

About the conference "Wire-Fasteners 2019"

On September 25, 2019, in Moscow at the 8th All-Russian Conference "Wire-Fasteners 2019" the representatives of leading hardware companies met. They talked about the nearest prospects for the development of their industries. The participants gave their assessment of the general market situation, examined its impact on the hardware industry. The conference highlighted many issues facing the hardware manufacturers, primarily the members of the Prommetiz association. Question No. 1 in the list of "systemic" issues, indicated by the General Director of this association Boris Yarantsev, is the protection of the domestic market. The pessimistic attitude was created by the fact that many participants focused on the unfavorable situation in the country for business development. As Yarantsev said, "The only thing that helps the sales increase is the activity of trading houses of the companies. Only the national projects of strategic development until 2024 can play the role of the main driver for overcoming stagnation". At the same time, at the conference, Marina Kholopova (OJSC MMK-METIZ) proposed one of the possible directions of development - an increase in production for the export supplies. Several speeches were devoted to the theme of the production of fasteners. Ilya Belyakov, Head of Analytics at NLMK-Sort LLC, spoke about the prospects for the import substitution of fasteners. The General Director of BelZAN MET LLC (a subsidiary of BelZAN JSC) Alexey Sorokin presented the modern requirements to metal for fasteners and springs in mechanical engineering. Yuri Lavrinenko, Head of the Department of FGUP NAMI, made a presentation on the topic "The concept of development of fastening joints for the automotive industry".

In St. Petersburg the Business Club of Fastener Businessmen Began to Work

The first meeting of the informal business club of fastener businessmen took place on September 19 at the Vvedensky Hotel. The topic "strategic planning in the fastener business" was discussed in a round-table format. The leader of the business club is Nikolai Prokhorov, Vice President of Alfa ARS group of companies (Moscow). The participants were most interested in the experience of working out and implementing strategies in developing the fastener business in Alfa ARS group of companies. The practice of some St. Petersburg companies, which are developing steadily in the current difficult economic conditions, turned out to be very interesting.

Rechitsa Hardware Plant is Increasing the Supply of Nails to Europe

At the conference "Wire-Fasteners 2019", Head of the Department of Foreign Economic Relations Vitaly Belsky spoke. He said that in recent years the company has been increasing supplies to non-CIS countries and cutting back on it in Russia. Shares in these markets today are 42 % and 34 %, respectively, slightly more than 23 % - supplies to the Belarusian consumers. This trend is associated with more attractive prices in the European market, which correlate with the raw material prices. Vitaly Belsky also noted that the Rechitsa Hardware Plant is improving the range of fasteners and presented one of the new products. He also said that before the end of the year, the Rechitsa Hardware Plant will launch a number of new products to the market.



Oryol Steel Rolling Plant Manufactured an Experimental Batch of Fasteners from Weatherproof Steel

IS "Metal Supply and Sales" reported that the Oryol Steel Rolling Plant (part of "Severstal-metiz") manufactured an experimental batch of fasteners from an innovative steel of weather-resistant grade. The message states that Severstal produces such steel at the Cherepovets Steel Combine. In the manufacture of metal structures, this steel grade has already been tested by "Severstal Steel Solutions". Now, the Oryol Steel Rolling Plant has mastered the production of the fasteners, made of weatherproof steel from the Cherepovets Steel Combine. There are bolts of three strength classes and rivets. In the future, it plans to develop nuts and expand the range of bolts. In the spring of this year, at Fastener Fair Stuttgart the Russian-made weatherproof steel bolts were presented by "BERVEL" high-strength fastener plant.



BSW Plans to Ship Rolled Products for the Automotive Industry for over \$ 70 Million

BSW continues to strengthen its position in the global steel market in the automotive product segment. According to the results of the first half of the year, the plant has already shipped over \$ 35 million of metal products for this industry. BSW began active work on organizing the supply of rolled products for the automotive industry in 2015. Since then, the company has passed approval for the supply of 65 types of metal products from 35 companies in the automotive industry. Among them are such consumers as Hirschvogel and Mahindra Forgings, producing components for the world's leading automobile concerns DAIMLER, Volkswagen, Renault, etc. Of course, this result was preceded by a long work of factory services, which does not stop and continues to attract new customers. So, this year, BSW received the first industrial order in the amount of 900 tons of wire rod from one of the leading European manufacturers of shock absorber springs. Also, in 2019 the company started selling products to the BELZAN (RUS), one of the largest manufacturers of special fasteners for the automotive industry in the Russian Federation. BSW received the first pilot order for round rolling this year from SKF, a well-known bearing manufacturer. The company tries to expand cooperation with other customers: Krasnik (Poland), ZKL-Brno (Czech Republic), Schafler (Germany). The volume of deliveries of round rolling products is increasing for the largest European manufacturer of automotive components - the company Hirschvogel, whose factories are located in Germany, Poland, Mexico and the USA. Currently, the BSW product line designed for the automotive industry includes hot rolled round steel with a diameter of 30 to 160 mm for automotive components, and rolled stock in bars and ribs for the manufacture of springs and special fasteners.

