

# Ventura Industrial Products, LLC

## Fabulous Fall



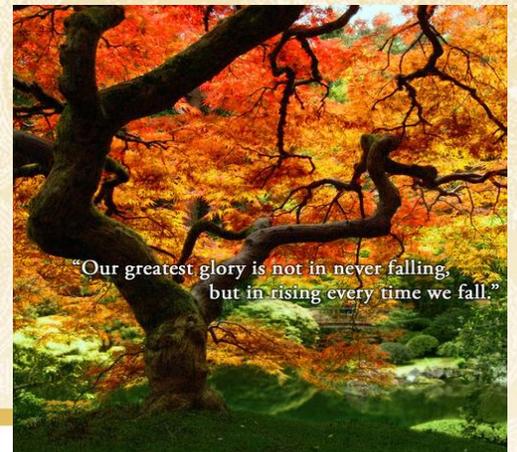
I'm not sure how we arrived at fall since it seems we skimmed through summer in a blink of an eye. Time sure does go by faster as the seasons of our life change.

One of my favorite things about fall is the Las Vegas Fastener Show. The official name has been changed to **International Fastener Expo** from the National Fastener & Mill Supply Show. So, 2017 marks a new venue in addition to a new name. I have heard numerous good things about the **Las Vegas Convention Center** and I am looking forward to a change of scenery even though I've become accustomed to my favorite spots around the Sands Expo center. Just last week I was discussing lunch and visualizing the great Italian food I'd be enjoying upstairs, only to discover I have no idea where or what I'll be eating!! I'll report back in the Q4 newsletter even though we will be changing locations and going back to Mandalay Bay for 2018.

Believe it or not, I had two winners that solved the **Q2 Fastener Puzzle**. I honored both due to the 4<sup>th</sup> of July holiday delay in delivery to Michigan. The answer was "Well Oiled Machine" ☺ Good luck solving the 2017 Q3 puzzle on the back. Be the first to email the answer to me at [JV@JackieVentura.com](mailto:JV@JackieVentura.com) and win a \$25 Panera Gift Card!

## News - Two Puzzle Winners!!

Congratulations to Sara Jugenheimer-Eicher of Jugenheimer Industrial Supplies, Hubbard, Ohio  
And,  
Congratulations to Mike Zehnder of Hybroco Sales, Stockbridge, Michigan



"Our greatest glory is not in never falling,  
but in rising every time we fall."



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*Proud Member of the*

*North Coast Fastener Association!*

*Please call me for Membership Information or visit  
NCFA Website at [www.ncfaonline.com](http://www.ncfaonline.com)*

**WWW.JACKIEVENTURA.COM**

# FDI Fastener Distributor Index

## Report Based on Monthly Distributor Input

The **Fastener Distributor Index** has been developed by **The FCH Sourcing Network** in conjunction with the **NFDA (National Fastener Distributor Association)** and data is analyzed by **David J. Manthey, CFA of R.W. Baird** to measure the operating conditions and sentiment within the North American industrial fastener distributor sector. The **FDI** is compiled monthly from survey input provided by qualified distributors. Results are published on **Fully Threaded Radio** by Mike McNulty of **Fastener Technology International Magazine**. A historical graph of the index is provided below.

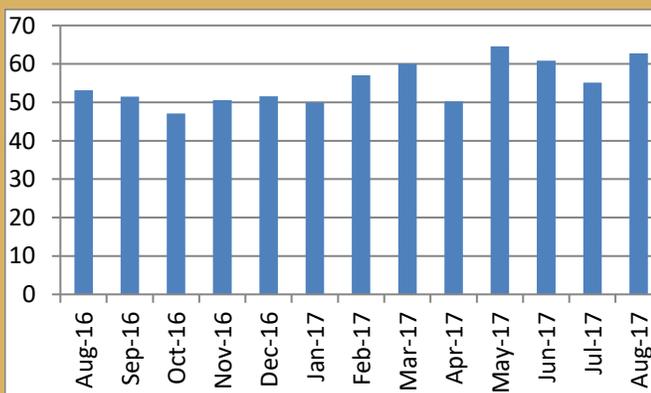
The seasonally adjusted FDI for August 2017 of 62.7 ticked up sequentially from the July reading of 55.1—returning once again to expansionary territory. YTD results have seen a saw-tooth pattern around the neutral rating of 50—consistent with the choppy and mostly flattish conditions seen in industrial markets throughout 2016. August 2017 sales seem to indicate some stabilization or slight improvement among distributors. The newly-developed Forward Looking Indicator (FLI) registered a seasonally adjusted 61.0

The FDI has been developed as a service to the fastener industry and to the wider business community it serves. All survey data collected is maintained in strict confidence and is compiled for publication in index form by **R.W. Baird & Co.** No information collected or compiled through the **FDI** monthly survey is shared, sold or otherwise used outside the scope of the index.

**To add your company to the FDI survey group**, visit their website at [www.FDIsurvey.com](http://www.FDIsurvey.com) or contact FCH directly with additional questions at (877) 332-7836. This website can be accessed securely by registered users during the monthly open survey period, which occurs during the last week of each month. Registered users receive email reminders at the start of each open survey period.

Anything above 50 indicates growth, below 50 is retraction. The seasonally adjusted August FDI (62.7) ticked up into expansionary territory vs. an July reading in contractionary territory (55.1).

Please listen to Fully Threaded Radio's online podcast at for a detailed analysis, which will be available in mid-January [www.fullythreaded.com](http://www.fullythreaded.com)



## REPRESENTING

*Bolts Unlimited  
C&H International  
Couplings Company  
The Dale Company  
Disc & Belleville  
EFC International  
Eurolink Fastener Supply Service  
Fascomp, Inc.  
Minneapolis Washers & Stamping  
Triem Industries  
USA Fastener Group  
Wyandotte Industries*

## INDUSTRY EVENTS

### 2017 CALENDAR

#### North Coast Fastener Association

**December 7, 2017** Holiday Bash – Big Bang Dueling Piano Bar

#### National Shows

**October 17 – 19**  
National Industrial Fastener & Mill Supply Expo  
Las Vegas, NV

#### 2017 Training

**December 4-8**  
Fastener Training Week - Cleveland

### HEALTHCAST

HOW TO LOWER BLOOD PRESSURE WITHOUT MEDICATION  
 BY: DR. VICTOR MARCHIONE, MD

Just because you have high blood pressure doesn't mean that you have to take medication to lower your blood pressure. There are ways to lower blood pressure that don't require medication. Bringing your blood pressure under control naturally may require major lifestyle changes but in the long run, having lower blood pressure is worth any sacrifices you have to make. Take your blood pressure at different times during the day. Just because your blood pressure is high in the afternoon doesn't mean it's going to be at the same level throughout the day. You may have had a stressful commute into work in the morning or a bad morning at work. Try taking your blood pressure when you wake up in the morning, before you've had any coffee, or when you get home and you've had a chance to relax. Just be sure to check it before you've had dinner or a drink. If it's at the same level, talk to your doctor about the best ways to lower blood pressure. If you do have high blood pressure, there are ways that you can have lower blood pressure without having your doctor reach for their prescription pad.

Top 5 Natural Ways to Lower Blood Pressure

- 1. Exercise:** Working out may get your heart pumping but this is a good thing! If your heart is strong, it pumps blood with less effort, taking stress off your arteries.
- 2. Diet:** This is just common sense. Cutting out grains, dairy, and sugar while increasing your intake of protein, fruits, and vegetables are excellent ways to lower blood pressure.
- 3. Cut down on salt:** If you cut your salt intake down to 1,500 mg a day, just over half a table spoon, this will contribute to lower blood pressure.
- 4. Reduce stress:** If there's anything that is causing stress in your life, reducing it is a good way to lower blood pressure. For instance, if you face a stressful commute to work, look into taking public transit instead. Or, if possible, telecommuting.
- 5. Meditate:** Set aside time at the end of every day to meditate or take a Pilates or yoga class a couple times a week. This will calm you and lower your blood pressure.

If you still have high blood pressure after two weeks to a month of taking these steps, schedule an appointment with your doctor and ask them about suggestions for lower blood pressure. You should also know that going to see a doctor may be what's elevating your blood pressure. The phenomenon, known as white coat hypertension, is when a patient has high blood pressure in a clinical setting but elsewhere, their blood pressure is within normal limits. Try to find ways to calm yourself before going to the doctor; remember, it's just routine and nothing to be worried about. You don't want your nervousness to be what's causing your blood pressure reading to be higher than normal. While many of us need at least one cup of coffee a day to get going in the morning, drinking more than two may be what's contributing to your high blood pressure. Cutting back to two cups of coffee a day is another good way to lower blood pressure.



## ECONOMIC OUTLOOK

Actual	Previous	Highest	Lowest	Dates	Unit	Frequency
58.80	56.30	77.50	29.40	1948-2014	Percent	Monthly

The Institute for Supply Management's Manufacturing PMI in the US rose to 58.8 in August of 2017 from 56.3 in July, beating market expectations of 56.5. It is the highest reading since April of 2011, boosted by a rise in production, employment and inventories.

Growth accelerated for production (61 from 60.6); employment (59.9 from 55.2); inventories (55.5 from 50) and backlogs of orders (57.5 from 55). Supplier deliveries (57.1 from 55.4) improved. On the other hand, a slowdown was seen for new orders (60.3 from 60.4) and new export orders (55.5 from 57.5) and customers' inventories shrank more (41 from 49).

Of the 18 manufacturing industries, 15 reported growth in July in the following order: Plastics & Rubber Products; Electrical Equipment, Appliances & Components; Wood Products; Fabricated Metal Products; Machinery; Chemical Products; Paper Products; Food, Beverage & Tobacco Products; Printing & Related Support Activities; Computer & Electronic Products; Nonmetallic Mineral Products; Furniture & Related Products; Miscellaneous Manufacturing; Primary Metals; and Transportation Equipment. Three industries reported contraction in July compared to June: Apparel, Leather & Allied Products; Textile Mills; and Petroleum & Coal Product.

Source: [www.tradingeconomics.com](http://www.tradingeconomics.com) | US BUREAU OF ECONOMIC ANALYSIS

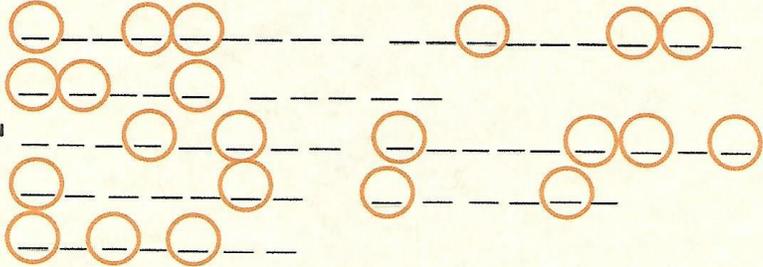
### Thoughts to Ponder

*"Often when you think you're at the end of something,  
 you're at the beginning of something else."*

~ Fred Rogers



# Fastener Cluster Fun

AETNNGFIS USISOOLNT    

MNARO PRGUO

OAADYNRM ENTNRMAIN

IEEOKTR MPASLC

EEXSLBM

ANSWER: \_\_\_\_\_

*ANSWER CLUE: The EFC Difference*

The puzzle answer winner will be announced in the next newsletter.

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