show
Mar. 2-4, 2017, Cleveland, OH
- ConExpo / ConAgg
Mar. 7-11, 2017, Las Vegas, NV
- NASCC Steel Conf.
Mar. 22-24, 2017, San Antonio, TX
- Fastener Fair
Mar. 28-30, 2017, Stuttgart, GER
- ISA Int'l Sign Expo
Apr. 19-22, 2017, Las Vegas, NV
- Offshore Tech. Conf.
May 1-4, 2017, Houston, TX
- FABTECH Mexico
May 2-4, 2017, Monterrey, MX
- FAST
May 11, 2017, Birmingham, UK
- Seawork 2017
June 13-15, 2017, Southampton, UK
- Beijing Essen Welding & Cutting Fair
June 27-30, 2017, Shanghai
- FAST
Sept. 21, 2017, Duxford, UK
- Schweissen & Schneiden
Sept. 25-29, 2017, Dusseldorf, GER

ASK THE PRESIDENT



KEN CARATELLI
President,
Nelson®
Fastener Systems

Have a Question to Ask Ken?

Submit anonymously to:
Ask.Nelson@NelsonFastenerSystems.com

NELSON FASTENER SYSTEMS



Spiegelberg Manufacturing™
A Nelson Fastener Systems Company



How do we **Outperform** the Markets we Serve?

Outperforming market growth requires adding value by providing the lowest in place cost. When we provide products and services that have the highest reliability and repeatability we accomplish this task. We utilize proactive customer interaction which identifies their specific needs. The drivers to our success are leveraging our end-market position, new customers, new products, geographic expansion, acquisitions and always having identified upside opportunities.

Nelson® Fastener Systems

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