

FASTENER WORLD NEWS

compiled by *Fastener World*



2017 China's Fastener Trade Statistics

After the financial crisis in 2009, the fastener (incl. steel nails) export of China basically landed at around 3-4 million tons, the total value fluctuated between USD 4.5-6.8 billion, and the average price was around USD 1.4-1.7. In 2017, China's export volume reached a new high (in the period between 2009-2017) to 3,988,801,173 KG (up 0.20% from the previous year) and the total export value reached USD 6,631,145,795 (up 5.32% from the previous year) and the average price was USD 1.662 (up 5.11% from the previous year).

The main destinations of China's fastener (incl. steel nails) export in 2017 were USA, Russia, Japan, S. Korea, Germany, Canada, UAE, Australia, UK, India, Mexico, Yemen, Italy, Netherlands, Indonesia, Poland, Spain, Malaysia, South Africa, etc. In addition to USA, which represented 21.70% (volume: 0.86 million tons, value: USD 1.38 billion) of China's total fastener export in 2017, the share of each of the top 20 countries landed between 1% and 6% in the same year.

The top 10 product categories in China's fastener (incl. steel nails) export in 2017 were: 73181590 other screws & bolts (tensile strength < 800MPa), 73170000 steel nails, 73181600 nuts, 73181510 other screws & bolts (tensile strength >_800MPa), 73181900 other threaded articles, 73181400 self-tapping screws, 73182200 other washers, 73181200 wood screws, 73182400 pins & cotter pins, 83082000 rivets. The top 5 categories represented more than 80% of China's total fastener export in 2017.

MARKET TREND

The 2017 Fastener Sales in China Went Remarkably Well in Both Exports and Imports

The 2017 fastener sales in China went remarkably well in both exports and imports. According to CCD (China Custom Data), the exports, as expected, has reached 2.9092 million tons, up 5.84% during 2017 compared to the previous year, and the sales jumped 11.30% to 5.054 billion USD. The top 5 export destinations were the US, Japan, Russia, Germany and Korea respectively. And the top 5 fastener exporting provinces in China were Zhejiang (2.544 billion USD), Jiangsu (0.619 billion USD), Guangdong (0.528 billion USD), Shanghai (0.498 billion USD) and Shandong (0.241 billion USD). The total 2017 import was roughly about 322.7 thousand tons, up 6.31% from the previous year and reached 3.121 billion USD, up 6.25%. The top 5 fastener import origins for China were Japan, Germany, the US, Taiwan and Korea. The top 5 importing provinces were Shanghai (0.609 billion USD), Jiangsu (0.544 billion USD), Guangdong (0.483 billion USD), Beijing (0.214 billion USD) and Liaoning (0.199 billion USD).

India Continues to Show Strong Demand for Taiwanese Screw Forming Machines

According to relevant statistics, in Jan. and Feb. of 2018 Taiwan's machine tools were mainly exported to Indian customers (total export value to India:

USD 26 million; YoY ratio: up to 98%), making India the biggest purchasing country of Taiwanese machine tools. The 2nd biggest purchasing country of Taiwan's machine tools was Italy (total export value to Italy: USD 17 million; YoY ratio: 45.1%). Some machinery suppliers said that the market for Taiwanese small screw forming machines in China has nearly been saturated and the amount China purchased from Taiwan is only half the amount India purchased from Taiwan. As a result, it is expected that India may become a dark horse in the fastener industry in a couple of years.



EU May Potentially Retaliate on U.S. Fasteners

The European Commission published a long list products that Europe imports from the U.S. The Commission threatens to impose a 25% tariff on the listed products if U.S. President Trump does not exempt EU from the target of steel and aluminum tariff. The list includes a few fastener products of the following tariff codes: 73181410, 73181491, 73181499, 73181640, 73181660, 73181692, 73181699. They are the following products: self-tapping screws, spaced thread screws, nuts, blind rivet nuts, and self-locking nuts.

ASSOCIATIONS

European Fastener Distributor Conference 2018 in Rotterdam

EFDA will hold its triennial European Fastener Distributor Conference from 13 to 16 June 2018 in Rotterdam in the Netherlands. The conference is the central event for EFDA members to discuss major issues and developments regarding the fastener business and global trade developments in general. It is a good platform to make new and further develop existing



contacts with representatives of leading fastener distributors from several European countries.

“We are expecting guest speakers from our partner organizations in China, Taiwan, Korea, the US and Europe as well as a representative of the European Commission and representatives of the Dutch government,” said EFDA.

The conference will be held together with the annual EFDA Assembly of Delegates meeting. EFDA's Dutch member association NEVIB will have its annual meeting the day after the conference.

Venue is the Mainport Hotel. The hotel is located on the banks of the river Maas and offers sweeping views over the water and the skyline of Rotterdam. The city is famous for its modern and even futuristic architecture and its harbor, the largest port in Europe and one of the world's busiest ports.

Sphere 1 Announces New President, Eventual CEO Change

Tool, fastener and concrete accessory distributor cooperative Sphere 1 has announced that Rob Moe was promoted to president effective Jan. 1, and will assume the CEO position in January 2019. Prior to joining Sphere 1 in 2015 as senior vice president, Moe's more than 30-year career included working for Duo Fast, Allied Fastener and Tools, Powers Fasteners and Lackmond Products. Since being second in command, Moe has served as the architect for enhancing Sphere 1's communication and development strategy by increasing their offering through training and planning platforms. This has strengthened the engagement between its members and suppliers and has helped Sphere 1 grow organically by 14 percent.



Sphere 1 also announced that Carol Shackelford will be retiring on Dec. 31, 2018, transitioning to a consultant for Sphere 1 in January 2019. Shackelford helped develop Sphere 1 in 1999, along with its seven founding directors. Today, Sphere 1 has grown to 153 members, with more than 100 suppliers.

BTM Joins NFDA

BTM Manufacturing has joined the National Fastener Distributors Association, NFDA. As an established and prominent association within the fastener industry, NFDA was established in 1968, and continues to serve as a leader for industry insight.



BTM has been serving customers throughout North America for over 50 years. As an ISO 9001-2008 certified company, it is continually striving to meet, and exceed, its customer's expectations. It is in constant pursuit of quality, value and reliability improvements in the products and services that it provides to its customers.

Today, BTM is a leading manufacturer of bent and threaded products. Its capabilities include U-bolts, J-bolts, studs, anchor bolts, eye bolts and bent/threaded product manufactured to custom specifications. Its size range from 3/16" through 4" diameter in a variety of ferrous and non-ferrous materials, coupled with its extensive array of production equipment, give it manufacturing capabilities that are unparalleled in its industry.

From threading and bending to welding and drilling, BTM has the highly trained and experienced staff to ensure that your product is made to specification and is delivered on time.

Industrial Activities

Several Leading Chinese Fastener Companies Awarded in 2018 Haiyan Industries Conference

On April 15, the annual Haiyan Industries Conference was held. The organizers reported the substantial results Haiyan industries have achieved over the past year and praised some companies/entrepreneurs who have made significant contributions to the industries with awards. A few projects were also signed during the conference and a white paper for the fulfilment of social responsibilities of Haiyan industries was also released.

Fastener companies represent a very significant part in Haiyan industries. During the conference, many leading fastener companies were awarded and some of them were even awarded every year.

“Excellent Export Company of the Year” was presented to Zhejiang Laibao Precision Technology Co., Ltd., Jiaying Xinyue Standard Part Co., Ltd. and Haiyan Yuxing Nuts Co., Ltd, while “Most Innovative Company of the Year” was presented to Qifeng Precision Industry Sci-Tech Corp.



Sundram Fasteners (Zhejiang) Limited Inaugurates a New Forging Plant in Haiyan

On April 26th, Sundram Fasteners (Zhejiang) Limited inaugurated its new forging plant located in Haiyan Province of China. Important officials and the management from the local government, The Consulate General of India in Shanghai, and Sundram Fasteners all made their presence in the grand ceremony.

The construction of this forging plant started in March 2017 and was completed in April 2018. The total investment value was around USD 13 million and the manufacturing site spans the area of 19,600 sq m in total. The annual capacity of various forged parts is planned to be 20,000 tons.

After the inauguration, the management from Sundram Fasteners also led all attending guests to visit the new forging plant.



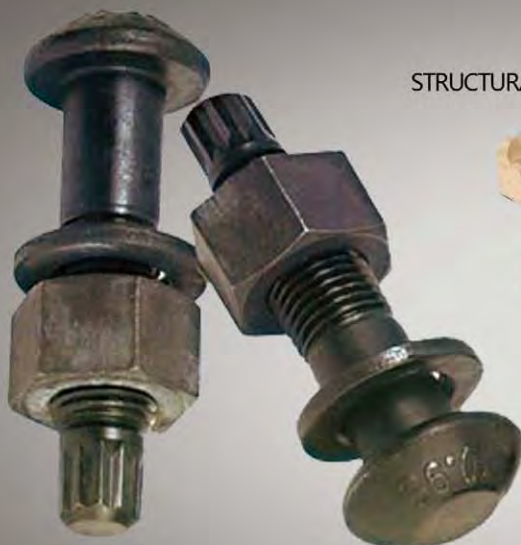
Jinn Her President Tsai: I See a Better Future for Taiwan Fastener Industry and will Make Further Investments

On a recently held fastener-related conference Jinn Her president & TIFI vice chairman Tsai said that he expects a continuous growth and better future for Taiwan fastener industry and would like to make further investments, renovate facilities and recruit new talents in 2018. Tsai pointed out that the average wire rod price of China continues to increase sharply and has also exceeded the average price of Taiwanese wire rods for the first time. On the other hand, due to the influence of more stringent regulations for environmental protection coming into force, the fastener manufacturing cost in China has not been as low as it was. Tsai noted that Taiwanese companies should have confidence in themselves, as the fastener export price of Taiwan will definitely show significant growth.



BEIJING JINZHAOBO

CONNECTING THE WORLD WITH QUALITY!!



STRUCTURAL BOLT



B7 STUD BOLT



NORMAL BOLT, NUT WASHER



ELECTRO TOWER BOLT

JINZHAOBO 金兆博® THE MOST PROFESSIONAL SUPPLIER FOR STEEL STRUCTURAL BOLT IN CHINA.



BEIJING JINZHAOBO HIGH STRENGTH FASTENER CO.,LTD

ADD:NO.46-12,South road of Beiyuan,Tongzhou Dist.Beijing,101100,China

Tel:0086-10-60553140

Fax:0086-10-60553141

Mob:0086-15130012227

E-mail:info@jzbolts.com

Web:www.goodbolts.com

http://jzbolts.en.alibaba.com/

Vossloh Wins €30 Million Order for Rail Fastening Systems in China

With its Group company Vossloh Fastening Systems China Co. Ltd., Kunshan, Vossloh has won another tender for the supply of rail fastening systems in China. The order amounts to a converted volume of about €30 million, underscoring the continued strong market position of Vossloh with rail fastening systems in the high-speed segment in the focus market China.

A sub-section of the route currently under construction from Zhengzhou, in eastern China, to Wanzhou, a district of the megacity Chongqing, located southwest of Zhengzhou, is to be equipped. Deliveries for the so called “Zheng Wan Chongqing section” project are primarily scheduled for 2019.

Vossloh has been present in China since 2006. Kunshan-based Vossloh Fastening Systems China Co. Ltd. is one of the locally leading providers of rail fastening systems for use on high-speed lines. In China, the world's largest and most modern rail network is located. Since the end of 2017, more than 23,000 kilometers of track for high-speed trains have been in operation. Additional high-speed projects are under construction and should expand the rail network to 38,000 kilometers by 2025.

Bossard China Signed a Research Cooperation Agreement with Shanghai University of Engineering Science

Bossard China signed a research cooperation agreement with Shanghai University of Engineering Science. Bossard China will provide “Scholarship” & internships, jobs for the students and also will support students to accomplish their graduation project and other work.



Prexy Cai introduced the foundation of cooperation to the teacher and student delegates. She said the professional skill of Bossard on the engineering application is a very important support for mechanical engineering department.

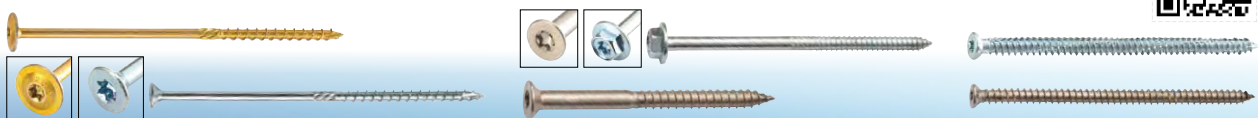
Secretary Mao's speech affirmed the strategic significance of the cooperation. Shanghai University of Engineering Science and Bossard signed a strategic framework agreement which covers education base “industry-university-institute” cooperation, off-campus practice base and scholarship. This will make a solid foundation for product and technology development, student education and training as well as enterprise employment.

Bossard China looks forward to working with students and professors of Shanghai University of Engineering Science.



Screw is small, responsibility is big.

ISO 9001 Certified Enterprise



KINFAST HARDWARE CO., LTD.

ADD: No. 399 Fengxing Road, Fengshi Town, Haining, Zhejiang, China 314405

Tel: 0086-755-83479123 Mobile: 0086-13902953125

E-mail: info@kfproduct.com <http://www.kinfast.com>



Kamil Başaran has Become the CEO of Norm Holding

Norm Holding, the leader of fasteners market of Turkey with over two thousand employees and annual capacity of approximately 94 thousand tons, has assigned Kamil Başaran, one of the experienced directors, to the CEO position.

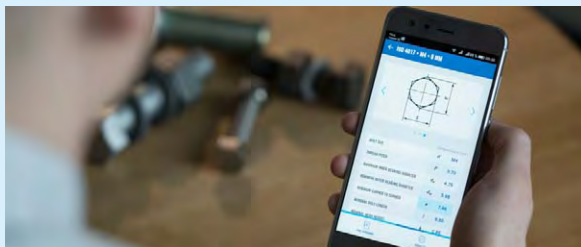
Fatih Uysal, the Chairman of the Board of Directors of Norm Holding said, “Kamil Başaran has been in the automotive sector for most of his professional life. We, as a group of companies working with automotive giants of the world, wish to extend our market more in this sector. We have every confidence in Mr. Başaran in carrying Norm Holding to future targets.”

Francis Kirk Group Plans to Double Warehousing Facilities in Denton

Francis Kirk Group is investing in its worldwide supply and distribution hub in Denton with a new warehouse on the site. The fifth-generation family engineering and fastener business – which celebrates 150 years this year – building a second 30,000 sq ft warehouse which will more than double its stock capacity. It will sit alongside the existing 24,000 sq ft facility which was built in 2004. The business now turns over £7m (to end of 2017) and is looking to the new warehouse to help them move to the next phase of growth.

Francis Kirk Group supplies a range of industries including automotive, rail, oil, mining and earth-moving machinery and owns the market-leading self-locking nut Philidas.

It is a major supplier of socket screws made by leading brands Holokrome and Unbrako and is the sole European supplier of Durlok anti-vibration bolts. It also stocks product from other premium brands such as Drape Dormer, Gedore, Makita, Stanley.



Nord-Lock Group Develops “The Fastener Dimension Guide” in Cooperation with Swedish Standards Institute (SIS)

The Fastener Dimension Guide is a web-based application that makes it easy to gather fastener data while performing bolted joint calculations. Rather than trying to find measurements from a table in standard sheets, engineers can simply enter the size and length of a bolt into the application and find all the dimensions that conform to ISO standards.

The Guide provides up-to-date information in a user-friendly format directly from your mobile device or desktop – making fastener data collection quick and easy. The Fastener Dimension Guide was developed by Nord-Lock Group in cooperation with SIS (Swedish Standards Institute).

This application can be used on all smartphones as well as on desktop. Use the link below to download.

<https://fastener-standards.nord-lock.com/>

Governor Scott Recognizes Cornerstone Tool & Fastener with Governor’s Business Ambassador Award

During a meeting of the Florida Cabinet, Governor Rick Scott recognized small business Cornerstone Tool & Fastener with the Governor’s Business Ambassador Award. Cornerstone Tool & Fastener is a Florida-based company that distributes diverse tools and fasteners to the commercial, industrial, institutional, and residential construction markets. They employ 15 Floridians across two locations in Tallahassee and Crawfordville.

Governor Scott said, “I’m proud to recognize Cornerstone Tool & Fastener with the Business Ambassador Award today. The small business has worked to create opportunities for local families for over 30 years. We will continue working to ensure Florida businesses like Cornerstone Tool & Fastener can grow and succeed in the Sunshine State.”

Cornerstone Tool & Fastener Co-Owner Steve Trainor said, “I am truly honored to accept the Business Ambassador Award from Governor Scott on behalf of the entire team at Cornerstone Tool & Fastener. We are incredibly proud of our work to build strong, lasting relationships with the customers, employees and communities surrounding our stores over the past three decades, and we look forward to continuing our success in Florida.”

The Governor’s Business Ambassador Award is given to individuals and business in recognition of their efforts to create jobs and opportunities for Florida families.





TriMas Aerospace Receives Supplier Award from Airbus

TriMas announced that its Monogram Aerospace Fasteners business was awarded a 2017 Supply Chain & Quality Improvement Award from Airbus.

The award was presented to the TriMas Aerospace management team at a recent ceremony in Toulouse, France.

TriMas' Monogram Aerospace Fasteners business was recognized with a "Best Improved Supplier" award, which showed high industrial performance improvement in 2017, among all of Airbus' suppliers. This accomplishment included completing all program deliverables and improving on-time delivery. Monogram was selected out of approximately 650 suppliers for its exceptional quality and delivery performance.

TriMas Aerospace sells under four brands: Monogram Aerospace Fasteners™, Allfast Fastening Systems®, Mac Fasteners™, and Martinic Engineering™, and designs, develops and manufactures precision engineered components including blind bolts, fasteners, solid and blind rivets, and hydraulic and pneumatic systems, to serve commercial aircraft companies, suppliers and distributors, and U.S. and allied militaries.



Würth to Debut Greenwood HQ

Würth Industry North America will showcase its new Greenwood headquarters. The company, which is a subsidiary of Würth Group in Germany, broke ground in late-2016 on the facility. The new facility is expected to be home to up to 60 new jobs by 2020. WINA was previously headquartered on the northwest side of Indianapolis.

The new facility includes 230,000 square-feet. The location in the Southpoint Business Park places the company near I-65. WINA first announced the relocation in 2016. It's North American footprint includes over 50 stocking locations providing fastener components and services including engineering support, continuous improvement reviews and quality management systems.

Falcon Awarded Excellence in Quality and Service

Falcon is pleased to receive an award for Excellence in Quality and Service from Fab Fours Inc. Fab Fours is the leading manufacturer of custom aftermarket accessories for luxury trucks and jeeps.

"We trust Falcon on a daily basis to provide us with high-quality parts. However, their true value comes from their dependability and industry knowledge," says Mary Bruce, VP Operations at Fab Fours. "We firmly believe that [Falcon is] an extension of our brand and our commitment to a customer-driven focus for quality, delivered on time."



弹簧垫圈

SPRING WASHER



Yichang City Hengchang Fasteners Co., Ltd.

No. 57, Heyi Road, Yichang, Hubei, China

hcfasteners@vip.163.com

Tel: 0086-717-6913257

Fax: 0086-717-6351981

www.fastener-world.com.tw/hcbzj

www.hcbzj.com

Big Data Pays Big Dividends for Plater

SWD operates a 165,000-square-foot facility in Addison, Illinois, where more than 150 employees process hundreds of orders per day. Among its process offerings, performed for manufacturers of fasteners, metal stampings, springs and other metal parts, are computer-controlled plating, dip-spin coating and fastener sorting. Customers include automotive and agricultural-equipment OEMs.

In 2015, SWD Inc. made a significant capital investment that company President Rick Delawder strongly believes provides the company with a strong competitive advantage. Data mining and analysis software now has the firm's management team "looking at things way differently than our competition," he says. "The standalone software reaches deep into our databases to empower our managers to understand better what's happening on the shop floor and make decisions to improve efficiency and consistency," Delawder says of the software from Advizor Solutions. "Access to the data and high-level data analysis also lets us optimize scheduling and production planning. And, last but certainly not least, it improves customer communication. We have real data to back up discussions related to our performance for individual customers and projects, rather than just relying on intuition."

Many jobs, run through multiple processes, and the software can query the databases and provide specific reports to help managers see where specific job runs are more efficient than others. For example, Delawder says, a job could comprise one huge lot that runs through the finishing department, and then separates into two or three loads through the dip-spin department, and then into several lots through the sorting department. "These deep and specific insights into our operations help us zone in on opportunities for improvement," he says. "And they often can help with capacity planning and even guide us as we look to make our next capital equipment investments."



50 Years of Collaboration with Synergon S.p.A. from Italy

In October 2017, Hatebur and Synergon S.p.A. from Milan celebrated 50 years of collaboration. Synergon took on the role of representing Hatebur in the Italian market back in 1967. The Sanclemente family founded Synergon, and Hatebur collaborated with Luigi Sanclemente for many years before his son, Mauro, took over the company and continued it successfully for both sides.

Even though Hatebur now has its own presence in Italy thanks to a subsidiary (Carlo Salvi S.p.A.), it is convinced that, in the hot-forming industry in particular, the outstanding collaboration between Synergon and Hatebur, along with the excellent expertise of its long-term representative, continues to be important to Hatebur. Both companies are looking forward to many more years of working together!



Bulten's 2017 Full Year Report

Net sales reached SEK 2,856 million, an increase of 6.7% on the same period last year.

- Operating earnings (EBIT) were SEK 210 million, which corresponds to an operating margin of 7.4%.
- Earnings after tax were SEK 159 million.
- Order bookings amounted to SEK 3,015 million, an increase of 11.0% on the same period last year.
- Cash flow from operating activities was SEK 58 million.
- Earnings per share were SEK 7.98.
- Net debt was SEK 49 million (net cash of 30) and the equity/assets ratio at the end of the period was 66.8%.
- The Board of Bulten AB proposes to the AGM that the dividend be SEK 3.75 per share (SEK 4.50 in 2016, of which SEK 3.50 was an ordinary dividend and SEK 1.00 an extra dividend).

Böllhoff Group Sets New Impulses for a Successful Future

The Böllhoff Group enjoyed a healthy development in its 141st financial year. The company celebrated its 140th birthday on January 6, 2017. Böllhoff now operates on all five continents in 24 countries and at 40 locations with 3,000 employees.



With a new sales record, the financial year 2017 was a highlight in the company's history. Once again, the family-owned company with headquarters in Bielefeld has grown strongly. Sales rose by 8 percent to 620 million euros.

"We have used the healthy economy to expand our activities in the relevant markets in Europe, Asia and North and South America," says Michael W. Böllhoff. "Through innovations for new applications and investments in more capacities and more efficient processes, we were able to achieve disproportionate growth," adds Wilhelm A. Böllhoff.

In the Archimedesstraße in Bielefeld, there are now 1,100 people employed and 1,375 in the whole of Germany. Böllhoff consistently relies on training its own junior staff. 60 young people are trained each year for commercial, technical and logistical tasks in 17 different professions and five dual study programmes. This ensures that the company's growth can be mostly achieved with its own junior employees.

MERGERS & ACQUISITIONS

ETANCO Group Acquires IT-FIXING

As of February 5th 2018, IT-FIXING is now part of ETANCO Group. IT-FIXING is a company specialized in the design and manufacturing of thermal break fasteners for the construction business. Its range of products will be a natural add-on to ETANCO Group's existing set of fastening solutions for the building envelope.

Alain Bourgard, IT FIXING Manager: "We share with ETANCO the same view on the future product innovations. The collaboration between IT-FIXING and ETANCO has strengthened during the past 2 years. This new step is a major milestone for the future development of IT-FIXING." Through the acquisition of IT-FIXING, ETANCO internalizes a complete range of thermal break fasteners as well as strong set of competencies in the field of construction thermal insulation.



DONCASTERS

Doncasters Sells Nelson Fastener Systems to Stanley Black & Decker

Doncasters Group has reached an agreement to sell its Nelson Fastener Systems business to Stanley Black & Decker Inc for approximately \$440 million in cash. The sale, which does not include Nelson's automotive stud welding business, has closed later in the first quarter of 2018.

The sale is part of Doncasters' efforts to drive growth in its business by focusing on its core specialised markets: Aerospace, Industrial Gas Turbine and Specialty Automotive. This transaction will enable Doncasters to pay down some existing debt as well as provide necessary capital to further invest in these markets and accelerate growth.

David Smoot, Doncasters CEO commented: "This is great news for the customers and workforce of both businesses as it supports growth. It also supports our strategy to transform Doncasters into a more agile business with great focus on the opportunities within its core markets.

"We are very excited for the future and look forward to building on Doncasters' strong 240-year heritage as a leading engineering firm."

Changde Bolt Hardware Products Co., Ltd.



Our company is a professional manufacturer and distributor of special shaped fasteners which has passed **IATF 16949:2016** quality management system certification.



www.cdbolt.com

No. 8 Yangsi Road Longyang Town, Hanshou County, Changde City
Hunan Province, China C.P.415900
Tel: 86-736-289 1789 Fax: 86-736-289 2939
E-mail: wu@cdbolt.com Mobile: +86-135-0736 5068

Ferriere di Stabio Purchases Anderson Manufacturing

An international metals company with operations in Switzerland, France, Italy, China, Brazil, Mexico and the United States has purchased Anderson Manufacturing, a specialty manufacturing business based in Bristol, Wisconsin. Ferriere di Stabio (FdS) is a privately-held leading European manufacturer of stainless steel, special alloys and standard and special bolts, serving the automotive industry and others. The purchase of Anderson was completed in early April.

Ferriere di Stabio is part of a larger world-wide group of companies which includes Novametal SA, a manufacturer of metal alloy wires, and Cogne Acciai Speciali, one of the world's leading producers of stainless steel bars, wire rods and other products.

Anderson Manufacturing operates a 52,000-square-foot facility where it runs three shifts daily. In addition to the automotive industry, it provides engineered fasteners and components for the electronics, medical, furniture, battery, appliance, housewares and hardware industries.



Red Hawk Acquires Composite Fastener Assets from Kyocera Senco

Red Hawk Fasteners LLC has finalized the acquisition of Kyocera Senco's composite fastener program assets, which includes tools, fasteners and related spare parts. Red Hawk plans to support the existing business relationships that Senco has developed. The company expects to strengthen the Red Hawk brand, global sales and marketing position. Since 2014, Red Hawk's primary focus has been to offer composite fasteners and tools designed to work together to eliminate repetitive labor processes, reduce manufacturing costs and increase product quality and production facility output.



AGRISOLUTIONS

joining brands, sharing knowledge

Agrisolutions Acquires Trinity

Venanpri Group's Agrisolutions division, which services the global agricultural marketplace with its Ingersoll and Bellota brands, announced the acquisition of Trinity Logistics Corporation ("Trinity"). Based in the U.S., Trinity provides supply-chain solutions relating to fasteners and other components to leading global OEMs that produce mission critical machinery for the agricultural and construction end markets. The terms of the transaction were not disclosed.

Headquartered in Davenport, Iowa, Trinity has established ten strategically located service facilities throughout the United States. Trinity specializes in the supply of standard and custom components through vendor managed inventory programs and other arrangements tailored to customer needs. Trinity utilizes its industry leading technology to improve the flow of products, services and information across the supply chain resulting in excellence in the operations of its customers.

The addition of Trinity brings significant benefit to Agrisolutions customers worldwide through more efficient inventory management and timely sourcing throughout the supply chain. Trinity's systems allow OEMs to run their production lines more efficiently enabling them to better serve their markets while reducing costs. Trinity's unique abilities allow products to be delivered in the right place at the right time in the most desirable configuration, whether for an OEM's production line or for rapid delivery to the aftermarket.

The Trinity acquisition further illustrates Agrisolutions' commitment to providing world class solutions to the markets it serves, going beyond the offering of exceptional products to adding a proven, innovative supply and service system.

Reliance Steel & Aluminum Co. Completes Acquisition of DuBose National Energy Services, Inc. and DuBose National Energy Fasteners & Machined Parts, Inc.



Reliance Steel & Aluminum Co. (NYSE:RS) announced that effective March 1, 2018, it has acquired all of the issued and outstanding capital stock of DuBose National Energy Services, Inc. ("DuBose Energy") and its affiliate, DuBose National

Energy Fasteners & Machined Parts, Inc. ("DuBose Fasteners"). DuBose Energy and DuBose Fasteners specialize in global fabrication, supply and distribution of metal and metal products to the nuclear industry, including utilities, component manufacturers and contractors. DuBose Energy was founded in 1990 and is headquartered in Clinton, North Carolina. DuBose Fasteners was founded in 2010 and is headquartered in Cleveland, Ohio. For the fiscal year ended June 30, 2017, the Companies' combined net sales were \$36.3 million. The terms of the transaction were not disclosed.

"Our acquisitions of DuBose Energy and DuBose Fasteners align with our growth strategy of acquiring niche businesses that provide specialty products with high levels of value-added processing capabilities at attractive returns," commented Gregg Mollins, President and Chief Executive Officer of Reliance. "The DuBose companies have consistently grown their fabrication capabilities over the past several years and we look forward to expanding our presence in this important market. DuBose has a solid reputation in the industry, backed by a strong management team that fits well with the Reliance culture. I couldn't be more pleased to welcome them to the Reliance family of companies."

MSC Industrial Supply Co. Acquires All Integrated Solutions



**BUILT
TO MAKE
YOU BETTER™**

MSC Industrial Supply Co. (NYSE: MSM), a premier distributor of Metalworking and Maintenance, Repair and Operations (MRO) products and services to industrial customers throughout North America, has acquired All Integrated Solutions (AIS) from New York-based private equity firm High Road Capital Partners. AIS is a leading value-added distributor of industrial fasteners and components, MRO supplies and assembly tools based in Franksville, Wisconsin. The stock purchase transaction closed on April 30, 2018.

AIS delivers production fasteners and custom tool and fastener solutions for use in the assembly of manufactured commercial and consumer products. The company's 135-plus associates serve customers in a region that includes Wisconsin, Minnesota, Michigan, Iowa, Indiana and North Dakota. AIS's revenue in calendar 2017 was approximately \$66 million.

MSC plans to maintain AIS's operations, providing the company's customer base access to MSC's 1.5 million-plus product portfolio to support their full metalworking and MRO needs. Similarly, MSC will extend AIS's production fastener and vendor-managed inventory (VMI) solutions to MSC's manufacturing customers.



Ramco Continues Growth with Recent Acquisition

After building and moving into a 185,000-square-foot headquarters and main plant a little over two years ago, Ramco Specialties has increased its size with the acquisition of Michigan-based Copa Tool earlier this month. Growth in Ramco's automotive business, by far its largest end market, is fueling it all, Jeff Melick, Ramco's director of sales and marketing, said. "This year, we're up about 15%," Melick said, adding that the company has been experiencing a similar growth rate since about 2008, when it began focusing on more engineered products than a simple nut.

Copa Tool is a significant pickup for Ramco. Its \$14 million in annual sales will be added to Ramco's annual revenues of about \$100 million. Copa's 40 employees bring Ramco's headcount to about 175 people, Melick said.

The acquisition brings things that might be more important than just sales, too, such as increased manufacturing capacity. While Ramco traditionally has focused on the female end of fasteners — nuts and related threaded assemblies — Copa has high-volume screw machines that can produce bolts and other small precision parts Ramco does not currently make, Melick said.

After the Great Recession, Ramco began to focus more on engineering and less on producing common, low-priced parts like simple nuts. Auto supply remains a huge part of Ohio's enormous manufacturing sector. State data has shown increasing investment among all transportation equipment manufacturers. Ramco expects its recent growth to continue and is supplying parts for up-and-coming vehicles.



Jiangsu Yagu Standard Parts Co., Ltd.
江苏雅固标准件有限公司



A2-70 A2-80 A4-70 A4-80 8 8M 8.8 8.8M

Add: Luogu Industrial Area, Dainan Town, Xinqhua City, Jiangsu

Tel: 86-523-85218888 83190616

Fax: 86-523-83190596 83190628

Email: yaqu@jygbzj.com

Web: www.jygbzj.com

STATISTICS (In descending order of 2017's figures)

2017 U.S. Fastener Trade Statistics (HS 7318 Iron and steel screws, bolts, nuts, washers, etc.)

	Ranking	Country	2015	2016	2017
Import	0	World	5,024,217,149	4,529,247,846	4,900,752,175
	1	Taiwan	1,603,621,502	1,420,472,129	1,596,636,094
	2	China	1,141,429,288	1,003,167,851	1,141,576,422
	3	Japan	622,785,088	619,817,193	623,358,501
	4	Germany	352,302,112	295,205,544	287,400,926
	5	Canada	302,948,226	258,590,208	272,938,757
	6	S. Korea	237,869,390	211,726,593	180,545,154
	7	Italy	113,440,951	99,524,861	134,190,232
	8	Mexico	105,257,018	104,106,381	109,846,003
	9	India	105,877,450	88,389,275	91,752,620
	10	France	70,876,277	80,961,562	86,066,462
Export	0	World	3,836,333,502	4,076,555,511	4,316,300,639
	1	Mexico	1,320,971,206	1,314,654,296	1,412,953,785
	2	Canada	1,029,223,981	1,005,906,068	1,048,308,919
	3	Brazil	98,526,990	299,423,733	293,671,098
	4	China	169,661,420	190,075,624	214,463,469
	5	UK	161,203,906	163,622,895	164,221,037
	6	Germany	109,931,076	117,867,815	121,337,992
	7	France	95,261,481	111,789,548	107,454,702
	8	Singapore	68,338,147	77,791,434	86,775,503
	9	S. Korea	73,569,037	65,706,333	83,023,821
	10	Japan	82,644,422	83,231,548	76,326,006

Source: U.S. ITA of Department of Commerce

2017 Canadian Fastener Trade Statistics

(HS 7318 Screws, bolts, nuts, screw hooks, rivets, washers, cotter pins and like articles of iron or steel)

	Ranking	Country	2015	2016	2017
Import	0	World	1,477,212,468	1,420,531,047	1,507,395,550
	1	USA	768,579,344	756,586,947	775,894,100
	2	Taiwan	210,422,803	186,396,128	208,429,710
	3	China	166,536,019	150,520,020	167,848,268
	4	Japan	81,449,706	76,749,639	75,243,525
	5	Germany	42,135,242	38,109,118	39,202,336
	6	S. Korea	19,996,356	27,315,211	37,565,320
	7	(Canada)	25,802,147	25,027,081	27,773,941
	8	Italy	17,700,461	17,118,527	25,414,108
	9	France	15,731,511	16,342,427	24,828,135
	10	UK	22,444,874	21,120,164	22,391,375
Export	0	World	445,398,638	412,092,655	441,154,585
	1	USA	364,545,873	328,750,036	348,162,034
	2	Mexico	12,400,635	11,098,089	12,638,713
	3	UK	6,622,594	6,383,812	10,426,813
	4	China	7,288,419	8,871,534	8,230,010
	5	Germany	6,060,487	6,529,819	7,022,101
	6	France	5,068,210	6,480,874	4,622,182
	7	Singapore	3,497,094	4,082,569	3,553,705
	8	Poland	2,111,552	3,879,135	3,073,086
	9	Russia	967,497	806,763	3,058,213
	10	Denmark	2,019,663	1,947,926	2,985,731

Source: Canada.ca

2017 Japanese Fastener Trade Statistics (Japan P.C. Code 61703 Nails, bolts, nuts, etc.)

	Ranking	Country	Metric Tons			1,000 Yens		
			2015	2016	2017	2015	2016	2017
Import	0	World	324,699	320,804	331,999	113,784,970	99,848,216	111,912,457
	1	China	220,880	222,765	222,714	46,548,736	40,705,148	45,678,630
	2	Taiwan	67,031	64,631	70,192	26,666,037	22,989,963	26,853,677
	3	S. Korea	13,405	13,308	14,663	5,431,679	4,993,421	5,401,294
	4	Vietnam	6,833	5,703	8,498	1,639,463	2,067,973	2,807,778
	5	Thailand	4,381	4,525	4,577	2,939,342	2,612,976	2,825,853
	6	Malaysia	3,797	2,872	4,121	1,778,994	1,136,014	1,707,076
	7	USA	2,282	1,578	1,462	19,082,695	16,279,691	15,721,446
	8	Germany	1,204	1,173	1,328	2,452,920	2,216,692	2,873,832
	9	Indonesia	2,517	1,710	882	1,317,100	1,012,615	866,265
	10	Mexico	470	564	845	332,613	393,395	678,377
Export	0	World	332,301	345,563	364,810	302,688,016	293,895,029	325,328,182
	1	China	68,677	83,888	85,108	65,372,338	70,983,095	76,314,374
	2	USA	81,347	76,176	82,919	75,246,059	65,544,496	75,124,932
	3	Thailand	43,819	45,604	48,124	38,901,395	37,380,353	41,266,703
	4	Indonesia	23,636	24,856	27,635	20,214,405	20,298,153	23,212,161
	5	Mexico	18,967	17,495	16,668	15,749,552	13,677,974	14,316,105
	6	UK	12,507	13,076	12,774	7,717,824	7,655,123	8,451,414
	7	India	11,253	10,760	11,207	8,970,115	8,910,214	9,700,141
	8	Brazil	7,668	6,790	9,421	7,496,641	5,362,302	7,809,776
	9	Turkey	3,666	5,156	7,295	2,246,335	3,539,113	5,666,765
	10	Malaysia	6,220	5,851	5,292	6,678,000	5,857,486	4,759,080

Source: Ministry of Finance, Japan

2017 Taiwan Fastener Trade Statistics

(HS 7318 Screws, bolts, nuts, coach screws, screw hooks, rivets, cotters, cotter-pins, washers (including spring washers) and similar articles, of iron or steel)

Import

Ranking	Country	2015 (kg)	2016 (kg)	2017 (kg)	Ranking	Country	2015 (USD)	2016 (USD)	2017 (USD)
0	World	20,279,886	17,736,247	16,137,840	0	World	135,102,341	130,214,219	131,279,814
1	Japan	7,362,681	5,930,787	5,719,187	1	Japan	64,664,087	59,989,809	57,115,313
2	China	2,794,326	3,938,072	3,312,827	2	USA	17,767,147	21,255,904	21,321,584
3	Vietnam	3,597,754	2,996,278	2,301,723	3	Germany	8,125,637	7,724,679	9,584,790
4	Philippines	620,619	405,086	514,488	4	China	6,174,559	8,142,168	8,262,962
5	Thailand	1,063,809	403,014	413,815	5	S. Korea	5,836,494	3,306,154	5,430,260
6	Germany	338,164	346,705	401,579	6	Vietnam	4,731,102	3,430,144	3,000,032
7	S. Korea	871,465	233,383	344,744	7	Italy	1,306,346	1,547,082	2,027,268
8	USA	263,696	304,134	308,017	8	Philippines	2,011,848	1,405,482	1,773,879
9	Malaysia	122,118	430,241	274,425	9	Switzerland	1,656,228	1,461,103	1,735,108
10	India	29,428	354,810	233,523	10	UK	1,108,628	2,336,205	1,672,302

Export

Ranking	Country	2015 (kg)	2016 (kg)	2017 (kg)	Ranking	Country	2015 (USD)	2016 (USD)	2017 (USD)
0	World	1,470,992,279	1,435,750,086	1,498,070,252	0	World	3,880,596,255	3,610,883,332	4,090,414,752
1	USA	546,108,965	538,009,693	568,630,930	1	USA	1,450,778,261	1,346,098,911	1,520,589,910
2	Germany	136,122,818	143,196,167	151,298,091	2	Germany	336,411,067	339,502,425	395,674,888
3	Netherlands	81,760,831	86,056,479	90,231,918	3	Netherlands	197,018,892	205,188,306	236,603,379
4	Japan	65,476,799	62,320,620	67,152,286	4	Japan	194,533,227	182,458,452	207,154,744
5	UK	69,562,893	66,393,418	63,138,061	5	UK	178,366,592	162,662,098	178,429,700
6	Canada	48,611,896	42,166,370	48,538,962	6	China	110,656,184	117,929,837	145,042,553
7	Italy	35,188,254	36,807,306	38,696,622	7	Canada	126,340,252	106,393,410	127,055,804
8	Sweden	30,940,353	30,987,261	32,215,615	8	Italy	81,573,152	80,629,999	95,526,890
9	Poland	31,093,106	32,299,812	32,156,457	9	Sweden	88,785,052	82,913,161	93,939,021
10	France	27,390,219	28,235,300	28,341,326	10	Mexico	73,567,185	70,665,089	81,486,167

Source: Bureau of Foreign Trade (Taiwan)

2017 Taiwan Fasteners (Incl. Steel Nails) Export (by Product)

Ranking	Country	Weight(KG)	YoY Ratio	Value(USD)	YoY Ratio
0	Total	1,596,639,471	3.97%	4,297,482,679	13.21%
1	7318159000- Other screws, bolts	852,753,447	4.43%	2,192,865,498	14.62%
2	7318160000- Nuts	298,366,075	6.72%	894,286,241	13.70%
3	7318140000- Self-tapping screws	193,060,908	4.19%	477,810,717	16.80%
4	7317009010- Steel nails	88,288,180	-0.51%	112,839,081	5.57%
5	7318120000- Wood screws	78,327,695	2.88%	186,496,174	7.79%
6	7318190000- Other threaded articles	20,924,092	-11.76%	89,540,598	-0.96%
7	7318220000- Other washers	18,778,179	-0.40%	85,663,510	10.49%
8	7318290000- Other non-threaded articles	15,629,902	-0.58%	70,065,412	-0.50%
9	7318230000- Rivets	7,766,823	-3.26%	34,757,253	11.44%
10	7318240000- Pins and cotter pins	7,344,136	8.43%	34,463,579	14.64%



**HAIYAN GETE
HARDWARE CO., LTD.**

GUARD RAIL BOLTS

Mobile: 86-135 8636 7027 | E-mail: yyp@getehardware.com | <http://www.getehardware.com>