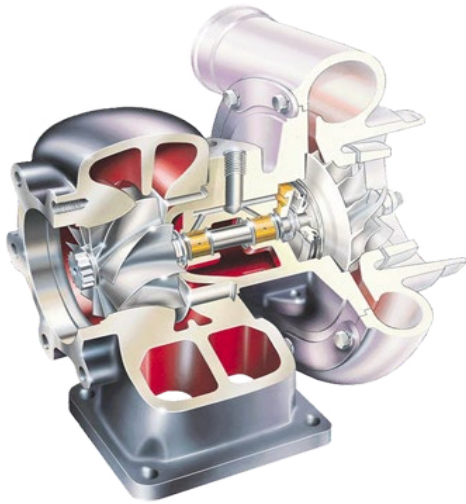


# Fastener Forum

The Official Newsletter of Nelson® Fastener Systems, Issue 7

## DEVELOPING NEXT GENERATION DIESEL & GAS ENGINES

BorgWarner Turbo Systems is an industry leader in utilizing turbocharger technology to enhance engine performance, and Nelson Stud Welding is now assisting with their technical advancement. Nelson recently secured a long term partnership with the BorgWarner Asheville, NC. engine plant to provide 100% of their turbocharger shaft requirements.



The 1st shipment of these custom designed cold formed shafts left Nelson in late April; the beginning of a six-month process to fulfill their initial order for 12 different part numbers. This is great news for Nelson, and a major step in expanding a product line that began several years ago with business secured at Cummins Turbo Technology and CCN.

Trucast Ltd., a Doncasters subsidiary and leading supplier of turbocharger wheels to this high growth market, assisted Nelson in securing these market opportunities.

BorgWarner is the leading supplier of turbochargers both for light vehicles and light commercial vehicles. They create turbocharging systems that allow vehicle manufacturers to meet current and future emissions standards, achieve significant reductions in fuel consumption, and optimize engine design for peak performance, smooth-running, reliability and durability.



## SHOW SPOTLIGHT



Nelson Fastener Systems was well represented at Houston's Offshore Technology Conference (OTC) held May 1-4. OTC is the largest event in the world for the oil & gas industry featuring more than 2,300 exhibitors and attendees representing 100 countries. Pictured left to right: Michael Stephan (Nelson Stud Welding), Drew Lofton (Specialty Bar Products & TOG), Jack Perniciaro, (Nelson Stud Welding), Jake Fogle (Nelson Stud Welding), Alfonso Ramos (Nelson Fastener Systems), Tom Sitton (Nelson Stud Welding), Mark Koester (Nelson Stud Welding), Dave Krause (Ferry Cap), Brock Massullo (Nelson Fastener Systems).

Career Night at Fairview High School  
Nelson Stud Welding engineer, Donnie Obyrcki, shows a Pinnacle™ battery powered stud welder and the stud welding process to the students and parents at the event sponsored by Fairview PTA.



Nelson Stud Welding Field Sales Representatives, Byron Adamson, Phil Lee and Beverly Dolin prepare for the International Sign Expo held in Las Vegas, April 20-22. The team featured Nelson & ProWeld capacitor discharge units and sold 4 machines at the show totaling over \$16,000!



Fabtech Mexico held May 2-4 in Monterrey, Mexico was well-attended by Mexico's large industrial / manufacturing business community. Nelson is one of the primary exhibitors at this show and representing from left to right are: Oscar Santibanez - Field Service Representative for the German auto manufacturers in Mexico, Isao Yesaki - Field Sales Representative for Northern Mexico, Hugo Gonzalez - Sales Manager, and Kelly Foos - Marketing Manager.

## COMPANY SPOTLIGHT

# NELSON STUD WELDING

A Nelson Fastener Systems Company

WESTLAKE EQUIPMENT ASSEMBLY FACILITY

## WESTLAKE, OH

Nelson® leadership had a vision of "Lean" manufacturing and wanted to implement new production ideas for stud welding equipment assembly into standard operations.

Equipment manufacturing moved from the headquarters in Elyria to Westlake, OH and is known as Nelson Stud Welding – Westlake.

The Westlake plant introduced new "Lean", "Just-In-Time" and "5S" theories in manufacturing before they were considered vogue as they are today. The a-typical facilities introduced 'cells' within 5 ft. range of assembly areas; thus reducing time needed to walk around to get parts. Equipment sub-assembly concepts were used to implement a new "build to order" production model. For example, the improved efficiencies brought the NelWeld model assembly time down 89%. In addition, the format of 'equipment delivery the same day as the order is entered' was employed.

The Westlake facility produces top-of-the-line stud welding equipment with constant innovations and advancements. For example, in 2006 Nelson unveiled the 1500i; a ground-breaking inverter technology unit with lightweight, digitally controlled waveform technology. The stud welding dilemma of big power vs. weight was finally addressed. Other innovative stud welders from Westlake are; 800i, Arc Charger™ and the recent Pinnacle™.

In September of 2015, the "sister" line of ProWeld equipment was brought to Westlake for continued production. The advantage of building both equipment lines in the same facility creates a flexible work force, sharing of common materials and the exchange of technical information.

For more information about equipment from Westlake visit [NELSON EQUIPMENT](#) and [PROWELD EQUIPMENT](#) websites.

## EMPLOYEE SPOTLIGHT



**AARON HENLEY**  
*Tool & Die Manager*  
 Nelson® Stud Welding,  
 Westlake Equipment  
 Assembly Facility

*How long have you been with Nelson?* 12 years  
*What other positions have you held?* Tool & Die  
 Maker

*Family?* Wife Nicole and 4 girls; Lydia (13), Grace  
 (11), Izzy (10), Reagan (8). Dog: Beauford (8) - he's  
 from the APL.

*Hobbies?* Running, cycling, open water swimming,  
 being outdoors

*How long is your commute? Where do you live?* 16  
 miles - Grafton, OH

*How has the company changed since you started?*

We have updated many pieces of machining  
 equipment to keep up with the growing demands  
 for header tooling.

*What do you wish other people knew about the  
 company?* What a Cold Header is.

*As an employee, what sort of trends do you see?*  
 Looks good from this end!

*Bacon or Chocolate?* Dark Chocolate

*Deep dish or thin crust?* Haven't met a pizza I didn't  
 like.

*What superhero would you be?* I'd like to be a Super  
 Dad - I'm still working on that.

*How do you like your coffee?* Black tea

*What is the wallpaper on your cell phone?* My  
 kids switch it weekly, sometimes daily, usually of  
 themselves.

## ASK THE PRESIDENT



**KEN CARATELLI**  
 President,  
 Nelson®  
 Fastener Systems

*Have a Question to Ask Ken?*

**Submit anonymously to:**  
[Ask.Nelson@NelsonFastenerSystems.com](mailto:Ask.Nelson@NelsonFastenerSystems.com)

### How Big is the Fastener Industry?

In 2016, the U.S. fastener industry did  
 \$13.4 billion in revenue out of a \$69 bil-  
 lion global market. The U.S. fastener in-  
 dustry employs 42,000+ people at about  
 850 different manufacturing sites.

## 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](mailto: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:**

**Michael Sternau,**  
 Senior Field Sales  
 Representative,  
 Nelson® Stud Welding -  
 Walnut, CA  
**40-story office building**  
 in Downtown Denver.  
 Contractor is Puma  
 Steel from Cheyenne,  
 Wyoming. This photo  
 shows the company  
 working on level 32.

## SAFETY CORNER

As part of the Safety corner we want  
 to recognize the efforts of our employees to  
 work safely. In April we held a celebration  
 at the Westlake Facility for their effort as  
 our Division Days Safe leaders. Westlake  
 has worked over 4200 days without  
 a recordable injury. The celebration  
 included Cake and the presentation of  
 Nelson shirts for the team. We are in the  
 process of planning similar events for  
 the teams that have and are working  
 impressive records at their sites.



Along with the celebrations  
 comes some work. I want to take just  
 a minute and talk about the efforts to  
 embrace and implement the Critical Six.  
 The Critical Six are the top life-altering  
 risk associated with all manufacturing

facilities. The six are defined as LOTO,  
 Mobile Equipment including Cranes and  
 Lifting Devices, Machine Safeguarding,  
 Fall Prevention, Confined Space and  
 Contractor Safety. We are working at  
 all sites to implement the Standards  
 associated with each risk to help reduce  
 or eliminate the identified risk.

An example of one of the Critical  
 Six Standards is the Confined Space  
 Standard. This Standard gives the  
 definition and descriptions of what

Confined Spaces are  
 and how we are to  
 manage the entry and  
 work while in the space.  
 Deaths in Confined  
 Spaces can occur quickly  
 and often have multiple  
 deaths associated with  
 an entry. Stay tuned for  
 more information on  
 our implementation of  
 Critical Six Standards.

*By teaching we enable – by  
 enabling we grow – by growing  
 we succeed.*

Stay Safe,  
 Howard

**Howard Kilgore,**  
 Director, EH&S



## Nelson® Fastener Systems

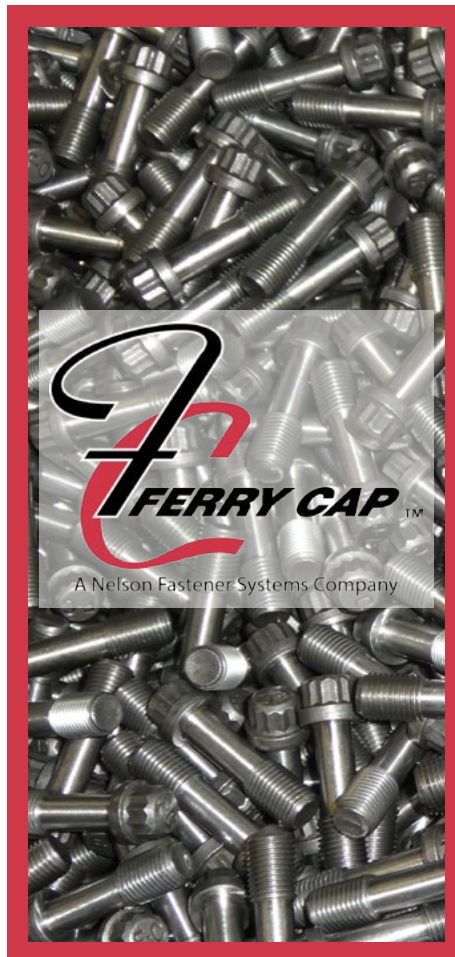
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 USA • Canada • Mexico • Germany • France • Italy • UK • China • India

**Nelson Stud Welding - Elyria**  
presented with  
**HOW TO GEMBA WALK**  
certificate from the  
Association for  
Manufacturing Excellence

Gemba walks denote the action of going to see the actual process, understand the work, ask questions, and learn. It is also known as one fundamental part of Lean management philosophy.

Taiichi Ohno, an executive at Toyota, led the development of the concept of the Gemba Walk. The Gemba Walk is an opportunity for staff to

stand back from their day-to-day tasks to walk the floor of their workplace to identify wasteful activities. Gemba Walk is designed to allow leaders to identify existing safety hazards, observe machinery and equipment conditions, ask about the practiced standards, gain knowledge about the work status and build relationships with employees. The objective of Gemba Walk is to understand the value stream and its problems rather than review results or make superficial comments. Gemba Walk is one of the 5 Lean guiding principles that should be practiced by Lean leaders on a daily basis. The gemba walk, is an activity that takes management to the front lines to look for waste and opportunities to practice shop-floor improvement.



# NELSON<sup>®</sup>

## स्टड वेल्डिंग

A Nelson Fastener Systems Company

Nelson<sup>®</sup> Stud Welding - India is pleased to announce a new Service Engineer, **Abhishek Sharma**. Mr. Sharma has almost 12 years of sales and after-sales support experience with spot and stud welding in India. Please join in welcoming him to the Nelson family.




successful recertification!

### UPCOMING TRADESHOWS

Seawork 2017	Southampton, UK	June 13-15
International Paris Airshow	Paris, FR	Jun 19-24
Beijing & Essen Welding Fair	Shanghai, CH	June 27-30
FAST	Duxford, UK	Sept. 21
Schweissen & Schneiden	Dusseldorf, GE	Sept. 25-29
Fabtech	Chicago, IL	Nov. 6-9
World of Concrete	Las Vegas, NV	Jan. 23-26
Precast Show	Denver, CO	Feb. 22-24
Fabtech Canada	Toronto, ON	Mar. 20-22
Int'l Sign Expo	Orlando, FL	Mar. 22-24
NASCC Steel Show	Baltimore, MD	Apr. 11-13

Nelson<sup>®</sup> Stud Welding customers Akira Okubo (left) and Kenichi Hokotate (right) of Nippon Stud Welding pose with Nelson's President Ken Caratelli. The Japanese company celebrates the first shipment of studs from Nelson's Tianjin, China facility, 40,000 lbs (1 shipping container) of shear connectors in 2 different sizes for Japan's general construction market. Nippon is a long-time licensee of Nelson Stud Welding, Inc. After passing the rigorous inspection, Nelson China can now supply Japan with studs. This new relationship with China is key for Nippon to gain more of a market share in their country. Mr. Okubo is a Senior Staff member of Nippon's Purchasing Division and Mr. Hokotate is the Manager of Overseas Operations.

