

Fastener World News

compiled by Fastener World

Industry Update

Taiwan's Fastener Export Reached New High in 2018

According to the statistics of Taiwan Industrial Fasteners Institute (TIFI), Taiwan's fastener export volume in 2018 was up to 1.68 million tons (up 5.25% from the same period of 2017) and the export value was US\$ 4.846 billion in 2018 (up 12.75% from the same period in 2017). The average price per KG increased by 7.13% to US\$ 2.884/KG. TIFI noted that the economic recovery in USA and Germany, the increase in the average price and stable material supply are all main reasons for Taiwan's record-high fastener export in 2018. The top fastener export destination of Taiwan in 2018 was USA, followed by Germany (showing around 2% growth from 2017). Up to 41.5% of Taiwan's fasteners were exported to USA in 2018 (up 7.12% from 2017).

USMCA to Indirectly Benefit Taiwan Fastener Industry

The United States-Mexico-Canada Agreement was already signed by USA, Canada and Mexico on November 30, 2018 in Argentina. If this Agreement becomes effective, it may be favorable to Taiwan fastener industry. This Agreement encourages car manufacturers to invest in USA and Canada and still retains the tariff-free measure for most goods traded within the borders of these three countries. Moreover, as these three countries are all Taiwan's major fastener export destinations, several companies said that Taiwan may benefit from it a lot if the Agreement becomes effective. These countries represent around 46% of Taiwan's fastener export, so for many Taiwanese automotive fastener manufacturers, it is very good news.



Taiwan CSC Announces Q2 2019 Domestic Price Adjustments

Q2 2019 Domestic Price Adjustments (Unit: NTD/Ton)	
Category	Average adjustment (NTS/Ton)
Steel Plate	+0
Wire Rod	+0
Hot Rolled	+490
Cold Rolled	+300
Galvanized Steel Roll	+300
Electro-magnetic Steel Roll	+300
Hot-dip Galvanized Steel Roll	+350

Japanese KOBELCO to Increase 30% of Wire Capacity in China



KOBELCO announced it will increase the capacity of cold formed wires in China. These wires will be used to manufacture bolts, nuts and other critical parts for cars. The company invested JPN 900 million to boost the capacity of its special steel wire processing plant in Pinghu City, Zhejiang Province China. The plant will reach full operation during March to June in 2020. The monthly capacity will increase 30% to 5,500 tons. The reason behind this additional investment is that the company saw the potential growth of automotive demand in China. The plant's wire drawing machines will be increased from 8 to 11 sets, and the heat treatment furnaces from 6 to 8 sets.

The Brexit Mist Forces Carmakers and Parts Suppliers to Re-evaluate Production in UK



According to Nikkan (Japanese news provider), the forthcoming Brexit deadline on March 29 is making carmakers re-consider their production in UK. If it turns out to be a No Deal, the tariff between UK and EU would re-emerge and cast a catastrophic change on the business environment. Nissan said to possibly revoke its production plan for the next SUV model, and Honda said it is likely to move its production out of UK after 2023. Following the carmakers, more and more automotive parts suppliers have started reconsidering.

So far it is still zero tariff between UK and EU, but if the end result is a No Deal, WTO's rules will come into play and cast tariff on automotive parts, increasing the cost for makers. Honda will end its production in UK by 2021, and while it said this decision did not pertain to Brexit, it is observable that Brexit could have been a factor. BMW is considering to move the production of the "Mini" model to the Netherlands. Furthermore, the president of Piolax, a Japanese automotive fastener maker, said: "It is difficult to invest in UK plants", and he has begun to consider subcontracting partial production in UK to collaborative companies.

Thailand to Discuss Solutions in Response to the Concern that USA May Increase Tariffs on Imported Cars

US Department of Commerce has submitted its "influence" report on cars and auto components imported to USA to President Trump on Feb. 17, based on Article 232 of Trade Expansion Act of 1962. However, US DoC has not yet provided detailed info or any suggestions. If President Trump will determine to take a certain reaction 90 days after the publication of the report is still unknown.

Facing such a threat, a Thai newspapers reported that on Mar/25 the Chief of International Trade Negotiation Bureau of Thai Department of Commerce announced that the



Bureau would invite related Thai cars and components manufacturers to hold a session to discuss how they could respond. Some people forecast that President Trump may increase tariffs to 25%. On the other hand, the Thai International Trade Negotiation Bureau noted that Thailand will provide its info to prove the exclusiveness of Thai-made cars and related components in USA and the fact that they do not cause any injury to US domestic industries.

Thai International Trade Negotiation Bureau also noted that it will continue the smooth and unrestricted communication with cars and auto components manufacturers in Thailand and will continue to keep contact with US relevant authorities to seek exemption from tariffs.

China Postpones Imposing Additional Tariffs Against U.S. Cars and Components Again

The Tax Regulations Committee of The State Council of People's Republic of China has announced the continuation to postpone imposing additional tariffs against cars and components originating in the U.S. effective April 1st 2019.

The original 5%-25% additional tariffs against U.S. cars and components announced in 2018 by the Tariff Bureau of PRC's Ministry of Finance have been postponed after the 8th round China-USA senior economic and trade representatives negotiation in Beijing on March 29th.



Trade War Could Lead to Another Wave of Business Bankruptcy in China This Year

The number of businesses filing for bankruptcy last year hiked 60% over the year before last. Business in China could suffer another wave due to slower domestic

economic growth and the trade war between the U.S. and China. Euler Hermes, provider of credit insurance services, predicts the number this year will hike 20% over last year. That is 6% higher than the world's average, 9% higher than England's, and worse than the United States' zero growth. Both Taiwan and South Korea share zero growth and are relatively stable. The numbers for Hong Kong and Singapore rises 2% and 3% respectively. With the surge of bankrupt Chinese companies, Euler Hermes predicts the cases of bankruptcy from Asia will hike 15%, another double-digit growth.

Besides those numbers, the financial reports of Chinese businesses also tells the adversity they're facing. Among approximately 3,600 public listed Chinese companies last year, around 30% of them reported decreased profits, and around 400 companies reported loss, most of which are mid and small companies. The reason behind such frequent news of Chinese business bankruptcy is not just the weaker domestic economic growth but also the government's crackdown on "zombie" state-owned enterprises. Research shows that there are over 20,000 zombie enterprises in China.

Formerly the Chinese government would choose to turn a blind eye to heavily indebted companies to maintain the appearance of economic prosperity. However, since 2017 the government urged banks to the loans granted for financially difficult state-owned enterprises which are so-called "zombie enterprises" that live solely on government subsidies. AIS Capital, an investment management firm, stated that an abrupt surge of business bankruptcy in a short time frame would inevitably devastate the Chinese economy. Many of those zombies are long-established companies, and some countries including Japan will be subject to supply chain disruption.



Stuttgart Fair 2019 Impressions and opinions

by Marco A. Guerritore, Editor in Chief of Italian Fasteners Magazine

To understand just how much commitment and dedication exhibitors put into participating in a fair, it helps if you look at what happens during the days leading up to the event, when the stands are being set up in a quasi-frenzy, with operators, craftsmen, carpenters, electricians and architects working side by side yet managing never to get in each other's way. Then, out of the total chaos of the day before comes the miracle of the opening day, with all the pavilions bright and shiny, ready to welcome the visitors.

Taking part in a fair is not just a huge physical undertaking, it is also a big investment in terms of cost.

You could, at this point, ask: "In this IT-dominated world, do we still need trade fairs?" The answer? Over time, the very nature of fairs has changed enormously. These events used to have a strictly commercial bent, focused solely on the acquisition of orders. Today, taking part in a fair means primarily getting a chance to meet clients and it is an important opportunity for dialogue.

This applies to all fairs in general, but takes on particular value for sector events such as the International Exhibition for the Fastener and Fixing Industry at the Stuttgart Exhibition Grounds from 19 to 21 March 2019.

This was the 8th edition of an important appointment that saw attendance by 12,070 visitors from 90 countries, all there to see the latest new entries showcased by fastener producers. In a net exhibition space of 22,200 m², a total of 987 exhibitors from 48 countries presented their ranges of screws, bolts, industrial fastenings, fixings for building, installation and assembly systems, and machines for the production of screws and bolts.



According to the results of a survey, 70% of visitors were from the EU, with Germany in the lead, followed by Italy and Great Britain. Then Poland, France, the Netherlands, Turkey, and Spain. There were also large numbers of Asian visitors and exhibitors, especially from China and Taiwan. Most visitors were wholesalers of screws, bolts and fixings in general, followed by producers, technicians and builders.

Predictably, participants' opinions on the fair are quite varied even if they generally agree that the Stuttgart Fastener Fair is the most important sector event in Europe.

"This fair in Stuttgart," highlights Paolo Dell'Era from Dell'Era Ermanno e Figlio Srl, the leading Italian producer of screws, "is very important for us producers and therefore we must take part. The first day was yesterday, and things were a bit quiet compared to our expectations and also to past years. Perhaps due to the difficult phase the market is going through, which is not one of the best. In fact a brilliant January-June 2018 was then followed by a moment of deceleration in business that seems to be continuing into these early months of 2019. Forecasts are for a real recovery in work during the back end of 2019. The bottom line is that I am staying optimistic even though there really is a visible slowdown in trends."

Quite a different outlook from Martin Welp, CEO of Dörken MKS-Systeme GmbH & Co. KG, a leading company in the surface treatment sector: "First of all, I have to reiterate that this Fastener Fair in Stuttgart is one of the most, if not the most, important events for the European fastener sector. Having said that, I can say that we have a very good first day of the fair. We had many qualified visitors on our stand, interested in our products. The economic situation in general is currently critical due to a series of reasons: difficulty in the automotive sector due to the pollution problem and, as a consequence penalisation of diesel engines; then there is the economic-political debate with China, not to mention others. In general however, I am still confident because, even if we are not in an excellent position today, I am certain we will see the economy recover before the end of the year."

Another optimist is Mario Caracciolo from NOF Metal Coatings, leaders in surface coatings, who says: "From when I set foot on our stand, clients and potential clients just kept on coming. I have to say that we have had very interesting, qualified contacts."

"This time round," says Laura Missaglia from Scob Srl., Italian leaders in the production of heat-treated screws, "the Stuttgart Fair has been disappointing for us. Compared to other editions, I have noted a definite slowdown in visitor flow and during negotiations you could feel the weight that is holding down the current economic situation." A visit to the exhibition pavilions reveals large numbers of exhibitors from Asia and, above all, from China and Taiwan. Grouped together in rows of standardised stands, the fact that the various Chinese producers showcased similar ranges to visitors was the cause for some bad feeling.

"Too many Chinese manufacturers offering very similar products," complains Bruce Yan from the Halyan Gete Hardware Co., Ltd. "are all showing together in this pavilion at the fair, resulting in increased competitiveness, whereas more strategic positioning of the stands would have been more opportune. This is the third time we have taken part in this event, but at past editions, layout of Chinese exhibitors was different and more satisfactory."

After talking a while with exhibitors from China, I move on to chat with those from Taiwan, who, on a par with their Chinese counterparts, have set up a whole series of standardised stands.

I speak with David Tsan, President of the WA TAI Industrial Co., Ltd. in Taiwan, and ask him: "Doesn't the huge concentration of Asian producers at this fair, especially from China and Taiwan, mean that you end up competing with each other and therefore much less with the European manufacturers?"

"I have to agree," says David Tsan, "that the crowding of Taiwanese stands here is due to the limited space at our disposal and was therefore necessary. We couldn't improve the situation, given that all Taiwanese producers want to take part in this fair, which they consider very important."

I ask him his opinion on the current economic situation in Europe.

"We get the impression that the European economy is headed towards a slowdown, but what is important for us is to continue to keep our work trend high and therefore, if European demand drops, we turn to other markets, such as America, Canada or others."

A new entry at this year's fair was the "Bonding & Adhesive Technology Area" dedicated exclusively to bonding solutions. Exhibitors showcased their innovative bonding and gluing technologies, suited particularly to lightweight constructions in various sectors, including automotive and electronics.



The second day of the fair saw great interest in the ceremony for presentation of the "Fastener Innovator" award, held on the "Fastener + Fixing Magazine" magazine stand. Three companies received awards for their innovative technologies in the field of fasteners. The winner of the competition was

TR Fastenings Ltd for its innovative EPW self-tapping screw for thin gauge sheet metal. The EPW screw is a self-extruding, high strength thread-form fastener which creates its own female thread in punched sheet metal, thereby dramatically reducing assembly times and costs. The screw works by being aligned to the pilot hole in the sheet metal, where it then forms the extruded collar, combining the forming of the thread and the creation of a strong extruded profile, before finally tightening and clamping into the metal.

The SACMA Group company Ingramatic came second, with its smallest thread rolling machine inspired by the I-Thread concept. This new machine is fitted with the latest technology available for die holders, like the feeder system, powered by a torque motor/servomotor that guarantees ultra-precise feeding of the mini-sheets into the mould. The most innovative characteristic is the body of the slide that glides on linear guides to guarantee high roller precision, enabling production of extremely precise, reliable parts.

Third place went to Growermetal Srl for its GROWER TENKEEP® flat safety washers, introduced onto the market for the first time at the fair in Stuttgart. Compared with other safety washers, GROWER TENKEEP® has two knurls with different geometry on each of its two surfaces, specifically designed to guarantee maximum performance against loosening of the bolted joints, even in the presence of extreme vibrations and dynamic loads.

The next International Exhibition for the Fastener and Fixing Industry in Stuttgart will be held from 18 to 20 May 2021 at the Stuttgart Exhibition Grounds.



Companies Development



Fiat Chrysler Announces Recall of Pickup Trucks over Potential Fastener Loosening

Fiat Chrysler is recalling more than 182,000 pickup trucks worldwide to fix an electrical problem that can knock out the power steering.

The recall covers Ram 1500 pickups from the 2019 model year. Most are in the U.S. and Canada. One-third are still on dealer lots.

The company said that a fastener that grounds the battery wasn't secured properly in manufacturing. The connection can become loose, which disables the power steering. Drivers can still steer but the effort it takes wouldn't be consistent.

FCA says it has no reports of crashes or injuries.

Dealers will secure the fastener at no cost to owners. Fiat Chrysler says it doesn't have a date for the recall to begin, but it under U.S. law it has to start within 60 days.

TR Fastenings Picks up Innovation Prize at Fastener Fair Stuttgart

TR Fastenings (TR), the global specialist in the design, engineering, manufacture and distribution of industrial fasteners, has been named the winner of Fastener and Fixing (F+F) magazine's 'Route to Fastener Innovation 2019' award for its self-extruding EPW screw.



A record 27 products were entered into the competition and the TR screw was announced as the overall winner ahead of two runners up at Fastener Fair Stuttgart on Wednesday 20th March.

Designed, manufactured and patented at TR VIC in Italy, the EPW screw is a self-extruding, high strength thread-form fastener which creates its own female thread in punched sheet metal, thereby dramatically reducing assembly times and costs. The screw works by being aligned to the pilot hole in the sheet metal, where it then forms the extruded collar, combining the forming of the thread and the creation of a strong extruded profile, before finally tightening and clamping into the metal.

The key benefits of the EPW screw include:

- Removable and strong screw joint
- High stripping torque
- High break loose and prevailing torque
- Excellent vibration resistance, meaning it can withstand pressured environments
- Combined thread forming and creation of strong extruded profile
- Very high radial compression on screw shank
- Standard machine screws can be used in the thread created by the EPW screw



Atotech Wins Distinction as a Top Employer 2019 in Germany

Atotech has once again earned a Top Employer award in Germany, which is awarded annually by the Top Employers Institute. In conferring the award, the institute again acknowledged and confirmed Atotech's continuous focus of its people strategy as part of the company's special working environment, which offers outstanding support and further training for staff. The distinction cites Atotech's emphasis on employee development through its Talent Management and Training & Development programs, Leadership Development, Career and Succession Planning, as well as Compensation and Benefits.

Dirk Schepers, Head of Human Resources at Atotech Deutschland GmbH said, "We are very pleased with this special award as a Top Employer. The distinction not only recognizes our aspirations and activities for ongoing employee development, but also reflects the efforts of our outstanding people who work to make Atotech successful."



Elesa+GANter Three-Arm Knobs VB.839 Series Awarded by the Jury IF 2019

From the ideal overlap of two triangles shifted by an angle of 8°, a unique design is created which allows a more direct application of the tightening torque by the operator, resulting in maximum comfort and safety in tightening operations. Made of black technopolymer with semi-glossy finish, it is available with a central cap in one of the 7 ELECOLORS®: orange, gray, yellow, blue, red, black and green.



Bufab Group: Bufab Appoints Global HR Director

Bufab has appointed Terece Hjerpe to the position of Global HR Director.

Terece is currently responsible for HR in Swedish workwear company Blåkläder. Earlier, she has held HR Director and other senior HR positions in Inwido, Cargotec, Trelleborg, and Finnveden.


“I am very pleased to welcome Terece to Bufab’s leadership team. She will be a key player in our strategy to become the leading player globally in our industry. Her deep competence in HR and broad experience from a variety of industries will strengthen our management further”, says Jörgen Rosengren, Bufab’s President and CEO.

“It feels very exciting to join Bufab, an international group with strong values, an interesting business idea, and impressive growth. I look forward very much to contributing to Bufab’s continued success”, says Terece Hjerpe.


Terece will be a member of Bufab’s Executive Management Team and report to the CEO. She will join Bufab in June 2019.

BUFAB


Induction Heating Machine for




**Arm for Screwdriver
and Tapping tool**




Forging
Head of Screw




Hardening
Drill end of
Self-Tapping Screw



Coating
Anti-Loosening
Screw and Nut




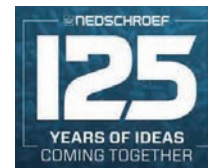
**Mini thread
tapping
machine M1-M2**



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Nedschroef Celebrates 125 Years of Ideas Coming Together

This year, it’s exactly 125 years ago that Nedschroef was established by Dutch entrepreneur and founder Hendrik van Thiel. Back in 1894, it was still a family business producing rivets for the shipbuilding industry. Over the course of time, it gradually started shifting the supply of its fasteners to car manufacturers.

Today, Nedschroef is seen as a leading engineering and manufacturing partner in forming technologies, offering services that vary from design and production to trading and logistics. With this renewed portfolio, the company aims to fulfil the needs of customers at any point along their supply chain to help advance their business.

Throughout history, the people at Nedschroef have always been pioneers, as well as engineers. That is why in 125 years, the company has transformed many great ideas into proven solutions that hold together or help make the products of customers in a wide variety of industries. Besides automotive, these nowadays also include many other business areas such as machinery, racing and aviation.

After having turned 100 in 1994, Nedschroef’s heritage was recognized by the House of Orange, by being granted the predicate ‘Royal’. Its 125th anniversary is an even more remarkable milestone, made possible by thousands of dedicated employees and esteemed customers with whom it jointly forms ideas that are put into action.

Therefore, 2019 is the year in which Nedschroef is celebrating 125 years of ideas coming together.



NLMK Metalware Masters the Production of Furniture Fasteners

NLMK Metalware, part of NLMK Group's Long Products Division, is pleased to announce that now it is supplying a new type of steel products - 7x50 mm galvanized furniture fasteners used in the production of cabinet furniture. The first batch of this popular fastener has already been shipped to consumers.

Furniture fasteners (confirmat screws) are used for furniture assembly, joinery and in wood construction. They ensure stable joining of parts and are easy to use.

The machines of NLMK Metalware's fasteners shop were equipped with the necessary tools - dies, bushings, punches, etc. to enable the production of furniture fasteners. The plant will produce close to 650 tonnes of confirmat screws annually.



Dmitry Stopkevich, Head of NLMK Russia Long Products Division, said:

“Under Strategy 2022, NLMK Metalware focuses on manufacturing high value-added products. The production of furniture fasteners is the first step in this direction. This new product will help the Company enter the segment, in which the share of imports was close to 80% in 2018.”

NLMK Metalware is one of the largest producers of metalware in Russia. The company's product mix includes close to 900 types of wire, screws and nails.

LISI's Financial Performance in 2018 Reflects Lower Results and Increase in Free Cash Flow Amidst Volatile Markets

Sales reached € 1,645.1 million, stable compared to 2017 (0.1%); Current operating income was down by almost 21%; Free Cash Flow was largely positive at €57.3 million, up from 2017 in a context of strong level of investments since several years.



The beginning of the 2019 financial year promises to be encouraging for the aerospace division in line with the fourth quarter of 2018. Visibility remains limited, however, especially in the car industry in the second half of the year. Assuming stable key markets, the Group aims in 2019 to return to a positive organic growth, to exceed its financial performance of 2018 thanks to the management measures already taken and to keep generating a largely positive Free Cash Flow.



防水螺絲 OEM



埋入射出 OEM



華司墊片 Own Product



尼龍壁虎 Own Product



工具箱 Own Product



組合螺絲/鍊帶 OEM



塑膠壁虎 Own Product



彈簧扣件 OEM



塑膠扣件 OEM



Manufacturing and sales of various precision molds, tooling, mechanical parts, IC molds processing, electrical components, plastic parts for computers, 3C cases, electrical plastic fasteners, automotive components, plastic hardware fasteners.

各種精密模具、治具、機械零件、IC 模具之加工買賣、電子零組件、電腦周邊塑膠產品、家庭電器、3C 外殼、電子塑膠緊扣件、汽車零配件、塑膠螺絲五金用扣件等之塑膠電子零組件製造代工買賣。



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Kistler Group Opens New Sales Center in Mississauga, Canada

The Kistler Group, a global leader in dynamic measurement technology, is delighted to announce the opening of its new sales center in Mississauga, Canada, which took place February 19, 2019.

The Kistler Canada office represents a significant expansion of the Company's global presence, since it is its first official location, and solidifies the Company's strong commitment to its customers in that region. Kistler Canada, which was incorporated into the Kistler Group in September 2018, is located in Mississauga, Ontario. The new location serves to advise and support customers as well as manage sales in Canada.

The expansion reinforces Kistler's commitment to grow operations with customers' increasing demands. Kistler will support the automotive sector, which is highly dependent on assembly, joining and forming processes, through in-depth expertise and introducing innovative products. The highly cost-effective NCFE, for example, which belongs to the family of electromechanical joining systems, helps customers boost productivity, while improving product quality and resource efficiency.

Global leaders in the aircraft manufacturing industry as well as in the Weigh In Motion businesses located in Canada have already partnered with Kistler. The measurement expert will provide valuable aircraft and space testing expertise and additional services. As a full measuring chain supplier, Kistler offers signal conditioning, data acquisition and engineering know-how to its wide portfolio of sensors.



Grainger Recognized as One of FORTUNE's 'World's Most Admired Companies' in 2019

Grainger, the leading broad line supplier of maintenance, repair and operating (MRO) products serving businesses and institutions, is again named to FORTUNE's annual list of "World's Most Admired Companies" in 2019. Among competitors in the Wholesalers: Diversified category, Grainger ranks No. 1 for the sixth consecutive year.

"We're honored to lead our category, once again, on FORTUNE's 'World's Most Admired Companies' list," said Grainger Chairman and Chief Executive Officer, DG Macpherson. "Our 25,000 team members around the world strive to make a real difference with our customers and communities, and our sustained top spot on this ranking demonstrates our actions leave a positive—and lasting—impression."

As a leading business-to-business organization, more than 3 million customers rely on Grainger for products in categories such as safety, material handling and metalworking, along with services like inventory management and technical support. Grainger offers more than 1.7 million quality in-stock products, a consultative sales approach, technical and product expertise, a premium digital experience and the ability to ship complete orders to customers quickly.

Scott Filion Joins the Phillips Screw Company as President

The Phillips Screw Company recently conducted a national search to find a new president. The search culminated in hiring New Hampshire native, Scott Filion, to fill this newly created position. Filion will assume the responsibilities as president from Ken Hurley. Hurley will continue in his capacity as CEO.



Filion brings nearly 30 years of industry experience, including his background in bringing technically driven industrial and consumer products to market. Filion started his career in engineering where he developed innovative products and processes for the automotive industry. He holds 22 patents.

Scott holds a BS in Mechanical Engineering and an MBA, both from the University of New Hampshire.



Nucor Chief Digital Officer and Executive Vice President Joe Stratman to Retire; Mary Emily Slate to be Promoted

Nucor Corporation announced that Chief Digital Officer and Executive Vice President, R. Joseph Stratman, plans to retire on June 8, 2019 after more than 29 years of service with Nucor.

Effective May 19, 2019, MaryEmily Slate will be promoted to Executive Vice President and will assume responsibilities for the Tubular Products Group, logistics and certain joint ventures.

Ladd Hall will continue to serve as Executive Vice President of Sheet Products, and Ray Napolitan will assume responsibility for Nucor's digital initiatives while continuing his role as Executive Vice President of Engineered Bar Products.

Nucor and its affiliates are manufacturers of steel and steel products, with operating facilities primarily in the U.S. and Canada.



U.S. SPIROL Publishes a New White Paper on “How to Calculate the Estimated Fatigue Life of a Disc Spring”

The globally well-known innovative fastening solutions provider, SPIROL International Corporation, headquartered in Connecticut, USA has recently released on its website its new white paper on “How to Calculate the Estimated Fatigue Life of a Disc Spring” edited by John Leckfor, Applications Engineer of SPIROL International Corporation, USA.

Disc Springs are conically shaped washers designed to provide predictable and repeatable results. This paper focuses on the use of Disc Springs and how to estimate fatigue life in dynamic situations.



3Q, Inc. is ISO 9001:2015 Certified

3Q, Inc. is pleased to announce that 3Q, Inc. is now ISO 9001:2015 Certified. This achievement is an important milestone as part of its continuous improvement of the quality management system.

3Q, Inc. is dedicated to continuous improvement and the responsibilities to its customers, co-workers and Community. 3Q, Inc. pledges to conduct business with INTEGRITY, RESPECT and QUALITY. It is proud and grateful to all of its employees for their efforts in making this goal happen.

It would also like to extend its appreciation to its customers and suppliers for their continued commitment and loyalty. 3Q, Inc. will always strive to exceed their high expectations.

3Q, Inc. Premier Fastener Sourcing and Distribution located in Naperville, IL is a leader in providing sourcing solutions to fastener buyers in North America.

Scott Bardreau Joins the Midland Metal Mfg. Management Team

Midland Metal Mfg. announced that Scott Bardreau has joined the company as Chief Sales Officer for their growing platform of companies, which includes Anderson Metals Corp. and Buchanan Rubber Ltd. Scott Bardreau possesses extensive industry experience across Plumbing and Heating, Industrial, Waterworks, and Irrigation verticals. Bardreau spent the last 12 years with Matco-Norca in the role of Vice President of Sales and Marketing. Prior to Matco-Norca, he served in various management roles at Watts Water Technologies, in both wholesale and retail channels. Bardreau has over 35 years of industry experience. When asked about joining Midland Metal Mfg. Bardreau stated, “Coming together with Wynnchurch Capital and Midland Metals Mfg. positions us for tremendous growth. There is a belief system here of working together as one across the platform, to build relationships, trust and a history of success with our business partners. It’s extremely exciting.”

Wynnchurch Capital recently merged Midland Metal Mfg, Anderson Metals, and Buchanan Rubber Ltd. into the platform company that serves the industrial distribution markets. CEO Vince Hodes said, “We are excited to welcome Scott onto our team and look forward to leveraging his leadership and expertise into many years of success”.



TriMas Aerospace Receives Supplier Awards from Airbus, Boeing and Embraer

TriMas announced that its TriMas Aerospace business recently received supplier awards from Airbus, Boeing and Embraer for performance in 2018. TriMas Aerospace’s Commerce, California operation (Monogram Aerospace Fasteners) received Airbus’ Best Performers Award, and its City of Industry, California operation (Allfast Fastening Systems) received Boeing’s Performance Excellence Award and Embraer’s Supplier of the Year Award – Mechanical Hardware.

“On behalf of our dedicated employees at all TriMas Aerospace locations, we deeply thank Airbus, Boeing and Embraer for recognizing our commitment to them,” said Thomas Amato, president and chief executive officer of TriMas. “A key tenet of our TriMas Business Model is continuous improvement, and this helps reinforce the planning and hard work that has gone into supporting our aerospace customers. Additionally, these awards recognize our long-term dedication to our customers as we strive to always provide best-in-class quality, on-time delivery, flexibility and outstanding service.”

TriMas Aerospace sells under three brands: Monogram Aerospace Fasteners™, Allfast Fastening Systems® and Mac Fasteners™, and designs, qualifies and manufactures precision fasteners for commercial aircraft companies, distributors, suppliers, and the U.S. military.



IFE Announces Newly Redesigned Website

IFE Americas recently announced the release of their newly updated website, saying:

"After a couple of months planning, we are delighted to announce the launch of our newly redesigned website. We wanted a new website to better collaborate with our customers and distribution partners. We hope you like the fresh new look of the IFE Americas website, and

the improved navigation that will allow you to find the product information you need quickly and easily."

Würth Revcar Fasteners Celebrates 50th Anniversary

Würth Revcar Fasteners, Inc. is celebrating its 50th anniversary as a leading distributor of fasteners, industrial components and vendor-managed inventory. Original equipment manufacturers (OEMs) benefit from the completely transparent, data-driven vendor-managed inventory program of their fasteners and industrial components with Revcar.

On March 10 1969, Revcar, a regional fastener supply store, was founded by Jim Revercomb, Sr. and Jack Carter in Roanoke, Va. A couple of years into the venture, Carter left and Revercomb took over the entirety of the growing business. Looking to expand throughout Virginia, Revcar cultivated a customer base north and east of Roanoke. They opened another branch in Richmond, VA in 1983 to better serve these customers. During this time, Revcar began its foray into vendor-managed inventory, contracting with OEMs to provide their fasteners.

In 1996, Würth, another family-owned company from Germany that was looking to establish a presence in the United States, purchased Revcar. With Würth's name associated with Revcar, the company began to acquire global customers. Würth Revcar's growth and expansion continued. Today, it has six full-service branch locations in the Mid-Atlantic and Northeast and 180 employees.

During the past five decades, Würth Revcar has built a tradition of excellence in providing superior customer service to its customers in almost every industry, including heavy equipment, transportation, agriculture, fitness, recreation, lawn/garden, and the military.

Looking ahead, to meet the needs of ever-evolving manufacturing industry, Würth Revcar is upgrading various warehousing systems and launching a new state-of-the-art quality program.



GM Motors Invests R\$ 10 bn in Setting up a New Factory in Sao Paulo

According to Taipei Economic and Cultural Office in Brazil, GM has announced a R\$ 10 bn worth of investment on March 19th in setting up two new factories respectively located in São Caetano do Sul and São José dos Campos in the period from 2020 to 2024, after 2-month favorable policies negotiation with Sao Paulo State Government and its City Government. GM will manufacture new products and introduce new technology into these two factories, while the State Government of Sao Paulo will allow GM to join the IncentivAuto Project in return, which includes the ICMS tax reduction of up to 25%. However, the Government also requires GM offer at least 400 jobs. On the other hand, the São Caetano City Government offers GM an 8-year benefit in its ProAuto Project, which includes the tax (IPTU, ISS, water, sewage treatment, etc.) reduction of up to R\$ 12.5 million.

The State of Sao Paulo is a very important industrial area for Brazil. Its industrial capacity represents 40% of the nation's total and its production value represents the nation's 45.3%. Industries of the State of Sao Paulo are mostly located in the downtown area and 20% of the industries are located in the Great Sao Paulo area. In the suburb of Sao Paulo City there are 12 globally known car manufacturers whose total capacity per year reach 1.2 million units of vehicles. As a result, the State of Sao Paulo is also considered the 12th largest car manufacturing heartlands in the world.



EFC Introduces Innovative Fastening Solution for Utility Poles

EFC International, a leading supplier of engineered fasteners, is pleased to announce the approval of Sherex Fastening Solutions' Large Size rivet nuts for use in steel utility poles by a leading energy company. The approval is in accordance with Specification for Tubular Steel Pole Transmission Line Structures SES-PD-027. The specification covers the minimum requirements for the design, drawings, material, fabrication, welding, coating, inspection, and delivery of tubular steel pole structures.

Sherex Large Size rivet nuts eliminate the welding process and reduce the number of components for installation. They also allow for a safer, one-handed installation of the step bolts in the field. "This is a significant cost savings for pole and tower manufacturers and we are excited to bring this product to the market," states Paul Musgrove, Industrial and Distribution Sales Manager.

These rivet nuts exceed application performance and safety requirements including maximum retention in fiberglass material and increased spin out resistance for pole structures. This innovative rivet nut will serve other industries including Automotive, Truck, Ag, Heavy Equipment, Rail, and HVAC. EFC is a strategic partner into these industries for Sherex and this partnership ensures customers receive the high-quality service they have come to expect.



New Car Sales in Chile Down 3.5% in Q1 2019

According to the report of ANAC (Chile), the domestic sales of new cars in Chile in the first quarter of 2019 totaled 94,654 units of vehicles, down 3.5% from the same corresponding period of 2018. The sales of new cars this March were 30,199 units of vehicles, down 9.5% from the same corresponding period last year.

According to ANAC, the result in Q1 shows the slowdown of economic growth and lower consumer confidence in the country and the projected full-year sales of new cars in Chile in 2019 are around 400,000 units of vehicles. Citroën Chile and Eurofrance GM Rodrigo Hernando estimated that the decline margin of new car sales this year will be nearly 7%, a more significant drop than that in Q1 2019, which means the full-year sales are estimated to reach nearly 390,000 units of vehicles.

The car brand with the highest sales in Chile is Chevrolet (9.4% of the market share in March), followed by Kia (8.1%), Suzuki (7.6%), Nissan (7.1%) and Hyundai (6.6%).

In addition, the sales of trucks in Q1 2019 grew 3.8% to 3,375 units of vehicles.

Japanese Automotive Fastener and Parts Maker Piolax Moves Production Due to BREXIT Woes

Piolax, an automotive fastener and parts maker from Japan, is remapping its production in response to BREXIT, moving the production of automotive parts (which are sold to the U.S.) from the Dongguang (China) plant to the Georgia plant since the start of 2019. Piolax is also increasing inventory of parts within the EU region which are exported from UK to EU. Furthermore, the company was considering consigning production to a partnering company starting the end of March.



Formerly Piolax manufactured a large amount of hose clamps and other automotive parts from its China plant. The production cost was low and the volume of supply to the Chinese market was large. However, in recent years the growth of the Chinese automotive market slowed and The U.S. government started the imposition of tariff on Chinese products since last summer, to which the president of Piolax said: "If this keeps going, we are looking at a loss of JPN 100 million every year." Given that the U.S./China trade conflict could be a long battle, the president decided to move production to the U.S. plant. He invested hundreds of millions of Japanese yens in building a heat treatment furnace at the U.S. plant to process hose clamps and metal fasteners.

The UK plant is the main supply base for Piolax to the EU region, handling automotive fasteners and other parts, 60% of which are sold to the EU and 40% to UK. If anything, the customs clearance procedures and relevant regulations as a result of BREXIT could undesirably cast a heavy blow to Piolax's sales and logistics.

The president has ordered his operating bases to increase inventory. He is also considering consigning production to his partner ARaymond Japan at the end of this March to retain cost competitiveness. ARaymond, an industrial fastener maker like Piolax, works with Piolax on manufacture of products for untapped markets through bilateral production consignment.



Construction of Tokyo Olympics 2020 Delayed by Insufficient Bolt Supply

Tokyo Olympics is going to welcome visitors from around the world next year, but the construction for the event is currently reported to be seriously delayed by "insufficient bolt supply". It is reported that the insufficient supply of bolts has delayed several construction projects in progress such as stadiums, athlete villages and hotels.

The issue of insufficient bolt supply has also aroused the concern from Japanese media. According to a Japanese news media, the category reported to be the most insufficient is "High Strength Bolt" used to build tall buildings or bridges, which has been in short supply since last summer. Users used to receive their requested bolts within one to one and a half months, but now they have to wait for even half a year.

83% of the construction companies cannot but delay their work. In order to solve this problem, Japanese Government has urged certain bolt manufacturers increase their production and the Department of Commerce of Japan even proposed to import the bolts from Korea. However, even the authorities have tried to do whatever they could to solve the problem, the tremendous demand for these bolts remain unsatisfied as yet.



HONDA

Honda to Close Its Car Manufacturing Plant in Turkey

The emergence of the electric vehicles industry in recent years has indirectly made an impact on Honda and made it determine to close its UK plant by 2022. On April 8th, Honda has also made another closure announcement saying it will close its plant in Turkey by 2021. According to Honda, these announcements were made to correspond to the changes in the global automotive industry caused by the emergence of electric vehicles and it will also try to make adjustments to relevant manufacturing structure in the future.

The current annual capacity of Honda's car manufacturing plant in Turkey is 38,000 units.



春雨集團
CHUN YU GROUP

Chu Yu Group Reports Revenue Growth This March and Launches New Investment Projects in China & Indonesia

Taiwan leading fastener manufacturer Chun Yu Group reported that its consolidated revenue in 2018 was NTD 9.84 billion, up 9.3% from the same period last year; its net profit after tax reached NTD 0.566 billion and hit 10-year high (up nearly 80% year-on-year). Its revenue in March 2019 grew 58% in Feb. to NTD 0.898 billion (up 8.01% from the same period last year). Chun Yu expects to actively extend its business reach to the high value-added automotive fasteners, aerospace, biomedical and many other segments in the future.

To be specific, Chun Yu Group plans to invest NTD 0.75 billion in expanding the factory in Shaoguan City (Guangzhou Province, China) and increasing the capacity. On the other hand, it is also considering launching new investment projects in Indonesia. Currently, the main sales of Chun Yu in Indonesia is focused on fasteners for the construction segment and it did profit really well in the market last year. With good expectations to the orders for construction fasteners in both Indonesia and China, Chun Yu will continue to strengthen its business in these two countries.

Japanese OSG Announces Plant Expansion and Initiative Towards Industry 4.0

OSG, a maker of screw tappers, thread gages and tool bits, announced a plant expansion and "OSG 4.0" Project in a press conference on January 15. The company will add a new plant (16.3 thousand square meters) to the current one (32.2 thousand square meters) located in Shinshiro City of Aichi Prefecture. The two plants will add up to a total area of 48.5 thousand square meters. OSG will prioritize on a progression to smart factory that digitally connects business operations, manufacture, after-service and all other processes.



OFCO Industrial Successfully Penetrates into U.S. Market and Reports NTD 1.233 Billion Revenue in 2018

Taiwan-based OFCO Industrial Corp. reported that its annual consolidated revenue in 2018 reached NTD 1.233 billion, up 38.23% from the same period last year and hitting 15-year high. Its net profit after tax was NTD 54 million with an EPS of NTD 1.31. It is reported that since 2017 OFCO has been strengthening its business presence in U.S. market and has successfully gained its own significant market share and benefited a lot from the order-shifting effect caused by the trade war between USA and China since 2018.

The revenues of OFCO in January 2019 and February of 2019 are respectively NTD 87.048 million (+29.32% year-on-year) and 68.299 million (+21.11% year-on-year). OFCO is planning to continue the investment in introducing more facilities and developing more high value-added products. In addition, it is also considering collaboration with other associate companies to develop composites & special materials in order to enhance the added value of products and achieve better profit margin in the future.

Shuenn Chang Fa Enterprise Expands Its Factory for Providing Better Service

Taiwan-based special screws, construction screws, automotive screws and many other high value-added fasteners manufacturer, Shuenn Chang Fa Enterprise Co., Ltd., has launched a new factory expansion plan, which is about to finish soon. According to the plan, the area of the factory will be increased to 16,000 sq. m and a set of German long screw former, automatic warehouse and packaging equipment will be also introduced. The average monthly capacity of the ISO9001, ISO14001, IATF16949 and CE certified Shuenn Chang Fa reaches around 1,200 tons. It is also expected that the company will be certified by ETA this year.



According to Shuenn Chang Fa, there are two major goals for the factory expansion. One is to ensure high product quality, increase manufacturing efficiency, and introduce machining/drilling/tapping and many other facilities for secondary processing, while the other is to satisfy the growing demand from overseas customers, set up the automatic warehouse system, and shorten lead times.



MARii: Automotive Component Export of Malaysia in 2019 is Expected to Reach Around USD 3.146 Billion

The automotive component export of Malaysia reached a new high in 2018 to up to MYR 12.1 billion (around USD 2.928 billion). According to Madani Sahari, Chief Executive of Malaysia Automotive, Robotics and IoT Institute (MARii), several policies proposed by the Malaysian Government have helped boost the surge in the automotive component export in Malaysia and the figure is estimated to climb to MYR 13 billion (around USD 3.146 billion) in 2019. The Malaysian Government is planning to announce its new national policy for the automotive industry, which will be specifically focused on electric vehicles, Industry 4.0, AI, IoT, etc.



Donfeng-Honda Recalls Certain XR-V Models Due to Risk of Bolt Loosening



The car manufacturer in China, Dongfeng-Honda, has announced the recall of certain XR-V model manufactured in the period from Dec/17/2018 to Dec/24/2018, totaling 2,835 units and the recall has begun since Mar/04/2019. According to Donfeng-

Honda, some bolts used to fasten the bearing units of rear right wheel hubs were not torqued to the required value in assembly and may result in bolt loosening, noise, shaking or detachment from hubs. Donfeng-Honda recalls these cars for re-examination of bolts, and if necessary, it will replace the bolts with new ones free of charge to ensure driving safety.

Robust Sales Drive Shanghai Prime Machinery's Deployment in Pan Asia



FINET (Hong Kong press) reports the machinery parts maker and service provider, Shanghai Prime Machinery, released its full year sales record for 2018. The group's revenue last year grew 6.5% to RMB 9.03 billion, with a comprehensive gross profit of 19.7%, down 0.2% from 2017's 19.9%. The gross profit of the fastener business, the biggest contributor to the group's revenue, saw a minor decline mostly because the automotive market weakened in China and Europe and the gross profit slipped down due to the price factor. The vice president said the overall gross profit may have slipped a little last year, but the fastener business with an increasing proportion will improve in the future. He said the group is deploying for "Shanghai Prime Machinery- Pan Asia" to target Southeast Asia and India.

The general manager said the trade conflict between the U.S. and China has brought bigger uncertainty to the international trade environment. The conflict has a certain level of effect on the group's export to the U.S. For one, some of the acquisitions may have been suspended. For the other, the group imports a great deal of raw materials from the U.S. and it increased the cost last year. The vice president said the income from exporting to the U.S. used to grow 10% annually. Since the trade conflict, the growth slowed. He said if the U.S. and China could find common ground, the income growth from exporting to the U.S. could return to over 10%.

PSM Awarded "2018 Quality Improvement Award" by Minth Group



PSM has gone through major improvements on Quality aspects during 2018, and has met Minth Group "A" category supplier rating with quality requirements of not exceeding 20 PPM of defective parts delivered accumulative throughout the whole year of 2018. Hence on 10 Jan 2019, during Minth Group South China Strategic Suppliers Day 2018, PSM was nominated and also awarded the award for "2018 Quality Improvement Award".

Association News

Chairman of The Fasteners Institute of Japan on the Japanese Fastener Industry Performance in 2018



NIKKAN KOGYO SHIMBUN (news media) interviewed Mr. Tubaki Syoutirou, Chairman of The Fasteners Institute of Japan, a while ago on the performance of Japanese fastener industry in 2018. The Chairman said that the production volume and value of fasteners are

expected to outpace 2017. The volume will range between 3.2 to 3.3 million tons, and the value will be around JPN 900 billion. Three consecutive years of growth will bring the industry's performance back to the level prior to the economic crisis in 2008. However, the Japanese fastener industry is in severe condition with shortage of talents and issues with business succession will continue on. The Fasteners Institute of Japan will discuss a system to incorporate foreign talents into Japanese fastener manufacturing plants within 2019.

The Chairman said the evolution of AI and IoT will push the market to demand entirely different functions for fasteners. Fasteners are literally used everywhere, and say if we were to embed an IC chip into a screw to harvest big data, technically this is not something out of the question. Such screws will take an entirely different design. The Japanese fastener industry must think ahead of the current situation and find a way out. Speaking on the emergence of electric cars, he said developing fasteners of higher strength and higher quality is the way left for the Japanese fastener industry to survive in the world market.



Deutscher Schraubenverband e.V.

2019-03-13 – DSV Industrial Fastening & Assembly Workshop

The bi-annual congress in the field of industrial fastening & assembly, hosted by the DSV – German Fastener Association – is the biggest and most prestigious in Germany. The event this year took place at German Hygiene Museum in Dresden. Speakers covered the latest issues from residual torque testing, osculation supported assembly, flow-drill-fastening, high voltage fastening and many more. More than 200 participants were from all industries. Since the day before the DSV hosted the alumni meeting of the fastener engineering degree.



IHA

International Federation of Hardware & Housewares Association

IHA to Meet in Dublin During the 2019 Global DIY Summi

Representatives of IHA member associations are invited to beautiful Dublin, Ireland June 3-8, 2019 for a week of exciting business seminars, store tours and networking opportunities. For more info about this event, please visit <http://www.ihaworldwide.com>/or contact Bill Lee at blee@nrha.org

Acquisitions

Bossard Acquires BRUMA Schraub- und Drehtechnik GmbH in Germany

The Bossard Group is consolidating its market position in the area of high-quality engineered products by taking over the German company BRUMA Schraub- und Drehtechnik GmbH in Velbert. The vendor of high-quality fastening solutions is a recognized supplier in demanding industrial sectors. The automotive and electrical industry are particularly noteworthy. The German company generates an annual turnover of 11 million euros and employs 19 people. Bossard has continuously expanded its presence in the area of engineered and high-quality branded products in recent years through various acquisitions.

BRUMA can look back on almost thirty years of experience in the development of highly engineering products for customers in demanding industries such as the automotive industry. Customized engineered screws, fastening elements and turned parts for series production belong to the core competence of the German company.

In recent years, the Bossard Group has increasingly shifted its focus towards high-quality branded products and engineering fastening solutions and solidified its investment portfolio through appropriate acquisitions. The acquisition of BRUMA Schraub- und Drehtechnik GmbH in Velbert, Germany, fully reflects this strategic approach. At the same time, this investment will enable Bossard to consolidate its presence on the German market. Both parties have agreed not to disclose the purchase price.

BOSSARD

Proven Productivity



MW Industries Announces the Acquisitions of Marox and Sussex Wire

MW Industries, a leading provider of highly engineered springs, specialty fasteners, bellows, and other precision components, announced the acquisition of two companies from SW Holdings, LLC: Marox, a manufacturer of machined orthopedic implants, and Sussex Wire, a manufacturer of mini and micro cold-formed parts. Both companies are premier suppliers of tight tolerance, mission-critical components used in medical device, aerospace, and industrial applications.

Located in Holyoke, MA, Marox produces precision machined orthopedic and spinal implants in a variety of complex geometries to leading orthopedic device firms. The company also manufactures components used on robotic surgery devices.

Sussex Wire, located in Easton, PA, applies cold-forming and roll-forming manufacturing techniques to shape metal wire and special alloys into highly engineered, precision, micro-miniature components. These components play essential roles in medical device applications.

Both companies offer advanced engineering capabilities, material selection advice, and manufacturing know-how for creative solutions that shorten design cycle times and speed time to market.

“Adding Marox and Sussex Wire to our portfolio of medical solutions companies creates a set of technical capabilities and precision machining capacity that is unmatched in the industry,” explains John Bagnuolo, Chief Executive Officer of MW Industries. ■