



SPIROL's Long-Term Viability

A letter to you from Jeff Koehl, President, SPIROL North America



Given the tumultuous state of our global economy and the uncertainty of the North American Automotive Industry, I have had several customers question the continued viability of **SPIROL International**. I respect and appreciate this question as it indicates that SPIROL is valued as a critical supplier. I recognize that you are depending on SPIROL for continuous supply of product to meet your production and customer requirements.

One of SPIROL's strongest strategic strengths is our financial well being and security. Because of the large number of customers and diversity of the industries we supply, we don't have to worry about a single customer's failure translating into our failure. We are able to weather the difficult economic times while continuing to invest in new technologies, processes and products. What that means to you is a continuous flow of products with virtually no risk when it comes to sourcing product from SPIROL. Yes there might be "cheaper" sources in the world. I recently read an article regarding financial stresses in China prompting businesses to simply stop production and close their doors. This is occurring throughout the world. SPIROL has never been known as the lowest priced supplier but we will continue to be there for you with respect to supplying quality product in the future. We are consistent and steadfast in our mission.

We will set the industry standard for product quality, service and value by exceeding customer expectations through continual improvement.

I would also like to take this opportunity to remind you that our mission is to work with you to reduce your total manufacturing costs and improve your global competitiveness. We accomplish this by examining your fastening and joining applications and make recommendations to reduce component, assembly and/or warranty costs. We also supply installation equipment which can improve your productivity and factory throughput, and this can have a dramatic impact on product cost. During these stressful economic times, focusing on manufacturing cost reductions is critical to all of us. As a valued customer, my team and I are at your disposal to help you in any way we can to improve your position in the marketplace.

Your success is our success.

Get your copy of the **New** SPIROL[®] Inserts For Plastics Design Guide

This is a 24-page technical guide that not only shows all the different standard Inserts for plastics **SPIROL** manufactures, but helps you determine which Insert is best for the application.

Contact us for your free hard copy or download a PDF version by [clicking here](#).
(www.spirol.com/company/products/catalogs.php)



New SPIROL Products and Services Launched in 2008

SPIROL's competitors agree that there is NOBODY else in the industry that does what we do.

SPIROL is not just a manufacturer of quality products; we are the initiators of change, the educators of assembly and joint integrity, and the overall solution for a total lower cost component.

SPIROL continues to be the leader in our industry by investing and upgrading our existing product lines. Unlike our competition, SPIROL has NEVER been a "Me too" company. Our continued investment in technology and R&D has separated us from all others who simply try to copy what we do.

During 2008, SPIROL's investment in new products has already helped several customers reduce the costs of their applications. Our new products include:

NEW Molded-In Compression Limiters

The **SPIROL**® Compression Limiter is used to preserve a threaded joint's integrity. As a bolt is tightened to achieve the required friction between threads, the plastic is compressed. Without the Compression Limiter, plastic will creep, resulting in the loosening and eventual failure of the joint. The Compression Limiter absorbs the load generated when the bolt has been tightened to its recommended value. The plastic is isolated from excessive compressive loads and plastic creep is not a factor in ensuring that the joint remains intact throughout the life of the product.



NEW - SPIROL® Series CL500 and CL550



With the Series CL500 and CL550, it's the radial grooves that offer maximum retention. The Series CL500 is designed around standard industry accepted clearances for 6MM and 8MM bolts.

The Series CL550 is designed with additional clearance around the bolts to accommodate greater positional tolerances. New sizes will be added.

Single OD Vertical groove at the seam offers an additional rotational feature.

Lead-in ID Chamfer increases feeding and positioning speed as well as efficiency in automated pick-and-place applications.

Two standard ID ranges offer increased clearance for overall positioning in the final assembly or reduced clearance around core pins.

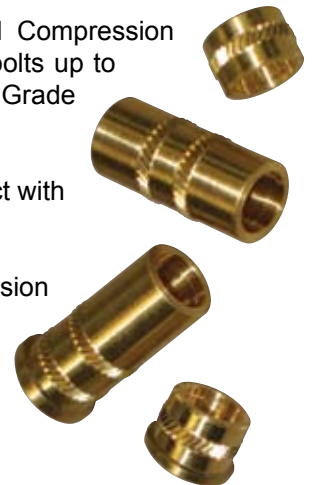
NEW - SPIROL® Series CL101 and CL111

This brass, solid-walled, knurled Compression Limiter is designed for use with bolts up to ISO class 8.8 (metric) and SAE Grade 5 (inch).

Square ends ensure 100% contact with mating surface.

Series CL111 (Headed) Compression Limiters eliminate the need for a washer.

SPIROL's Knurl configuration provides excellent retention.



Click here to visit our **Rapid Search** page for **Compression Limiter** specifics.
(www.spirol.com/mkt/rs1.php?search=8)

Upgrades to our Installation Equipment

NEW DESIGN - SPIROL® Model PM Manual Pin Inserters

This exceptionally versatile tool is ideally suited to all levels of production use, from a single unit for prototype assembly to multiple units on an assembly line. The pin diameter is quickly and easily changeable, positive pin depth easily adjusted, and part size variation easily accommodated. The use of high-tech shafting and bearings results in precise positioning and repeatability, smooth operation, and long life.

The **Model PM** easily accommodates **SPIROL Pin-Driving Chucks**, from the **SPD-101** to a **CXA** or **CXD**, which are selected based on pin size.



SPD-101

CXA/CXD

NEW DESIGN - SPIROL® Model HM Manual Heat Insert Drivers

This machine is designed to install virtually any type of Heat/Ultrasonic style Insert.

- Simple to operate
- Reliable, easily adjustable unit
- Post mount-style frame sturdy, lightweight, and portable
- Accommodates virtually any type of Heat/Ultrasonic style Insert in metric dimensions from M2 to M6 threads and in unified dimensions from 2-56 to 1/4-20 threads.



Distribution Support Team

SPIROL Distribution has recruited the best talent in the industry. The commitment to provide world class service from our staff is second to none. SPIROL Distribution is staffed with knowledgeable customer service representatives ready to field calls from distributors for any product that SPIROL International manufactures.



Customer Service Representative – Erin Pearce is our newest team member. She comes from several years experience in customer service, and has caught on very quickly to our products and systems. She is eager to learn, and willing to do what it takes to help her customers get the right parts, on time.

SPIROL continues to offer “fresh” new information at our web site in an effort to provide our you with up-to-date developments in assembly technology.

Click here to see our **Installation Products and Services** overview. (www.spirol.com/mkt/rs1.php?search=18)

Click here to see our **STAFF BIOS**.

(www.spirol.com/company/contact/dist_contacts.php)

Michael Lentini
Distribution Manager
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SPIROL Distribution's 2008 Distributors of the Year

SPIROL Distribution *congratulates*
FASTAR and G.L.HUYETT
for outstanding Spring Pin sales during 2008.

FASTAR Inc. (Tallman, NY) has been awarded the **2008 Distributor of the Year** award for outstanding sales in both Coiled and Slotted Pins, and has also been awarded the **2008 Coiled Pin Sales Leader** award.



G.L.HUYETT (Minneapolis, KS) has been awarded the **2008 Slotted Pin Sales Leader** award for outstanding Slotted Pin sales during the year.



FASTAR and G.L.HUYETT are stocking distributors and members of SPIROL Distribution's elite partnership program, the **Preferred Distributor Program**. As part of this program, distributors who commit to purchasing only from SPIROL are awarded SPIROL's most competitive price on all of our engineered product lines.

Preferred Distributors are also eligible for additional incentive programs like rebate programs, freight credits, distributor award programs, product development incentives, and much more.

For those companies that choose to purchase through SPIROL's Preferred Distributors, they can be assured that they are receiving high quality SPIROL products.

FASTAR currently specializes in non-threaded fasteners and is committed to providing a complete line of standard pins. Their product line includes: SPIROL Coiled and Slotted Spring Pins, Cotter Pins, Dowel Pins, and Taper Pins.

G.L.HUYETT is located just a few miles away from the geographic center of the United States. G.L.HUYETT specializes in the distribution of non-threaded fasteners and has been in business for over a century. G.L.HUYETT offers many of SPIROL's standard non-threaded products such as Coiled and Slotted Spring Pins, Spacers, Bushings and Disc Springs.

Congratulations to these two Sales Leaders.

Preferred Distributors

UNITED STATES

Century Fasteners

50-20 Ireland Street
Elmhurst, NY 11373
TEL: (800) 221-0769
FAX: (718) 446-9444
www.centuryfasteners.com

EFC International

1940 Craigshire Rd
St. Louis, MO 63146
TEL: (800) 888-3326
FAX: (314) 439-4362
www.efc-intl.com

Fastar

Spook Rock Industrial Park
2 Spook Rock Road E-309
P.O. Box 929
Tallman, NY 10982
TEL: (888) 327-8275
FAX: (845) 369-7989
www.fastar.com

GL Huyett

Exit 49 GL Huyett Expressway
Minneapolis, KS 67467
TEL: (785) 392-3017
FAX: (785) 392-2845
www.huyett.com

Pacific Warehouse Sales

12110 Altamar Place
P.O. Box 2623
Santa Fe Springs, CA 90670
TEL: (562) 906-2300
FAX: (562) 906-2355
(Distributor Sales only)

CANADA

Fuller Metric Parts Ltd.

9652 188th Street, Surrey, BC V4N 3M2
Canada
TEL: (604) 882-9202
FAX: (604) 882-9212
www.fullermetric.com

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Gardette Industrie

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Villefranche sur Soane, 69655
France
TEL: 0033 474 029 494
FAX: 0033 474 653 505
www.gardette.fr

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