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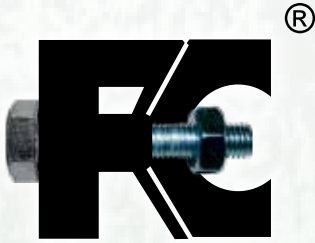
THE OFFICIAL MAGAZINE OF



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THE LONG AND SHORT OF IT



Source: FAI

ABHIJAT SANGHVI
President
Fasteners Association
of India (FAI)

With the ball in our court now, responding to this opportunity by offering competitive pricing with prompt and effective communication, adherence to delivery schedules and, most importantly, ensuring world-class quality can bring in enormous growth.


Participation at the International Fastener Expo, Las Vegas, USA in October 2018 representing Fasteners Association of India (FAI), was a pleasant surprise considering the positive outlook of the American Buyers towards Indian Fastener Manufacturers. There has been a marked change in the strategy towards developing quality suppliers out of India to an extent never experienced before.

The rising buoyancy of India as a growing superpower and the trade sanctions which have caused friction with China, both have seemingly contributed to this factor. The visitor traffic to the FAI Booth was extremely high with our Board Members finding it difficult to keep up with attending to the visitors especially during the morning surge after the opening of the show. The growing presence of the Indian suppliers exhibiting year on year has been playing a significant role in influencing the thought process of the Buyer visitors. India is the focus country for the show's 2019 edition which indicates the robust attitude towards the sub-continent.

From a long-term point of view, the Indian Fastener Manufacturing Industry stands to benefit from a paradigm change in the American Buyers' pattern of strategic sourcing. With the ball in our court now, responding to this opportunity by offering competitive pricing with prompt and effective communication, adherence to delivery schedules and, most importantly, ensuring world-class quality can bring in enormous growth.

Another significant positive development is the notification from the Ministry of Micro, Small & Medium Enterprises (MSMEs) directing all companies to ensure payments to MSMEs within 45 days from the acceptance or deemed acceptance of all goods and services and to submit a half-yearly return to the Ministry of Corporate Affairs stating the due amount and the reason for the delay. This is a landmark directive which

will bring huge relief to an impending problem that has caused doom for many MSMEs i.e. Cash Flow. In an Industry where raw material purchases have zero or limited credit, production involves at least a couple of weeks lead time and, in many cases, the buyer is offered inventory stocking at the supplier end, and finally a long credit period, often much more beyond the contracted Purchase Order terms, hits the working capital cycle of these companies immensely. In the last year and a half, many nationalized banks are lending sparingly, causing a further struggle for companies benefiting from the growing business. They cannot accept the orders due to the non-availability of the working capital. Short payment cycles can boost a structured growth plan especially in the wake of such large opportunities available.

Beyond a certain grace period for delays, which most companies can understand occur at times due to market conditions, there must be definite execution and action of these directives for a healthier business environment which will clearly result in increasing growth. Measures for clampdowns on companies delaying much beyond the terms contracted or not paying with unjustified reasons must be strong. FAI intervenes to resolve several such issues amicably through its dispute redressal committee. The association can work to a point where both parties involved are willing to resolve the issue and provide an impartial viewpoint resulting in an amicable settlement between the member companies. When the issue is beyond a reasonable hearing from any of the companies involved, it is recommended to take the matter through MSME Samadhaan – Delayed Payment Monitoring System or the last option being litigation. It is heartening to see stringent payment protection measures being effected to protect MSMEs which have the second largest base in the world after China. 

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DISCOVERING INSIGHTS ON FASTENER INDUSTRY IN INDIA



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With a significant demand expected from the automobile and auto ancillary market, the Fastener Industry now needs to focus on raising the skill-sets of workers and training them in advanced technologies such as the Internet of Things (IoT).

It's about time that we braced ourselves to meet the buoyant demands emerging from the domestic market. The future seems to be bright with the Indian fastener sector expected to reach ₹640 million by 2023 growing at a CAGR of around 9.6 percent. The automotive, construction, machinery, aviation, railways, aeronautic and space sectors are seen as primary drivers scripting this change. The country's economic and industrial policies, which were propped up by 'Make in India', are also backing up the demand.

The interim budget presented by the union government recently announced steps which could provide impetus to the industry growth. SMEs with earnings below ₹5 Crore can file GST once in three months. GST-registered SME units will get 2 percent interest rebate on the incremental loan of ₹1 Crore. The requirement of sourcing from SMEs by government enterprises has been increased to 25 percent with 3 percent reserved for women-owned SMEs. A scheme of business loans up to ₹1 Crore in 59 minutes will be implemented. These are seen as measures which could lift the morale of SMEs that dot the manufacturing landscape to the next level of growth.

The automotive industry has been the largest consumer of industrial fasteners, accounting for around 75 percent of the market share. Early last year, India exceeded Germany to become the fourth-largest auto market in the world, and is now contending to become the third-largest passenger vehicle market. With a significant demand expected from the automobile and auto ancillary market, the Fastener Industry now needs to focus on raising the skill-sets of workers and training them in advanced technologies such as the Internet of Things (IoT).

The world is eyeing India as a market with immense potential for new product development. The current issue of the magazine aims to serve as a window on the vast opportunities that await to be seized for future growth. Read on!

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FASTENING ITS BELT IN MANUFACTURING

Mohindra Fasteners has withstood the test of time, overcome barriers, and excelled as a quality manufacturer of fasteners. Starting off in a small way with the manufacturing of hexagon head bolts and screws, the company has, over a period of two decades, expanded its portfolio and established its reputation in the market as a provider of a wide range of fastening solutions.



One of Mohindra Fasteners' three manufacturing plants in the Rohtak district of Haryana

Source: Mohindra Fasteners Ltd

When Mohindra Fasteners Ltd commenced its operations in fastener manufacturing in the late 1990s, it was a relatively unknown entity. It kept at it, and before long, with consistent and calculated moves, the company was able to make its mark in an industry dominated by stalwarts. It today excels in maintaining its domestic operations and exploring overseas markets, offering its customers price competitive products in larger volumes.

Throwing light on the wide range of cold and hot forged fasteners and precision machined components for automotive and industrial applications, Deepak Arneja, Managing

Director and CEO, Mohindra Fasteners, says, "Mohindra specializes in socket fasteners for the overseas market and hex / socket flange products for the domestic market."

"We also manufacture customized products in various grades of steel for different applications. We have in-house machining, grinding, drilling, and milling operations. These have added value to the company's product offerings and enabled us to find a firm footing in the industry as a high-skilled and reputed manufacturer of fasteners. Over 50 percent of our products are customized," he adds. With over 60 percent rev-

enue coming from exports alone, Mohindra Fasteners is perched as one of the top three foreign exchange earners in Rohtak district of Haryana. It operates from a total covered area of 22,000 sq mt spread over three plant locations in the district. The company recorded a turnover of ₹115 Crore in FY 2017-18 and expects the turnover to increase to ₹130 Crore in FY 2018-19 and ₹145 Crore in FY 2019-20.

Illustrious clientele

Domestically, the company has spread wings in the automotive market with its prime focus on two-wheeler



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Inside view of a Mohindra facility

segment. "We are a Tier 2 approved supplier to many Tier 1 vendors in passenger cars, heavy trucks and trailer segments. We cater to our domestic customers who have foreign bases by supplying regularly to their manufacturing locations worldwide in addition to serving them domestically," informs Arneja. As far as the exports are concerned, Mohindra Fasteners is a high-quality approved vendor for the German railways (Deutsche Bahn). It also caters to the light engineering, machinery, industrial applications, and heavy truck segment in the European ecosystem. "Our clients are mostly wholesalers/importers/ big distributors who are into the business of VME (Vendor Managed Inventory) or into the KAN-BAN Inventory management system. We play a vital role in the supply chain

by offering quality products at competitive price and in the time frame, as demanded by the customer," he adds.

Operations galore

The company has formed a dedicated team for all operations which are done in-house as separate sub-operational teams. The Quality department is also integrated into the operations to ensure product quality.

"Each successive operation is considered as an internal customer of the preceding operation. This helps in controlling quality, quantity and bringing on the table a sense of responsibility over the whole gamut of operations. The operations team is able to trace any product lying with the customer up to the raw material stage," Arneja elaborates. The company's operations conform to IATF 16949 (2016),



It's been quite a rewarding journey being a first generation entrepreneur and excelling in the industry run by few. Today, we are recognized as a quality manufacturer of a wide range of fasteners, which is immensely satisfying."

Deepak Arneja
Managing Director and CEO
Mohindra Fasteners Ltd

ISO 9001 (2015), ISO 14001 (2015) and OHSAS. Additionally, the heat treatment operations are certified as per CQI9 norms laid out by the automotive industry. "It is just not about the in-house operations alone. We have a dedicated and long-term vendors who do a lot of our operations. We owe our success to these vendors as well," he adds.

Enhanced productivity

Adopting lean manufacturing practices in the plant, albeit on

The wide range of cold and hot forged fasteners produced by the company



Source: Mohindra Fasteners Ltd



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The products the company is to showcase at Fastener Fair Stuttgart 2019

Source: Mohindra Fasteners Ltd

a small scale, has resulted in optimized value streams and positive operational performance outcomes in the company's plants. Activities that consume time, space and other resources without contributing towards adding value are classified as 'waste'. The team at Mohindra is adept at identifying such wastes and eliminating them completely or minimizing them to the best possible limits.

Although lean production practices are diverse, they are complimentary and inter-related to each other. Their combination has yielded synergies which have led to performance improvements.

"Producing as per orders received (Pull approach), reduction in WIP, practicing FIFO, sharing among the team the lessons learnt from our mistakes or customer concerns have enabled the company to raise its

quality bar. Similarly, adoption of automation, fool-proofing of repeatable processes prone to human error, line-balancing, reduced development cycle and setting time, and continual improvement have increased our competitive capabilities," Arneja notes.

Scope for growth

Arneja terms the demand for fasteners as a 'Derived Demand'. "This means that as and how other sectors of the economy rise/grow, the demand for fasteners grows simultaneously. The demand for fasteners comes logically from growth in the automotive industry, coupled with an increase in construction and manufacturing spending, light engineering, machine tools, railways, aviation, and agriculture," he explains. According to him, the Indian fasteners sector has

an enormous scope to grow within India and also overseas. Indian manufacturers have carved a niche for themselves in providing quality products at a fair price, demonstrating that they are second to none in expanding capacities.

With the government help, the sector can establish its footprint better in the global market and cater to the demands for industrial fasteners. The potential risks associated with penalty causes and warranty claims have mounted pressure on manufacturers to upgrade their systems by adopting advanced technologies such as the Internet of Things in their value chain. Mohindra Fasteners has been continuously adapting itself to the changing needs of global customers and capturing differentiated value for themselves and for its benefactors.





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PIONEERING A FASTENER REVOLUTION

For close to five decades, Hindustan Fasteners has been in the forefront of the Indian fastener manufacturing industry. The company has come a long way from the financial constraints in its initial years to tackling labour unrest in the early 1990s and emerging as one of the few debt-free fastener manufacturing companies in India.



Source: Hindustan Fasteners Pvt Ltd

At Hindustan Fasteners, all production processes are carried out in-house, maintaining a complete control over the final product.

Incepted in 1971, Hindustan Fasteners Pvt Ltd is one of the pioneers of the Indian Fastener industry. The company and its sister concern Precision Forging and Stamping have fixed their roots firmly in fastener manufacturing and been growing rapidly by expanding their portfolio to become one of the country's most reliable manufacturers of Special Fasteners and Custom Bolts.

Encompassing a total of 1,60,000 sq mt, spread over four units in the industrial zone of Satpur, Nashik, with a production capacity of 36,000 metric tonne per annum, the company has the largest land holding in the area. "For the next 20 years we have sufficient land holding to be able to accommodate our ambitious expansion plans. We are in full swing and expanding rapid-

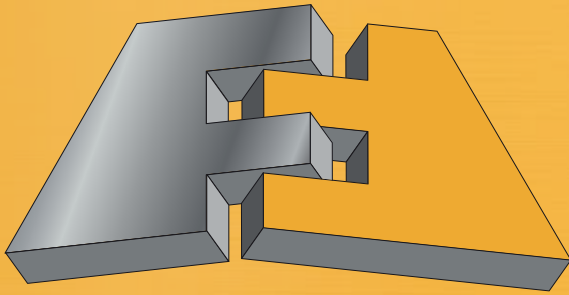
ly in a self-sufficient manner through our own internal accruals, thereby maintaining financial soundness of both companies which are debt-free," said Inderpal Sahni, Managing Director, Hindustan Fasteners and Precision Forging and Stamping.

Wide array of products

Having close to 50 years of design expertise, the compa-



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Grades of Bolts, Screws, Studs and Rivets - 6.8, 8.8, 9.8, 10.9, 12.9, B7, B7M (Metric), GR 3, GR5, GR8 (Inch)

	METRIC SERIES	INCH SERIES
Diameter	M6 to M16	1/4" to 5/8"
Grades of Nuts	8, 10, 12	



A range of secondary operations are carried out in-house to produce over 100,000 varieties of critical fasteners and components.

ny today occupies an enviable position as a custom manufacturer of fasteners as per the customer's exact designs and specifications. The workforce at the company is adept at reverse engineering from existing samples in record time.

"Our fasteners meet and exceed international standards such as DIN, ISO, ASTM, AS, IS, BS, etc. Our varied portfolio of products encompasses over 1,00,000 special varieties of fasteners like Nuts, Bolts, Screws, Pins, Rivets, Cold Formed Parts, SEMS (combination bolts), Washers, and so on. We manufacture about 70 percent customized products and 30 percent standardized products, and offer a complete one-stop solution for all fastening needs," explained Sahni.

The company makes its Special Fasteners with complete in-house secondary operations that include Automatic tapping, Slot milling, Grinding, Grooving, Special pointing, CNC machining, Bolt head trimming, Single/Double washer assembly thread rolling for SEMS (combination) screws and bolts, Crimping of nuts, Drilling, and Knurling.

Large client base

"Specializing in ferrous and non-ferrous fasteners manufacturing, we manufacture critical, high precision components for the automotive, infrastructure, aviation, chemical industries, power plants and electronics sectors," informed Sahni. With an unwavering



Source: Hindustan Fasteners Pvt Ltd



We are already in full swing and are expanding rapidly in a self-sufficient manner through Hindustan Fasteners' and Precision Forging and Stamping's own internal accruals, thereby maintaining financial soundness of the companies, both of which are debt-free."

Inderpal Sahni
Managing Director
Hindustan Fasteners Pvt Ltd
and Precision Forging and Stamping

Source: Hindustan Fasteners Pvt Ltd

focus on delivering quality, Hindustan Fasteners and Precision Forging and Stamping have won the trust of leading OEM and aftermarket customers. Their reputed clients include Tata Motors Ltd, Mahindra, Eicher Motors Ltd, Dana Incorporated, and IAC Group, to name a few. The company aims to double its present turnover of ₹100 Crore to ₹200 Crore by the next financial year.

Streamlining operations

At Hindustan Fasteners, all production processes are carried out in-house. Activities such as forging, rolling, heat treatment, surface finishing, tooling, and the myriad range of secondary operations including packaging and dispatch are all done by the experienced staff. Hence, the company maintains a complete control over the final product.



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Source: Hindustan Fasteners Pvt Ltd

State-of-the-art quality inspection labs

On delivering quality products to its wide range of customers, Sahni explained, "Our quality philosophy is simple. We believe in combating quality hindrances at the occurrence stage itself, i.e. right from raw material sourcing and not at the final inspection. We procure only CHQ materials from approved steel mills, even if it is at a premium price and do not succumb to the short-term gains that others enjoy by varying sourcing depending on price fluctuations in market."

Along with the state-of-the-art testing facility, Hindustan Fasteners ensures strict adherence to process and product standards at each stage of manufacturing. Process capability is checked and evaluated regularly through planned internal and external audits. "By leveraging technology, we are moving towards streamlined automated processes while developing and advancing the skill level of our team," he added.

The institutional knowledge, which Hindustan Fasteners has

gained over almost half a century through some of its workers who have been with the company since inception, has been passed on to the next generation. Many senior workers have continued to work even after retirement and imparted their experience and expertise to the young workers. "While embracing our deep-rooted institutional knowledge with the new advancements of technology and best industry practices like poka-yoke, Kaizen, and lean manufacturing principles, we are determined to become the most sought-after fastener manufacturer of the country, not simply in turnover, but also in our production capabilities, and manpower skill enhancement," noted Sahni.



Source: Hindustan Fasteners Pvt Ltd

The range of nuts manufactured include hex nuts, weld nuts, flange nuts, cage nuts, slotted nuts, Nylock nuts, prevailing torque nuts, etc.

Future spells optimism

Sahni expects a highly rapid growth of the Indian fastener sector as the Indian automobile sector is growing to the world standard. "Fasteners are gaining importance in the automobile sector and aesthetics are also being focused upon. As the automobile sector is focusing beyond cost competitiveness and more on quality and processes, the same will drive the fasteners sector to scale up," he concluded.





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A Paradigm Shift at Sundram Fasteners

Arathi Krishna, Managing Director, Sundram Fasteners, is scripting a change in the company's approach. She is open to joint ventures as against her father Suresh Krishna who founded the company in 1966. In his five decades at the helm, the senior Krishna always maintained that two partners make strange bed fellows. Arathi, though not fully junking her father's ideas, is keen to pursue her dreams of expanding the company's horizons.

She and her sister Arundhati are working towards building Sundram Fasteners into one of the greatest engineering institutions in India. Speaking on Suresh Krishna's apprehensions regarding partnership Arathi said that different dreams may work together and the relationship can be compatible.

On the work front, Arathi has been doing brilliantly. All 17 factories of the company are qualified for Deming Award, the highest recognition in the engineering space. In the last five years, the R&D spend rose four-fold from 0.5 to around 2 percent, almost a doubling of productivity per employee across factories. Maintaining operations and preparing the organization for changes in automotive industry are primary challenges. Arathi is eyeing to double the number of women employees and increase revenue from new product sales to 35 percent up from the present 20 percent.

French Auto Giant PSA Plans Comeback in India

PSA, the French auto major, has announced its plans to re-enter the Indian market with its Citroen brand. The PSA Group and CK Birla Group's long-term partnership comprises two joint venture (JV) agreements. Under the first, PSA will hold a majority stake in the JV for the assembly and distribution of PSA passenger cars in India. Under the second, a 50:50 JV is formed between the PSA Group and AVTEC Ltd to manufacture and supply powertrains. Hosur has been chosen as the production site for powertrains and the vehicle plant will be at Tiruvallur near Chennai, both in Tamil Nadu. The capacity of the powertrain plant will be 3,00,000 gearboxes and 2,00,000 engines per annum, while the capacity of the vehicle assembly plant will be 1,00,000 vehicles per year.

In early 2017, when the JV agreements were announced, the investment was estimated to be ₹700 Crore. The PSA Group has revised its investment at ₹1,250 Crore in eligible fixed assets.

ARaymond's New Manufacturing Facility in Chennai

Pune-based ARaymond Fasteners India, the indigenous branch of French ARaymond Network, is setting up a new plant in Chennai to serve its OE customers. The company began its operations in India with Tata Nano project in 2007 and is now planning to expand its warehouse network throughout India.

A senior company spokesperson informed that ARaymond has recently constructed a warehouse in Chennai and plans to set up a manufacturing facility in the city. The plant is expected to start functioning from the second half of the next year. Once it becomes operational, the company will procure machines for the unit. Chennai was chosen for the significant presence of many OEMs such as Ashok Leyland, Ford, Hyundai, etc. With BSVI entering the Indian market, ARaymond is looking to supply customers the products they require. The new products will include fasteners with urea in it to control and maintain pressure at a certain degree. The company will also sell cooling connectors to keep temperatures at safe levels in electric cars.

The company official also spoke about the many challenges regarding infrastructure and charging stations for e-vehicles.

"Indian Manufacturers have a Sunny Future"

Suresh Krishna, Chairman, Sundram Fasteners, believes Indian manufacturing, particularly automotive sector, has a bright future. He traces its growth and what the future holds.

For three decades from 1960 to 1990, India had licence raj and manufacturing sector had to contain with it. "There was very little impetus for private industries. World never imagined that India could become a big market," he said.

"Back in those days we had a growth percentage of 3-4 percent with the government support. Nobody knew India very well. It didn't help us and we used to export at loss. Then liberalization came in 1991 and the rest is history," he added.

Maruti was the first company to bring higher quality standards. Suppliers had to brace themselves to match the standards set by Maruti. This was further boosted with global automakers entering Indian shores and India was seen as a market that will offer quality components at price competitive rates. "Today exports comprise 35 percent of our sales," he revealed. As automotive industry upgrades phenomenally and government continues to treat the sector as a wealth creating one, Krishna anticipates new developments in the years to come.



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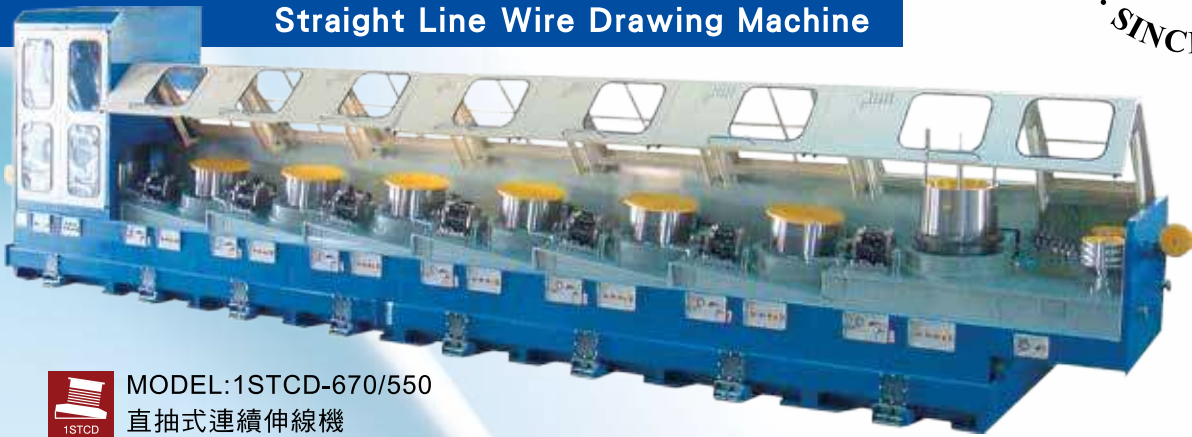
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Eric Holcomb Visits Fontana Gruppo

Recently during a series of meetings with leading Italian companies in Indiana, USA, Hon'ble Governor Eric Holcomb and his delegation visited Fontana Gruppo headquarters in Veduggio, Italy. Following a company presentation focusing on two Indiana plants, the delegation had an interactive discussion on medium-term and macro-economic scenarios. Fontana has been operating from Indiana since 2007, when it acquired its first plant in Frankfurt and its logistics center consolidating its position in 2014 with an additional acquisition of Acument Global Technologies' nine plants including one in Rochester, Indiana.



JW Winco Opens Branch

JW Winco, Inc., New Berlin, WI, USA, a Ganter Company, has opened a new branch in Mexico at Parque industrial Makro, Bodega 10, Santa Catarina, N.L. The new branch has over 1200 sq ft of office space with over 10,000 sq ft of warehouse space. "We will be stocking more than 4000 parts initially to improve our service to our customers in Mexico," said Carlos Cantu, General Manager, Mexico branch. "The building features great logistics that will enable us to provide quick delivery to our customers throughout Mexico. The branch will provide local support and technical training, and we will add new products to fulfill our clients' needs for metal and plastic standard machine components," he added.



Hillman Group Invests in New Facility

The Hillman Group, Inc., headquartered in Cincinnati is a leading solutions provider to the retail hardware market in USA. The company will relocate its Canadian National Distribution Centre and Head Office to a newly designed, modern 400,000 sq ft facility in Metro East Business Park in Toronto. With the construction of the new facility nearing completion, Hillman is entering the last phase of its Canadian facility modernization plan, consolidating seven operations around the greater Toronto area. Beginning from 2019, a phased move of the firm's US\$200+ million Canadian business will begin in the new location. "This facility will be efficient, advanced, and provide improved benefits for customers, suppliers and staff," said Scott Ride, President, Hillman Canada.

Lawson Products Opens New Branch

Lawson Products, Inc., Chicago, IL, USA, a distributor of products and services to the MRO marketplace, has opened a new branch, The Bolt Supply House, in Vancouver, British Columbia, Canada. With this Lawson Products has presence in all four western Canadian provinces. The 12,000 sq ft facility, in Port Kells industrial area of Surrey, British Columbia, is stocked with key industrial fastener products.



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Lisi Automotive Acquires Hi-Vol Products

Lisi Automotive, a subsidiary of LISI Group, Paris, France, has acquired 100 per cent stakes of Hi-Vol Products LLC. Hi-Vol Products is a leading US manufacturer of mechanical safety components for automotive industry. The acquisition reaffirms the company's strategy, which aims to strengthen its globally recognized position as a specialist in the production of Safety Mechanical Components.

Boker's Celebrates Milestone of 100 Years

Boker's, Inc., Minneapolis, MN, USA, a metal stamping manufacturer of precision metal stampings, washers, spacers and shims, is 100 years old in 2019. Boker's will celebrate and honor its valued customers and employees throughout the year and also the opening of its new manufacturing facility. Founded in 1919 by Vitus Boker and his son, John, Boker's was started as a family business around its first products, an envelope folding machine and a small hand check protector. However, with tooling knowledge, the enterprise began generating more revenue from manufacturing prototypes and custom parts for automated machinery. As word spread of Boker's unique process for producing high-quality, short-run, stamped metal parts, the demand grew. Vitus found himself entrenched within the stamping industry as one of the pioneers of short-run stampings. The business boomed and has continued to flourish through the years, growing in space and customer base. Today, Boker's is still a privately held family-owned business, guided by Vitus Boker's principals of hard work and attention to detail. It offers parts for almost every industry and product—from pay phones, coffee makers, medical devices, missiles and



mail sorting machines to dental instruments, snowshoes and aircraft. The company is currently expanding its manufacturing facility to streamline processes and add capacity as product diversification continues to grow. New space adds 66,500 sq ft, almost doubling the current manufacturing space.



Tyrone I in Hall of Fame

The Blair County (Pennsylvania) Chamber of Commerce has inducted Chicago Rivet & Machine Co.'s Tyrone, PA, USA, facility into its Business Hall of Fame's Class of 2018. The criteria for consideration included operating within the region for 25 years, an involvement within the community and the company's growth and expansion within the timeframe. Chicago Rivet & Machine Co. spokesperson said, "We are honored that our Tyrone team members have been recognized by Blair County business community for their outstanding and dedicated efforts. Every Tyrone team member is responsible for Chicago Rivet & Machine Co.'s receipt of this hall of fame honor. Without their contributions, this recognition could not be possible."

Jergens Opens Warehouse in Ireland

In order to offer its international customers a better experience, ASG, Division of Jergens, Inc., has opened a warehouse in Limerick, Ireland. ASG will now ship directly from Limerick to the surrounding European countries. With inventory housed locally, customers will see many benefits including reduced freight costs, duty-free shipments and improved lead time. ASG continues its mission to deliver products, services and solutions on time and at a competitive value.

Source: American Fastener News Report



Mike McNulty
VP & Editor
Fastener Technology International



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Rainer Lederer Retires

Rainer Lederer has announced his retirement from a business that has grown to become one of the most respected ones in the European fastener sector. He founded Lederer GmbH along with Hans Lipinski 49 years ago.

In the 1970s and 1980s, Lederer developed the company, then known as Lederer + Lipinski, into one of the market leaders for the trade with stainless steel screws in Europe. Making the move to Ennepetal in 1975 and then with the construction of a new building in Katzbachstraße in 1988, he took major economic risks.

At the beginning of the 1990s, he realised that it was also possible to be successful with special screws and C-parts management. With this, he laid the foundations for all the things that make Lederer what it is today and with which it remains highly successful.

Lederer has not only done an outstanding job economically, but also from a human point of view. The evidence of this is nowhere clearer than in the fact that numerous employees have been working for the company for decades and identify very strongly with Lederer.

Bulten Wins EV Contract

Bulten has strengthened its electric vehicle full service provider portfolio by winning a second electric vehicle FSP contract from a major European automotive manufacturer.

Tommy Andersson, President and CEO, Bulten, said, "The award of a second electric vehicle FSP contract in a short space of time confirms that the approach and expertise Bulten brings to this field is recognized and appreciated by major OEMs in the automotive industry."

The contract is initially valued at €5 million per annum and then follows the vehicles volume curve. Deliveries are expected to start from September 2020 and gradually increase up to full capacity by 2021 and continue for a further period of five years.

Trifast Reports Revenue Increase

Trifast Plc has reported Group revenue for April to September 2018 at GB£105 million (€116.7 million), an increase of 7.3 percent at actual exchange rate. Organic revenue grew by 4.2 percent at constant exchange rate. European revenue grew by 6.6 percent to GB£38.4 million (AER), including double digit growth in automotive sector in Holland, electronics sector in Hungary, and general industrial sector in Germany.

UK revenue increased by 10.8 percent to GB£39.2 million, with majority of the increase emanating from acquisition of Precision Technology Supplies. Around 70 percent of the company's revenues and profits were generated outside the UK. Notwithstanding the implications of BREXIT, Trifast believes short-term operational and financial impacts will be manageable, with a cross-functional team having worked for two years to prepare to mitigate the risks of a no-deal scenario.

Asian revenue grew by 3.9 percent to GB£30.8 million, largely driven by domestic appliance business in Singapore and increased distributor sales from Taiwan factories. Excellent growth in the US, with revenues recording 31.1 percent increase to GB£4.3 million, was primarily due to the penetration into existing automotive multinational OEM customers. To support this strong regional growth, Trifast has relocated to a larger distribution facility.

Trifast invested GB£1.3 million to increase its manufacturing capacity and capability, notably in Singapore and Italy. The Group also committed GB£1.5 million to Project Atlas, TR's multi-year investment in integrated systems, policies and procedures – a project Trifast sees as an essential part of its ongoing organic and acquisitive growth plans.

Henkel Builds New Global Innovation Centre

Henkel has laid the cornerstone for its new Adhesives Technologies Global Innovation Centre at its headquarters in Düsseldorf, Germany. The company will be investing more than €130 million in this state-of-the-art building and, once completed, the facility will enhance the development of new technologies and applications for a variety of industries.

The Centre will also serve as a global customer centre where Henkel will present solutions for adhesives, sealants and functional coatings. It will support UK customers seeking tailor-made solutions and provide complementary facilities to those at Henkel's UK headquarters in Hemel Hempstead.

The seven-storey centre will contain numerous laboratories, research and testing facilities, office space and conference rooms spread over an area of around 50,000 sq mt. The complex will house around 350 employees from R&D, product development, application technology and service that currently work in different buildings across the Düsseldorf site.

The opening of the innovation centre is planned for the end of 2020 and its modular design will allow it to grow as required.



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Apolo MEA Rebrands to CELO

Apolo MEA Befestigungssysteme GmbH has rebranded under the name, **CELO Befestigungssysteme GmbH**. This change solely concerns the company name and the legal form of the company. However, the general managers and the address remain the same.

This step is the logical consequence of the dynamic growth of the **CELO Group** to which **Apolo MEA Befestigungssysteme** has belonged since 2009. **CELO** is an internationally successful family-owned group of companies, with core competence in development, manufacturing and distribution of high-quality technical screws and technical fixings.

In recent years, it has expanded strongly mainly through acquisitions. The Group employs around 360 people in 17 countries, owns four production sites in Germany, Spain, China, and the US, and delivers its products to more than 80 countries.

CELO Befestigungssysteme GmbH will remain loyal to its Aichach location in Germany. In recent years, innovative fastening systems have been launched on the market from here. Due to the positive business development, further investments are planned at the location in Aichach.

NORMA's Organic Sales Remain Strong

NORMA increased Group sales by 7 percent to €817.1 million in the first nine months of 2018. Organic growth was strong at 9.7 percent. The acquisitions of Fengfan, Kimplas and Statek contributed 1.4 percent to Group sales growth. Third quarter sales increased by 9.7 percent, year-on-year to €268.1 million with organic growth at 7.1 percent. Currency effects had a slightly positive effect in the quarter for the first time in 2018.

"We continued our strong organic growth in the third quarter of 2018. Demand for our products remains high. However, the tense situation on the raw materials markets continues to have an impact on earnings and margins," said Bernd Kleinhens, CEO, **NORMA Group**.

Nine-month sales in Europe, the Middle East and Africa grew by 1.8 percent to €375.7 million, including contribution from the acquisition of Statek in August.

Growth weakened in the third quarter, mainly due to the generally difficult situation in the European automotive sector with declining production figures.

American sales rose by 7.9 percent to €334.3 million buoyed by good order volume in the commercial vehicles and agricultural machinery business in the US. In Asia-Pacific region, nine-month sales rose by 26.5 percent year-on-year to €107.2 million. **NORMA** is sticking to its adjusted forecast for fiscal year 2018. It is targeting the upper end of an expected 5 percent to 8 percent year-on-year organic increase in Group sales.

The Group expects a full year adjusted EBITA margin between 16 percent and 17 percent and net operating cash flow of around €130 million. However, it has adjusted its EMEA forecast, reflecting weaker third quarter sales growth and decreasing production volumes in the European automotive industry.



Bossard Invests in 3D Printing

Bossard Group has acquired a 49 percent stake in **3d-prototyp GmbH**, and aims to increase its stake to 100 percent within 3 years. The acquisition is part of a long-term strategy through which **Bossard** intends to establish itself in 3D printing. **Bossard** announced partnerships with three manufacturers of 3D printers in 2018, taking over the representation and distribution of these companies for the Swiss market.

3d-prototyp GmbH has built a reputation in additive manufacturing of complex plastic parts and models. It has an extensive experience in 3D scanning of free-form surfaces and complex geometries. **Bossard** expects to gain additional practical know-how in additive manufacturing of plastic applications as a development partner and contract manufacturer. The Group aims to support customers from the design phase through to parts production and to advise on equipment selection and associated manufacturing technologies.

Bossard believes that 3D printing has a future in various areas of manufacturing including prototyping, complex geometry components, multi-part assemblies and parts where weight reduction plays a significant role. It is also interested in the fastening solution challenges associated with new materials increasingly being used with 3D printing.



Source: Fastener + Fixing Magazine

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Source: Ciser



Ciser Launches Screwdriver Tips

Largest Latin American fastener manufacturer, Ciser has added new items to its portfolio of 27,000 products. The announced launch is of two tip patterns, used for the application of slotted screws. The new lines are double Phillips magnetic tip, for use with Phillips screwdrivers, together with screwdrivers, to allow faster fastening, and the Phillips tip with limiter, for Drywall type screws, in order to limit the depth of penetration of the screw into the plasterboard. The lines are intended primarily for wood and plaster professionals.



Source: Ford

Ford Recalls Trucks

Ford Motor Company Brazil has called the owners of Ford Cargo 816, models produced in 2018 and 2019, for maintenance. According to the automaker, the steering column spherical pin may not have received the appropriate heat treatment in its production process, which can cause the steering bar to loosen with the vehicle in motion.

Obviously, this involves accident risks, which requires verification and, if necessary, maintenance. In its statement, Ford has recommended the owners non-use of these vehicles until due repair, which may take around 30 minutes.

Automotive Production Grows by 6.7% in 2018

Brazil's Automotive sector showed signs of revival after a stagnant phase with a surge in the production of autos and motorcycles in 2018. The trend seems to be continuing in the current year with January 2019 already achieving an increase of 10.2 percent.

In 2017, Brazil produced 2,699 million units including passenger cars, commercial vehicles, trucks and buses. In 2018, the figures jumped to 2,880 million, a rise of 6.7 percent, despite the dry spell in May and June caused by truck drivers' strike and 2018 elections.

The production of motorcycles in 2017 was 882.876 units that reached 1,036 million in 2018, a rise of almost 17.5 percent with a provision to get an additional 6.2 percent growth up to end 2019, a good news for fastener and other sectors.

Metalac SPS Receives AS9100 Certification

Metalac SPS specializes in products used for critical and high-strength applications in the automotive industry. This unit is a subsidiary of Precision Castparts Corp., a worldwide manufacturer of a wide variety of complex metal products for aerospace and industrial applications. It's been 65 years to Metalac and now, with AS9100 certification, the unit takes a leap towards becoming one of most important suppliers in the aeronautical sector, the most rigorous sector in quality and technology. In order to procure the certification, a significant investment was required to create a modern and integrated plant at its headquarters located in Sorocaba city, São Paulo state.

"This new area of expertise will certainly bring benefits to the automotive and industrial segments. We have ensured to take our technical level a notch higher, brought in varied cutting-edge equipment, and even made improvements in our management," said Metalac.

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Source: Nissan

Nissan Recalls Cars

Nissan has recalled 245 cars to verify the positioning in the front passenger seat. This call corresponds to April 2018 manufactured 131 and 114 units of Kicks and Versa models respectively. According to the automaker, it has been detected that the four seat screws may have been mounted with a torque below the specified level. These seats may not be very well positioned and fixed, which can compromise the efficiency of the safety system in the event of a collision.

Fastener Imports Reach US\$ 648 M

In 2018, Brazil exported more than 25 thousand tons of fasteners (bolts, screws, nuts and other products made by steel or iron), an increase of 4.5 percent than 2017, valuing US\$ 150 million, at an average price of US\$ 5.826 per kg. The 10 main destinations were the USA (28%), Argentina (19%), Paraguay (7.8%), Germany (5.7%), France (5.5%), India (4.6%), Mexico (3.6%), Bolivia (2.8%), Chile (2.4%) and the UK (2.3%). Meanwhile, the quantity of fasteners bought by Brazilian companies amounted 123 thousand tons, a 9.9 percent growth than 2017, amounting to a total of US\$ 648.74 million, at an average price of US\$ 5.262 per kg. The fasteners were sourced from the following 10 main countries: China (19%), the USA (14%), Japan (12%), Germany (12%), Italy (8.6%), Taiwan (6%), France (5.7%), South Korea (3.9%), Thailand (2.2%) and Spain (2.2%). The fastener imports do not take into account assembled products such as auto parts, machines and others that already have bolts, screws, nuts, etc., leading to a conclusion that the import quantity must be much more than 128 thousand tons.



New Gerdau Steel Line Promises More

To keep in sync with the environmental goals of 21st Climate Conference (COP 21), Gerdau Group has launched steel line products with more capability and greater lightness. During a meeting of automakers and supply chain companies in Guarulhos, the steelmaker made a presentation to metal sector professionals. One of the lectures was about GG Max Hiductility, a steel line that presents differentiated mechanical properties. "We are seeking to reduce the weight of these steels as a path to efficiency to do more with less. We seek to develop technologies that improve refining of grains, achieving an increase in resistance without compromising tenacity," said Rafael Galdino, Gerdau R&D and Innovation Specialist. With this grain refining, GG MAX Hiductility achieved gains of up to 18 percent in flow limit and increase of up to 3 times toughness, allowing increased resistance in applications without heat treatment.



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King Sun Products Offer 50 Years Lifespan

King Sun has been expanding business in power station development and system configuration in Taiwan since 2016. Solar modules may get rust corrosion and so King Sun began looking for new materials. The company rolled out screws and bolts that are free from red rust through over 5,000 hours of salt spray as against an average 1,000 hour salt spray test, translating to over 50 years of product life. The screws and bolts survived over 100 cycles of acid rain test with no appearance of red rust.



This is excellent as compared to 20 cycles of the same test required by Taiwan's solar panel standard. King Sun's anti-loosening fasteners passed NASA's NAS 3350 test. They can resist wind and vibration

without washers, vinyl adhesives or coatings. King Sun was the first to adopt new materials on the structures of solar modules.



Nitto Seiko Opens Second Plant in Indonesia

Japanese Nitto Seiko has opened a second plant of its Indonesian subsidiary to expand local automotive sales. In 1985, the company invested IDR 700 million to open its first Indonesia subsidiary, NAI with 30 employees. With the Indonesian economy showing a stable growth the past few years, NAI posted robust sales growth. For the second subsidiary, Nitto Seiko took over the fastener business of PT. Isogai Indonesia and started partial production. "Today NAI has well over 300 employees and has become a role model for other overseas subsidiaries," said President, Nitto Seiko. NAI targets the automotive industry and will expand local sales in Bekasi by supplying special cold forged pressed parts and bolts.

Sheh Fung to Acquire ETA Certificate

Taiwanese Sheh Fung Screws will acquire ETA certificate issued by EU this March. Kent Chen, General Manager, Sheh Fung Screws, said that the immediate reason behind acquiring ETA certificate was the encouragement from a European customer. Sheh Fung applied for ETA with its new product, Timber Screw, which is used in European wood construction and available in 32 specifications. Sales Representative, Hsieh said, "Being ETA certified represents upgrade in quality level. We expect to make the most of this credit to boost sales of our other products." The current markets of Sheh Fung are Europe and USA, representing around 70 percent of the company's export. However, sales are not evenly distributed in each of these two markets. It is expected that the ETA certificate would help increase Sheh Fung's share in the European market. Chen said, "One of the benefits is that it could help us solicit more customers without the certificate to purchase from us."

Adolf Würth Holds Taiwan Supplier Day

Fastener World Magazine interviewed Thomas Klenk, Executive Vice President, German Headquarters and Andreas Dierolf, Head, Taiwan Branch Office for an exclusive scoop on the enormous business potential between Würth and Taiwan fastener supply chain. Klenk said that a significant number of Taiwanese suppliers are matching German standards or may be surpassing it. Around 6 years ago it set up a branch office in Kaohsiung with a Taiwanese R&D team serving as the communication channel between the headquarters and Taiwanese suppliers. Andreas said this branch office is to develop a unified testing equipment available for Taiwanese suppliers to reduce their development costs. Furthermore, a test report system developed by the branch office as part of the progression toward Industry 4.0 allows to put the suppliers' test data into a database, through which customers can trace various data for a product.

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Biing Feng's New HMI System

Biing Feng Enterprise is one of the pioneers of cold forging nuts and parts formers in Taiwan. Its formers are divided into 3 types: standard, long stroke, and P.K.O. series. These formers are provided at reasonable prices and endure for over 30 years. Biing Feng sold nearly 6,000 formers to 32 countries (Europe, Americas, Southeast Asia and the Middle East) in the past 4 decades by customizing formers and providing optional functions. The critical functions of the interface include production tracking, anomaly report, punch/die wear alert, QC inspection, data

digitization and export, and bilingual (English/Chinese) support. The interface features user-friendly operation for quick and easy learning and makes it more convenient for managers to clearly understand the status of production line. It displays a graphic on the screen showing the position of dysfunctional components and saves operators the time locating and tackling mechanical failures right on the spot.



Source: Hyodong Facebook Page

Hyodong Develops Largest Bolt Forming Machine

Hyodong Machine has developed "HBP-6220UL", the world's largest forming machine with 2,200 tons of forging load. The machine weighs 420 tons which is 2 times heavier than HBP-650 model.

Machine specs:

- Station: 6-Station
- Cut-off Diameter: 55mm
- Cut-off Length: 100~450mm
- Max RPM: 45 pcs/min
- Dies : #1~4, #6 : Ø280 x 550mm / #5 : Ø300 x 550mm
- Punch : Ø210 x 550
- KO : 600~400mm
- PKO: 150mm
- RAM Stroke: 780mm
- Crank Diameter: Ø6900mm
- Machine Weight: 420Ton
- Forging Load: 2200Ton
- Motor: 450Kw X 6P



Source: Fasteners World Inc.

www.fastener-world.com.tw



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Hylite Galvanisers,
F-2 Block 30/9 MIDC,
Pimpri, Pune.

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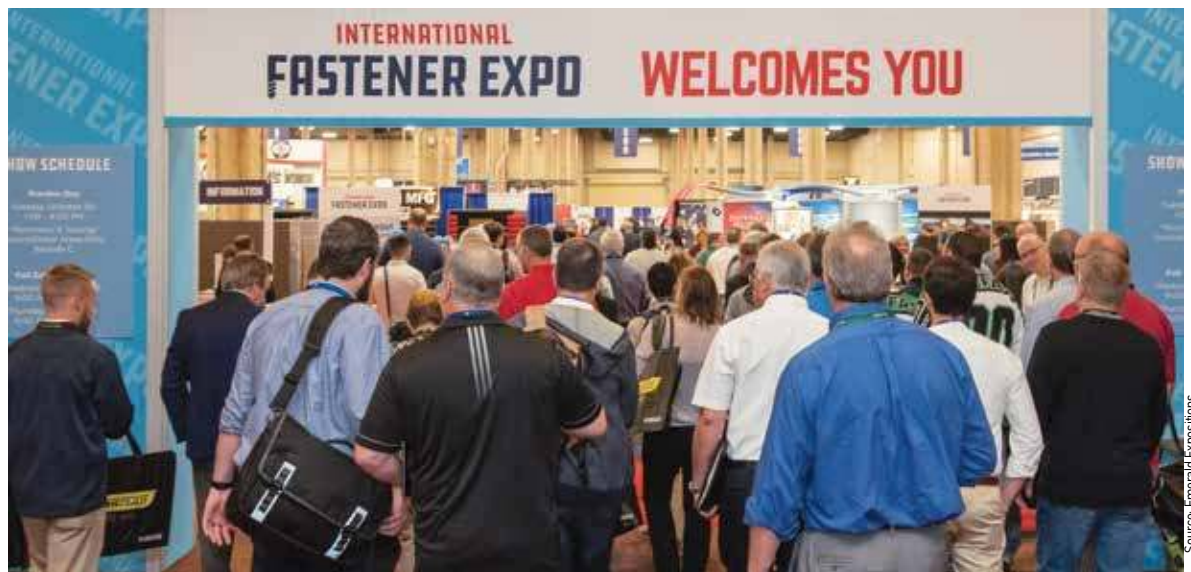
Burhani Industries
W 103, S block,
MIDC Bhosari, Pune.

Saifee Industries
W-166 S Block Bhosari
MIDC Pune.

Hylite Group of Companies Website : www.hylite.co.in | Email : sales@hylite.co.in
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INTERNATIONAL FASTENER EXPO 2018: BUILDING CONNECTIONS

International Fastener Expo (IFE), the largest B2B trade show of industrial fasteners, and fastener machinery and tooling in North America, is considered as the Mecca for the global fastener industry. Its latest edition, held from October 30 - November 01, 2018 at Mandalay Bay Convention Center, Las Vegas, USA, repeated its success in forging bonds. Highlights...



A glimpse from IFE 2018

Held annually, International Fastener Expo aims to bring the manufacturers and distributors of fasteners, precision formed parts, fastener machinery and tooling, and other related products and services, all at one place. Organized by Emerald Expositions, IFE 2018 was supported by leading international entities including ASTM International, Hong Kong Screw & Fastener Council, Fastener Training Institute, NFDA, and Pacific-West Fastener Association.

Comprehensive display

Playing host to over 850 exhibitors, the three-day trade event attracted a footfall of over 5,000. Over 80 percent attendees possessed the pur-

chasing authority. Visitors from Canada, Mexico, Taiwan, India, China, South Korea, Japan, Australia, Germany, and Colombia attended the show. The expo showcased the widest variety of technologies, raw materials, machinery and tooling, treatment processes, coatings and finishes, inspection and testing, safety products, etc. Fasteners that were mostly sourced included bolts, screws, nuts and locknuts, hex head cap screws, threaded fasteners, rivets, studs and threaded rod, washers and stampings, socket screws, and metrics fasteners.

Many firsts

IFE 2018 touted many firsts such as Mandalay Bay Convention Center as its new venue, and beyond the show floor hustle,

it featured an expanded conference schedule with stand-outs from experts expounding on the current US tariffs and trade policies, California's Prop 65, 3D Printing and e-commerce essentials. Notable newcomers made it to the event such as Sidasa Engineering from Grass Lake and MI – an integrated surface treatment company that specializes in developing and manufacturing a wide range of chemical specialties for multiple industries around the world.

There was also Thermosleeve-USA from Cerritos, CA, a new exhibitor specializing in heat shrinkable products that are widely used in the aerospace, automotive, communications, construction, electrical, military, oil, and utility



MURALI SUNDARAM
Editor
Fasteners India
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magicwandmedia.in



Source: Emerald Expositions

Workshops held at the show provided an opportunity to learn from the industry leaders

markets; as well as Rust-X USA from La Mirada, CA, with corrosion prevention products such as RUST-X as its speciality.

For the first time, the fastener event partnered with Berlin-based European Fastener Distributor Association (EFDA) to bring a group of delegates and distributors from seven different European countries to the event.

Other high points

To prevent disruptions in their day-to-day business once the show opened to the visitors, a meet was arranged between the exhibitors and the vendors in the Machinery & Tooling and Source Global sections on the first day that concluded with an evening reception and a networking event held for all attendees and exhibitors.

Also conducted was the IFE annual Awards Ceremony that included the iconic 'Hall of Fame' award as well as the 'Young Fastener Professional' award. Nominated by their peers, Bob Sachs and Robbie Gilchrist were recognized during a special award ceremony on the show floor as the 2018 Hall of Fame winners, and Young Fastener Professional winners Peggy Hsieh and Jun Xu were also honored.

IFE-sponsored workshops helped attendees and vendors gain insight into the latest technologies and solutions and increase their ROI and grow sales. The workshops also provided an opportunity to network and learn from the industry leaders on a wide variety of issues which affect the fastener industry. Short learning sessions were also held by industry professionals on topics such as opportunities through 3D printing; the basics of thread rolling; and environmental impact with coating changes.

Save the date

Building on the success of IFE 2018, the organizer has already announced the next edition of the show which will take place from September 17–19, 2019, a month earlier than the typical October show in Las Vegas. Fastener enthusiasts must start planning for it right away.



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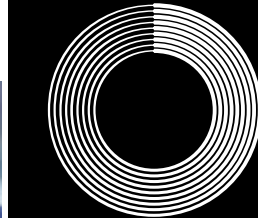
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SAVE THE DATES

EVENT	DETAILS	DATE & VENUE
Fastener Fair Stuttgart 2019	T: +44 (0) 1727 814 400 E: info@fastenerfair.com www.fastenerfair.com/stuttgart/2019/english/	19 – 21 March, 2019 Messe Stuttgart, Germany
Cable & Wire Expo	T: +91 9971324487 E: SaurabhC@m-india.com www.wire.messe.in	03 – 05 April, 2019 HITEX Exhibition Centre, Hyderabad, India
Fastener Fair India 2019	T: +91 (0) 124 452 4228/ 452 4200 E: fastenerfairindia@interads.in www.fastenerfair.com/india/mumbai/english/	25 – 26 April, 2019 Bombay Exhibition Centre (BEC), Mumbai, India
Saudi Fasteners & Tools Expo 2019	T: (+202) 2270 3584/5/6 E: riyadh@arabiangerman.com www.fabxsaudi.com/saudi-fastners	29 April – 01 May, 2019 Riyadh International Convention & Exhibition Center (RICEC), Riyadh, Saudi Arabia
Fastener Fair USA	T: 866-899-4728 / +1 312 809 9260 E: fastenerfairusa@mackbrooks.com www.fastenerfair.com/usa/	22 – 23 May, 2019 COBO Center, Detroit, Michigan, USA
International Fastener Show (IFS) China 2019	T: +86 (0)20 8985 7959 E: Info@afastener.com www.en.afastener.com	11 – 13 June, 2019 Shanghai World Expo Exhibition & Convention Center, Shanghai, China
The 20 th China (Guangzhou) Int'l Fasteners & Equipment Exhibition	T: +86-20-38620792 E: julang@julang.com.cn www.fastenerchina-gz.com	13 – 15 June, 2019 China Import and Export Fair Pazhou Complex, Guangzhou, China
The 20 th China (Guangzhou) Int'l Spring Industry Exhibition	T: +86-1802266711 E: julang@julang.com.cn www.julang.com.cn/english/tanhuang/	13 – 15 June, 2019 China Import and Export Fair Pazhou Complex, Guangzhou, China
COMFAST	T: +91 9909041613 / 9909041618 E: info@kgdclglobal.com www.kgdclglobal.com	14 – 17 June, 2019 Pragati Maidan, New Delhi
Fastener Exhibition & Conference	T: (+44) 0117 929 6087 E: Reece.Morris@prysmgroup.co.uk www.thefastenexpo.co.uk	11 – 12 September, 2019 NEC, Birmingham, UK
International Fastener Expo	T: 1-323-817-2226 E: info@fastenersshows.com www.fastenersshows.com	17 – 19 September, 2019 Mandalay Bay Convention Center, Las Vegas, USA
Fastener Poland	T: +91 93282 49374 E: ritesh@kmgindia.com www.fastenerpoland.pl/gb/	08 – 09 October, 2019 Krakow, Poland
wire Düsseldorf 2020	T: +91 (0) 22 66 78 99 33 E: messeduesseldorf@md-india.com www.md-india.com	30 March – 03 April, 2020 Messe Düsseldorf, Düsseldorf, Germany



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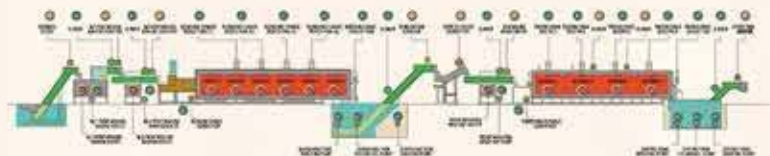


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