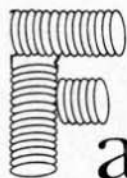
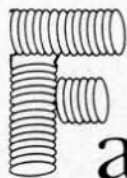


WINK'S WORDS

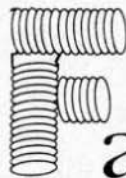
NEWS & VIEWS ABOUT NUTS AND BOLTS



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The Fastener Market and the Budget Deficit

No, we're not going to pin the blame for the Budget Deficit on nuts and bolts users. There is a relationship, however, between the size of the fastener market and the size of the budget deficit. A recent estimate of the number of fasteners sold in the U.S. each year is over 200 billion. Coincidentally the budget deficit is over 200 billion dollars—or a dollar for every fastener sold. There are two ways to get this relationship down to, say, 90 cents: 1. Congress approves severe spending cuts or 2. we sell about 11% more fasteners.

Number 1 is highly unlikely, so it's up to you guys to order more fasteners in '94.

The Counterfeit Bolt Crackdown

Among those 200 billion fasteners mentioned above there are unfortunately several million substandard bolts being imported into the U.S. These include bolts mismarked to indicate a higher strength class, improperly coated bolts, wavy threads, etc. The Fastener Quality Act should put a stop or at least a dramatic slowdown to this problem, since it will demand certification documentation that the fasteners have been tested to NIST standards. These problem bolts are mostly steel. Very few special alloys are involved, they're probably too much trouble to counterfeit.

Specials, Specials, Specials

Approximately 55% of the fasteners sold today fall into the category "specialty fasteners", according to the Industrial Fasteners Institute—up from 10% in 1968. Many of these are so-called mechanical specialties such as threaded inserts, self-locking fasteners, etc. However, there is a strong trend toward corrosion-resistant, heat resistant and high

strength alloy fasteners. The reason? Engineers are getting quality-conscious and performance-conscious and are paying more attention to fastening problems. This trend will continue and WINK will be ready to meet the increased demand.

NAFTA is in! Can Metrics be Far Behind?

Look for increased demand for metric fasteners, now that NAFTA has been approved. In the western common market of U.S., Canada and Mexico, we are the only uncommon metrology partner. In fact, in the whole world only the U.S. and one third world country continue with the old "British Units". Even the British made the change.

But, don't fret. If the orders start pouring in for metric fasteners, we'll be ready.

The Turning of the Screw...

Long taken for granted, bolted assemblies are finally getting the attention they deserve. While detailed studies have been done on other fastening techniques, such as welding, bolted joints have gotten short shrift, until recently. When you tighten a bolt a lot of variables come into play that affect the clamping force: materials used, geometry of the joint, surface finish, burrs, lubricants, heat treatment, etc. Today advanced tightening techniques and product reliability programs are receiving high priority. As some of these techniques and programs develop we should see a respectable reduction in joint failures. Of course, starting with a supplier you can trust to supply you with quality fasteners is a good first step.

For all your special fastener requirements:

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