

# Fastener World News

compiled by Fastener World

## Industry Update

### Digitalization of Die Design to Shorten Development Period, Helping Taiwan Fastener Industry Enhance Global Competitiveness



The progress or transformation of the fastener industry into intelligent manufacturing is slow, due to the influences of “too many workers in manufacturing lines.”

The traditional industry mostly relies on technique of veterans, so when the veterans leave, talent gap or misjudgment happens. Some automotive fasteners companies set up their own expert systems, digitalized the experience learned from veterans and developed intelligent die calibration systems

and successfully made breakthrough in the technical combination of forming machines, optical sorting machines and robots. Operators in the future can finish the calibration of dies fast and effectively only by following the systematic guidance.

The upgrade and transformation into intelligent manufacturing must be implemented right now. So far, the fastener industry has become one of the top 5 export-oriented industries in Taiwan and is supported by Taiwanese government. It is estimated that in 2018 the export value of Taiwanese fasteners will increase further by 10%.



### Taiwan's Fastener Industry Expected for a Stable Growth in the Wake of EU's Temporary Safeguard Measure

Following the China-US trade war and Section 232 Tariffs, the EU joined the safeguard tariff battle on July 19 and imposed a 200-day temporary safeguard

measure on 23 types of specific imported steel products. However, the tariff mostly involves upstream steel billets and downstream steel plates, which is less likely to directly affect Taiwan's fastener manufacturing in the short term. Since fasteners are at the bottom of the steel supply chain, they are not subject to the safeguard tariff and will not end up with substantial loss of orders. Taiwanese fastener companies are optimistic about the market and fastener price is expected to rise mildly with the materials. Overall, Taiwan's fastener revenues were growing stably in the first half of this year and the next half is expected to remain the same.

### South Africa Started Imposing 42.09% Temporary Safeguard Tax on Imported Hexagon Screws

The safeguard tax on hexagon screws (HS code 7318.15.39) took effect on August 3, 2018 for a period of 200 days until February 18, 2019. Taiwan is in the list of minor exemption and therefore remains subjected to 30% tariff and is irrelevant to the temporary safeguard tax.



### China to Impose an Additional USD 60 Billion Import Tariff on Commodities Including Fasteners

The US Department of State announced on August 3 to impose USD 60 billion import tariff on 5,207 American product titles at tariff rates ranging from 5% to 25%. The list of affected products includes agricultural produces, food, construction materials, metal materials, chemical products, electromechanical products, fasteners and bearings.



#### 25% Tariff on American Fasteners

73181200 Other wood screws

#### 20% Tariff on American Fasteners

73181400 Self-tapping screws

73181590 Other screws and bolts

73182100 Spring washers and other anti-loosening washers

73182300 Rivets

73201090 Leaf, springs, leaves

73202010 Helical springs, suitable for railway vehicles

73209090 Other springs

74152100 Coper washers (including spring washers)

74152900 Other non-threaded copper products

74153390 Other copper screws, bolts and nuts

74199110 Other industrial cast, molded, punched copper products

74199991 Other industrial copper products

74199999 Other non-industrial copper products

#### 10% Tariff on American Fasteners

73170000 Nails, tacks, drawing pins and similar products

73181100 Square head screws

73181300 Screw hooks and screw rings

73181510 Screws and bolts with more than 800Mpa, with or without nuts or washers

73181600 Nuts

73181900 Unlisted threaded products

73182200 Other washers

73182400 Pins and cotter pins

73182900 Other non-threaded fasteners

73202090 Other helical springs

## The First Half of 2018 Sets New Records for Taiwan's Fastener Export

The fastener export of Taiwan did well in the first half of this year, setting new records in export volume, price and value. The export volume of fasteners in the first 6 months of 2018 totaled 83,0299 tons, up 5.65% from the previous period. The average export price was USD 2.866 per kilogram, up 10.63%, and the export value was USD 2.379 billion, a significant increase of 16.89%. Since last year, the growth of the American and European economy, coupled with increased demand in overseas markets and steel price raise led to China Steel Corp raising the price of wire rods, which provides the drive for Taiwan's fastener export to hit new records. The annual performance for the full year has a good chance of raising the bar again.



Export Statistics of Top 10 Fastener Products (Including Steel Nails) in the First 6 Months of 2018 (in Monthly Order)

Year	Month	Volume (KG)			Value (USD)			Average Price(USD/KG)	
		Volume	Proportion	YOY Change	Value	Proportion	YOY Change	Average Price	YOY Change
2018	Jan.	143,189,893	17.25%	2.91%	406,610,542	17.08%	15.47%	2.84	12.20%
	Feb.	116,380,265	14.02%	4.31%	333,098,936	14.00%	18.29%	2.862	13.41%
	Mar.	143,602,791	17.30%	8.45%	414,791,346	17.43%	23.04%	2.888	13.45%
	Apr.	130,210,982	15.68%	6.25%	375,123,240	15.76%	16.88%	2.881	10.00%
	May	156,985,106	18.91%	2.75%	446,960,547	18.78%	11.56%	2.847	8.57%
	Jun.	139,930,453	16.85%	9.80%	403,384,132	16.95%	17.36%	2.883	6.89%
Sum		830,299,490	100.00%	5.65%	2,379,968,742	100.00%	16.89%	2.866	10.63%

Export Statistics of Top 10 Fastener Products (Including Steel Nails) in the First 6 Months of 2018 (Country Ranking)

Country	Volume (KG)			Value (USD)			Average Price(USD/KG)	
	Volume	Proportion	YOY Change	Value	Proportion	YOY Change	Average Price	YOY Change
1 USA	322,817,367	40.08%	3.85%	904,594,071	38.01%	14.80%	2.718	10.54%
2 Germany	77,863,341	9.38%	6.62%	228,399,418	9.60%	26.86%	2.933	18.99%
3 Netherlands	47,997,890	5.78%	5.97%	136,581,917	5.74%	21.39%	2.846	14.55%
4 Japan	37,605,891	4.53%	9.80%	126,382,069	5.31%	19.17%	3.361	8.53%
5 Canada	30,210,669	3.64%	23.89%	80,931,226	3.40%	28.65%	2.679	3.84%
6 UK	28,542,024	3.44%	-8.68%	88,831,374	3.73%	2.99%	3.112	12.78%
7 Italy	21,556,381	2.60%	15.93%	56,794,881	2.39%	28.83%	2.635	11.13%
8 Poland	18,101,363	2.18%	-2.76%	36,753,927	1.54%	12.95%	2.03	16.15%
9 Switzerland	15,539,201	1.87%	-7.27%	50,361,441	2.12%	6.09%	3.241	14.41%
10 Spain	14,524,568	1.75%	8.81%	35,759,608	1.50%	23.07%	2.462	13.11%

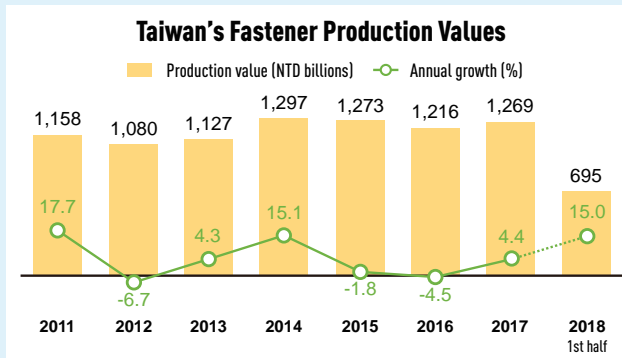
Export Statistics of Top 10 Fastener Products (Including Steel Nails) in the First 6 Months of 2018 (Product Ranking)

Products	Volume (KG)			Value (USD)			Average Price (USD/KG)	
	Volume	Proportion	YOY Change	Value	Proportion	YOY Change	Average Price	YOY Change
1 7318159000-Other screws and bolts	443,246,919	53.38%	6.12%	1,210,057,141	50.84%	17.13%	2.73	10.38%
2 7318160000-Nuts	156,599,539	18.86%	6.90%	492,414,655	20.69%	15.62%	3.144	8.16%
3 1318140000-Self-drilling screws	105,430,875	12.70%	11.12%	278,300,201	11.69%	24.38%	2.64	11.93%
4 7318120000-Wood screws	44,033,726	5.30%	10.89%	112,102,719	4.71%	22.98%	2.546	10.90%
5 7317009010-Steel nails	36,661,445	4.42%	-16.88%	52,785,010	2.22%	-4.58%	1.44	14.81%
6 7318220000-Other washers	9,700,921	1.17%	4.64%	47,120,150	1.98%	14.35%	4.857	9.28%
7 7318190000-Other threaded products	9,625,838	1.16%	-11.57%	47,097,479	1.98%	7.81%	4.893	21.92%
8 7318290000-Other non-threaded products	9,384,952	1.13%	18.93%	41,589,202	1.75%	25.25%	4.431	5.31%
9 7318230000-Rivets	3,974,089	0.48%	3.87%	16,734,442	0.70%	1.14%	4.211	-2.63%
10 7318240000-Pins	3,573,487	0.43%	-1.47%	17,358,944	0.73%	6.11%	4.858	7.69%

## Taiwan's Fastener Export & Production Expected to Break Records

Taiwan precedes China by taking the largest share in the fastener import market of the U.S. and EU. In the first 8 months of this year Taiwan exported USD 1.15 billion worth of fasteners to the U.S., taking up 37.3%.

At an annual increase of 15%, the production value during the first 6 months reached NTD 69.5 billion and is expected to break the NTD140 billion mark and set a new record at the end of the year.



## Companies Development

### Birmingham Fastener Wins 2018 Alabama Manufacturer of the Year Award



Birmingham Fastener and Supply Inc. has won the 2018 Alabama Manufacturer of the Year Award in the medium category. This award, given by The Business Council of Alabama and the Alabama Technology Network, recognizes individuals and companies that

“bring uncompromising excellence to Alabama manufacturing.” Companies are awarded based on criteria including financial growth, manufacturing leadership, market leadership, leadership development, and workforce enhancement. Awards are presented in three categories based on employee size and revenues.

Governor Kay Ivey gave the keynote speech at the awards luncheon, highlighting the importance of manufacturing in Alabama, as well as our nation. “Alabama’s manufacturers create high-quality jobs and produce substantial economic benefits,” Ivey said.

One of the goals of this award is to increase public awareness about the strength and economic significance of Alabama’s manufacturing community. As the South’s largest and most diversified fastener supplier, Birmingham Fastener and Supply Inc. continues to grow and achieve goals as a manufacturer and distributor.

**5S<sup>®</sup> Offering Competitive Components Solutions.**  
提供有竞争力的零部件解决方案



**WUXI 5S HARDWARE MANUFACTORY CO., LTD.**

无锡市务达五金制品有限公司

江苏省无锡市惠山区堰新东路18号标准厂房A区C20

Building C20, Zone A, Standard Factory, No.18, Yenxin East Road,  
Huishan District, Wuxi, Jiangsu, P.R. China

TEL: +86-510-83623126 +86-510-83136011 FAX: +86-510-83150867

Email: 5sws@5shardware.com <http://www.5shardware.com>





## Experienced Territory Sales Manager, Kent Haney with a Demonstrated History in the Building Materials Industry Recruited at Atlas Bolt & Screw



Kent Haney recruited for Southeast Sales Manager for Atlas Bolt and Screw effective July 16, 2018. Kent has responsibility to manage Atlas's sales in the Southeast. Kent is an energetic sales leader with experience in creating customer driven strategies to increase sales and presence in the market. His role at Atlas will be to drive growth by collaborating with customers to win in the Southeast market.

Kent's career spans more than 17 years combined with roles that include Marco Industries, Metal Sales, Reed Metals as well as Central States Manufacturing. Kent's considerable experience in the metal building and post frame industries positions him well to develop the Southeast market and to support our customers' growth. Kent's progressive experience includes sales leadership, product and market training, management, operations and marketing.

Craig Mohr, Vice President of Sales at Atlas Bolt & Screw commented: "I am very excited to have Kent join the Atlas team! Having someone with Kent's sales professionalism on the team is critical as we develop and implement our growth strategies in the Southeast. We are planning for significant sales growth and business development by injecting new talent such as Kent and with the considerable support of the Atlas team."

## Russian SSJ100 Plane Under Investigation Due to Loose Window Screws

Two Russian SSJ100 planes were found having loose window screws in a plane check. The authorities asked the operator of SSJ100 to conduct a safety check on the windows of the 15 SSJ100 planes (serial numbers between 95037 and 95084).



## Bossard Releases Semi-Annual Report 2018



The Bossard Group is enjoying strong growth momentum: Sales, EBIT and net income rose significantly in the first half of the year, setting new record highs.

Compared to last year, sales rose by 13.0 percent to CHF 446.3 million. The strong growth momentum is also reflected in the 19.9 percent increase in EBIT to CHF 61.6 million, an above-average increase as measured against sales. The EBIT margin of 13.8 percent (13.0 percent last year) is well above the industry average and represents a new record high. Excluding last year's extraordinary income of CHF 4.5 million net from a real-estate sale, net income increased by 20.4 percent to CHF 49.0 million.

## Chun Yu & OFCO Seeing Strong Overseas Order Intake

Driven by strong overseas order intake, Chun Yu is getting attention from the world for its business potential. Chun Yu has paid off after deploying bases in Taiwan, Indonesia, China, and the U.S. OFCO Industrial continues to expand product lines and expects stable growth for the future.





# 钻尾模具

**专业制造**  
涵盖一般碳钢、不锈钢、复合螺丝

配合客户需求  
欢迎共同开发




## 国镇模具有限公司

台湾 高雄市路竹区复兴路36之1号  
TEL: 886-7-697 7214 FAX: 886-7-696 0043

## PennEngineering® Wins \$14M Judgment Against Patent and Trademark Infringer

**PennEngineering®**

PennEngineering® has obtained a \$14,000,000 judgment and permanent injunction against Dongguan Fenggang Pinconn Hardware Factory trading as "Pinconn," based on Pinconn's counterfeiting and infringement of more than 12 PennEngineering patents and trademarks.

In addition to being permanently restrained from selling the infringing products and being ordered to remove the infringing content from its website, Pinconn was ordered to pay PennEngineering \$14,000,000 for statutory damages. The final order has been recorded with Customs to prevent importation to the U.S. of Pinconn products.

## Free from the Impact of U.S./China Trade War, QST International to Grow Stably in the 2nd Half of 2018

**bolton**  
Boltun Corporation

With the advantage of localized supply capability, QST was free from the impact of U.S./China trade war in the first half of this year, and the company stands a good chance of receiving American orders which would have gone to China. QST expects to see stable growth in the second half of the year.

Benefiting from localized supply and increased orders for new-energy vehicles, the company earned NTD 5.5 billion consolidated revenues at an annual growth rate of 11% in the first half of this year.

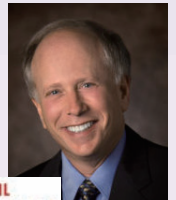
## Association News

### Hall of Fame at the International Fastener Expo Announced

The International Fastener Expo (IFE) has announced the winners of the 2018 Hall of Fame Awards. Each year, The Fastener Hall of Fame recognizes industry professionals who have made significant and enduring contributions to the industrial fastener industry on a national or global

scale. In addition to their contributions, the award recipients are selected on the role they have played in the industry, their leadership skills in administrative and policy areas, and the educational contributions they have made to their companies and staff. This year's latest recipients, Bob Sachs and Robbie Gilchrist, will join other honored industry members, including but not limited to inventors, business leaders, and educators.

To make this year's selection IFE once again enlisted the assistance of the Fastener Industry Coalition (FIC) to review all nominations and determine this year's winners. FIC selected Mr. Bob Sachs, President and CEO of XL Screw Corporation, and Mr. Robbie Gilchrist, President, of Capital Marketing.



INTERNATIONAL  
FASTENER EXPO



[www.biaoer.com](http://www.biaoer.com)

## YUYAO BIAOER TRADING CO., LTD. YUYAO NO.2 STANDARD FASTENER FACTORY

Tel: 86-574-62003777, 62003860 Fax: 86-574-62003980

Email: [ruanlifei@biaoer.com](mailto:ruanlifei@biaoer.com) MT: 86-15306621777

ADD : Wucheyan Yuyao Ningbo Zhejiang China

Established in 1993, YUYAO BIAOER is a manufacturing and trading company specializing in EYEBOLT (GB789, DIN444) and HINGE.

Material: 4.6/ 8.8/ 10.9/ 12.9/ A2-70/ A4-70)

Standards: M6 - M100 (1/4" ~ 2")  
The machined spherical part will remain cleaned and bright after a hot/cold forging and a complete cut process.

We've cooperated with big customers such as ...

- (1) SIEMENS, ABB, GE..., etc.
- (2) WUERTH, BOSSARD, FABORY, GRAINGER, S+P, LEDERER, WASI, FASCO..., etc.

We would like to take this opportunity to welcome you as our new customers.  
If you are interested, please contact us.



Attn: Mrs. Lao / Mr. Ruan



## IFI Membership Grows with the Addition of Six New Members



The Industrial Fasteners Institute (IFI) is pleased to announce the addition of six new members in the last twelve months: Transvalor Americas Corporation, Loomis International Ltd., All Metals Processing of Orange County LLC, Atotech USA LLC, Risco Incorporated, and Industrial Rivet & Fastener.

“The North American fastener industry continues to grow despite the challenges manufacturers are facing today,” said IFI’s new Managing Director Dan Walker. “The addition of these six companies to the institute’s ranks is evidence that producers of fasteners, and their suppliers, find tangible value in what the IFI is doing right now. IFI’s long history of technical leadership, as well as its commitment to keeping members up-to-date on the happenings in Washington, creates a tremendous amount of value for those that are members.”

“We’re very excited about the continued growth of IFI and what these new member companies will bring to the table as they get involved in the activities of the institute,” said current IFI Chairman Phil Johnson of Agrati. “An organization can only be effective if it has the active support of its membership. IFI’s members are very involved, and we’re creating things that have real value to manufacturers. That’s why we continue to see this kind of growth in our numbers. We’re accomplishing amazing things in the areas of technical research, training, government relations and workforce development that no one company could do on its own.”

惠達雜誌

# Fastener World Europe Special Edition

www.fastener-world.com.tw  
E-mail: sales@fastener-world.com.tw

2019 歐洲螺絲特刊

No. 6

## 拓展最重要的市场

2019年司徒加特螺丝展  
展前/展中/展后一条龙式推广服务、发送

- \* 邮寄历届展商、买主、全欧洲重点通路商
- \* 展览现场热力杂志推广&光碟&滙达全球采购网
- \* 展后重点买主开发&展商最新资讯
- \* 最重要精准的必备采购工具书
- \* 加入惠达，让您享受高规格的VIP服务
- \* 采购网崭新呈现，每月超过25,000浏览人次



▲ 歐洲螺絲特刊  
两年一期 2019年1月出刊

两年一次最注目!!  
前进欧洲  
司徒加特螺丝展



欢迎 刊登广告

惠达 +886-6-295 4000  
e-mail: sales@fastener-world.com.tw



## Mergers & Acquisitions

# DRIV-LOK

### DRIV-LOK Acquired by The Mendota Group

DRIV-LOK has been acquired by The Mendota Group, in partnership with Capital for Business and Konza Valley Capital, Inc. (KVCI).

DRIV-LOK is the preferred brand for the broadest range of press-fit fastening and joining components for the leading OEMs and fastener distributors. Founded in 1936, DRIV-LOK manufactures over 2,000 SKUs comprising spring pins, grooved pins, dowel pins, barbed pins and more, and specializes in manufacturing engineered, application-specific “specials” as well as standard parts through stocking distributors. With more offerings than any other press-fit fastener manufacturer, DRIV-LOK offers customers flexibility without bias on the best fastening solution. DRIV-LOK is headquartered in Sycamore, Illinois.

The Mendota Group, based in Madison, Wisconsin focuses on private investments to support ownership transition and growth opportunities. The Mendota Group acquired DRIV-LOK in partnership with St. Louis-based Capital for Business and Kansas City-based KVCI.