



PROVIDING ADVANCED TECHNOLOGY TO THE FASTENER INDUSTRY

ISSUE 2 - 2018

THE CHANGING ENVIRONMENT

As we all know, everything changes in time in one respect or another. We are living in an electronic age and we see evidence of that all around us every day. Adults and children alike, are spending hours looking at cell phones, tablets and computers. Phone calls and face-to-face conversations are being overshadowed by texting and emailing because electronic communication is quicker, easier and it generally triggers a more timely response. We all want instantaneous results. Uber and Lyft services are quickly replacing taxis and even limos for short distances due to their efficiency and simplicity. In the retail business we are witnessing major changes. Shopping on the internet, with competitive pricing and one or two-day delivery, has become commonplace. Huge companies like Amazon, have revolutionized the way consumers buy goods and services. Millennials are visiting shopping centers and malls much less frequently, preferring to "go on line" to shop and purchase from a myriad of internet retail sites. Internet shopping is growing fast and making a significant impact on retail commerce. The trend to electronic buying and selling will surely continue to grow and probably dominate the market in due course.

At REMINC, we too face the electronic evolution in our business, and our lab capabilities have been substantially upgraded to meet the contemporary needs of our industry. However, when it comes to our corporate philosophy,

policy and practice, we haven't changed at all. For example, when you phone REMINC, you will always speak with a person, never a computer.

Our program has existed for 60 years, and our licensees benefit from an annual growth in thread-forming fastener usage globally. We occasionally face a competitive alternative or look-alike in the marketplace; however, our TAPTITE® and REMFORM® designs always prove to be superior. In addition, REMINC offers a level of service and support not seen anywhere else. We pride ourselves on our support activity. We maintain phone, email and face-to-face communication with our licensees and end-users to be sure we understand their needs and meet or exceed their expectations. (cont. on pg. 4)



REMINC'S EDUCATION AND TRAINING OUTREACH PROGRAM

Announcing our third annual "Education and Training Outreach Program" in the greater Detroit area at the Detroit Marriott-Troy on August 1, 2018; join us as we launch the newest edition to the TAPTITE® family of fasteners – TAPTITE® PRO™ thread rolling fasteners.

All current and potential end-users, distributors and licensees are invited to attend our open forum seminar, where we will field your questions and discuss potential applications. Ken Gomes, Don Fosmoen and Ben Fosmoen will be present. The session will be educational, informative, enjoyable and well worth your time.

Please let us know of your interest as soon as possible and feel free to share this invitation with your colleagues and customers. Complete the form below and e-mail completed form to kgomes@reminc.net.

I am interested in the August 1 seminar in Detroit:

YES NO # of Attendees _____

Name: _____

Position: _____

Company: _____

E-mail Address: _____

Staying for lunch? YES NO

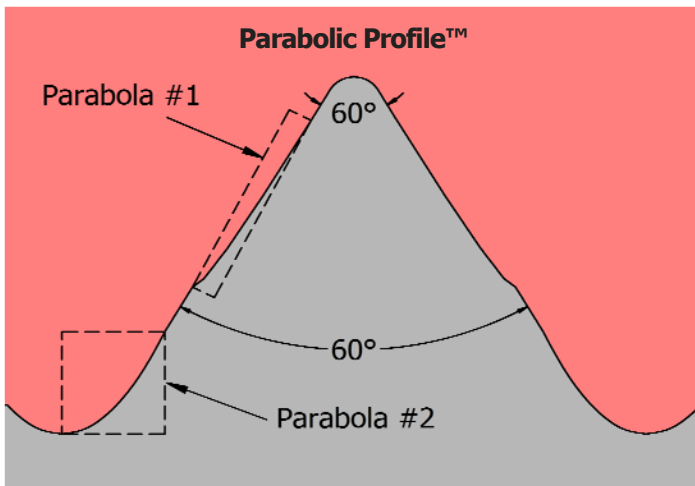
Chairman CEO Laurie Mandly	President COO Tim Egan	Director Engineering Don Fosmoen	Manager Fastener Engineering John Reynolds	Manager Manufacturing Engineering Benjamin Fosmoen	Senior Project Engineer Dennis Boyer
Project Engineer Bob Budziszek	Lab Technician Gabriel Pagan	Administrator Intellectual Properties Suzanne Lilly	Director Financial Administration Beth Rondeau	Executive Assistant Kelli Russ	Associates Ralph Barton Ken Gomes Bill St. Angelo

REGISTER

TAPTITE® PRO™ FASTENERS

TAPTITE® PRO™ thread forming fasteners, the next evolution of TAPTITE® fasteners, advances current thread forming technology with the development of the Parabolic Profile™ thread form. The innovative new thread form, when combined with the proven TRILOBULAR® cross section, provides low thread forming torque, excellent resistance to vibrational loosening along with high axial pull-out, and reduced overall cost of assembly. In addition to these great benefits, TAPTITE® PRO™ fasteners maintain torque tension relationships comparable to machine screws of equivalent size, and an improved failure mode, as a result of overtightening, in standard lengths of engagement; the screw will fracture within the screw threads.

This preferred failure mode greatly reduces the risk of costly assembly line repairs and scrap due to stripped nut members or castings, along with the associated waste due to line downtime. This is an important design improvement that is effective in both steel and soft white metal applications ensuring a continued savings in a wide range of your current and future fastened joints.



TAPTITE® PRO™ Fasteners Reduce the Cost of Assembly

When installing a simple screw, most of the assembly cost is composed of preparing the hole, tapping, cleaning, applying locking compound, driving the screw, operator cost, etc. All of these elements make up what we term the "Big 85™". The actual fastener makes up only 15% of assembly costs.

A fastener, which reduces the "Big 85™", will lower assembly costs far more effectively than buying a cheaper fastener.

The TAPTITE® thread rolling screw family has been reducing the "Big 85™" in automotive, white goods, lawn equipment and electronics for decades. From a history of use beginning with the 1964 Ford Mustang, to the latest cell phone, one major idea has been constant with TAPTITE® products - "In-Place Cost Savings".

TAPTITE® PRO™ screws eliminate the costs of tapping, washers and locking compounds or even the use of a nut. To find out how TAPTITE® PRO™ thread rolling screws can save on your assembly costs, contact our application engineers or any of our highly-qualified licensed manufacturers listed on www.taptite.com.

ADVANTAGES TAPTITE® PRO™ TECHNOLOGY

Preferable Failure Mode

When screw is overtightened, in standard lengths of engagement, screw will fracture within screw threads

Eases Assembly

Low end load to initiate thread forming, less operator fatigue

Low Thread Forming Torque

Increased out of round point threads

Speeds up Assembly

No assembly line cross-threading

Superior Vibration Resistance

Eliminates need for add-on locking devices

High Prevailing Torque

Provided by the TRILOBULAR® shape

Deep Thread Engagements

Generates strong mating threads with uninterrupted grain flow

High Axial Pull-Out Loads

Similar to machine screws and bolts

Various Metals & Hole Types

Works in punched, drilled, cored & extruded holes

No Secondary Clean-Up

Forms threads in nut members contaminated with paint, primer or weld splatter

Support

Provided by REMINC/CONTI and fastener supplier personnel worldwide

Availability

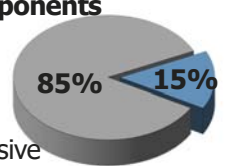
Procurement available around the world

Quality

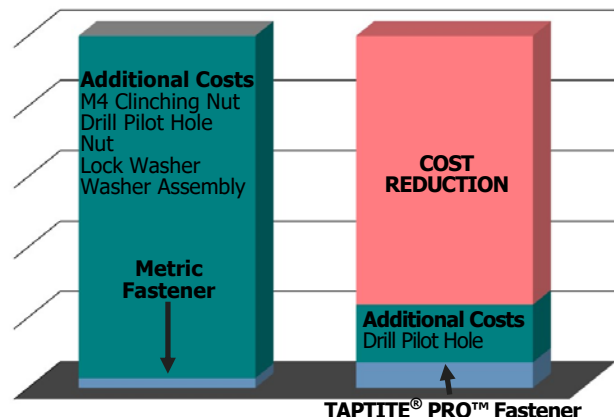
Official fasteners manufactured to strict standards

Standard Fastener Installation Components

- Labor
- Overhead
- Preparation of assembly
- Drilling and tapping the hole
- Application of locking device or adhesive
- Driving and tightening the screw



THESE COSTS MAKE UP THE BIG 85™



CHAIRMAN'S CORNER

GROWING BRAND SALES IN A GOOD ECONOMY, by Laurie Mandly

After nearly nine years of challenging economic conditions, most geographic regions globally are now experiencing strong growth. This situation provides our licensees with opportunities to review and examine their business practices and fine tune their strategies to take advantage of a good business environment. You might consider reviewing what your organization is doing now and what could be done differently? How can you increase market penetration, increase sales, reduce costs and improve profitability?

My late father and founder of REMINC/CONTI, Art Bancroft, always said-in good times and in bad, sell, sell, sell! His experience proved that being pro-active can separate your company from the others.

Here are some suggestions for your consideration:

- Benefit from the strong economy by reinvesting a portion of your earnings in more efficient equipment to improve your productivity, quality and resulting competitive position.
- If warranted, increase your normal compliment of sales, marketing, and engineering personnel to support their increased activity.
- Send your marketing and technical staff to REMINC or CONTI for two days of education and training, to introduce them to TAPTITE® PRO™ fasteners, our latest thread-forming technology, or any other one of our innovative products. Alternatively, invite our staff to your facilities to conduct the training seminars on your premises at times convenient to your schedule. Our experience strongly indicates that this type of education is well worth your time and will bring favorable results.
- Manage your licensed-products program pro-actively to get the maximum benefit from it.
- Promote the TAPTITE® and REMFORM® branded designs and tout the excellent performance, which they ensure.
- Focus your marketing activities on companies where application opportunities either haven't been fully exploited or have never been investigated.
- Encourage more application-engineering activity at your own facility, or take advantage of REMINC lab's capability to assist with potential application evaluation, testing or support data generation.
- Utilize our extensive library of test reports, technical data and fastener samples in our inventory.
- Combat competitive or look-alike products by up-selling the superior quality, consistent performance and global availability of genuine branded trademarked fasteners.

Our global staff is experienced and well qualified to help you promote and sell the cost-savings benefits of our technology. Be assured that we will work with you on a strictly confidential basis.

To repeat, we will conduct training seminars at REMINC's office in the USA, at the CONTI office in Switzerland, at your facilities or potential end-user locations, whatever works best for you.

Consider working with REMINC or CONTI. Get us involved. Have your marketing group contact either of our offices for assistance. We will actively work with you for your benefit.

And don't forget- sell, sell, sell!

SPOTLIGHT ON BEN FOSMOEN



Ben Fosmoen joined the REMINC staff in April 2018 as Manager - Manufacturing Engineering. Ben has extensive experience and knowledge in current fastener manufacture, tool design, applications and quality requirements. Ben will allow us to expand our extensive licensee and end-user customer support activities. His added support will become crucial as the global usage of our products continues to grow.

SPOTLIGHT ON SEBASTIAN SCHLEGEL



Sebastian and his company, Technische Beratung Verbindungstechnik, became an independent representative for CONTI Fasteners AG in May 2018 to provide licensee support and end-user education, primarily in Europe. Sebastian's interest in fasteners was developed during his studies and experience with plastics and earlier activities in the industry, while employed by a CONTI licensee. He also worked for an assembly tool manufacturer, which expanded his understanding of fastener functionality. He is a member of several working fastener committees developing standards and frequently makes presentations to licensees and end-users.

THE CHANGING ENVIRONMENT (cont. from pg. 1)

We regularly visit licensees and end-users, to better understand current fastener application challenges, look for new application opportunities, solve problems, and solicit suggestions for product and program improvement. We are always seeking to do a better job and offer a better product which will reduce the cost of assembly. The recent introduction of our TAPTITE® PRO™ design is an example of our progress in this regard. REMINC's staff is always available to provide technical support, ship fastener samples, conduct testing in our lab and assist with new applications and answer questions. Our marketing team is available to join licensees in end-user meetings and presentations. We make every effort to go beyond expectations when it comes to service and support. You can ask much of us, expect much from us and enable much by us.

For these reasons we stand above the rest. Our focus is complete satisfaction, nothing less. It is the foundation of our business model and we are confident it will insure our and your future growth and success. The environment is changing, and we will adapt to it, but never change the way we conduct our business. You can be sure of that.

TURN TO PAGE 2 TO LEARN MORE ABOUT TAPTITE® PRO™ FASTENERS



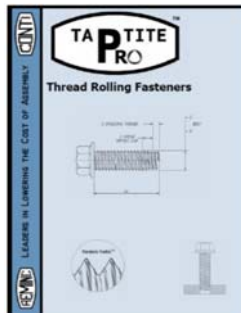
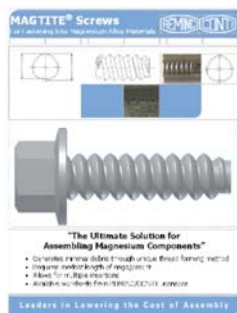
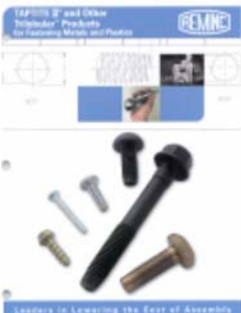
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1958 - 2018
Celebrating 60 Years
Lowering the Cost of Assembly



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