

Hardware World News

Compiled by Fastener World



Trade Agreement or Measures

USMCA Effective since July 1st, 2020

After 3 years of negotiation, articles revision, and Parliaments approval procedures in USA, Mexico, and Canada, the United States-Mexico-Canada Agreement (USMCA) has come into effect since July 1st, 2020. The purpose of this new Agreement is to exempt relevant tariffs and lift certain trade barriers in the N. American region to facilitate trade activities amongst USA, Canada, and Mexico and reinforce the competitiveness of businesses in these countries.

The new Agreement includes specific requirements for the origins of certain automotive components and materials used, which clearly states that more than a certain percentage of automotive components must be produced in USA, Canada, or Mexico, which could cause a significant impact on the automotive industry. Below are the detailed requirements:

1. At least 75% of certain automotive components assembled on a car must be produced in N. America. (The NAFTA period was 62.5%).
2. At least 70% of steel and aluminum materials used on a car must be produced in N. America.
3. Over 40-45% of automotive components produced in N. America must be produced by workers each with the hourly pay of US\$ 16.

The requirement stating “at least 75% of certain automotive components assembled on a car must be produced in N. America” was specifically formulated for 7 major automotive components, including chassis, engines, axles, transmissions, bumpers, sensors for steering wheels, and electric vehicle cells. If any of these items on a car is not produced in N. America, it won't be considered “a car produced in N. America” and cannot enjoy the tariff-free benefit. With these requirements coming into effect, suppliers are required to submit their documents of origin and manufacturers are also required to provide relevant copies. However, automotive fasteners are not included in the list of items subject to the requirements.

Mergers & Acquisitions

Grainger Announces Agreement to Divest Grainger China

Grainger, the leading broad line supplier of maintenance, repair and operating (MRO) products serving businesses and institutions, announced it has entered into a definitive agreement to sell its distribution business in China, Grainger China LLC (Grainger China), to a purchaser owned by the Grainger China management team and Sinovation Ventures, a China-based venture capital firm.

This divestiture will better enable Grainger to focus on its key businesses and geographies. To support this portfolio, the company will maintain its Global Sourcing operations based in China. Grainger's Global Sourcing provides the company with private label products in categories that include safety, cleaning, electrical, motors and tools.

This transaction is not subject to any financing condition but is subject to the standard regulatory approvals.



S.W. Anderson Company Acquires OEM Fastening Systems

S.W. Anderson Company, a specialty and class C component distributor, has acquired OEM Fastening Systems, a specialty fastener distributor in Lawrenceville, Georgia. “We're excited to welcome the OEM Fastening Systems employees to the S.W. Anderson family” stated Jim Degnan, president of S.W. Anderson. “OEM's reputation in the southeast U.S. as a customer-focused product expert aligns closely with S.W. Anderson's value proposition. We look forward to working with our new team members to extend our products and services to OEM's customer base.”

Tom Smith, president and owner of OEM Fastening Systems, said “combining our reputation for excellent products and services with S.W. Anderson's manufacturer relationships and knowledge base will give OEM customers a powerful partner — one with local, personalized service, and high-tech products from international manufacturers.”

OEM Fastening Systems was started in 1969 as a specialty fastener distributor. OEM assists design and manufacturing engineers in the automotive, appliance, outdoor power equipment, and other markets with fasteners, tooling, and tooling repairs. Founded in 1926 and headquartered in Downers Grove, Illinois, S.W. Anderson Company supplies specialty and standard fasteners, hardware, slides, and manufacturing components for the industrial manufacturing market. The company provides services to tier manufacturers and OEMs in automotive, commercial vehicle, consumer goods, aerospace, and food & beverage industries, amongst others and has seven sales offices/distribution centers with over 35 technical sales professionals throughout the US.



Würth Industry North America Acquires Techni-Tool, Inc.

Würth Industry North America (WINA) announced that it has acquired the Louisiana Assets of Techni-Tool Inc. (formerly MDM Tool and Supply), a strong brand with 41 years of history supporting the machining, metalworking, and industrial industries by supplying premium cutting products, superior service, and technical support. The purchase will better serve the needs of Würth Industry's customers in the metalworking and machining markets, specifically in oil, gas, transportation, and logistics industries and will deepen their geographic footprint in the gulf region.

This acquisition fits into Würth Industry's strategy to provide expert supply chain solutions of industrial fasteners, safety, and MRO products and complements Würth Industry's strength in the metalworking market from Würth Van Horn, the premier distributor of fabrication products for OEMs. The Louisiana Assets of Techni-Tool, together with Würth Van Horn, will provide expanded services to customers across the US, Mexico, Canada, and Brazil.



L&W Supply Acquires Assets of Drywall Supply Inc.

L&W Supply Corporation, a leading distributor of top-quality building materials and specialty products in the United States, announced that it acquired the assets of Drywall Supply Inc. ("DSI"), a building materials distributor with locations in the north and western suburbs of Denver, Colorado. Founded in 1996, DSI focused on residential and commercial markets, providing drywall, acoustical ceilings, insulation, steel stud and related products. The acquisition includes three DSI branches in Loveland, Lafayette and Golden, Colorado, that will remain open.

The Drywall Supply team has a long history of providing contractor customers with the support and expertise they need. As part of L&W Supply, they will join a company committed to being the go-to partner for contractors nationwide, recognized for an unparalleled level of service and top-quality products.

Company Development



BBI Appoints Scott Gibson to Proffered Global Sales and Product Director

BBI/Proffered is pleased to announce the appointment of Scott Gibson to the position of Proffered Global Sales and Product Director. Scott will direct Proffered's sales efforts with its building and drywall customers. He will also support customers on a global level, work with buying groups, and on its tradeshow.

MATERIAL: Steel, Stainless Steel
SIZE RANGE: #2-516 (M2-M8)

MATERIAL: Steel, Stainless Steel
SIZE RANGE: 3.5x9.5mm-6.3x300mm

CORROSION RESISTANT:
1. SALT (ASTM B-117) 500hours - 2,000hours
2. ACID (DIN 50018) 15 - 20 Cycles

ITEMS: EPDM WASHER, DOME WASHER, BONDED WASHER

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Simpson Strong-Tie Moves Maryland Warehouse and Annex to Larger Facility

Simpson Strong-Tie, the leader in engineered structural connectors and building solutions, announced the relocation of its warehouse and annex facilities in Jessup, Maryland. Both facilities have moved to a new building located at 7951 Oceano Avenue, Jessup, MD 20794. The new facility is 35,000 sq. ft. larger than the previous location, and is located 2.5 miles away. All 21 employees in Jessup have transferred to the new location.

The company has invested in the move as a commitment to future growth and to better serve our customers with faster product delivery and Will Call access. The new location provides more dock and office space, a training center, more efficient order picking and enhanced warehouse safety.



Tool Group Names Bob Heisner as Chief Marketing Officer

Sparks, MD. – Tool Group (ATG) announced the appointment of Bob H. Heisner to SVP and Chief Marketing Officer. In this position, Bob will lead the further development of all ATG hand tool and power tool brands – which include GEARWRENCH®, APEX®, Crescent®, Weller®, Cleco®, and SATA® – while continuing to sharply accelerate ATG’s e-commerce capabilities. As a member of the Executive Leadership Team (ELT), Bob will report directly to Jim Roberts, Chief Executive Officer, ATG, and be based in the company’s Lexington, SC, office.

Since joining ATG in July 2016 as VP Marketing – Global Power Tools, Bob has helped champion the company’s Marketing Build and Transform initiative for the past several years. Prior to joining ATG, Bob led the development of some of the industry’s leading brands, including: DeWalt Accessories, Kwikset Locks, Hennessy Tools (a division of Danaher), Lenox Industrial Tools, and Rubbermaid Commercial Products.

Volvo Japan Planned to Switch All Vehicles to EV by End of 2020

Volvo Japan planned to switch all of its models sold in Japan to electric vehicles (EV) and end sales of internal combustion vehicles by end of 2020. Richard Snijders, managing director, stresses the next step is to introduce the safest EVs into the Japanese market. He will introduce XC40 which is Volvo’s first EV in 2021, and 5 types of EVs within 5 years. The target is to make Volvo’s EVs take up 50% of global vehicle sales by 2025.



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Hardware Hook & Spring Factory

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afaq ISO 9001 Quality

◀CNC MILLING PARTS

◀STAMPING PARTS

◀WIRE FORMING

◀SPRING CLIPS

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NAFCO Awaiting a Ray of Light in the Midst of Short Demand for Aerospace Components



The pandemic has landed a strike on the aerospace industry. Aircraft makers Boeing and Airbus have a full stock of planes and can only reduce production to cope with the shortage of demand. Fewer flights mean reduced demand for aerospace components, putting aerospace fastener maker NAFCO in a place where it has to wait for the demand to recover.

Although flights have been back online since last April, it seems to be only partial recovery. According to the statistics by OAG Aviation Worldwide, the global aerial transportation is less than half of the level before the pandemic outbreak, and one third of the world's airplanes are still grounded. As of last July, the number of undelivered commercial aircrafts from Boeing and Airbus increased to 628 in total. Aircraft makers have greatly cut the expense on aftermarket components.

In terms of production, as of last July, the aircraft orders placed to Boeing last year have been reduced by 836. Airbus has also informed its component suppliers of its plan to reduce aircraft production in the next few years.



Mate Precision Tooling Announces Corporate Name Change to Mate Precision Technologies

Mate Precision Tooling, a global leader in sheet metal fabrication products and solutions, announced that it is changing its corporate name to Mate Precision Technologies. The name change reflects the company's broader commitment to metalworking and using its expertise to drive innovations to shape the future of factory productivity. Firmly committed to its existing product lines, the name change allows for the expansion into the metal cutting and machining industry with the release of a major new product line in 2021. The new name is effective September 1, 2020, and will be implemented across the company's product and services through 2021.



AIS Receives Reward for Outstanding Quality

AIS-All Integrated Solutions, an MSC Company, proudly announces its recent award for Outstanding Quality. It was awarded at the Motus Annual 2020 Suppliers Conference. The award recognizes AIS for shipping over 10,000,000 pieces with zero defects. AIS was the only supplier to receive this award in 2020. Everyone from AIS' quality, warehouse, sales, and account executive teams worked together to provide exceptional service to Motus---they deserve all the credit for the award.

"We are extremely proud of our entire team this year. They have truly come together to make sure our customers receive the highest quality services and products. Earning this award is confirmation that AIS' focus on quality, company culture, and employee training is paying off for our customers," stated Nick Ruetz, president of AIS-All Integrated Solutions. □

BESTWELL INTERNATIONAL CORP.

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