

# FASTENERS INDIA



## SPEARHEADING TECHNOLOGICAL PROWESS

THE OFFICIAL MAGAZINE OF



COVER STORY  
10 PURSUING EXCELLENCE  
AND INNOVATION

POST SHOW REPORT  
37 CELEBRATING A DECADE OF  
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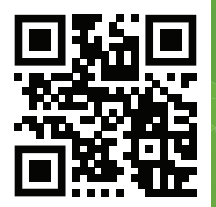
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## A HISTORIC GAME-CHANGING MOVE

Following our last issue foreword imploring traders and distributors to curtail cheap imports and explaining the plight of Indian manufacturers, comes the welcome quality control order from the Ministry of Commerce & Industry through the Department for Promotion of Industry & Internal Trade (DPIIT) on July 21, 2023, that all manufacturers of Fasteners specified against the Indian Standards in the order, have to comply with Bureau of Indian Standards (BIS) Certification within a given deadline as a mandatory norm going further. The consistent efforts made by our Fasteners Association of India (FAI), along with several other associations, have paid off with the Ministry showing positive intent towards 'Atmanirbhar Bharat (Self Reliant India)'.

The primary focus on 'Make in India' takes real direction now as there is a level playing field. Earlier, BIS certification was imposed on Steel wire rods only, and now that anomaly is corrected with it being applied for finished fasteners also. Fastener imports, especially from China, will be extremely difficult now as this step gives a huge impetus to our Industry. There are several grey areas yet with not complete coverage of all types and grades of Fasteners which we anticipate will soon be addressed in consultation with the Industry.

FAI has been very prompt since the order has been declared and has already made contact with the right personnel at BIS who have been kind enough to work with us towards providing guidance to our Industry through online seminars that have already been conducted. We propose to have a clearly drafted presentation with complete guidance towards certification through multiple online and offline seminars for our members. We wish to provide the right service to our members eliminating the need for unnecessary spend on exorbitant consultation fees from external sources. We wish to thank the Ministry of Commerce & Industry for this historic game-changing move for our Industry.

Meanwhile, the inaugural edition of the India Fastener Show 2023 kicks off from September 1-3, at the Autocluster Exhibition Centre, Pune, India, and the organizers have done seemingly well with a fantastic response from Indian exhibitors. Fastener Fairs in India need to get bigger and better, attracting a large amount of domestic as well as international buyers, and we hope this show can up the ante.

And most importantly, the International Fastener Expo in Las Vegas, USA, from October 9-11, 2023, will be a critical event for India as for the first time over 50 Indian exhibitors will promote their brands to the North American and global markets at a time when the western world is seriously looking at India, especially our Industry, for their global sourcing. Optimism is in the air for the Indian Fastener Industry.



Source: FAI

**ABHIJAT SANGHVI**  
President  
Fasteners Association  
of India (FAI)

The primary focus on 'Make in India' takes real direction now as there is a level playing field. Earlier, BIS certification was imposed on Steel wire rods only, and now that anomaly is corrected with it being applied for finished fasteners also.

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DIN 908



DIN 910



DIN 609/610



DIN 6921, ISO 4162



DIN 931, 933, ISO 4017, 4014



DIN 7, 6325, ISO 2338, 8734



ISO 8735, DIN 7979D



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# CELEBRATING A GIANT LEAP FOR INDIA

**I**t's an overwhelmingly proud moment for India having accomplished a remarkable feat in lunar exploration. The successful landing of Chandrayaan-3 on the Moon's South pole has accelerated our growth and bolstered our spirit of innovation.

The lunar mission's success points to the technological prowess that we have achieved with our consistent and unwavering efforts. The nation's inclination towards frugal innovation is again a matter worth applauding. Despite an allocation of approximately US\$1.66 billion for the Department of Space in the fiscal year ending in March, ISRO carried out the mission at 25 percent lower than the budgeted amount.

For Mission Chandrayaan-3, ISRO sourced components and parts from Indian companies, showcasing our self-reliance and, in the words of Hon'ble Prime Minister Narendra Modi, the spirit of 'New India' which wants to ensure victory and knows how to win in any situation.

The Fasteners Industry, with its remarkable contribution, has played a pivotal role in the mission. Renowned companies like Sundaram Fasteners, Aero Fasteners, and Ankit Aerospace have demonstrated their commitment by supplying essential fasteners to Indian Space Research Organisation (ISRO).

The achievements are a testament to not just India's progress in space exploration; it is a reflection of where we, as a nation, stand with regard to our industrial capabilities.

As we rejoice in our climbing up another rung of success on the global stage, another platform is being set up where we can showcase our strengths and announce our arrival to the world. The India Fastener Show 2023 is poised to assemble the Fasteners Community, providing an opportunity to showcase their offerings and explore ways and strategies to continue their ascent in the industry.

Our triumphant lunar expedition has rekindled the flame to tirelessly innovate and prove our mettle to nations that are better equipped with regard to infrastructure. The Fasteners Industry takes immense pride in being part of the mission which has opened up a plethora of opportunities for it.

The Fasteners Industry, with its remarkable contribution, has played a pivotal role in the mission. Renowned companies like Sundaram Fasteners, Aero Fasteners, and Ankit Aerospace have demonstrated their commitment by supplying essential fasteners to ISRO.

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# PURSuing EXCELLENCE AND INNOVATION

*In the world of precision engineering, Micron Precision Screws (MPS) has carved a niche for itself. Founded in 1982 by the visionary entrepreneur and the 'Fastener Man of India' Romesh Vig, the company has evolved over the years from its highly modest stature into a global powerhouse in the manufacturing of high-tensile fasteners.*



Source: Micron Precision Screws Pvt Ltd

From its humble beginnings, the company has metamorphosed into an industry titan. "Over the years, our journey has been characterized by a relentless pursuit of excellence, technological innovation, and a steadfast commitment to delivering precision-engineered solutions," shares Romesh Vig, Chairman, Micron Precision Screws Pvt Ltd, who is rightfully acknowledged as the Fastener Man of India for his pioneering work of introducing Cold Forging Technology to the country in 1962 and specifically for his expertise in manufacturing socket products.

MPS has come a long way and today boasts strategically located factories that cover an impressive expanse. With facilities spanning 2 lakh sq ft in Rohtak, 1 lakh sq ft in Faridabad, and 50,000 sq ft in England, these establishments form the cornerstone of its operations. Currently, the company enjoys a turnover of US\$48 million, with a target set at US\$60 million for the upcoming fiscal year, underlining its steadfast commitment to sustained growth and industry leadership. The company's portfolio includes major Indian clients, a remarkable roster of industry gi-

ants such as Escorts, JCB, CNH, Eicher, Kubota, Murugappa Group, Caterpillar, Bobcat, ACE, TAFE, Swaraj, New Holland, Mahindra, Preet, Cummins, Liebherr, L&T, and Wurth. On the global stage, it is equally proud to count esteemed clients such as Technifast, Achilles Seibert GmbH, and Optimus among its partners. These international collaborations underscore the company's global presence and the trust placed in its precision-engineered solutions. Furthermore, the MPS's product line has grown to highlight its multifaceted expertise throughout the years, includ-

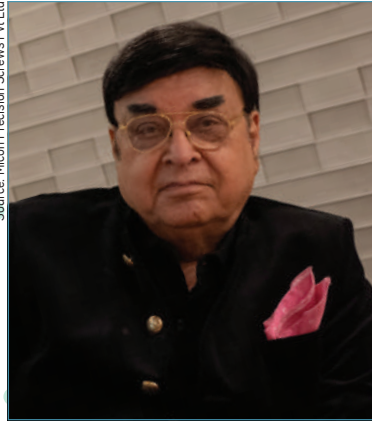


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ing a wide variety of diameters (ranging from 4-40 mm) and lengths (up to 400 mm) in a variety of grades (8.8, 10.9, 12.9, and special grades). The Automotive, Agricultural, and Industrial sectors can find the bolts, screws, nuts, and studs they need in this extensive selection

### A Journey of Evolution

The company began operations in 1979 with Plant-1, which could produce 1,00,000 parts per month. This was just the start of its incredible growth. It had built a solid base and increased its capacity to 200,000 pieces per month by 1987. It became Escorts and Ford-approved supplier during this era and won the Best Supplier Award in its first year, establishing the way for future success. The company's capabilities increased significantly from 1995 to 1999, as it added hot and cold forging to boost productivity. Its manufacturing strength increased with national Bolt formers with 3, 4, and 5 stations. In addition, MPS received its first export order to Germany, marking its first international milestone.



Source: Micron Precision Screws Pvt Ltd



As sustainability gains prominence in industries worldwide, the fasteners sector is expected to adopt eco-friendly practices, materials, and manufacturing methods to minimize environmental impact.”

**Romesh Vig**  
Chairman  
Micron Precision Screws Pvt Ltd

From 2001 to 2010, the company's ISO 9001 and TS 16949 certifications recognized its quality and performance, demonstrating its dedication to quality products. The Bharat Vikas Award was among the many honors. Micron Precision Screws launched PRK Technologies GmbH in Germany to develop globally and the launch of retail-focused MPS Brand Fasteners showed the company's commitment to reaching more customers.

From 2011 to 2015, it launched a PLC-based continuous heat treatment plant and Nano plating facilities, representing major industrial advances. A joint venture with Italian Steffa strengthened the company's global con-

nections. Zn-Ni Plating also showed Micron's innovative response to industrial needs.

### Expanding Domestic and Global Footprint

MPS's journey isn't confined to Indian shores and its extensive market presence spans diverse sectors across both Indian and global landscapes. Its versatile product range is tailored to meet the distinct demands of each sector, positioning it as a trusted global partner. These sectors include Structural Steel & Metal Building, Mechanical Machinery, Solar Energy, Tower & Pole Infrastructure, Oil & Gas, Industrial Manufacturing, Tractor & Farm Machinery, and Highway Guardrail installations.



Source: Micron Precision Screws Pvt Ltd



Source: Micron Precision Screws Pvt Ltd

"Within India, our robust dealer network operates across key regions, including Delhi, Gurgaon, Faridabad, Bangalore, Pune, Kanpur, Hoshiarpur, Surat, Noida, Ghaziabad, Hyderabad, Chennai, Greater Noida, Mumbai, and Varanasi. This widespread presence underscores our commitment to serving India's diverse markets with local expertise," elaborates Vig. "Globally, we've strategically established our footprint in Europe, with an office in Germany, North America, South Africa, and Australia. This international presence speaks of our commitment to global excellence and engagement."

### Fasteners Beyond Compare

MPS stands as a global leader in fastener manufacturing, driven by innovative technologies and processes. "Our advanced manufacturing plants boast the latest cold and hot forging technologies, ensuring the production of standard and special high-tensile fasteners," asserts Vig. "Our machinery lineup includes Multi-Station Boltmakers, Single Die Double

Blow Headers, Metal Gathering Machines, Flat Rolling Machines, Circular Thread Rolling Machines, Centreless Grinding Machines, Capstans, Bolt Trimmers, and a Turning Center for custom turned components."

A standout feature of the company's manufacturing process is its state-of-the-art Plating Plant, enabling a range of surface treatments. This includes oxidizing, zinc phosphating, electrogalvanizing with various passivations (white, yellow, black, and green), along with hydrogen embrittlement removal. "To ensure product durability and performance, we operate four well-maintained in-house Heat Treatment Plants," adds Vig. "The Shaker Hearth Furnaces, Automatic Tempering Furnaces, and Blackening Furnace play a vital role in our heat treatment process."

Staying ahead in the industry, Micron's well-equipped Tool Room serves as a hub for designing and developing tools necessary for producing Dies, Lathe Machines, Surface Grinders, Cylindrical Grinders, Milling Machines, and Drill Machines.

"What truly differentiates us is our capability to produce Special Fasteners tailored to customer samples or blueprints," he points out. "This unique capacity sets us apart from other mass fastener manufacturers."

In addition, the company's laboratory is equipped with cutting-edge tools including Optical Sorting Machine, Roughness Tester, Image Measuring Machine, Spectro Machine, Torque Testing Machine, Laser Scan Micrometer, Profile Projector, Hardness Tester, and Coating Thickness Tester, ensuring comprehensive quality assurance.

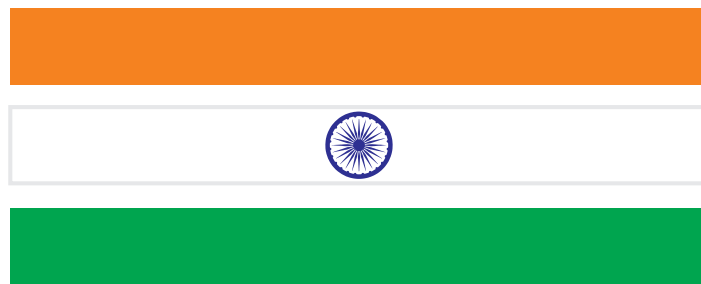
### Ensuring Consistent Quality

Deploying a range of strategies to maintain consistent quality and efficiency, MPS enables itself to stay ahead of the competition in the Fastener manufacturing industry. Here are some key strategies it employs:

- **Stringent Quality Management Systems:** MPS is certified with ISO 9001:2015, ISO 14001:2015, ISO 45001:2018, and IATF 16949:2016 certifi-



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**Sockets products**

**RANGE - M5 TO M30**



Source: Micron Precision Screws Pvt Ltd

cations. These quality management systems ensure that the company adheres to strict quality control processes at every stage of manufacturing.

- Advanced Manufacturing Processes:** The company employs cutting-edge manufacturing processes like cold heading, hot forging, and precision machining that allow it to produce fasteners with consistent quality and precise specifications.
- Robust Quality Testing:** In addition to the state-of-the-art infrastructure, the company utilizes various quality testing methods such as non-destructive testing, mechanical testing, and corrosion resistance testing, ensuring that every batch of fasteners meets predefined quality standards.
- Continuous Improvement Initiatives:** MPS emphasizes continuous improvement by implementing Lean and Six Sigma principles. Regular process reviews and optimization efforts lead to increased efficiency and reduced waste.

- Skilled Workforce:** The company invests in training and developing its workforce to ensure that employees possess the necessary skills and expertise to maintain consistent quality.
- Customer-Centric Approach:** MPS places a strong emphasis on understanding customer requirements and expectations. This approach enables it to tailor its products and services to meet specific needs, fostering customer satisfaction.

Furthermore, the company excels in innovation and research, investing in cutting-edge manufacturing techniques, materials, and designs. Its dedication to quality extends to supply chain management, maintaining robust relationships with suppliers, and ensuring a consistent flow of high-quality raw materials, which is a critical factor in upholding the final product's quality. Its commitment to excellence is underscored by numerous accolades, including the prestigious Bharat Vikas Awards

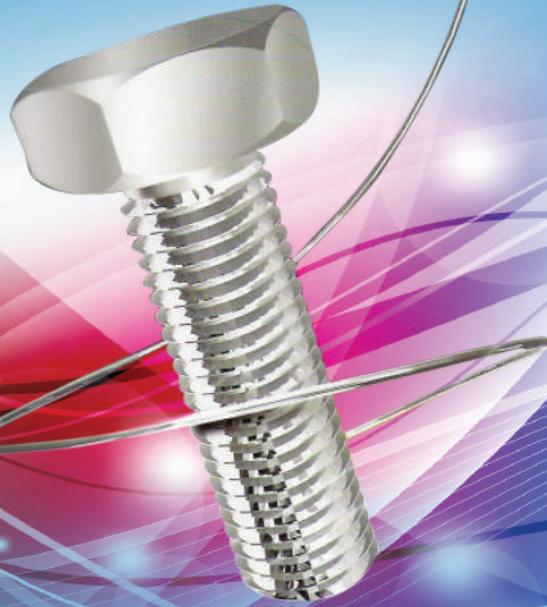
and CII – TEI awards, showcasing its dedication to quality and innovation.

## Commitment to Sustainability

MPS is firmly committed to sustainability and environmental responsibility, evident through a multifaceted approach. "One of our significant strides is the Green Energy Initiative, marked by the installation of rooftop solar panels with a robust capacity of 500 KW. This proactive endeavor substantially curtails our carbon footprint, offsetting nearly 10,000,00 pounds of CO<sub>2</sub> emissions annually," explains Vig. "Our dedication goes beyond infrastructure. We invest in employee education on environmental concerns, empowering our workforce to actively contribute to sustainability efforts. Moreover, we champion recycling and waste reduction, ensuring responsible waste management and resource optimization in our operations." Emphasizing that compliance with environmental standards is paramount to its strategy, he adds, "Our certifications, includ-



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Source: Micron Precision Screws Pvt Ltd

ing ISO 14001:2015, exemplify our unwavering commitment to international environmental management standards. These certifications underscore our rigorous adherence to responsible practices that extend across our entire operation." In essence, the company's commitment to sustainability is evidenced by tangible initiatives, employee engagement, waste reduction practices, and compliance with internationally recognized environmental standards. Through these endeavors, it forges a path towards a greener and more responsible future.

### Prioritizing India in 'China+1' Era

According to Vig, the industry landscape has undergone a significant transformation with the adoption of the 'China+1' strategy, and this strategic shift recognizes the need for diversification within supply chains, offering a countermeasure against the vulnerabilities associated with a sole-source dependency. "At Micron Precision Screws, we have embraced this approach while highlighting the advantages of our 'Made in

India' commitment," he emphasizes. "Unlike many, our company do not prefer to source anything from China. Instead, we prioritize leveraging India's abundant resources, contributing to the growth of our domestic economy. This approach, in tandem with the principles of the 'China+1' strategy, not only facilitates diversification but also underscores our dedication to supporting our nation's economy and businesses by predominantly procuring raw materials from India."

MPS's global footprint empowers it to establish a well-rounded supply chain across diverse regions. This strategic diversity safeguards the company against potential supply chain disruptions arising from geopolitical uncertainties or other external factors. The outcome is a resilient supply chain that upholds timely production and delivery, devoid of susceptibilities to interruptions.

Vig adds, "The approach boasts several benefits. It mitigates the risk of sudden disruptions in supply chains which can emerge due to unforeseen circumstances. Additionally,

it aligns seamlessly with our sustainability principles, curbing carbon emissions associated with extensive long-distance sourcing."

However, he adds, navigating a diversified supply chain does present certain challenges, and maintaining relationships with multiple suppliers across various regions requires meticulous logistical coordination. Additionally, managing the costs associated with this diversified approach demands strategic financial planning. He further reiterates, "At MPS, our 'Made in India' ethos, combined with our global presence and diversified supply chain, enables us to navigate the evolving industry landscape while fortifying our commitment to excellence and dependability."

### Adapting to Industry Trends

"As sustainability gains prominence in industries worldwide, the Fasteners sector is expected to adopt eco-friendly practices, materials, and manufacturing methods to minimize environmental impact," states

Vig, anticipating trends in the Fasteners industry in the near future. "Additionally, there's a growing demand for fasteners with advanced coatings that offer superior corrosion resistance, especially in challenging environments."

The industry may also undergo a digital transformation, integrating technologies like Reves Enterprise, he further states, for streamlined inventory management, order tracking, and supply chain optimization. "Furthermore, customers' increasing preference for customized solutions could lead to more personalized fastener options. The exploration of 3D printing might revolutionize production processes, enabling complex and tailored fasteners. The Fasteners industry might see significant growth in the Automotive and

Aerospace sectors, necessitating high-performance fasteners capable of withstanding extreme conditions," he adds.

### At India Fastener Show 2023

MPS is gearing up for a prominent presence at the India Fastener Show 2023, scheduled for September 1-3. As an industry leader in fastener manufacturing, it aims to provide an immersive experience for visitors to its booth. At the show, attendees can expect to explore an innovative product showcase, featuring a diverse range of precision fasteners designed to meet a wide array of industrial applications. The company is likely to spotlight its advanced manufacturing technologies, including hot and cold forging, precision machining,

and cutting-edge coating processes, demonstrating the technological excellence behind its products. Moreover, customization possibilities will be on display, showcasing its ability to develop tailor-made fasteners to meet unique client requirements.

The company's commitment to sustainability, reflected in green energy initiatives like rooftop solar panels, will likely be a focal point for discussions. Visitors can engage with industry experts at the booth, fostering meaningful conversations about industry trends and market dynamics. It will provide networking opportunities, information exchange through brochures and catalogs, engaging displays, and collaborative discussions about potential partnerships and business opportunities. 



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## LPD Bossard Supplies Nuts and Bolts for Chandrayaan-3

**LPD Bossard Pvt Ltd**, based in Rohtak, provided customized and about two to five lakh special nuts and bolts for the Chandrayaan-3 Lunar Mission, which was successfully launched by the Indian Space Research Organization (ISRO) on July 14, 2023. This significant endeavor is part of India's aspiration to elevate its space exploration prowess while unraveling the moon's geology, mineralogy, and surface composition, placing the country in an exclusive club alongside the United States, China, and the former Soviet Union.

It's not the first time LPD Bossard has teamed up with ISRO, as it has been consistently supplying nuts and bolts, contributing to the success of multiple missions. 




Source: Magic Wand Media

## India Implements Mandatory Norms for Nuts, Bolts, and Fasteners

**The** Indian Government has implemented mandatory quality norms for nuts, bolts, and fasteners to elevate local manufacturing and shield consumers from sub-par goods. The Department for Promotion of Industry and Internal Trade (DPIIT) issued a notification on July 21, announcing the Bolts, Nuts, and Fasteners (Quality Control) Order, 2023. This order places a firm requirement: unless they bear the Bureau of Indian Standards (BIS) mark, these products can't be manufactured, sold, traded, imported, or even stocked, and non-compliance with BIS certification is no light matter; it could mean imprisonment and hefty fines.

The Quality Control Order, 2023 is set to be effective six months from the date of publication of the notification and aims to fortify India's quality ecosystem, prioritize consumer health and safety, and stimulate the growth of domestic micro and small industries. The order accommodates certain relaxations to ensure a smooth transition and uphold the ease of doing business in the country. Exemptions have been granted for domestically manufactured goods meant for export, items imported as part of finished products or components, and imports by domestic manufacturers for producing goods intended for export.

In a meaningful partnership, DPIIT and BIS together developed 64 new Quality Control Orders (QCOs), encompassing 317 product standards. 



Source: Magic Wand Media

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## Nedschroef Machinery Selects Kriti Tools as Distributor in India



**Nedschroef Machinery**, a leading provider of cold and warm forming multi-stage horizontal metal presses and services, chose Kriti Tools Pvt Ltd due to its broad experience in the metal forming industry.

The distributor agreement with Kriti Tools is for Nedschroef Machinery products and services and will commence immediately. With after-sales service an essential component for customers, Kriti Group personnel are being trained to handle customer service related to spare parts and field service throughout May and June. Field service and spare parts fulfillment will be initiated by Kriti Group after training has been successfully completed.

Kriti Group will store Nedschroef Machinery spare parts inventory in Delhi to provide timely service to customers. In this backdrop, Sadeesh Premananth, Managing Director, Kriti Group, shared, "We see good opportunities to cooperate and team up to offer the best service possible to our customers." To this Cees Siermans, Managing Director, Nedschroef Machinery, added, "We believe that with a local presence, we can get closer to our customers and respond quickly to their needs, satisfying them and engaging them over the long term."



## India Fastener Show 2023 Steers 'Make in India' Growth

**India Fastener Show**, organized by Future Market Events, is scheduled to take place from September 1-3, 2023, at Autocluster Exhibition Centre in Pune. Over 150 suppliers and an estimated turnout of more than 7,500 professionals from all corners of the country are expected to attend this trade show and conference to witness the spotlighting of fasteners, fixings, and fastening technologies.

Fasteners Association of India (FAI) and various Maharashtra's buyer associations have provided strategic support and guidance to the show, ensuring that the event will provide participants with a comprehensive and enriching experience. The organizers have introduced a VIP Program, which will enhance both exhibitors' and attendees' participation experiences.

Industry giants like Artek Surfin Chemicals, Bharat Rivets, Conti Fasteners AG, Dhanlaxmi Fasteners, Grauer & Weil (India), Kaloti Engineering, LPS Bossard, Magni India, Micron Precision Screws, Motson fasteners, MVD Fasteners, Sudhir Automotive Industries, Torq Fasteners, and many more are slated to participate in the show.

The event will also play host to the co-located Manufacturing Vision Conference, which is geared towards exploring the industrial applications of fasteners and unveiling new-to-market fastening technologies.

Expressing her delight at the enormous industry reaction, Chaitali Davangeri, Director, Future Market Events, said, "The India Fastener Show is already sold-out, and we appreciate the industry's overwhelming response. Our exhibitors can look forward to meeting OEMs and buyers in Pune. We are thrilled to welcome the industry, make valuable contacts, and establish new business opportunities."





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## Sundram Fasteners Achieves 47 Percent Returns

**Sundram Fasteners Ltd (SFL)**, a key player in manufacturing components for various sectors, has showcased a remarkable performance, outperforming the Nifty50 index with a striking 47 percent year-on-year return. Analysts are now pointing towards a potential 10-22 percent upside for the stock, supported by a consensus view from most brokerages.

Producing a diverse range of critical components, including fasteners, powertrain components, and more, the company boasts a well-rounded revenue mix of domestic OEMs, aftermarket, and exports at 52 percent, 13 percent, and 35 percent, respectively.

With a positive outlook from both technical and fundamental viewpoints, the momentum for Sundram Fasteners stock seems to be riding high, capturing the attention of investors and analysts alike. 




Source: Magic Wand Media

## Indian Aerospace Suppliers Eye Growth in Parts-Making

**Indian** aerospace suppliers are poised to benefit from a surge in orders for jets placed by major carriers Air India and IndiGo, boosting domestic parts manufacturing and aircraft repairs. The increasing air traffic, efforts to diversify sourcing away from China, and substantial orders for almost 1,000 jets have solidified India's significance in the aerospace market.

Small and medium suppliers are attempting to capitalize on the demand for locally supplied parts, but they urge that the government provide more help to boost manufacturing.

The expansion of India's civil aviation industry is predicted to boost maintenance and overhaul activity. Deloitte expects the industry to grow from US\$ 1.7 billion in 2021 to US\$ 4 billion in 2031. While the civil aviation ministry acknowledges the positive impact of these orders on aerospace manufacturing, local production requirements cannot be mandated as they are in defense deals.

The growing fleet of aircraft in India underscores the need for enhanced maintenance services, prompting suppliers to seek proximity to customers. Indian companies like PTC Industries aim to meet global demand for alternate sources of Russian-made titanium and Chinese production. 



Source: Magic Wand Media

Source: Magic Wand Media



## JSW Steel Expects 8 Percent Demand Growth in FY24


Despite global trends, India's steel consumption is projected to rise by 7-8 percent, buoyed by government infrastructure spending and renewed private sector investments. Jayant Acharya, Joint Managing Director and Chief Executive Officer, JSW Steel, emphasized the positive impact of government spending on infrastructure and increased private capex, particularly in sectors like manufacturing, automotive, and construction.

The strong demand growth of 13.3 percent in India for FY23 showcased the resilience of the industry in the

country. The government's push for infrastructure development and efforts to improve capacity utilization are driving this optimistic outlook.

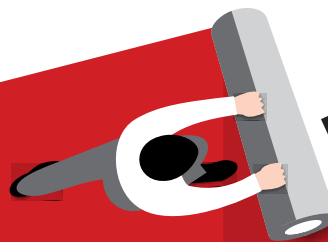
The demand growth has led to a positive performance for JSW Steel, achieving record-high production and sales volumes. The company's strategy focuses on adding capacity and improving product mix through downstream expansion, anticipating 8 percent demand growth in FY24. Acharya believes that India's demand will drive consumption, contributing to an additional 10 MT of steel products.

Acharya also noted that JSW Steel's export strategy remained focused on the domestic market, despite rising exports. In the last quarter, 85 percent of the company's contributions came from domestic markets and 15 percent from exports. JSW Steel plans to increase to 37 million tonnes by FY24 after completing various projects.

He envisions JSW Steel becoming one of the world's largest steel producers with a capacity of 50 million tonnes by the end of the decade. The company is committed to responsible expansion, sustainability, decarbonization, and innovation, aiming to deliver superior returns to shareholders through prudent financial management. 

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# IFI Introduces Innovative Apprenticeship Program

**The Industrial Fasteners Institute (IFI)**, Independence, OH, USA, is starting the development of a new apprenticeship program for machine operators that will be recognized by the US Department of Labor. This program aims to address the issue of workforce shortage in the fastener manufacturing industry. With an increasing number of skilled machine operators retiring, the need to transfer their knowledge and expertise to the next generation is critical. IFI has partnered on the program with the Marshall University Advanced Manufacturing Center (MAMC), West Virginia. The MAMC is well versed

in developing apprenticeship programs, having successfully written and implemented multiple such programs in use across the country today.

Under the leadership of IFI Chairman, Gene Simpson of Semblex Corporation, the development of this program represents a significant collaborative effort. Simpson said, "An initiative as important as this needs to be driven by a group like the IFI. Many companies have their own programs that work well, but these are individual efforts with a heavy burden and mixed results. By leveraging IFI's collective knowledge and resources with the help of the MAMC, the goal is to create a program that will create consistency and results for use by the entire industry."

The new apprenticeship program will provide a comprehensive framework for training machine operators. It will involve hands-on training in a company's own facility, utilizing their equipment and personnel as mentors for the apprentices. The program will also incorporate on-line, self-paced learning modules through a partnership with IFI and the Workforge on-line training system. 




Source: MWM

## SFS Group Enhances Market Position with CSS Purchase

**SFS Group** acquired part of the business concerning fasteners and other products of Connective Systems & Supply, Inc (CSS), on July 1, 2023. This business area of CSS generated sales of US\$15 million in 2022. The acquisition enables SFS to strengthen its market position in the United States in the fast-growing region surrounding Denver, CO, USA. Since it was founded in 1985, CSS has become a key partner for fasteners and other products for end users in the construction industry in the state of Colorado. The company employs

20 people in the acquired business area at two sites in the region surrounding Denver.

In organizational terms, the business will be incorporated into the SFS Group's Triangle Fastener Corporation (TFC), which is part of the SFS Group. With 25 distribution sites in the USA, TFC acts as a supplier of fastening systems and other products for end users in the construction industry. Within the SFS Group, TFC is part of the Construction division in the Fastening Systems segment. The local presence that CSS has will remain, and all 20 employees in the business area will be taken on. The current managers will remain in post at both sites. 


# MWFA Welcomes Francesca Lewis as New Executive Director



Source: MWFA


**Mid-West Fastener Association (MWFA)**, Lake Zurich, IL, USA, has named Francesca Lewis as Executive Director, effective July 1, 2023. Lewis's exemplary communication and leadership skills will assist in MWFA's continued growth and success. With an impressive career spanning over 20 years, Lewis has thrived in

sales and account management. Her strong work ethic, communication skills, and remarkable ability to build/maintain relationships have supported her professional success. Through her expertise and dedication, she has consistently delivered outstanding results and fostered long-term partnerships with clients. Her experience in event planning, growth, and development of education & client relationships will well serve the MWFA.

Lewis is excited about her new role, "I can't contain my excitement. This opportunity has me buzzing with anticipation and a sense of adventure. I'm ready to hit the ground running and make a positive impact." 

## INTERNATIONAL FASTENER EXPO 2023

### IFE 2023: Registration Now Open


**Registration** is open for the largest fastener event in North America, the 2023 International Fastener Expo (IFE), October 9-11, 2023, at Mandalay Bay, Las Vegas, NV, USA. For more information on attendance, sponsorship, or exhibiting opportunities, visit: [www.fastenershows.com](http://www.fastenershows.com). 



Source: FTI

## IFE Las Vegas 2023: Dive into Fastener Fundamentals with Expert Training

**The Fastener Training Institute (FTI)** is partnering with International Fastener Expo (IFE) to host a day-long fastener training class on October 9, 2023. IFE runs from October 9-11, 2023, in Las Vegas, NV, USA. Fastener Fundamentals—The Nuts and Bolts for Fastener Professionals, will be instructed by Carmen Vertullo, Fastener Consultant and Trainer, Carver Labs. He will teach the basics of fasteners and beyond to industry professionals, including the best of Fastener Training Institute's Fastener Basic Training and Certified Specialist Training programs.

This class is full of favorite topics and must-knows for every fastener professional and is interactive with learning exercises, case studies, and valuable take-home resources. Topics will include types and applications of various threaded and nonthreaded fasteners, fastener standards organizations, fastener technical libraries, basics of fastener materials, platings, coatings, and corrosion prevention for fasteners. Support from Würth Industry North America, FTI's 2023 Sustaining Sponsor, provides quality fastener education opportunities like Fastener Fundamentals. 

Source: American Fastener News Report



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**Mike McNulty**  
VP & Editor  
Fastener Technology International

## NORMA Group Reports 2.5 Percent Sales Growth in Americas for Q1 2023



Source: Magic Wand Media

**NORMA Group**, a leader in engineered joining technology, reported moderate growth in the first quarter of 2023, with group sales up 3.5 percent over the same period in 2022 to €315 million (Q1 2022: €304.4 million). Organically, the company grew by 2.1 percent in the first three months of 2023. The Group attributes this growth primarily to higher selling prices to compensate for inflation-related cost

increases. Positive currency effects in connection with the US dollar contributed 1.3 percent to sales growth.

Miguel Ángel López Borrego, CEO, NORMA Group, commented, "We managed to successfully pass on materials-related price increases and generate moderate growth in what continued to be a challenging environment. With this quarter we are not, however, at the level we have targeted for 2023. We will continue to work to improve our internal processes so that we can operate more efficiently overall and take advantage of growth opportunities. We will increase our profitability in the course of the financial year."

In the EMEA region, sales increased by 10.9 percent in the first quarter of 2023 to €138.2 million (Q1 2022: €124.6 million). Strong organic growth of 11.8 percent was diminished slightly by 0.9 percent due to negative currency effects. The primary growth driver was a significant upswing in customer demand in the European automotive sector. Business with standardized joining technology for industry applications also developed well.

In the Americas region, NORMA Group increased sales moderately in the first quarter of 2023 by 2.5 percent year-on-year to €137.6 million (Q1 2022: €134.3 million). In addition to positive currency effects of 4.6 percent, price increases were the main contributors to this growth. Volume related sales in the region fell 2.1 percent organically in the period from January to March 2023.



## Würth Group's Remarkable Sales Surge of 16.8 Percent in 2022

**Würth Group**, a global leader in assembly and fastening material, has once again reported double-digit annual sales growth, with sales for the financial year 2022 reaching €19.9 billion, well above the previous year, when they were €17.1 billion, corresponding to growth of 16.8 percent. Robert Friedmann, Chairman, Central Managing Board, Würth Group, said results for the past two years had been "a remarkable achievement," considering the multitude of imponderables that have challenged the company since the start of the COVID-19 pandemic in 2020 and more recently the war in Ukraine—times during which customers have valued the Group's reliable delivery capabilities and service.

Germany remains the most important single market in the Group, with a sales share of 39.4 percent. The Group's German companies achieved a sales

increase of 13.1 percent, due to both the stability of individual business models and very high product availability. The company's Electrical Wholesale Unit and Würth Elektronik Group were particularly successful, but with a 21.4 percent sales increase, Division Wood achieved the highest growth among the divisions of the Würth Line, with Division Industry a close second at 20.9 percent. The Group's parent and largest single company, Adolf Würth GmbH & Co KG, increased its sales volume by 10.5 percent, including intra-group sales. The companies outside Germany also reported a successful year with an overall sales increase of 19.4 percent from top performing markets in the Americas, as well as southern and eastern Europe.

Besides its 43,000+ salesforce and over 2,500 pick-up shops worldwide, e-business is one of the strategic growth areas of the Group, with digital procurement channels having become an integral part of the company's customer order routine during the COVID-19 pandemic. This trend is reflected in sales, where Würth's e-business accounts for €4.1 billion of sales across the Group.



## Hilti Group Achieves 5.4 Percent Sales Growth in First Four Months of 2023



Source: Magic Wand Media

**Hilti Group**, a global leader in professional construction technology, software, and services, increased sales by 5.4 percent over the first four months of 2023, reaching CHF 2.142 billion (€2.198 billion). In local

currencies, growth amounted to 9.7 percent. The Group continued on its growth path and posted sales growth of 10.3 percent in local currencies in Europe. An increase of 13.7 percent was recorded in the Americas region, with double-digit growth in both North and Latin America. In the Asia/Pacific region, sales grew by 17 percent, led by strong results in South Asia and the Pacific region.

The Swiss franc remained strong against the euro, US dollar, and other currencies, resulting in -4.3 percent points sales impact from January to April. "Interest rate hikes, continued inflation, and geopolitical tensions still have a negative impact on the global construction market. However, we observe geographic differences, with a negative sentiment in Europe, a mixed picture in the Americas, and positive signals from Asia. We are adapting to this situation, and our growth level for the first four months is in line with our expectations," explained Jahangir Doongaji, CEO, Hilti Group. The Hilti Group continues to expect a high-single digit sales growth in local currencies for the full year 2023.



## Nedschroef Machinery Expands Global Reach with East Asia Joint Venture

**Nedschroef Machinery**, a provider of metal parts manufacturers worldwide, is taking a strategic step towards expanding its global reach. In recognition of the growing opportunity to introduce the Nedschroef brand to more customers worldwide, the company has announced a joint venture with PMC in China to serve its business in the East Asia region.

PMC is an industrial group engaged in the design, manufacturing, and sale of advanced machinery parts and components. Nedschroef explains that the joint venture is part of that transformation and confirms that Nedschroef Machinery is committed to fulfilling its strategic growth plans. The company expects that sales and services outside Europe will exceed 65 percent of the total by 2030, and growth in the markets that make up the East Asia region is a key part of achieving that goal.

"This joint venture will help us better and more quickly respond to our East Asia customer's needs," explains Cees Siermans, Managing Director, Nedschroef Machinery. "Our increased focus on customers outside Europe is an exciting time for us, since many East Asian countries have a well-established cold and warm metal forming industry."

The East Asia operation will be based in China, and all Nedschroef Machinery functions critical to the development and support of the East Asia region are represented, including procurement, sub-assembly, marketing, sales, service, and others.




Source: Magic Wand Media

## CAMCAR Acquires Ttapdrive for Advanced Fastener Solutions



Source: Magic Wand Media

**CAMCAR Innovations**® has announced that it has purchased the assets of its partner, Ttapdrive AS – the Norwegian company that created the ttap® brand of drive systems.


Both companies have already cooperated in a partnership for over 10 years to promote the TORX® ttap® drive system through many quality distribution channels in the construction industry. TORX® ttap® provides leading stability (anti-wobble) and stick fit, allowing increased productivity and lower injuries on job sites. “The ttap® brand and technology fit very well with our mission to be a leading technology provider in the fastener industry,” states CAMCAR spokesperson. 

## Jeveka BV to Rebrand as Bossard Nederland BV



Source: Bossard

**Jeveka BV** will be renamed Bossard Nederland BV in the course of 2023 as part of a rebranding process that better aligns Jeveka with Bossard’s brand identity and values. Acquired by Bossard in October 2021, Jeveka has been recognized as a quality leader in technical fastening products, and it remains committed to delivering exceptional products that meet high-quality standards.

Through its alignment with Bossard, the company will leverage the group’s global network and expertise, making more products and services available to its customers in the Benelux market. These solutions will help Jeveka’s customers and partners optimize processes while increasing efficiency and productivity in a sustainable way. 




Source: Magic Wand Media

## A.S.F. Fischer Acquires REX Drilling Brand

**A.S.F. Fischer BV**, a major importer and concept supplier of professional construction fasteners, has acquired the entire drilling brand, REX, including its associated product range, from the Dutch-based firm Hemmink BV. All logistics and commercial activities of REX are being integrated as part of the merger.

Arnoud Booij, CEO, A.S.F. Fischer, explained that the acquisition of the REX brand aligns perfectly with the company’s growth strategy. “We aim to continue being a reliable, stable, and forward-thinking partner for our clients in the future. With the acquisition of the REX brand, we strengthen our position in the market and broaden our brand and product portfolio. Through the acquisition, customers of both companies will benefit from synergies in both logistics and commercial areas.”

REX has been a leading choice for professionals for over 75 years in the field of high-quality drills, chisels, and hole saws. For its part, A.S.F. Fischer is known for brands such as Woodies®, Interdynamics®, QlinQ®, Steelies®, Grabber®, Fis®-Profi and Perfectmate®. This is the second recent acquisition for the company following its takeover of Herag last January. 

# Rivit Srl Appoints Francesco Montanari as New CEO

**Rivit Srl**, a specialist in blind rivets and riveting tools and part of FERVI Group, has appointed Francesco Montanari as its new CEO. Francesco joined FERVI Group in November 2022, initially serving as General Manager of Rivit.

He has vast experience within international markets, graduating in electronic engineering from the University of Bologna with several postgraduate executive programs (IMD in Lausanne, MCE in Brussels, SDA-Bocconi in Milan, and Profingest in Bologna). He began his work at Andersen Consulting, now Accenture, with periods in the USA, Italy, and France, dealing with marketing information systems.

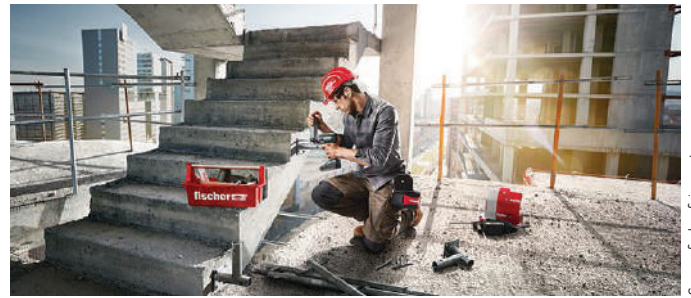
Francesco then joined Datalogic in 1993 as product manager, then moved on to sales management, marketing management, and was then appointed director of marketing & communication. From 2002 to 2005, he was president and general manager of Datalogic France (Paris office), returning to Bologna in 2005 as director of the mobile computer business unit.

Following the incorporation with PSC Inc, and the subsequent reorganization of the Datalogic Group in April 2007, he was first appointed general manager and then product and services vice-president of Datalogic Mobile.

From 2012 to 2016, he was vice-president and general manager of the mobile computing business unit of Datalogic ADC, after the incorporation between Datalogic Mobile and Datalogic Scanning. Within the reorganization of the group, he was appointed chief marketing officer of Datalogic Spa, with responsibility for all corporate marketing and communications activities of the Datalogic Group.

"It is with great pleasure that I intend to make my experience available to consolidate Rivit's positions on the global market, with the aim of both optimizing the approach to the domestic market and strengthening Rivit's presence worldwide," states Montanari.

"We already operate with the two Rivit's subsidiaries in India and Morocco, but we also want to organize a consistent approach to the local needs in all other countries, starting from those already served by Rivit. We start with a company that has been on the market for half a century, is already a leader in some sectors, and which we are going to strengthen by working on a mix of products and services, as well as with external partnerships. The goal is to be even more of a reference point for fastening." 




Source: fischer fixing systems

## fischer Advances UltraCut FBS II Screws for Safer Applications

**fischer fixing systems**, a business division of fischer Group, has expanded the range of applications for the UltraCut FBS II screws by introducing the latest technological developments to enhance ease of installation and safety when introducing high loads into concrete.

For instance, the FBS II 6-10 versions can now also be used in masonry, in accordance with the European Technical Assessment (ETA) certification. In addition, the new FSW adjustment disk, in conjunction with the FBS II 10 US gvz, enables sleepers and beams to be adjusted and aligned quickly and easily.

This whole range of concrete screws combines maximum load bearing capacity with quick installation and come in both steel and stainless-steel versions, both meeting ETA standards covering their use in cracked and non-cracked concrete, indoors and outdoors, as well as with seismic loads of performance categories C1 and C2. They are also rated to the fire resistance level, FRL R120.

Further advantages of using the UltraCut FBS II include its reliable power transmission and installations free of expansion pressure due to its precise fit. Patented thread geometry and its large core diameter introduce very high tensile and shear forces into the concrete, which means fewer fastening points are needed than was previously the case. The UltraCut FBS II can also be re-used under certain conditions, allows small edge and center distances, and offers power-saving, safe assembly. As for loads, the concrete screw allows maximum flexibility, depending on the diameter, with up to three approved screwing or anchoring depths. Using the screw is also very simple; the user simply screws the UltraCut FBS II concrete screw into the drill hole using push-through installation, with no further drill hole cleaning required for vertical drilling in floor and ceiling areas or when using hollow drills with a suction function. 



Source: Fastener + Fixing Magazine

**FASTENER  
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MAGAZINE**

**Will Lowry**  
Editor  
Fastener + Fixing Magazine

# China Fastener Exports: H1 2023 Review

According to China Customs statistics, from January-June 2023, the export value of China fasteners was US\$4.837 billion, down 5.76 percent year-on-year; the export quantity was 1.8440 million tons, down 3.35 percent year-on-year. The average export price was US\$2,600/ton. The top five products in terms of export value were: other screws and bolts, with tensile strength<800MPa; nuts; other screws and bolts, with tensile strength≥800MPa; other threaded articles; and self-tapping screws. Coach screws and screw hooks and screw rings, whether calculated by export value or export quantity, were two products with fewer exports.

The Top 20 export destinations of China fasteners (calculated by export value) were: The United States (12.48%), South Korea (5.50%), Vietnam (4.79%), Germany (4.77%), Russia (4.47%), UAE (3.93%), India (3.84%), Thailand (3.72%), Japan (3.64%), Mexico (3.11%), Saudi Arabia (2.60%), Malaysia (2.58%), Australia (2.50%), UK (2.49%), Brazil (2.11%), Italy (2.09%), the Philippines (1.83%), Canada (1.62%), Indonesia (1.59%), and the Netherlands (1.48%). Compared with the same period in 2022, the export value showed an increase in South Korea, Vietnam, UAE, India, Thailand, Mexico, Saudi Arabia, and the Philippines. On the other hand, exports to the United States, Germany, Russia, Japan, Malaysia, Australia, UK, Italy, Canada, Indonesia, and the Netherlands declined.



**Table – 01**  
**China Fastener Exports**  
**by Product in 2023 H1**


Product	Export Value (USD)	Export Quantity (KG)
Coach screws	15,995,513	9,384,039
Other wood screws	74,799,579	43,660,641
Screw hooks and screw rings	17,935,431	6,588,821
Self-tapping screws	484,957,956	201,864,344
Other screws and bolts, with tensile strength≥800MPa	539,286,816	239,680,405
Other screws and bolts, with tensile strength<800MPa	1,629,798,602	600,903,650
Nuts	845,494,949	310,121,338
Other threaded articles	513,198,568	231,438,078
Spring washers and other lock washers	39,698,047	11,824,431
Other washers	314,480,280	104,545,854
Rivets	70,049,828	16,720,464
Cotter and cotter pins	170,103,528	36,648,274
Other non-threaded articles	121,825,202	30,667,544
<b>TOTAL</b>	<b>4,837,624,299</b>	<b>1,844,047,883</b>

**Table – 02**  
**China Fastener Export Destinations**  
**Top 20 in 2023 H1**

Rank	Country / Region	Export Value (USD) in 2023 H1	Export Value (USD) in 2022 H1	Export Quantity (kg) in 2023 H1
1	United States	603,698,318↓	856,782,287	241,970,510
2	South Korea	266,184,680↑	221,714,948	89,226,490
3	Vietnam	231,540,067↑	221,939,576	54,269,249
4	Germany	230,830,572↓	307,971,731	73,056,381
5	Russia	216,122,624↓	220,139,652	133,558,992
6	UAE	190,348,951↑	106,621,983	60,408,553
7	India	185,646,276↑	171,715,555	63,268,376
8	Thailand	179,893,320↑	115,903,420	45,425,652
9	Japan	176,056,558↓	202,096,659	70,411,024
10	Mexico	150,324,631↑	136,047,992	66,309,299
11	Saudi Arabia	125,893,078↑	76,614,158	46,420,101
12	Malaysia	124,995,974↓	132,666,139	40,305,848
13	Australia	120,878,780↓	145,485,080	48,891,987
14	UK	120,228,926↓	154,022,947	49,985,892
15	Brazil	102,021,780↓	111,155,079	39,813,989
16	Italy	101,327,372↓	146,479,114	42,286,805
17	The Philippines	88,662,985↑	69,593,883	28,201,233
18	Canada	78,561,128↓	113,315,047	37,814,985
19	Indonesia	76,941,336↓	98,229,928	32,770,914
20	The Netherlands	71,461,363↓	86,800,529	26,574,630
	<b>WORLD</b>	<b>4,837,624,299↓</b>	<b>5,133,105,206</b>	<b>1,844,047,883</b>



## US Examines Steel Threaded Rod Imports from China

**The US Department of Commerce (Commerce)**, on July 12, 2023, in response to a request from Vulcan Threaded Products Inc (Vulcan), initiated country-wide circumvention inquiries to determine whether steel threaded rod, made from alloy steel, that is produced in the United States from unthreaded pins imported from the People’s Republic of China (China), is circumventing the antidumping duty (AD) order on alloy and certain carbon steel threaded rod from China and the countervailing duty (CVD) order on carbon and alloy steel threaded rod from China. 




## Mexico Examines Chinese Threaded Steel Rod Imports

**The Mexican Government**, through the Ministry of Economy (SE), at the request of local companies, initiated an antidumping investigation (AD) on imports of threaded steel rods originating in China.

The applicant companies are Clavos Mexico and Clavos CN (Grupo CN, formerly Clavos Nacionales de Mexico), according to a report published in the official gazette of Mexico on June 9, 2023.

The product under investigation has various names: all threaded rod plain, all threaded rod black, all threaded rod electro galvanized yellow zinc, all threaded rod electro galvanized zinc plated, and all threaded rod hot dipped galvanized HDG. Although they are integrated into tariff sections 7318.15.99 and 7318.19.99 of the General Import and Export Tax Law (TIGIE).

The products are threaded rods of low, medium carbon, or alloy steel without hardening, with a diameter equal to or greater than 6.4 mm (1/4 inch), but less than 38.1 mm (1 1/2 inch), and a length equal to or greater than 152.4 mm (6 inches).

The investigation period was from January 1-December 31, 2022, and the damage analysis period was from January 1, 2019 - December 31, 2022. In 2010, Grupo CN was one of the importers of black carbon steel nuts originating in China (tariff sections 7318.16.03 and 7318.16.04 of the TIGIE) that applied a countervailing duty of 64 percent due to dumping. 



Alice Hu  
Editor  
china fastener info

Source: ChinaFastener Magazine



www.chinafastenerinfo.net

# Taiwan CSC Engages Fastener Industry on Coping Strategies and Carbon Tax

**Table 1. Taiwan's Export Weight and Price of Several Fastener Types in First 4 Months of 2023**  
(Source: TIFI)

Products	Export Weight	Export Unit Price
Wood Screws	-10.02%	+1.65%
Self-tapping Screws	-26.08%	+7.80%
Bolts	-26.96%	+6.70%
Nuts	-23.04%	+1.94%


**Taiwanese** business owners are much more concerned about the future wire rod price and global market development due to the ongoing conflict between Russia and Ukraine, which shows no signs of abating as of mid-2023, as well as the fastener industry in Taiwan, which is now at a relatively low level in terms of orders received. They converged in Kaohsiung on June 2 for a conference with Taiwan CSC, the largest steel company in the country.

In terms of statistics on wire rod, in the first four months this year, Taiwan's imports of high, medium, and low carbon steel fell significantly in weight, by 41 percent, 34 percent, and 19 percent, respectively. In the same period, Taiwan imported the largest proportion of wire rods from Indonesia, accounting for 48 percent, followed by South Korea and Vietnam, each accounting for 17 percent. The main types of steel imported were low carbon steel and alloy steel, accounting for 50 percent and 35 percent, respectively.

In terms of fastener prices, Taiwan's exports of screws, bolts, and nuts in the first four months of this year amounted to 440,000 tons, down 25 percent year-on-year, with an average unit price of US\$3.88 per kilogram, up 4.4 percent. In the same period, Taiwan's top five export destinations for these products were the United States, Germany, the Netherlands, Japan, and Canada, of which only the weight

of exports to the Netherlands had a slight growth, while exports to the other four countries had a more than 20 percent decline, indicating that in the same period this year, Taiwan got a reduced number of orders for these products.

Taiwan CSC explained that the decline in the number of orders from overseas is due to the global macro-environment. Fastener inventory in overseas countries remains high, and thus the demand for Taiwanese fasteners has become less. The case is even worse for the business of Taiwanese auto fastener companies. Taiwan CSC suggested going for energy saving and carbon reduction when there are fewer orders.

Tu-Chin Tsai, Chairman, Taiwan Industrial Fasteners Institute (TIFI), echoed with a message to business owners that the EU carbon tax will soon affect the fastener industry in Taiwan, so it is time to prepare ahead for worst case scenarios in order to be able to receive orders when the tide of carbon tax sweeps in. 

**Table 2. Taiwan's Export Weight of Screws, Bolts and Nuts in First 4 Months of 2023**  
(Source: TIFI)

Export Destinations	Export Weight (Ton)	Proportion	Growth
USA	194,146	44.06%	-28.82%
Germany	38,131	8.65%	-23.05%
The Netherlands	32,618	7.40%	+2.87%
Japan	17,812	4.04%	-25.94%
Canada	14,032	3.18%	-27.95%



Source: Sunco

# Sunco Industries' Journey to Taiwan: Strengthening Global Fastener Partnerships

**Fastener World** has been devoted to bridging the fastener industry between Taiwan and the rest of the world for more than 30 years. Its motive and mission statement is to bring Taiwan fasteners to the world stage, where they shine. Over time, many Japanese fastener owners of large, medium, and small sizes have learned more about Taiwan as the fastener kingdom. When asked why they come to Taiwan every year to look for supply partners, most Japanese business owners said they prefer Taiwan fasteners for their quality, which is close to the requirements of Japan. They think Taiwanese business owners keep their word and offer acceptable prices.

Among these Japanese companies, Sunco Industries, which is one of the largest fastener distributors in Western Japan, considers Taiwan fastener manufacturers as very important partners and comes to Taiwan every year to strengthen partner relationships

and find new partners. Sunco Industries is crossing the border from Japan to the international market with the launch of its new English website. For many years, Fastener World has been a critical medium that helps Sunco Industries make their name known to the world, with their fastener partners in Taiwan as an integral part of their turning point to go international.

Against this backdrop, Yoshihide Okuyama, President, Sunco Industries, led Miki Hiraoka, Purchasing Manager, and Tomokazu Takada, Assistant Manager, International Trade Division, to pay a visit to William Liao, President, Fastener World, and his staff. Takada said the request for a visit is to get a thorough knowledge of the characteristics and structure of fastener heartlands in northern, central, and southern Taiwan, to learn the status quo and hear the voice of fastener manufacturers in Taiwan, and to convey Sunco Industries' needs through Fastener World. Secondly, President Okuyama hopes for Fastener World to connect Taiwan, Japan, and global fastener partners and create new business opportunities.

As a trusted medium for industry players, Fastener World arranged for Sunco Industries to visit Tu-Chin Tsai, Chairman, Taiwan Industrial Fasteners Institute (TIFI), and Josh Chen, Chairman, Taiwan Fastener Trading Association (TFTA). In addition, it welcomed Sunco Industries to its location for a briefing where Liao gave a detailed account of Taiwan fastener history as well as the potential for collaboration between Taiwan and Japan.

Fastener World has an edge in obtaining market



Source: Sunco



Source: Sunco

intelligence and analyzing data. Both Liao and Okuyama touched on the challenges, opportunities, and upcoming big trends in the Taiwan fastener industry. Okuyama stated that Japan is tracking issues regarding the EU carbon tax, and he is interested to know if Taiwan manufacturers have taken steps to react. Liao said both Tsai and Josh are guiding the fastener companies in Taiwan to reduce carbon emissions, and they are also in close discussion with the government and Bureau of Foreign Trade. In fact, there are some Taiwanese business owners who have provided valuable advice on carbon reduction technology for the government and industry. Net-zero is the most important transformation challenge now, and Taiwan will continue to make breakthroughs at this new turning point.



## Bufab Taiwan and Suppliers Unite for Sustainable Business Practices



Source: Bufab



**Bufab Taiwan**, a one-stop shop for Bufab Group companies to access Taiwan’s C-Parts (fasteners) supply base, hosted Bufab Supplier Day 2023, which was held at the Intercontinental Kaohsiung on May 8. Bufab remained strong throughout the financial crisis and the pandemic, continuing to reduce lead time, costs and risks, focusing on decarbonization, hazardous material reduction, conflict minerals and ESG, making themselves a solid and trusted partner for Taiwan suppliers. In procurement, Bufab plans to streamline the number of suppliers and focus business on genuine partners, including the suppliers who were present at this meeting. In terms of supplier quality, Bufab requires suppliers to follow ‘legal regulations’ and ‘customer regulations’. Bufab classifies suppliers through risk management, namely the levels of control plan and suppliers. If a supplier fails to meet quality re-

quirements, Bufab will make contact, find out the reasons, discuss the processes that go wrong, and visit the supplier’s factory to make improvements. The most important aspect is sustainability. Bufab plans to cut internal carbon emissions from 1 percent to 0 percent by 2030 and external carbon emissions to 55 percent by 2031. With 49 percent of carbon footprint originating from manufacturers and transportation and 50 percent from steel, Bufab—a participant of SBTi (Science-Based Targets Initiative)—needs the suppliers to cooperate and use green steel and adopt carbon reduction measures. Jannus Lin, General Manager, Bufab Taiwan, said the importance of SBTi and sustainability cannot be overstated. It’s not a requirement on any single supplier, but the biggest challenge for the whole industry. The EU carbon tax will be on a test run in October, and customers’ requirements on sustainability will get tougher. The responsibility of Bufab and suppliers is to take away quality concerns from customers when they purchase. To that end, the quality level of Taiwan suppliers can provide strong support for Bufab.



# Ming Tang Centrifugal Feeders: The Quiet and Efficient Solution

**Ming Tang (Weng Yang) Machinery** has been at the forefront of R&D for nearly 45 years. They have a 2,480 sq mt plant in Hwa Ya Technology Park in Taoyuan City, Taiwan, where it continuously improves and supplies 1-die 2-punch and 2-die 2-punch screw headers, 2-die 4-punch and 3-die 6-punch screw parts forming machines, open die headers, high-speed automatic threading machines, and screw washer assembling machines, all of which have received CE certification.

Ming Tang is committed to improving machine stability and operational efficiency. Its die punching device, ejection device, and toggle device are all patented and designed to significantly reduce machine failures. It also has a well-designed after-sales service and has established standard parts inventory management to allow customers to replace parts in a timely manner.

This has resulted in 90 percent of their machines being sold in over 30 countries overseas. Its great breakthrough in structural design is the improvement of all wearable parts and the design of quick-assembly and quick-disassembly devices.

Conventional feeders using vibratory plates are prone to many problems, including noise and damage to the product surface. Ming Tang's feeder replaces vibratory feeding with centrifugal alignment, which not only significantly reduces noise but also prevents the coating from peeling off the products or from damaging the plating layer.

This centrifugal structure is made of stainless steel, which is highly resistant to wear and rust. Compared with the traditional vibratory plate, whose coating often peels off after one year of use, the surface of Ming Tang centrifugal feeders is coated with 10mm-thick PU oil, which is durable. The delicate design of the centrifugal structure also includes a removable inner tray, which can be easily removed by maintenance personnel to clean up chips and oil stains, saving time and effort. It consumes only one-tenth the power of conventional vibratory plates and is suitable for long screws, and the feed speed can be adjusted via a frequency converter.



Source: Ming Tang



## Gwo Lian Machinery Celebrates 55 Years of Excellence & Ambitions

**Gwo Lian Machinery** is not big but critical. From its workers to engineers, they all adhere to the spirit of 'becoming a respected craftsman' in the future, which is also an internal declaration of Gwo Lian. Furthermore, the expectation for people to change their stereotype of the machinery industry and consider it 'a driver of industry upgrade and value innovation' is also one of the reasons that the 55<sup>th</sup> anniversary event was given.

The guests attending the event included political/commercial/academic/art/hospital leaders, public interest groups, fasteners/electronics/aerospace/hi-tech and other industries' presidents, Business Weekly CEO, MISA, principals, professors, EMBA societies, and many other prominent figures (such as Tai-Hsiang Liao, Director-General, Kaohsiung Economic Development Bureau; Ann Hong, Vice Chairman, Taiwan Industrial Fasteners Institute (TIFI); and Simon Lin, Supervisory Board Convener, TIFI; James Su, Founder, TFTA and Kosky Yen/Jim CN Chen/William Liao, Honorary Former Chairmen, TIFI; Lin-Maw Wu, President, Yieh Hsing Enterprise; and Ren-Yi Lin, Chairman, MIRDC), clearly demonstrating Gwo Lian's long-term dedication to the industries and Chen's wide and good personal connections.

Gwo Lian has thus far received international certifications from D&B, ISO9001, and CE. Its self-developed wire processing methods and machinery have also acquired patents in Taiwan, Japan, and EU. Its products have been successfully marketed in nearly 50 countries and have received high customer satisfaction and reviews industry-wide.



Source: Ming Tang



# Top Taiwanese Fastener Companies in 2022

Source: Commonwealth Magazine Issue no 773

Compiled by Fastener World

Companies are ranked in top-down order of their revenues

Unit of revenues and net profit after tax in NTD0.1 billion

Ranking in Manufacturing Sector	Ranking Among Top 2,000 Taiwanese Manufacturers Across all Industries			Companies	Revenue	Revenue Growth (percent)	Earnings After Tax	Net Profit Margin (percent)
	2022	2021	2020					
1	↑ 43	54	70	Ta Chen International	1,141.49	17.82	120.26	10.54
2	↑ 250	274	316	Tong Ming Enterprise	154.28	16.56	9.11	5.90
3.	↑ 319	330	327	QST International	114.76	12.59	5.89	5.13
4.	328	293	359	Chun Yu Works	110.50	-6.44	5.38	4.87
5.	↑ 448	452	514	San Shing Fastech	71.65	0.82	10.60	14.79
6.	460	450	527	Boltun	68.27	-4.81	3.52	5.16
7.	↑ 565	724	754	Jinn Her Enterprise	51.38	41.43	---	---
8.	↑ 595	709	1021	OFCO	48.17	28.08	2.84	5.90
9.	↑ 607	744	779	Tong Hwei Enterprise	46.60	31.60	---	---
10.	↑ 620	635	738	Lu Chu Shin Yee	44.57	1.90	3.33	7.47
11.	↑ 636	768	776	Jau Yeou industry	43.24	29.54	---	---
12.	↑ 853	975	967	Sumeeko	28.51	24.77	2.96	10.38
13.	↑ 873	944	929	Rodex Fasteners	27.31	12.48	5.74	21.02
14.	↑ 898	1183	1195	Min Hwei Enterprise	26.01	66.94	---	---
15.	901	848	901	Sheh Fung Screws	25.91	-9.37	3.70	14.28
16.	↑ 919	1003	1132	Spec Products	25.23	18.84	2.74	10.86
17.	↑ 947	1044	977	Intai Technology	24.13	22.30	4.22	17.49
18.	↑ 992	1243	1069	NAFCO	21.93	53.79	1.50	6.84
19.	1083	1078	1139	King Point (PATTA)	18.10	-3.47	1.46	8.07
20.	↑ 567	626	573	Ray Fu Enterprise	16.92	29.95	1.47	8.69
21.	1192	1190	1318	Thread Industrial	15.01	-2.09	---	---
22.	↑ 1217	1237	1311	Sheh Kai Precision	14.50	0.55	2.33	16.07
23.	NEW 1311	---	---	Easylink Industrial	12.35	11.87	---	---



Source: Fasteners World Inc.

[www.fastener-world.com.tw](http://www.fastener-world.com.tw)

# CELEBRATING A DECADE OF FASTENER INDUSTRY SUCCESS

*Fastener Fair India 2023, the premier international exhibition for fastener and fixing technology organized by RX India, celebrated its 10th anniversary with resounding success. The Indian fastener industry united in Mumbai from June 1-3, at the Bombay Exhibition Centre, for a three-day exhibition and business meetings extravaganza of innovation, learning, and business transactions.*



Source: RX India

**F**astener Fair India 2023 presented excellent networking opportunities to all industry players, building on six successful editions in Mumbai and three editions in New Delhi and reinforced by India's strong market growth in key industries such as automotive and construction.

## Remarkable Turnout and Showcase

With a record-breaking number of attendees and an impressive display, the event cemented its status as a major platform for the fastener sector in India

and beyond. The Fastener Manufacturers Association of India (Ludhiana) and the Fasteners Association of India (FAI) supported the expo, which drew 6579 buyers and featured over 160 exhibitors. "We are very pleased with the success of Fastener Fair India 2023," said Vicky Kumar, Project Manager, RX India. "The event was a great opportunity for industry professionals to come together and learn about the latest trends and technologies. We are grateful to our exhibitors and visitors for their support."

## Stakeholders Thrive at the Fair

Industrial fasteners and fixings, construction fixings, assembly and installation systems, fastener production technologies, storage/distribution/factory equipment, and information/communication & services were among the exhibitor profiles. Some of the companies that marked their presence at the expo were Marpoos India, Agarwal Fasteners Pvt Ltd, LPS Bossard Pvt Ltd, Tembo Global Industries Ltd, KOVA Fasteners (P) Ltd, and Kaloti Engg Co Pvt



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Source: RX India

Ltd. Distribution/resale/wholesale was the most common visitor industry sector, followed by mechanical engineering, automotive industry, hardware/DIY retailing, electrical products/domestic appliances, precision engineering, and construction. Visitors were able to learn about the most recent industry trends, network with renowned experts, and conduct business with possible partners.

### Congress of Industry Leaders


In comparison to the previous edition, the event saw a significant rise in participation and a 71 percent increase in net sq mt

area. This is a significant indication that India's fastener and fixing industry is expanding and that there is a high demand for these products and services. Fastener Fair India 2023 provided an excellent platform for firms to meet potential consumers and partners. Businesses were able to present their products and services, learn about the newest industry trends, and network with renowned experts at the expo.

Exhibitors and visitors alike enjoyed the event, which provided a useful platform for businesses to meet with potential consumers and partners. "All three days of Fastener Fair India were very interesting and successful," said

Karan Vig, Director, Marketing, Micron Group of Industries, one of the event's platinum partners. "We met with many OEMs, exporters, and dealer network customers, and had fruitful discussions. We also met with dealers from across India, and global customers from Europe, the United States, South Africa, and the UAE."

### Save the Date

RX India expressed gratitude for the extraordinary response and looks forward to welcoming attendees again for the next edition, which will be held from July 26-28, 2023, at Pragati Maidan in New Delhi. 



Source: RX India



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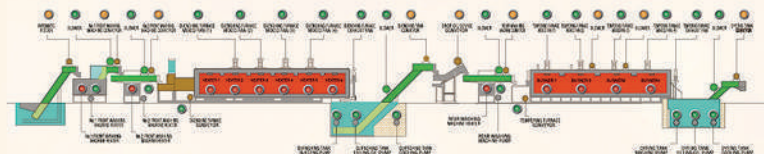


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