To compete successfully in today’s competitive marketplace, manufacturers around the world are finding that they need to accomplish as much as ever before, if not more, but with fewer resources. To do that, they need to work not just faster and more cost-effectively – they need to work smarter as well. As a result, they’re looking for partners focused on creating new solutions and applications that keep pace with the changing needs of the industry.

One company at the forefront of adapting their business model to help customers achieve their objectives as the field continues to evolve is Industrial Rivet & Fastener Co., which has expanded both its service reach and product set to the benefit of both distributors and OEMs. Over the years the company has added a range of riveting delivery systems to its deep inventory of custom and ready-made rivets to help OEMs maximize efficiency on the assembly floor. With this, distributors are able to bring innovative solutions to existing customers on a regular basis while also reaching out to new markets and manufacturers. Industrial Rivet helps distributors further build and strengthen relationships with OEMs by providing access to their skilled Application Engineers for onsite visits to analyze processes and provide guidance for putting various tools to better use.

Their ability to literally change with the times has led the company to grow from the small, regional sales operation it was in 1912 to become a world-class distributor, manufacturer and importer of custom and ready-made rivets and riveting products.

Taking Efficiency One Step Further

With the recent introduction of KingSet™, the company’s newest handheld rivet delivery system, Industrial Rivet is literally revolutionizing the marketplace. Previously, other similar tools could only be used with a very limited number and type of rivets. KingSet, however, can be used to set a variety of 1/16", 5/32" and 3/16" breakstem blind rivets pre-loaded on tape – giving manufacturers the ability to employ a single tool across a many different applications.

A fully portable tool that can be suspended either horizontally or vertically, KingSet offers auto-feed capabilities combined with a fast setting operation that includes rapid reload and cycle times. The tool’s one-touch operation also allows users to set rivets automatically while leaving one hand free to hold work pieces in place. Plus, KingSet features an adjustable vacuum system to minimize air consumption based on the size of the rivet being set, as well as a built-in Mandrel Collection System (MCS) to keep the work place safe and clean. With this, distributors can offer OEMs a solution that results in an immediate increase in productivity, especially for mid-range and high volume applications.

While KingSet is a good choice for assembling appliances, automotive products, HVAC and other sheet metal fabrications due to its strong, reliable joint – it has been engineered and designed in such a way that it can handle a variety of applications and adapt easily to many different types of manufacturing environments. In fact, Industrial Rivet’s application engineers are readily available to meet with distributors and their OEM customers to evaluate needs and make recommendations for how KingSet or other tools can be put to the best, most efficient use.

A Solution to Meet Every Need

In addition to KingSet, the company also provides a wide range of other types of rivet delivery systems to meet virtually any need. For instance the QuickRiveting System®, designed for blind or single sided riveting, is ideal for use in the assembly of electronic components due largely to the fact that the mandrel can be reused for up to 50,000 rivets. That means there is no mandrel or disposable nail waste falling away and into the component, which can potentially cause a short circuit. The QuickRiveting tool also works well in high temperature environments such as HeatSinks, Rambus Fixtures and Microchips because it effectively disperses much of the heat generated.

Like KingSet, QuickRiveting offers auto-feed capabilities with cycle times that are less than two seconds – making installation up to four times faster than with traditional blind rivets or screws. And since it can also be used with a variety of rivet types, materials, front jaw assemblies and mandrel sizes it can be fine tuned for a many different applications. The speed and flexibility of QuickRiveting, as well as KingSet and other delivery systems offered by Industrial Rivet, effectively reduces the number of assemblers needed and helps get products to market faster.

Personalized Service and Support

With eight international locations and 10 U.S. distribution centers, Industrial Rivet offers OEMs far more than a superior and innovative product set. According to Steven Sherman, Vice President for Industrial
Our experienced Application Engineers are available at any time to conduct an in-depth, onsite operational analysis to identify which rivets and delivery systems will work best for one or more applications.” He goes on to explain, “We can even help OEMs uncover better ways to use existing systems with the end goal of streamlining processes, staying ahead of market demands and ultimately improving the bottom line.”

Beyond this, distributors and OEMs alike always have access to company executives – all of whom are hands-on and directly involved in the day-to-day operation of the business – as well as factory representatives and expert technical support. As a result, problems and challenges are quickly resolved.

**A History of Innovation and Service**

A fourth generation company, Mr. Sherman says Industrial Rivet remains very much dedicated to the values upon which it was founded 100 years ago – exemplary service, superior products, ongoing innovation and unmatched quality. As such, the company is committed to working closely with distributors and their customers to ensure that OEMs get more than just what they want from a rivet or delivery system, but exactly what they need.

Rivet is highly engineered for ease of use, increased productivity and an expanded array of riveting options.