

# NEWSLETTER



## Industry Focus: Expanding Beyond Regional Markets

A noticeable trend in the fastener industry is the shift toward geographic expansion. Distributors are no longer limiting themselves to regional footprints, investing instead in sales strategies that reach customers across state lines and into new markets.

At WFS, this means growing our presence beyond South Carolina while continuing to deliver dependable supply, strong inventory capabilities, and responsive service. Expanding into new territories requires thoughtful planning, from logistics to understanding different market demands, but it allows us to better serve customers who value reliability and consistency regardless of location.

## Growth in Motion

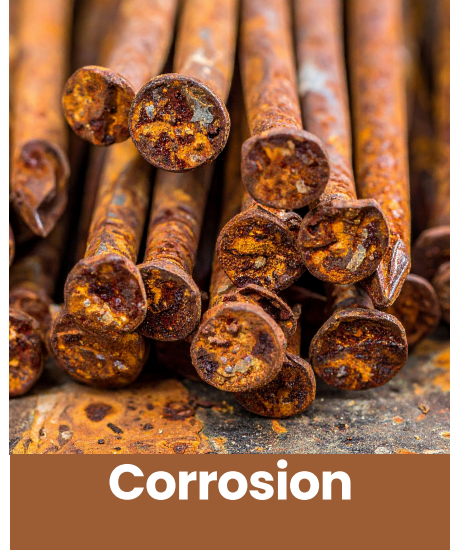
At **Warren Fastenings**, April represents growth in motion. As we continue to build on a strong foundation, we are taking intentional steps to expand our reach while staying grounded in the values that define us. Growth is not just about moving into new markets. It is about maintaining the same level of service, reliability, and trust that has brought us this far. Every order, every interaction, and every relationship continues to matter as we move forward.



## Fastener Fundamentals: Corrosion Resistance and Material Selection

**Corrosion** is one of the leading causes of fastener failure, especially in environments exposed to moisture, chemicals, or varying temperatures. Selecting the right material or coating is essential to ensuring long-term performance. Common options include zinc-plated fasteners for general use, stainless steel for higher corrosion resistance, and specialized coatings for more demanding environments. The right choice depends on the application and operating conditions.

Understanding corrosion resistance helps prevent premature failure, reduce maintenance costs, and support the overall integrity of the assembly.



## People and Performance: Alignment that Supports Growth

As **WFS** expands into new markets, internal alignment becomes even more important. Growth brings new opportunities, but it also requires coordination across departments to ensure consistency in service and execution.

From sales to warehouse to customer support, each team plays a role in delivering a seamless experience. Staying aligned on processes, expectations, and communication helps prevent gaps and ensures that growth does not come at the expense of quality. When teams are connected and informed, we are better equipped to support both new and existing customers with the same level of excellence.



## Financial Literacy Month

April is also **Financial Literacy Month**, a reminder of the importance of understanding and managing personal finances. Building strong financial habits, such as budgeting, saving, and planning for the future, contributes to long-term stability and peace of mind. Access to resources and ongoing education can help individuals make informed decisions and feel more confident about their financial well-being. Supporting financial awareness is another way we invest in our team beyond the workplace.