



Lindstrom Meets Metric Market Need

By C.F. Jacobs

The Lindstrom Fastener Group, in keeping with its acknowledged position of leadership, has now produced a 68-page technical manual on metric fasteners. The manual covers head dimensions, thread dimensions, tolerances, tensile strengths, etc. on a wide range of fasteners. Two years in the making, the manual serves as an invaluable reference tool for anyone involved in the buying or selling of metric fasteners. It caps off an impressive body of metric product reference material that reflects Lindstrom's 27-year rise to preeminence in the metric fastener market.

That preeminence is clearly evident in Lindstrom's breadth of line, product inventory, facilities and organization. If it's a fastener and its metric, Lindstrom can provide it, usually right off the shelf. The company has a total of over \$20 million invested in its metric inventory. This inventory includes over 2600 stainless steel fastener items. The company's policy of continually reinvesting in its products, its inventory and its facilities has contributed greatly to its amazing growth over almost three decades.

Organization & People

Organizationally, the Lindstrom Fastener Group is composed of two main units: Lindstrom Metric, LLC., and Mega Metric, Division of Lindstrom Metric, LLC. Lindstrom Metric focuses on a comprehensive line of metric fasteners ranging from hex head and socket head cap screws to thread forming screws, nylon insert locknuts, lock washers and groove pins. Most are

available in steel (plain, zinc plated, yellow zinc plated) as well as stainless steel and brass. Mega Metric focuses on the large (very large) metric hex head and socket head cap screws as well as hex nuts and washers. By large we mean diameters up to M100 and lengths up to a thousand millimeters. Mega has over two million pounds of finished goods inventory and over a half million pounds of inventory in headed socket and hex head metric blanks and unthreaded studs. With its CNC lathes and milling, cutting, drilling, tapping and thread rolling equipment, Mega can convert those blanks into custom metric parts in 24 to 48 hours. In special situations, the company has purchased large diameter rod to inch dimensions and cut and shaved it down to required metric dimensions. That shows real dedication to the needs of its distributor customers.

Dedicated, knowledgeable people are the essential component in any successful company. The management team at Lindstrom brings together over 180 years of experience in metric fasteners. That team is supported by 30 experienced and customer focused inside sales people and 30 equally experienced and dedicated outside sales representatives. These people know metric and speak metric.

Marketing Strategy

Lindstrom markets its fasteners exclusively through distributors. The company's loyalty to those distributors has produced an extremely effective marketing team. Distributors are able to promptly supply their customers with top quality metric parts at competitive prices. The Lindstrom inventory of finished parts enables distributors to reliably meet customer needs while keeping their own inventory investment to a minimum. This is further enhanced by Lindstrom's unique "Stock and Release" program which enables distributors to reserve inventory at current prices on repeat, high volume parts and pay for it as it is released. This is particularly important in today's accelerating cost environment.



Lindstrom's Management Team (front to back): Left: Bill Unferth, Virg Lindstrom; Right: Jerry Hancock, Mike French

please turn to page

LINDSTROM METRIC, from page

Lindstrom distributors are also able to take advantage of another unique program to respond to customers' urgent requirements for special parts. Because of the company's close, long-term relationships with key metric fastener producers and stockists in Europe, Lindstrom has direct computer access to their live inventory data and can usually access those unusual parts. Distributor orders for those badly needed specials that are received at Lindstrom by Wednesday are forwarded to the manufacturer and shipped airfreight by Friday. By the following Tuesday they are at Lindstrom's New York facility and that day or the next day they are on their way to the distributor. From Europe to the distributor in 7 to 10 working days! That's how to make your distributor a hero in the eyes of a customer!

Facilities

Lindstrom's commitment to its future and to the support of its distributors is clearly evident in its willingness to invest in both. Over the past six years, the company has built all new, expanded facilities for most of its operations.

The corporate home for Lindstrom is a 95,000 square foot facility in Blaine, Minnesota. This facility also serves as Lindstrom Metric's sales service center for the Central and Western states. The Chicago Distribution Center in Elgin, Illinois, operates from a new 95,000 square foot warehouse. The inventory of stainless steel metric fasteners is housed in this central location. The Beacon, New York operation is actively searching for new and larger facilities, either currently available or to be constructed to their specifications to meet the needs of Lindstrom's growing north-eastern market. A 170,000 square foot plant in Greer, South Carolina, is divided into two sections to house Lindstrom Metric's sales center for the southeast region and the big Mega Metric processing and warehouse operation.

Locations

Corporate Headquarters

2950 100th Court N. E.
Blaine, Minnesota 55449
(763)780-4200
1-800-328-2430
Fax: 763-780-0554

Mega Metric Division

6 Shelter Drive, Suite A
Greer, South Carolina 29650
(864)877-7200
1-800-697-1010
Fax: 864-877-6010

Lindstrom Metric, LLC. Sales Service Centers

Central and Western States

2950 100th Court N. E.
Blaine, Minnesota 55449
(763)780-4200
1-800-328-2430
Fax: 763-780-0554

Chicago Distribution Center

2750 Galvin Drive
Elgin, Illinois 60123
(847)836-7980
Fax: 847-836-7985

Northeast

18 West Main Street
Beacon, New York 12508
(845)838-1100
1-800-838-1565
Fax: 845-838-1163

Southeast

6 Shelter Drive, Suite C
Greer, South Carolina 29650
(864)877-3120
1-800-572-5555
Fax: 864-877-3121

The Lindstrom Library

The Lindstrom library of product reference material gives a comprehensive picture of the Lindstrom operation and the availability of metric fasteners.

Metric Technical Manual

This newly prepared comprehensive analysis of dimensions and specifications is an essential reference tool for anyone buying or selling metric fasteners. There are, for example, 13 pages of information on socket head cap screws, 10 pages of data on hex head screws, 8 pages on nuts and many additional pages on bolts, washers and more. A more comprehensive review of the subjects covered in the manual can be found in the four-page insert appearing elsewhere in this issue. To order a copy of this new manual, send an e-mail LFGTM@lindfastgrp.com.

Line Card

This is a handy overview of Lindstrom Fastener Group products and locations.

Metric Stainless Steel Brochure

This brochure covers the many stainless steel metric fasteners carried and stocked by Lindstrom.

Mega Metric Program

This provides an overview of Mega Metric's finished product and blank program and the company's unique capabilities.

Operation Mega Brochure

Here's a review of the products and the impressive range of sizes that Mega Metric specializes in.

Review this body of literature to know what's available for the metric fastener market. To promptly and reliably respond to your customer's metric needs, contact the Lindstrom Fastener Group, 2950 100th Court NE, Blaine, MN 55449; phone 800-328-2430 or 763-790-4200; fax 763-780-0554; or visit their website at www.lindfastgrp.com. 