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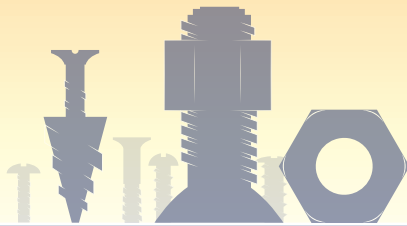
at [www.fastenerfair.com/usa](http://www.fastenerfair.com/usa) and save!

**APRIL 11-12, 2018**

# THE HOTTEST TOPICS PRESENTED BY THE PEOPLE WHO KNOW

No matter what your experience level is, Fastener Fair USA has educational sessions to help you achieve your business goals. Presented by experts from a variety of backgrounds, our sessions will give you the information you need to increase sales, cut costs and drive growth in your business.

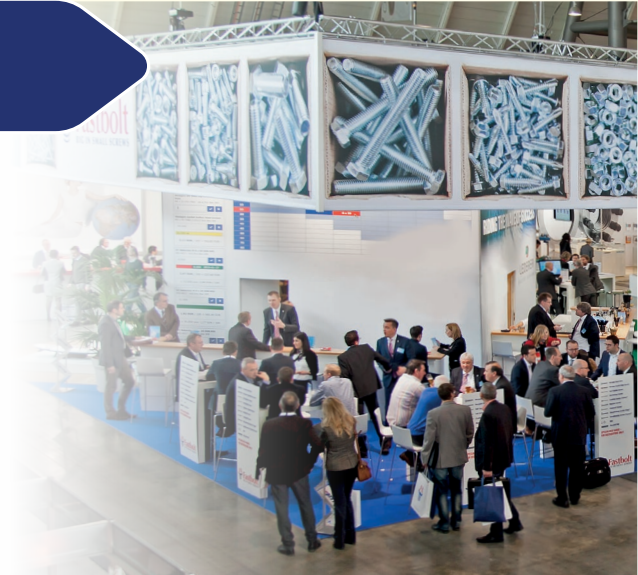
At Fastener Fair USA, you will meet with over 200 leading exhibitors from around the world, connect with fellow fastener peers, and see the latest technologies, innovations, and solutions all in one place.



## WHO SHOULD ATTEND?

The show is for anyone involved in the industrial fastener industry. Distributors, engineers, purchasers, specifiers, wholesalers, fastener OEMs and more from a variety of industries:

- Automotive
- Aerospace
- Construction
- Agriculture and construction equipment OEMs
- Home appliances/white goods
- Consumer electronics
- Oil and gas/power generation
- Power transmission
- Defense industry



## **SPEED NETWORKING** sponsored by Young Fastener Professionals

Take your networking activities to a higher level by Speed Networking, sponsored by Young Fastener Professionals on April 11 at 2 pm. Speed Networking is an exciting, high-impact and structured networking event that produces exceptional results. Get engaged by enhancing your networking opportunities by being in control of who you connect with. Visit the Education page on our website to register for this event!

**APRIL 11-12, 2018** HUNTINGTON CONVENTION CENTER, CLEVELAND, OHIO USA

## The Future of Sales

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Paul Reilly,  
President,  
Reilly Sales Training  
& Author of  
*Value Added Selling*

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## Looking Into the Future of Space Technologies

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Dr. Andrew Gyekenyesi,  
Associate Chief  
Scientist & Research  
Team Manager, Ohio  
Aerospace Institute



## Perceptions from Across the Pond

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Phil Matten,  
Executive Editor,  
Fastener+Fixing  
Magazine



## Creating Your Own Brand

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Gail Friedberg,  
Vice President &  
Co-Owner, Zago  
Manufacturing  
Company



## Digital Distribution Trends and Amazon's Effect on Distributors

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Ian Heller,  
President, Modern  
Distribution  
Management (MDM)

Sponsored by  Earnest



## Lightweight Fasteners and Why Contact Area Matters

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Michael Mowins,  
President, Phillips  
Screw Company



## Guiding Millennials through Leadership

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Baron Yarborough,  
President, Young  
Fastener Professionals



## Liberating Data from Existing Industrial Equipment, and Making Sense of It

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Willem Sundblad,  
CEO & Founder,  
Oden Technologies



## Aerospace: Taking the Cost Out of the Cost - Technology Applications Shifting the Value Chain

Gavin Brown,  
Executive Director,  
Michigan Aerospace  
Manufacturers  
Association



## Efficient and Sustainable: New Ways to Plate Fasteners

Dennis Stritter,  
R&D Fastener  
Specialist, Atotech



## The Basics of Thread Rolling

Liberato Pietrantoni,  
Director of Global  
Sales, CJ Winter



## Self-Sealing Fastening Without Chemistry

John Doda,  
Director of  
International  
Business, APM  
Hexseal



# Fastener Training Institute Sessions

These two sessions, held on April 10, are not included in your exhibit hall pass purchase. Please see our website for pricing.

## Fastening 101

Laurence Claus, President, NNI Training & Consulting, Inc.

A must for those new to the industry as well as anyone who wants to know more about the products they buy, sell, warehouse and use. This class will explore how threaded fasteners are manufactured as well as some basic engineering concepts. Even though they may look alike, not all threaded fasteners are the same!



## Understanding the Bolted Joint

Carmen Vertullo, Owner & Founder, CarVer Consulting

This one-day class will provide a critical foundation to learning how bolts work. Did you know all bolts stretch when they are tightened, even grade 8 bolts, and that is why they keep assemblies together? Do you know why tension in bolts is critical to making a joint secure? Join for more!



Gold Partners:



Silver Partners:



Bronze Partners:



# SCHEDULE AT A GLANCE

APRIL 10, 2018	TIME
REGISTRATION OPENS	8:00 am
FASTENING 101 by Laurence Claus	8:30 am – 4:30 pm
UNDERSTANDING THE BOLTED JOINT by Carmen Vertullo	8:30 am – 4:30 pm
APRIL 11, 2018	
REGISTRATION OPENS	8:00 am
THE FUTURE OF THE FASTENER INDUSTRY EXPERT PANEL Sponsored by Earnest Machine Products	9:00 – 9:45 am
EXHIBIT HALL OPEN	10:00 am – 5:00 pm
LOOKING INTO THE FUTURE OF SPACE TECHNOLOGIES by Dr. Andrew Gyekenyesi + NASA Expert	10:00 – 11:00 am
THE BASICS OF THREAD ROLLING by Liberato Pietrantonio	11:15 – 11:45 am
GUIDING MILLENNIALS THROUGH LEADERSHIP by Baron Yarborough	12:00 – 12:30 pm
STRESS IN THE WORKPLACE by Christine Hunt	12:45 – 1:15 pm
DIGITAL DISTRIBUTION TRENDS AND AMAZON'S EFFECT ON DISTRIBUTORS by Ian Heller	1:30 – 2:30 pm
SPEED NETWORKING EVENT Hosted by Young Fastener Professionals	2:00 – 4:00 pm
EFFICIENT AND SUSTAINABLE: NEW WAYS TO PLATE FASTENERS by Dennis Stritter	2:45 – 3:15 pm
AEROSPACE: TAKING THE COST OUT OF THE COST by Gavin Brown	3:30 – 4:15 pm
WELCOME PARTY at the Rock and Roll Hall of Fame	5:00 pm
APRIL 12, 2018	
EXHIBIT HALL OPEN	10:00 am – 3:00 pm
THE FUTURE OF SALES by Paul Reilly	10:00 – 11:00 am
CREATING YOUR OWN BRAND by Gail Friedberg	11:15 – 11:45 am
PERCEPTIONS FROM ACROSS THE POND by Phil Matten	12:00 – 12:30 pm
LIBERATING DATA FROM EXISTING INDUSTRIAL EQUIPMENT, AND MAKING SENSE OF IT by Willem Sundblad	12:45 – 1:15 pm
SELF-SEALING FASTENING WITHOUT CHEMISTRY by John Dada	1:30 – 2:00 pm
LIGHTWEIGHT FASTENERS AND WHY CONTACT AREA MATTERS by Michael Mowins	2:15 – 2:45 pm

Stage sponsored by Earnest Machine Products



Subject to change.

Visit [www.fastenerfair.com/usa](http://www.fastenerfair.com/usa)  
for the most current schedule.





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## JOIN US IN CLEVELAND!

For two days in April, the full industrial fastener supply chain will connect at the Huntington Convention Center in Cleveland, Ohio for Fastener Fair USA. From the packed exhibit hall with more than 200 exhibitors to the robust education agenda with 12+ sessions to grow your business, and a welcome party at the iconic Rock and Roll Hall of Fame, Fastener Fair USA promises to be an event you can't afford to miss.

Don't miss this one-of-a-kind event **REGISTER ONLINE TODAY** at [www.fastenerfair.com/usa](http://www.fastenerfair.com/usa) and save 35% on your entrance pass!

### For more information contact:

Mack Brooks Exhibitions Inc.  
641 West Lake Street, Suite 405  
Chicago, IL 60661 USA

Toll free: +1 866-899-4728  
Email: [fastenerfairusa@mackbrooks.com](mailto:fastenerfairusa@mackbrooks.com)

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