



BRAINARD
RIVET American fasteners.
Global connections.

First Look—New Logo

Brainard Rivet Company

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Coming Soon—New Website!

Brainard Rivet Company's quality system is certified to ISO 9001:2015 standards and requirements.

20th Century Business Adopts 21st Century Culture

Brainard Rivet Company has been manufacturing fasteners since 1916. Our employees span multiple generations within families. Some of our products date back to our inception, like those used in the barrel industry. If you haven't yet, please put our expertise to work for you.

As technology changes, age-old industries can struggle to move forward with adoption of modern technology and media. Brainard is bravely making progress. While we still rely on paper for many aspects of our business, the pandemic helped us embrace some of the benefits of the digital world. We now have a Google [Customer Satisfaction Survey](#), we use webcams to conduct virtual customer visits, we share relevant company updates on [LinkedIn](#) and we have a [Facebook](#) presence. We strive to connect with each of you in the way that you prefer. We are listening! Talk to us!



Brainard Rivet is a cold forming plant in Girard, Ohio. Below is a mixture of products we are able to manufacture. As

This email showcases our new logo and tagline. We hope to convey our

you can see, we have a wide range of sizes and materials. Send RFQ's to solutions@brainardrivet.com



commitment to manufacturing high quality American fasteners and providing superior customer service to our customers around the world. Later this year we will reveal our redesigned website. We partnered with Houck Agency to create a custom look that matches our employee-owned spirit and markets our unique talents. We are so much more than just rivets!

Stay tuned for updates!



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Help us out with a share on your favorite network



Brainard Rivet has been making top quality, cold headed fasteners for over a century! Our look has changed, but our commitment to customer service and on-time delivery has not.

Follow our company social pages for updates on employment opportunities and company news.



Is the content of this email relevant to you?

Yes

No

100% Employee Owned Company

Read how Brainard Rivet became 100% employee owned!

Company History

- 1916 – Originally founded as Fowler Rivet Company in Braddock, Pennsylvania
- 1919 – Purchased, moved to Warren, Ohio and renamed J.W. Brainard Steel Company
- 1927 – Townsend Company purchased the company and was renamed Brainard Rivet Company
- 1951 – Brainard Rivet Company was moved from Warren, Ohio to its present location in Girard, Ohio
- 1959 – Townsend Company and all of

OWNERS AT WORK

OHIO EMPLOYEE OWNERSHIP CENTER

Volume X No. 1

Summer 1998

Employees Win! Brainard Rivet Re-opens

Employee-owned Fastener Industries Buys Brainard, Includes Brainard Employees in Fastener ESOP

Eleven months after losing their jobs when Textron's Camcar Division shut their plant last June, Brainard Rivet employees are going back to work.

But they are not going back as hired help. They are finally going back as owners.

During an epic organizing effort that lasted fourteen months, the Brainard Boyout Committee at first fought the shutdown and loss. Textron shut the plant in June 1997. But the Committee held together, kept up the pressure on Textron -- a major defense contractor -- to come to the table, negotiated a purchase agreement for the assets, and ultimately made a deal with employee-owned Fastener Industries to buy and reopen the plant. The deal went through on April 30, 1998.

The Shutdown

Brainard Rivet is a specialty fastener manufacturer in Girard, Ohio. It has always been a specialty shop. It was set up originally to make rivets for strapping on wooden barrels in 1917. It changed with the times. In recent years it has flourished making short-run "specials" -- intricate solid-bodied fasteners for special uses. It employed 68, paying excellent wages and benefits under a Steelworker contract.

The Brainard shutdown seemed completely inexplicable to the employees. The plant was always profitable. In fact, it was one of the most profitable of Textron's Camcar fastener division plants. It earned more than \$2.2 million on \$14 million in sales in 1996.

"Why shut it?" was the question raised by Girard Mayor Schroyer's office and around employees' dinner tables alike.

Camcar's answer was that the company wanted to consolidate production in Elk Creek, Virginia, a non-union plant. Brainard employees argued that Elk Creek couldn't run

their product successfully.

"I've seen a lot of shutdowns since the OEBC was established in 1987," said OEBC Director John Logue. "A number of them were shutdowns of profitable Ohio operations just because they were looking for cheap labor in the South or offshore. But I've never seen a company shut down a plant that was this profitable just because it was their only union plant in the U.S. This really took the cake."

Employees used every means they could to keep the plant open. The Ohio Bureau of Employment Service's (OBES) Rapid Response Unit helped to fund the initial feasibility work, and local economic development officials and office holders rallied to the employees' side. Governor Voinovich's economic development representative Julie Michael weighed in for the employees on the Governor's behalf. The boyout committee retained Harry Korkkins, a New York business analyst, to represent them and to work up a preliminary feasibility assessment of an employee-owned Brainard.

When Textron refused to deal with them as buyers and went ahead with plans to shut the plant and move the equipment to Virginia, employees rallied at the plant gates to block the trucks from taking out equipment and shipping products to customers. Other workers from the Autoworkers at the Lordstown GM plant, the IUE at Delphi-Packard, the Teamsters and the Building Trades joined the Steelworkers. One Boyout Association press release delicately reported, "after listening to the community rally for a few minutes and checking in with their boss, the movers [from Landstar Trucking] decided to turn around and head home empty."

Many customers were set up for "just in time" delivery, so the pressure on Textron escalated as irate customer calls increased. The police were eventually called and arrested those



Plant management and boyout committee leaders grin at the news of the buying the plant. From left to right: Judy Vajpey, Mary Gallagher, Jeff Chino, and John Chaisko.

its divisions including Brainard Rivet Company were purchased by Textron, Inc.

- 1998 – Brainard Rivet Company becomes a subsidiary of Fastener Industries an “Employee Owned Company”

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