



PROVIDING ADVANCED TECHNOLOGY TO THE FASTENER INDUSTRY

ISSUE 1 - 2019

REMINC PRODUCTS IN ELECTRIC VEHICLE CARS

We have been studying the rapid development of the Electric Vehicle (EV) market. The traditional automakers, as well as startup "EV only" producers, are ramping up development and production faster than many had predicted.

Many joints in EVs require grounding. REMINC products inherently provide effective grounding that far exceeds the grounding capabilities of standard machine screw-and-nut assemblies.

TAPTITE® PRO™ screws form an internal thread upon assembly with the nut member. The joint provides a "hand-in-glove" fit that ensures metal-to-metal contact, creating efficient grounding. This is further enhanced by the subtle out-of-round of the TAPTITE® PRO™ screw thread body, which provides nearly 360° contact. The subtle out-of-round additionally ensures prevailing torque, which creates a vibration-resistant joint.

Machine screws, with adhesive applied, cannot provide dependable resistance to vibrational loosening or the metal-to-metal, highly conductive joint that can be achieved using TAPTITE® PRO™ screws.

Major auto assemblers have long experienced the benefits of TAPTITE® products, as well as the in-place cost-savings resulting by eliminating the need to pre-tap holes. Therefore, we expect use of TAPTITE® products will continue in EVs due to the lessons learned from decades of good results building internal combustion engine-powered vehicles.

Newer companies, now undertaking the design and assembly of EVs, can avoid a learning curve by understanding the successful use of TAPTITE® products in traditional applications. Seating, seat belt attachment, and numerous other interior and chassis applications in conventional vehicles apply equally to EVs.

REMINC and our licensees can pass on the lessons learned from decades of success using TAPTITE® products in internal combustion engine-powered vehicles. There are many new technologies required to design and build the EVs of the future. New EV companies should focus their resources on the new technologies and apply the known and proven assembly methods used for years in conventional vehicle assembly. This is where REMINC and our licensees can provide valuable assistance to EV companies.

When the use of a TAPTITE® thread rolling screw is not the appropriate design, POWERLOK® II™ screws may be the better alternative. POWERLOK® II™ all-metal locking screws are designed to be used in pre-threaded holes. POWERLOK® II™ screws also provide positive metal-to-metal contact and effective resistance to vibrational loosening.

We are confident that REMINC product designs will provide the following benefits to the EV industry:

- Vibrational-loosening resistance
- Prevailing torque
- Inherent grounding capabilities
- In-place cost-savings

IN MEMORIAM - ALAN PRITCHARD



CONTI Fasteners AG lost a highly valued Associate on September 8, 2018. Alan had been associated with CONTI since 1986, most recently as a Staff Associate. He previously served as Director-Market Development for 13 years. His extensive experience in the fastener industry began in 1964, having previously worked in the machine design and development industry. Alan was a prolific inventor of several patented and widely used fastener designs, including TAPTITE® PRO™, TAPTITE 2000®, FASTITE 2000®, REMFORM®, REMFORM® II™ and POWERLOK 2000®, amongst others. He made these and many other contributions to our licensing program and provided guidance to fellow staff members over a long period of time. We will surely miss him greatly.

SPOTLIGHT ON STEVE KIRKPATRICK



Steve Kirkpatrick joined REMINC as President on August 1, 2018, replacing Tim Egan who will be retiring to Associate status in mid-2019. Steve has a Bachelor of Arts degree from Tufts University and a Master of Business Administration degree from The Wharton School. He has extensive experience in the financial industry and has held various positions in sales, marketing and business development, and most recently the Commercial Director and Global Sales Head for North Sails, the world's largest sail making company. Steve will propel the REMINC licensing program to an even higher level, by promoting our "Lowering the Cost of Assembly" commitment.

SPOTLIGHT ON ED HEBERT



We are very pleased to announce that Ed Hebert has recently joined REMINC as Director of Research and Development. Ed, previously employed by Titleist, a global leader in golf balls and gear, has more than 100 patents, including the best-selling Titleist Pro V1 ball. He led the Advanced Concepts Products Development Team at Titleist, and now lectures in digital media and computer science at Harvard University's Extension School. We look forward to having Ed lead the research and development of new commercial products for REMINC licensees.

Chairman CEO Laurie Mandly	President Steve Kirkpatrick	COO Tim Egan	Director Engineering Don Fosmoen	Director Research & Development Edmund Hebert	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

As many of our readers have already heard, I have decided to semi-retire after 20 years with REMINC, and its sister company CONTI Fasteners, with the last ten years as REMINC's president. So, it was with very mixed feelings that I have written my last President's Perspective. It has truly been an honor and privilege to work for REMINC as well as the most rewarding and best experience of my career. It has been tremendous to work with so many wonderful people throughout the industry, with many becoming close friends. Fortunately, I will become a part-time associate at REMINC, so I will remain connected with the program and enjoy seeing what the future holds.

I am very happy to say that REMINC is well positioned for the future. On the product side we have released multiple new products to ensure that our company philosophy of being the "Leaders in Lowering the Cost of Assembly" will remain well into the future. In the past three years, we have released the POWERLOK® II™, REMFORM® II™ and TAPTITE® PRO™ products that will bring improved assembly performance and additional application expansion in the automotive, commercial and electronics industries. In addition, we have several new products currently in development and we will continue to innovate to meet the needs of our end-user customers.

The market for thread-forming fasteners continues to grow and in 2019 it is expected that TAPTITE® screw sales will break a new record. After many years of dedication, we are also beginning to enter the aerospace, medical, EV and automated vehicle fields, which shows the wide range of application opportunities for our products. It is proof that our technology is well accepted and understood by end-users in all industries. As a result of this increased demand, we have also added new authorized manufacturers throughout the world while still having a significant waiting list of companies that wish to join our fastener and tooling programs.

On the personnel side and including our new president, Steve Kirkpatrick, we have recently added several individuals to help with our engineering, marketing, manufacturing support and research and development groups. All individuals were highly respected in their previous positions and fields and they will be instrumental in bringing our fastener programs to the next level. We are in the process of introducing everyone via our newsletter and making personal visits to our authorized manufacturers and end-user customers. So, please welcome Ben Fosmoen, Ed Hebert, Sebastian Schlegel and Steve Kirkpatrick to the family when you meet with them sometime soon. They, along with the rest of the members of the TRILOBULAR®, REMFORM®, TRU-START® and tooling program family, are always here to help you!

Thank you again for your program dedication, program contributions and assistance over the years, in making the REMINC fastener program a successful part of the fastener industry. Until I see you next, I wish everyone a happy and healthy New Year!

"Persistence... Nothing in the world can take the place of persistence." These words were once spoken by America's 30th President, Calvin Coolidge. Art Bancroft, the architect of the TRILOBULAR® and REMFORM® Licensing Programs, always championed these words, because he knew from his own experience that being persistent in whatever pursuit will improve the chances of success. He is often remembered saying "Sometimes after taking two steps ahead you may have to take a step back, but don't be deterred, keep moving forward." And on other occasions, he would say "When all else fails, sell, sell, sell." That's what persistence is all about.

Take our Licensing Program as an example of persistence and examine our record over the last ten years. From 2009 through 2018 our program's licensed product sales globally increased over 100%, and we experienced sales growth in every year. In my mind, this exceptional record is attributable to the hard work and persistence of our licensees and our own staff.

There are several reasons for our continuing success. First, we really believe in our products. Beginning with the original TAPTITE® screw design, we have continually developed new products to meet industry's ever more demanding needs. Each new product has improved upon the prior version. Second, our Program Products generate cost-savings, undeniably. That attribute is hard to overlook and very convincing. Third, all our products can be sourced from licensed producers located on all six inhabited continents, and the products are dimensionally identical, which guarantees exceptional performance consistency, irrespective of their origin.

To make all this possible, REMINC and CONTI provide technical support to our licensees globally with "boots on the ground". In other words, our own regional staffs work with our licensees to be sure they are trained to manufacture and furnish assemblers with genuine trademarked fasteners made in strict accordance with our confidential technical standards. Application advice, testing and on-location support are all available to insure a positive experience and guaranteed results.

Marketing support is an important element of the program, as it helps broaden the application base and expand the market for TRILOBULAR® and REMFORM® licensees. We work with licensees, end-users, potential end-users, trade associations and educational institutions to inform them of the merits and benefits of utilizing our Program Products. We have continued to expand our global staff, increased our travel and added to our list of targeted audiences.

The bottom line is that we continue to increase our Program value, by doing more rather than less, making Program participation an enviable option for respected pro-active fastener producers. The inherent nature of capitalism requires that a company must distinguish itself from its competitors to succeed. Distinction can be achieved in several forms: product range, size or specialization, engineering design capability, market focus or niche, uncommon service features, facility locations, etc. As authorized producers of genuine patented and trademarked fasteners, REMINC licensees are able to distinguish themselves from commodity fastener manufacturers. This competitive differentiation enhances revenues and profits, which in turn increases the value of our licensees' businesses.

What does all this discourse have to do with persistence? In my mind, quite a lot. At REMINC we have always been persistent in our pursuit of excellence and improvement, continuing to work every day to increase our Program's value. We are committed to keep moving ahead and to serve you in any way we can. Invite us to work with you. You won't be disappointed. That's our promise!

CORRECT TRADEMARK USAGE

Our Registered Trademarks, properly used, help assure end-users that they are buying and using genuine licensed products, not counterfeit alternatives. We solicit your cooperation to follow the "Correct Trademark Usage Guide" which follows, to protect our trademarks, because they are valuable forms of REMINC intellectual property.

Our licensed products' trademarks are presently registered in 32 countries worldwide. We maintain these registrations in order that our licensees can use them in association with genuine TAPTITE® and REMFORM® fasteners. In addition, their authorized use is carefully monitored by us to prevent infringers from using any of our marks when selling counterfeit parts. For many reasons, it is important that our trademarks are displayed and used properly in marketing literature, websites, packaging and all other printed materials or electronic forms.

CORRECT TRADEMARK USAGE GUIDE

WHAT IS A TRADEMARK?

- "A trademark is any word or name, such as TAPTITE®, or any symbol, device, slogan, package design or combination of these that identifies a product and distinguishes it from others."

IDENTIFYING REGISTERED TRADEMARKS

Registered trademarks should be indicated as such.

- Use letter R in a circle, ®, after the trademark
 - TAPTITE 2000® fasteners
 - PLASTITE® screws
 - POWERLOK® fasteners

WHEN OUR TRADEMARKS ARE USED, THEY SHOULD STAND OUT FROM THE SURROUNDING TEXT.

- Large type (preferably all capital letters or the first letter capitalized) -TAPTITE® fasteners
- Quotation marks - "Taptite®" fasteners
- Contrasting coloring -TAPTITE® Fasteners
- Distinctive lettering -TAPTITE® Fasteners -TAPTITE® Fasteners
- Use TM after non-registered trademarks -FASTITE® 2000™ Fasteners
- Use an asterisk (*) after the trademark and indicate that it is a REMINC trademark at the bottom of the page or end of the document. -KLEERTITE®* fasteners

TRADEMARK ATTRIBUTION

- Proper notice should be given to others of the registration status of REMINC's trademarks. Attribution should be given to REMINC, who has authorized your company to use its marks.
- When using one of REMINC'S trademarks, attribution should be given to Research Engineering & Manufacturing Inc., by footnote, stating that the trademark(s) is "Licensed by Research Engineering & Manufacturing Inc."

IMPROPER TRADEMARK USE

- Pluralizing - TAPTITES *incorrect*
- Do not use as a noun or a verb, use as adjective
 - Put a TAPTITE in that hole *incorrect*
 - KLEERLOK the paint out of the hole *incorrect*
- Not using distinctive type
 - plastite screws *incorrect*
- Do not use in possessive form
 - Powerlok's holding ability *incorrect*
- Making new terms or words from a trademark
 - Put a trilobe in there! *incorrect*
 - POWERLOK® it! *incorrect*

TRADEMARK USE ON THE INTERNET AND IN EMAIL

- Web Sites and Email should follow the same trademark usage guidelines previously given for written documents.
- For plain text, the asterisk rule or a TM or R in brackets will suffice.
 - TAPTITE<R> Fasteners
 - KLEERTITE<TM> Fasteners

WHAT REMINC REQUIRES OF ITS LICENSEES

- Proper trademark use in **all** company correspondence, communication and publications.
- Attribution given to REMINC when using a REMINC trademark.
- Provide proof copies of all brochures to REMINC prior to printing.
- Provide proof copies of all web pages featuring REMINC licensed products.

SELECTIVE TRADEMARKS LICENSED BY REMINC:

TAPTITE® PRO™, TAPTITE®, TYPE-TT®, DUO-TAPTITE®, CORFLEX®, PLASTITE®, POWERLOK®, TRILOBULAR™, KLEERTITE®, THE CONTROLLABLE PRODUCT®, ENGINEERED FASTENINGS®, REMFORM®, KLEERLOK®, EXTRUDE-TITE®, TAPTITE 2000®, TAPTITE 2K®, TYPE TT 2000®, TYPE TT 2K®

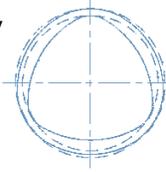


REMINC RESPONDS!

Q. What is "Unique" about the TAPTITE® PRO™ product?

A. TAPTITE® PRO™ thread rolling fasteners have the same enhanced TRILOBULAR® cross section in thread body & point section as TAPTITE 2000® but they have a unique PARABOLIC Profile™ thread design.

Dual lobulation TRILOBULAR® technology



PARABOLIC Profile™ thread design

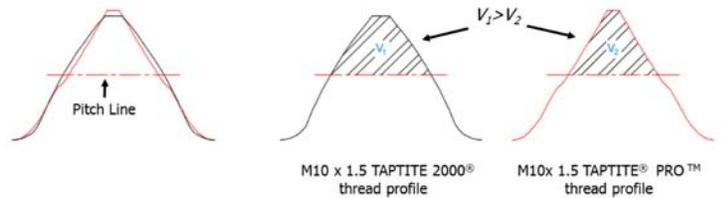


Q. Why TAPTITE® PRO™ Fasteners?

- A. Fastener Fracture is the preferred failure mode in standard joints
- Previous thread forming fasteners require increased length of engagement
 - TAPTITE® PRO™ fasteners achieve this goal in standard depths of engagement
 - Unique PARABOLIC Profile™ thread design insures proper mode of failure while achieving torque-tension relationships comparable to machine screws
 - PARABOLIC Profile™ thread reduces material displacement in nut member maintaining low driving torque, yet increases surface contact area

TAPTITE® PRO™ Fasteners have less nut material displacement than TAPTITE 2000® fasteners

- ATTRIBUTE - Increased contact area
- ADVANTAGES - Vibration resistance & torque-tension relationship



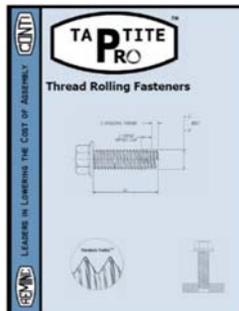
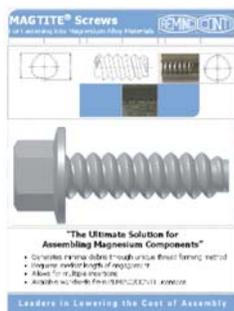
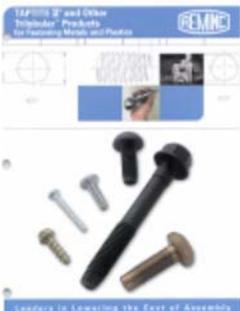
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 CORFLEX®, DUO-TAPTITE®, ENGINEERED FASTENINGS®, EXTRUDE-TITE®, FASTITE® 2000™, KLEERLOK®, KLEERTITE®, MAGTITE®, PLASTITE®, POWERLOK®, POWERLOK® II™, REMFORM®, REMFORM® 'F'™, REMFORM® II™, REMFORM® II 'F'™, TAPTITE®, TAPTITE 2000®, TAPTITE 2000 & DESIGN®, TAPTITE 2K®, TAPTITE II®, TAPTITE® PRO™, TAPTITE PRO & DESIGN™, TRILOBULAR®, THE CONTROLLABLE PRODUCT®, TYPE-TT®, TYPE TT 2000®, TYPE TT 2K®



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1958 - 2019
Celebrating 61 Years
Lowering the Cost of Assembly



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