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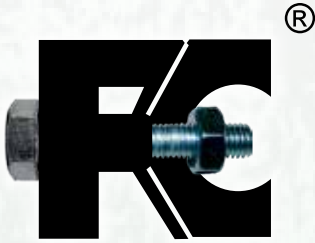


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LEVERAGING ON GROWING OPPORTUNITIES



Source: FAI

ABHIJAT SANGHVI
President
Fasteners Association
of India (FAI)

The opportunities for India can be seized with an organized plan of excellence in quality through continuous improvement, effective training programs, and upgrading technology.


Indian Fastener manufacturing companies are benefiting from buoyant demand in the domestic markets. The dipping rupee against the dollar has hit Fastener imports from China and Taiwan which will further push up domestic demand. The trade sanctions proposed and imposed by the United States of America against Chinese Fasteners will also give an impetus to the Import demand of the US from India which is seen as the next growing destination for importers. Growth numbers in the automotive, engineering and other end user industries augur well for major growth.

On the other hand, primary raw material for fasteners being steel wire rods and wire have seen a meteoric rise in the last one year with no signs of receding. For fastener manufacturers, the impact of increase from their OEM or their exports customers is a time consuming process; they either have to stock up on raw material involving inventory costs or take part of the hit burdened from their margins. The more difficult part is the recurring increases which OEM and export customers cannot address as per their systems.

Raising focus in skills and technology is also the need of the hour to seize the growing opportunities ahead for the Indian Fastener industry. There are several large and medium fastener manufacturers in India who have excellent processes and programs. Though for the large part of small and medium manu-

facturers, the process of inculcating excellence in quality is not an overnight change but involves bringing a cultural change at every level in their companies. Fasteners Association of India (FAI) regularly conducts technical seminars to bring awareness and impart knowledge through veterans from the industry in their respective fields. We encourage the industry to attend these seminars as also to write to FAI with topics of interest which can be conducted on achieving quorum for the same.

Skilled labour is another area where demand overshoots supply in large numbers. The Fastener Training Institute for Machine Operators initiated by FAI is an endeavor to bridge this gap. The industry must embrace automation in their business plans and, at the same time, machinery manufacturers should work out low cost automation options which will make the transition for SMEs easier and provide huge demand for their products.

The world is looking at India in many ways and the growth opportunities over the next decade are phenomenal. These opportunities can be seized with an organized plan of excellence in quality through continuous improvement, effective training programs, and upgrading technology. Most importantly, focus on customer service with the right product will bring Brand India to play an increasing role in the global fastener markets. 

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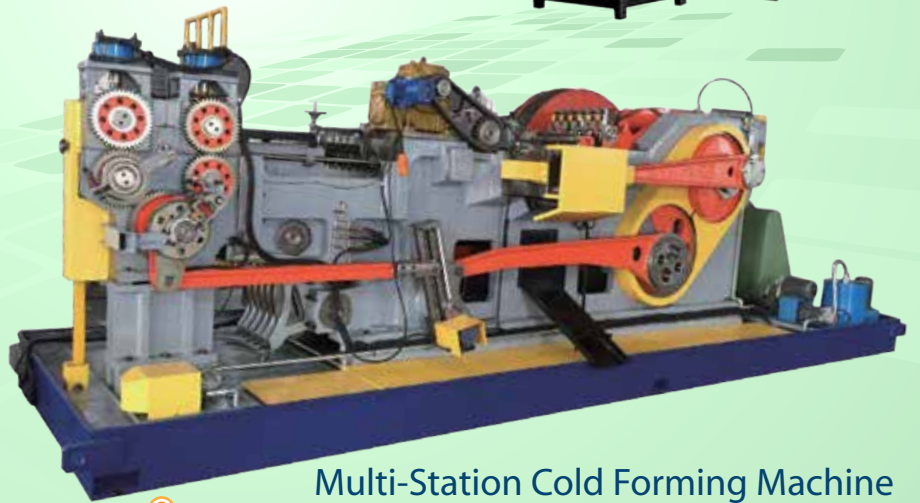
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IN PURSUIT OF SUCCESS



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One way to keep momentum going is to have constantly greater goals.

Michael Korda

It's hard to contain our excitement over the astounding success of the launch of Fasteners India, an endeavor by Fasteners Association of India (FAI) to get the small, medium and big players of the Indian Fasteners industry on the same page, quite literally, for them to be on a par with international fastener players. The maiden issue of the magazine has garnered an overwhelming response from the domestic industry. This acceptance is a testimony to the industry's need for a unified voice and a credible source of information.

Hence, the second issue compiles happenings in the global Fastener industry, and also mind-boggling advancements and success stories from closer home to inspire and guide the others through their set of challenges.

The issue covers highlights from International Fastener Show (IFS) China 2018 held in October that showcased innovations from far and wide. International Fastener Expo at Mandalay Bay, Las Vegas on October 30 – November 01 has been yet another delightful event.

The world's gaze is now fixed on India and the bountiful opportunities are to be seized, surmounting challenges on the way for a better tomorrow.



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PROGRESSING THROUGH CHANGES

It's been more than three decades that Mitter Fasteners has deservedly been in the forefront of the fasteners industry. The pioneer manufacturer and supplier of nuts, bolts, washers and sheet metal components has stayed committed to its principle of being the 'Agents of Change', having cracked the age-old adage that progress is impossible without change.



Mitter Fasteners' all four manufacturing plants are ISO/TS 16949:2009 certified by AIB Vincotté.



The company also has an in-house production facility for zinc plating, heat treatment and a state-of-the-art metallurgical lab.



Source: Mitter Fasteners

Source: Mitter Fasteners

trakhand, and another facility again in Lucknow for powder coating. The head office is at Ludhiana facility and the one in Doraha is the main production plant. "At the Ludhiana plant, we manufacture sheet metal products. At Doraha, both sheet metal products as well as fasteners are made. Lucknow and Rudrapur plants are for manufacturing sheet metal products," informs Sahani.

"All our four manufacturing plants are ISO/TS 16949:2009 certified by AIB Vincotté. This sums up our proud contribution to the Automotive industry and confirms that we have developed a Quality Assurance System at our manufacturing units, which enables us to deliver premium quality fasteners and sheet metal components," he adds.

Mitter Fasteners also has an in-house production facility for Zn Plating (Cr3+), Heat Treatment and a state-of-the-art Metallurgical Lab.

Impressive clientele

The company supplies its products to all major Automotive OEMs in India and buyers in Europe, the UK, the USA and the Middle East. "We manufacture our products for the Indian Automobile industry and for exporting to the international market. The ratio of our standard to customized products is 50-50 percent," shares Sahani.

Mitter Fasteners' direct customers in Indian OEMs include Ashok Leyland Ltd,

Founded in 1982 by Devinder Sahani and Mukesh Sahani, Mitter Fasteners has come a long way, based upon the commitment to be the 'Agents of Change' in revolutionary manufacturing and business practices. "This principle was a cornerstone of the new company and, over time, has kept us driven to keep im-

proving our customer support by aggressively expanding capabilities and service offerings," shares Mukesh Sahani, Director, Mitter Fasteners.

Quality is a habit

The company's five facilities are located at Ludhiana, Punjab; Doraha, Punjab; Lucknow, Uttar Pradesh; Rudrapur, Ut-



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Source: Mitter Fasteners

Source: Mitter Fasteners

Facilities for Nuts (Tapping and Crimping)



Source: Mitter Fasteners

Source: Mitter Fasteners

Facilities for Washers & Stampings (Press Shop-5 tonne to 500 tonne capacity)



Facilities for Stampings (Multi Slide Part Former)

Source: Mitter Fasteners

Source: Mitter Fasteners

Automatic Zinc (Cr3+) Plating Plant



Source: Mitter Fasteners



We manufacture our products for the Indian Automobile industry and for exporting to the international market. The ratio of our standard to customized products is 50-50 percent."

Mukesh Sahani
Director
Mitter Fasteners

riety of components from Sheet Metal like Washers, Clamps, Clips, Cross Members and a variety of Special Components as per customer specifications. The company has a variety of Press Machines right from 5 to 500 tonne. "The strength of the Press Shop comes from a very strong backing from the in-house tool rooms in all the four manufacturing facilities," adds Sahani.

The machinery like CNC Wire Cut, Vertical Milling Center (VMC) is from countries including Taiwan, China and Germany, all the tool designing is done in-house on designing software like AutoCAD and SolidWorks by the company's skilled and dedicated workforce.

Giving back

With a strong belief in contributing to the well-being of the society, the company has been providing assistance to institutions with the view to promote young talent. As part of its CSR initiatives, Mitter Fasteners has been sponsoring its fasteners for students' projects and also arranging factory visits for them to see the manufacturing of fasteners up close.



Hero Motocorp Ltd, Tata Motors, Claas, Tata Marcopolo, Mahindra & Mahindra Ltd, Escorts, etc. Its tier I customers include Rane Automotive Ltd, Bufab Group, Magna Cosma International Pvt Ltd, Rane TRW etc. Its export customers comprise Bufab Group, Stanley Black & Decker, Inc., the Würth Group, and Fastenal etc.

"We have had the privilege of working with all major OEMs in India. Our clients are our partners in success with whom we work collaboratively to achieve results. We never compromise on the quality standards of our deliverables which is why we are proudly associated with them," he asserts.

Product platter

"The production of Nuts and Bolts is done by the process of forging. We, at Mitter Fas-

teners, have been able to successfully develop the latest in-house production plant for Cold Forging which has the capacity to forge nuts till M24 size and where the Tapping process happens from Taiwan," states Sahani.

The types of nuts that the company manufactures include different kinds of Flange nuts, Hex nut, Prevailing Torque nut, Revolving nut, Rotator Gear Shaft nut, Pressure Pipe nut, Pinion nut, Nylock nut, Hex Weld nut, Wheel nut, Weld nut, U nut, Shaft nut, Slotted nut, Cleveloc nut etc. While the bolts, screws, studs comprise the following types: Wheel stud, Wheel bolt, Set screw, Rim bolt, Hub stud, Hex screw, Flange bolt, Cottor pin, Connector, Banjo bolt, and Adopter etc.

Mitter Fasteners produces a va-

EXPLORING OPPORTUNITIES

Suranjan Gupta, Executive Director, Engineering Export Promotion Council (EEPC) India, shares his thoughts on the scope of our fasteners outside the country, the growing need for international collaborations in the Fastener industry, a Government scheme for its promotion, and the gaps that demand attention. An insightful excerpt...

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With the automotive industry flourishing at a fast pace, there is a dire need of industrial fasteners in India. Are domestic fastener players able to fill in the gap or is there a rise in international collaborations?

Gupta: We understand from the Fasteners Association of India (FAI) that there is a huge possibility for upgrading the skills of domestic fasteners players in view of the rapid pace of the Automotive industry. We are given to believe that the association itself is keen on international collaboration as the segment is in the unorganized sector. I, therefore, think that the domestic fastener players will gain much from international collaboration, not only to fill the gap domestically, but also to become a major exporter in this segment.

What is the scope of exports of Indian fasteners globally?

Gupta: There is a tremendous scope of exports for Indian fasteners globally. There are certain markets particularly in the Latin America as also in North America, where there exist considerable prospects for the future growth. EEPC India recently visited Colombia and also the Philippines and in both places, we felt that



Source: EEPC India

“There is a tremendous scope of exports for Indian fasteners globally. There are certain markets particularly in the Latin America as also in North America, where there exist considerable prospects for the future growth.”

Suranjan Gupta
Executive Director
Engineering Export Promotion
Council (EEPC) India

there is a significant potential for Indian fastener players, particularly if they are of international quality.

Please share your views on the Government initiatives that could provide impetus to the export of fasteners from India.

Gupta: The Government of India has currently released a scheme by the name of Merchandise Exports from India Scheme (MEIS), which pro-

vides incentives for the export of fasteners. Taxes embedded in the value chain can also get refunded through the GST as Duty Drawback. Some developed countries have taken India to the WTO with regard to MEIS and some other schemes under the Foreign Trade Policy. However, we feel that the Government will come up with an alternative scheme to the MEIS as and when the need arises.


What is your view on the skill gap that India encounters as a major challenge in all its industries? What are your suggestions regarding the much-needed skill development?

Gupta: There is indeed a skill gap posing a challenge for the engineering industry. FAI, as I understand, has a skill development center in Orissa which trains people in the basics of technology needs of the fastener industry. However, the need for both technology upgradation as also the concomitant skill upgradation is critical for us to move up the value chain. The Government, under the Skill India Initiative and various skill councils, is attempting to upgrade engineering skills. It is important that we stress on the skill development from the school level as currently there is nothing that was earlier considered as vocational training in the school curriculum. A scientific temperament in our students is the first re-

quirement for them to become skilled. India has traditionally been a reservoir of different engineering skills, be it in the fastener, casting or even automotive industry. We should look to build on these inherent skills that Indian workforce has and upgrade them by training the workers in new technologies such as Industry 4.0 and Artificial Intelligence. Globally, there is a huge competition between the major world powers – the US and China – that have the large data base so that Artificial Intelligence can be built. India should look at pooling its data for we to become independent too with regard to the new technology.

Global fastener industry is growing by leaps and bounds. The fastener market in Asia alone is predicted to reach US\$ 44.12 billion by 2012. What kind of R&D efforts are required by India to come at par with global standards?

Gupta: The future technology for industrialization includes 3D Printing, IoT and Artificial Intelligence. While the big companies invest in R&D and have their labs to develop their products, the small and medium scale sector, where much of the fasteners industry belongs, needs to upgrade its R&D for the current era of

new technology-based products. The product delivery space is getting shortened and the need for inventory will go down sharply. In such situation, customization will be the key, especially in the automobile sector where e-vehicles are the future. The good thing is that all kinds of vehicles would require fasteners. However, they may need to be ergonomically better, for which Indian companies would require to put in their efforts in R&D. We may even have to work with the National Institute of Design and other design institutes to create space for the innovative use of fasteners to meet the global challenges. 





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BEATING CORROSION, CONVENTIONALLY

Zinc is growing in significance for its use as a protective coating on iron and steel components in myriad industries. A look at the substantial advantages offered by chloride zinc plating, along with the issues it poses and the ways to resolve them.



The zinc coating prevents corrosion and toxicity, and improves the aesthetics of steel and iron components in a wide variety of industries.

Source: Artek Surfin Chemicals Ltd

ing efficiency of almost 100 percent and can reach a given thickness in a high current density area more quickly than any other solution. However, acid zinc has significant surface distribution issues and can take longer to reach a certain thickness in low current density areas than alkaline zinc.

Ductility: For parts that are to be bent or shaped after zinc plating, acid zinc is much more ductile and, therefore, less likely to crack or break off when the parts are created. However, acid zinc plating is not as ductile as cyanide zinc.

Plating cast iron: One final advantage that acid zinc plating offers over its alkaline counterpart is its ability to plate cast iron, which is extremely difficult to accomplish with an alkaline zinc solution. One example of cast iron parts that have benefited from acid zinc plating is brake calipers.

Problems in chloride zinc process and its solutions

Chloride zinc process has its share of disadvantages too: poor throwing power; a need for acid resistant equipment; limited thickness or less uniformity of thickness; requires better cleaning; and corrosive to surroundings.

The process' other problems are: **Solution growth:** Chloride zinc addition agents contain surfactants in order to emulsify the sparingly or insoluble brightening agents in aqueous media. Due to the surfactants present in chloride zinc, the plating

Zinc is a highly important metal used as a protective coating for iron and steel. The coating prevents corrosion and toxicity, and improves the aesthetics of the components made of the said materials in industries including Automotive, Construction, Electrical, Appliances, Material Handling etc.

Zinc coating is done either by hot dip galvanizing or electro galvanizing, of which the latter is mostly chosen due to the ease of operation, ability to control the thickness within reasonable limits, less energy consumption and also dimensional tolerance especially for fasteners, tools etc. The stringent regulation against the disposal of plating effluents and formulations of cyanide-based baths has led to the increased interest and accelerated growth of Acid Zinc-based baths.

The three major types of Acid Zinc Plating are Potassium Chloride (ammonia-free), Ammonium Chloride, and the third is a mix of Potassium and Ammonium Chloride electrolytes whose maintenance cost is low; it plates all types of material; does not require boric acid; the amount of ammonia in waste stream is low; and is easier to remove if necessary.

Advantages of chloride zinc process

Brightness: One prominent advantage of using acid zinc plating solution is its brightness that renders a 'decorative chrome' look on the components. While many professionals attempt to achieve this brightness with different types of alkaline solutions, nothing matches the decorative brightness of acid zinc chemistry.

Speed: Acid zinc has a plat-



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Acid zinc plating renders a decorative chrome look on the plated components.

Source: Arotek Surfin Chemicals Ltd

solution drains better than the rinse water which is dragged into the plating tank. This results in a growing volume of plating solution.

To minimize or to eliminate the problem:

- a. Add the approved wetting agent to acid pickle so as to reduce the surface tension and increase rinse water shedding;
- b. Increase the drain time and/or barrel rotation rate above the rinse, so that more rinse water is drained out before entering the plating tank;
- c. Use the same rinse tank for dragout and dragin (the dragout tank contains the plating solution, and thus the wetting agent present helps the rinse water to drain or shed faster);
- d. Use an atmospheric evaporator activated by a solution level controller. Depending upon the humidity, these units will evaporate 30 - 100 lt of solution per hour at the room temperature.

Brightener oil out: As mentioned earlier, the brighteners used in chloride zinc bath are either sparingly soluble or insoluble in aqueous media. The brightener under certain conditions, separates as an oil. This occurs when excess addition of chloride salts is made or due to a high temperature. Under both the conditions, the

brightener clouds and raises to the surface or remains as an insoluble suspension, depending upon the brightener system. This can be corrected by adding more water or controlling the temperature. The new generation acid zinc additives generally eliminate this oil out problem until an unusual circumstance happens.

Basket deterioration: In barrel lines, titanium anode baskets can corrode due to an insufficient quantity of zinc anodes or if the voltage is kept above 10.0 V. Titanium forms an oxide film that prevents it from corroding in chloride zinc baths. The bipolar nature of this film permits the current flow to the zinc anode it contacts, but not directly to the solution. Voltage in excess of 8-9, however, will cause an attack on the passive film resulting in basket corrosion, especially in the expanded mesh area. Hence, it is important to keep the basket full with zinc anodes and keep the voltage low. These days, titanium anode baskets with perforated polypropylene panels in the place of expanded titanium mesh are becoming more popular because these practically eliminate the corrosion problems even at a high voltage.

Chromate adhesion: With chloride zinc deposit, many chromate conversion coatings work well but sometimes may face the problem of adhesion, especially with iridescent yellow passivation.

This problem is caused due to:

- High brightener concentration
- Brightener oil out problem
- Poor rinsing
- Barrel bleedout.

Dryer temperature should be controlled below 60°C otherwise high temperature will dehydrate the chromate film and quickly promote the white rust formation.

Iron treatment: Iron contamination leads to many problems in chloride zinc bath. In barrel plating, iron co-deposits and leads to black spots after chromating.

This can be minimized by:

- Proper pH control
- Removal of the fallen parts every day from the tank
- Employing air agitation in barrel lines also.

For this a low foaming bath is preferable. New generation chloride zinc baths normally use low foam wetting agents. The use of an oxidizing agent to oxidize ferrous to ferric iron is another remedy. Normally, hydrogen peroxide is added after a day's work, and this creates the problem of a poor coverage due to the presence of unreacted hydrogen peroxide (H_2O_2). The solution to which is using potassium permanganate ($KMnO_4$) every day about 20-30 gm, depending upon the solution volume after the day's work, adding to the solution, air agitating the bath and running the filter unit with carbon pack for 2 - 3 hours. Next day, the filter unit should be cleaned and the iron sludge be removed. This is found to give a much better performance than H_2O_2 . For better filtration, carbon pack in the filter will be beneficial. In barrel plating, spotting can occur from untreated iron and high current density burning. Both problems can be solved by either increasing the barrel rotation (10 - 12 rpm) or by employing air agitation. Copper and lead impurities can cause dark deposits. Copper bus bars are to be covered by plastisol coating or nickel plate. Lead can come from impure zinc chloride, potassium chloride or anode. Both can be removed by Zinc dust treatment or running the filter packed with zinc dust.



STEELING THE FUTURE

Manufacturers encounter a number of issues on a daily basis, Hence, knowing whom to approach to raise one's concerns and seek solutions is always an advantage. A brief on Steel Wire Manufacturers Association of India (SWMAI) that represents wire and wire rope manufacturers in India and strives to protect their interest...



SWMAI has been continuously striving for the progress of the Indian Steel Wire industry and addressing a wide range of its issues.

Source: Magic Wand Media

Steel Wire Manufacturers Association of India (SWMAI) is the apex national body of Steel Wire and Wire Rope manufacturers in India. Established in 1968 and registered under the Companies Act in 1970, the association has in its membership steel wire drawing units and wire rope manufacturing units, producing bulk quantity of steel wires and wire ropes in India.

SWMAI is recognized by the Government of India and steel producers as the representative body of steel wire and wire rope manufacturers, and is consulted by them on issues

pertaining to the Steel Wire and Wire Rope industry.

Voice of the industry

SWMAI is a platform for continuous government-industry communication on various policy and problem related issues of the industry. Adequate supply of wire rods, adjustable and competitive prices of wire rods and suitable government policy would ensure the growth of the steel wire industry, making it to be sustainable and globally competitive. With this view, the association has been consistently working to protect the interest of the industry.

We frequently send representations at the ministerial levels of the Government of India and to the steel producers so that the supply of raw materials does not become a constraint. We also consult with the government directly relating to their industrial, financial, and export-import policies concerning the industry.

Growing price of raw materials

The current issue at hand is the surging price of raw materials, which is an outcome of demand-supply interactions in the market. Nowadays,



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swmai@swmai.org

there is a huge demand for raw materials (wire rods, in case of steel wire manufacturers) but a severe shortage of quality raw materials. Hence, the price hike. If, for the sake of argument, import would become viable, supply situation would see improvement and, as a result, price would automatically come down. In my personal view, there would be some improvement in the supply of raw materials with SAIL's newly installed wire rod mill, at Burnpur, West Bengal, when it comes up with its full capacity utilization.

SWMAI's recommendation

Good, drawable quality wire rods are mainly available from the main steel producers. In their bars and rods mills, steel producers are able to make wire rods as well as TMT bars in coils. As the production of TMT bars do not require high technicality like wire rods, it is profitable for them to produce TMT bars, forgoing the production of wire rods. But there are several secondary producers also, which can produce TMT bars with at par quality. Therefore, SWMAI's request to the government is to advise the main steel producers, at least the main public sector steel producers, to produce wire rods with full capacity utilization of their respective WRMs. Moreover, if the domestic steel producers are unable to cater to the domestic steel wire drawing industry's demand for raw materials, the government should open up the door for the domestic wire drawing industry for free import of raw materials, because the industry should not die starving for raw materials.

Facilitating growth

SWMAI has been continuously striving for the progress of the Indian Steel Wire industry and addressing a number of is-



SWMAI is a platform for continuous government-industry communication on various policy and problem related issues of the industry. The association has been consistently working to protect the interest of the industry."

Tirthankar Banerjee
Secretary General
Steel Wire Manufacturers
Association of India (SWMAI)

issues like increasing production volume, cutting down costs, keeping the quality of products at par with international standards (ASTM, DIN, JIS, BSS etc.), and in achieving a wide range of products of various types. In its endeavor to ensure the industry's growth, the association emphasizes on the R&D activities. With the members' active participation, SWMAI, in collaboration with other national and international organizations, has been engaged in well-planned R&D activities. The association is focused on making its members aware of the various issues of national and international importance, not only relating to the Steel Wire industry, but also other economic matters. It offers suggestions on the Steel industry related issues and other economic and trade related issues to the government and the national apex bodies like FICCI and CII.



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FROM THE VANTAGE POINT

Since people at the helm have a better clarity on things, Fastener World has gathered opinions of the Presidents of the Fastener Associations of the world to shed light on the current global Fastener scene, its challenges and trends, and the times ahead as they see it.



Source: Magic Wand Media

On fastener trade statistics

Dr Volker Lederer, President, European Fastener Distributors Association (EFDA): The sales volume of the European Fastener industry is about €15 billion. This is more than one quarter of the world's total volume. The volume of the European fastener distribution is worth about €10 billion. The major share of €7.8 billion is earned through trade within the European Union. Imports from Asian countries into the EU reached €1.8 billion in 2016. Their share is growing and is likely to increase significantly in the future.

Anders Karlsson, President, European Industrial Fasteners Institute (EIFI): EU28 total imports of fasteners increased by 10.5 percent in the period January - August 2018 in comparison with the same period last year. The total exports also increased by 5.5 percent (source Eurostat). As for the production, we expect an increase of around 2 percent in 2018.

Kelly Cole, President, National Fastener Distributors Association (NFDA): NFDA is a partner in producing the Fastener Distributor Index. According to Robert W. Baird analyst David J Manthey, CFA, the seasonally adjusted August FDI (62.5) de-

celerated vs. July's 69.2 reading, still strong in absolute terms but nonetheless meaningfully lower vs. last month's very bullish reading. In the August survey, 63 percent of respondents indicated sales were 'better' relative to seasonal expectations vs. 68 percent in July. This produced a seasonally adjusted sales index of 74.7 (July was a record at 89.6). Pricing was higher among a large majority of respondents, with 84 percent seeing pricing gains y/y vs. 79 percent in July. The resulting FDI pricing index of 92.2 strengthened m/m and modestly exceeded the previous record high set in June (90.7). Regarding customer inventories, a majority of respondents view inventory levels as in line with expectations (59 percent of responses), while 38 percent believe customers' inventories are too low. This compares to 74 percent in line and 24 percent too low in July.

Sergio Pirovano, President, Unione Produttori Italiani Viteria e Bulloneria (UPIVIEB): We expect a small increase in production in 2018 as compared to 2017. Both Italian imports and exports have increased during January - July 2018 by around 5 and 3 percent respectively in comparison with the same period in 2017. Our market trend is different from the other EU countries because Italian exports are always higher than its imports; we exported 4,80,000 tonne and imported 2,60,000 tonne in 2017.

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Hansung Jung, Chairman, Korean Federation of Fasteners Industry Cooperatives (KFFIC): The fastener production by industry demand in Korea showed an increase of 74.6 percent in the Automobile field, 5.6 percent in the Construction field, 5.6 percent in Electronics, and 14.2 percent in others (including market distribution). This shows that Korea has a higher level of dependence on the Automobile industry compared to the US or Europe. Nevertheless, it proves that the Fastener industry of Korea has advanced in quality, developing along with the Automobile industry. The import amount in Korea's Fastener industry recorded US\$512.96 million in 2017, a 4.1 percent increase from the previous year. Major countries included China, the US, Germany, Japan, and Taiwan, in that order.

Contrastingly, export-wise, China showed a 9 percent increase and the US showed a 16 percent increase. The export amount in the Fastener industry in 2017 recorded US\$858.21 million, a 4.8 percent decrease from the previous year. Main countries included China, the US, India, Mexico, and Japan.

On the trends and challenges

EFDA: We see three strong trends towards professionalism, concentration, and a rapidly changing regulation. Modern warehouse and logistic systems require professionalism. High investments of many European fastener distributors in the automation of the logistic processes are a prerequisite to satisfy the growing requirement of industrial customers concerning flexibility, rapidity and process safety. Digitalization requires professionalism. Data management, machine-to-machine communication, and automated pro-



“ Since 2016 the overall economic situation in Europe has improved and the economic growth is getting stronger. As a consequence, the consumption of fasteners is growing faster than in the years before. I am convinced that this trend will continue during the next year.”

**Dr Volker Lederer
President
European Fastener Distributors Association (EFDA)**



“ EU28 total imports of fasteners increased by 10.5 percent in the period January - August 2018 in comparison with the same period last year. The total exports also increased by 5.5 percent. As for the production, we expect an increase of around 2 percent in 2018.”

**Anders Karlsson
President
European Industrial Fasteners Institute (EIFI)**

cesses, all this will change our workplace fundamentally. A sustainable trend towards concentration in the global fastener business is obvious. In the last years we have seen, for example: the acquisition of the Fabory Group by Grainger, the takeover of the American Acument Group by the Italian Gruppo Fontana, and the acquisition of the privately owned British stainless steel specialist Apex by the Swedish Bufab Group. The concentration in the Fastener industry will, for sure, continue and might accelerate in the coming years. It is becoming increasingly important for distributors and manufacturers to supply their customers on a global scale. This implies large investments, learning to deal with different cultures, and the ability to control and develop international plants and branches. In many cases only globally-oriented and financially strong companies will be

able to go this way and satisfy the growing demands of their customers. Fastener distributors need reliable political and economic conditions to further develop their business. Finally, things keep changing more and more rapidly. The high frequency of changes in today's business world as well as regulation and bureaucracy have become a true challenge to our companies, especially to small and medium-sized enterprises.

EIFI: The European Fasteners Production trend is stable and satisfactory.

NFDA: Low unemployment, lack of skilled labor and the reluctance of the incoming workforce generation to seek work in industrial sectors is causing problems in nearly all fastener businesses in the US.

UPIVEB: The Italian Fasteners Production trend is positive and relevant forecasts are satisfactory. One of the major

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markets influencing our industry trend is the Automotive. In September, a highly strong downturn of more than 20 percent in car sales was registered in Italy and in Europe in general, and this was due to the entry into force of the new emissions regulation. This is not going to impact the full-year Automotive sector performance, which will close 2018 with a +2 percent in comparison with 2017.

On the US/China trade war

EFDA: A high degree of flexibility is definitely a strength of our industry. However, what fastener distributors need is a stable political and economic environment. The US Government imposed high duties on steel imports and China responds. There is a high risk of 'outbidding' between the two states. The higher duties may affect the fastener prices.

EFDA lobbies for free and fair trade. We regularly participate in meetings with the European Commission, the European Parliament and other trade associations. We inform Commission officials on the impact trade defense measures and international instability would have on the fastener distributors and on the European industry they supply. Thanks to EFDA, fastener distributors have an impact on the decisions taken in Brussels. We regularly inform our members about changes in EU trade defense law or on certain developments which could lead to anti-dumping duties or other trade defense measures. Today our members feel well prepared when the European Commission starts antidumping investigations or similar trade defense measures.

EIFI: The commercial war between the US and China has not, for the time being, impacted the companies mem-



“ We expect a small increase in production in 2018 as compared to 2017. Both Italian imports and exports have increased during January - July 2018 by around 5 and 3 percent respectively in comparison with the same period in 2017.”

Sergio Pirovano
President
Unione Produttori Italiani
Viteria e Bulloneria (UPIVEB)



“ Low unemployment, lack of skilled labor and the reluctance of the incoming workforce generation to seek work in industrial sectors is causing problems in nearly all fastener businesses in the United States.”

Kelly Cole
President
National Fastener Distributors
Association (NFDA)

bers of EIFI.

UPIVEB: From the opinions collected from UPIVEB member companies, it does not seem that this will, for now, influence the Italian market.

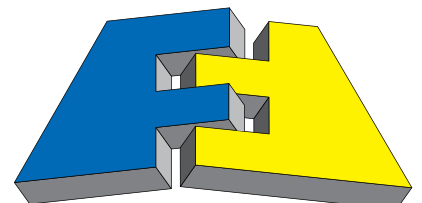
Wai-Yee Wu, Chairwoman, Hong Kong Screw & Fastener Council (HKSFC): The market sentiment is turbulent in 2018. It performed quite well in the beginning of the year, but has become unclear since the middle of the year due to the influence of the US-China trade war. Some companies did feel the pressure. Some companies' orders dropped by more than 50 percent, which resulted in the layoffs of almost all employees. Some of our clients might face extreme pressure ahead and are, hence, seriously considering business relocation because they haven't even received any new orders thus far for the next year when their orders for this year are almost done.

The industry also faces issues like the lack of labor, hiking cost and increasing burden of taxes, etc. With the reduction in demographic dividend, not many young people are willing to work in factories. Furthermore, the continuous rise in the assorted costs and the increasing taxes and types of administrative and social insurance charges levied by the Chinese authorities are making companies suffer from the outside and within.

We hope to create business opportunities for members by exhibiting overseas. In the meantime, we embark on our active overseas exchange programs to Singapore, Malaysia, Thailand, India, and many other countries joining 'the Belt and Road Initiative' proposed by China, as well as the US and Europe, in the hope of making our friends overseas have a better understanding of Hong Kong's Fastener industry. We

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are also trying to keep our industry well-informed of any preferential policies proposed by the HK Government, as through these policies, our industry could advance, reduce too much dependence on the labor, and push the development of AI-driven industries forward.

KFFIC: Assuming that the trade war will continue, the biggest concern is its immense affect on the trade environment. The Fastener industry of Korea is closely linked to the Automobile industry. The export to China showed a 19 percent decrease in 2017 compared to the previous year and a 0.5 percent accumulated increase as of August 2018. The dramatic decrease of 2017 can hardly be expected to reverse. Exports to the US also showed an 11 percent decrease in 2017 compared to the previous year and a 0.5 percent accumulated increase as of August 2018, showing no signs of reversing. If the retaliatory tariffs in the Automobile industry are decided, we gravely fear that the exports to the US by the Fastener industry will be affected, influenced by the damage in direct car exports to the US, as well as exports via China. The level of dependence in Korea is extremely high on the exports to the two countries, which causes grave concern.

2019 for the Fastener industry

EFDA: The European market is highly attractive for fastener producers and distributors. Since 2016, the overall economic situation in Europe has improved and the economic growth is getting stronger. As a consequence, the consumption of fasteners is growing faster than in the years before. I am convinced that this trend will continue during the next year.

EIFI: The European Fasteners Production industry should re-



“ Besides the activities already arranged for 2019, we are actively seeking collaboration with other chambers of commerce in Hong Kong or overseas associations, in order to create more business opportunities for the members.”

Wai-Yee Wu
Chairwoman
Hong Kong Screw & Fastener Council (HKSFC)



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Hansung Jung
Chairman
Korean Federation of Fasteners Industry Cooperatives (KFFIC)


main stable and healthy, at least this is what we hope for.

NFDA: A slower paced economy is forecasted for 2019, with expansion and growth expected to return in 2020.

UPIVEB: The Italian Fasteners Production industry is strong and healthy, and we hope for a stable and satisfactory market trend throughout 2019.

HKSFC: HK-based enterprises are characteristic of their flexibility. Continuous reform is their only way to survival. HK enterprises need to remain flexible in management and reform continuously to find a niche for their own industry. Besides the activities already arranged for 2019, we are actively seeking collaboration with other chambers of commerce in Hong Kong or overseas associations, in order to create more business opportunities for the members. Although the trade war continues to be an issue, it is still hard to tell if it will con-

tinue to influence the market in the future. 2019 will be a year for the industry to keep steady development while continuing to look for opportunities.

KFFIC: If the trade war between the US and China does not end shortly, the influences in each industry will be immense. The related industries need to cooperate to wisely overcome the situation by finding a way out. 

Source: Fastener World Inc.
www.fastener-world.com.tw





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PRECISION MATTERS

Precision measuring instruments play a significant role in the manufacturing and quality assurance of fasteners where accuracy is of utmost importance. A look at Baker Gauges India's offerings that take care of linear dimensional measuring needs of the industry...



Baker Gauges India's both divisions — BMI division and HIP division — are certified to ISO 9001 – 2015 Quality Management Systems.

Fastener manufacturers, in their quest to produce accurate and defect-free fasteners, have started to increasingly rely on precision measuring instruments.

For confirming dimensional measurement such as thread parameters, lengths, diameters, tapers, radii, straightness, perpendicularity, recess depth and head protrusion, the fastener industry today employs instruments including Micrometers, Vernier Calipers, Pitch Micrometers, Dial Bore Gauges, Height Gauges, Ring Gauges, Slip Gauges, Radius Gauges and Thread Profile Gauges.

It's been about 50 years that Baker Gauges India Pvt Ltd has been catering to the linear dimensional measuring needs of the engineering and metal working industry. A look at its wide range of products including precision hand-held measuring instruments such as micrometers, calipers, dial gauges etc.; thread gauges and multi-gauging solutions driven by air-electronic systems and computer software.

Source: Baker Gauges India Pvt Ltd

Features of Baker's Digital Caliper:

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- Display refresh rate is greater than 7 / sec;
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- Working temperature is 5 to 40°C.

Applications of Digital Caliper:

- Measurement of length, outer diameter, inner diameter, and depth bore.

Digital Caliper



TYPE	READING	RANGE	WEIGHT
SDN10		0 – 150 mm / 0 – 6 in.	145 g
SDN20	0.01 mm / 0.0005 in.	0 – 200 mm / 0 – 8 in.	170 g
SDN30		0 – 300 mm / 0 – 12 in.	210 g



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Digital Height Gauge

Source: Baker Gauges India Pvt Ltd



Features of Baker's Digital Height Gauge:

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- Fitted with metal rack for better life;
- Carbide tipped scriber helps fine scribing on work pieces;
- Powered by easily replaceable silver oxide battery;

- Operating environment: Temperature 5 to 45 °C, Humidity ≤ 80 percent RH;
- Each gauge carries a calibration certificate giving actual values;
- Measurement and transfer of heights, scribing and marking of work pieces and other measurements like run out, center distance etc. by using a lever type dial indicator.

Applications of Digital Caliper:

- These are used to mark out lines and are widely used on surface plates and machine tables.
- The height gauge with an indicator attachment is used for checking of surface holes.
- The height gauge with a scribe attachment is used to mark reference lines and locations on castings and forgings.

TYPE	RANGE	READING
DH300	0-300 mm / 0-12 in.	0.01 mm / 0.0005 in.
DH600	0-600 mm / 0-24 in.	0.01 mm / 0.0005 in.
DH1000	0-1000 mm / 0-40 in.	0.01 mm / 0.0005 in.



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Grauer and Weil India at SCE 2018

Chennai, India – In the recently held Surface & Coating Expo (SCE) 2018 in Chennai, Grauer and Weil India Ltd, one of the leading players in the field of Electroplating Chemicals and Engineering Plants in the Metal Finishing industry, turned out to be an active participant.

The event organized by the Confederation of Indian Industry (CII) was the third edition of India's largest exhibition focused on Surface Engineering, Preparation, Finishing, Coatings, Corrosion Protection and Technologies.

The company displayed a comprehensive range of its products mostly related to the automotive industry. Among the showcased products were zinc and zinc-nickel plated components that meet the stringent automotive specifications of OEMs like Hyundai, Ford, BMW, Maruti, Tata, Volkswagen, Nissan, Renault, Mahindra, TAFE and others. Other products were Tri-valent passivated components in different shades like blue, yellow and black, Geomet-coated fasteners and other parts related to Bharat Benz, Hyundai and other industries like windmills etc. Plating on plastic components of the car and motor cycle industry, Electroless nickel mostly related to oil drilling and pipelines, Hard chrome related to earth moving equipment were also part of the company's display.

The Surface Preparation, Treatment and Coating sector has gained in significance owing to the value addition it renders to automobiles such as better finish and lower maintenance.

TPM National Conference by CII

Chennai, Tamil Nadu – Addressing the 18th TPM (Total Productive Maintenance) National Conference organized by the Confederation of Indian Industry (CII), Suresh Krishna, Chairman, Sundram Fasteners Ltd, stressed on the importance of pursuing excellence. "Excellence is not an end but a continuous journey of discovering new way of doing things," he said.

"When mediocrity becomes accepted, good becomes rare and excellence become idiosyncrasy of very few individuals," added Krishna.

He further acknowledged and praised the achievements of the Indian companies; having bagged 42 percent of the TPM awards by the Japan Institute of Plant Maintenance (JIPM), they are the highest award winners outside of Japan. 266 Indian companies have won out of the 367 TPM awards so far.

To drive home his point, Krishna spoke on the journey of Sundram Fasteners, "We started our company with eight employees and today we are eight thousand."

Indian manufacturing sector strengthens; PMI reaches 52.2

Indian factory production showed improvement as September's Purchasing Manager Index (PMI) rose to 52.2 percent from August's 1.7 percent. This is the 14th consecutive month of expansion. Index over 50 shows expansion while below 50 means contraction. This index, also known as the Nikkei India Manufacturing Purchasing Managers' Index, compiled by IHS Markit, is based on the survey conducted among purchasing executives in over 400 companies belonging to eight broad categories: Basic Metals, Chemicals & Plastics, Electrical & Optical, Food & Drink, Mechanical Engineering, Textiles & Clothing, Timber & Paper and Transport.

The report noted improvement in growth during September along with firmer gains in new orders, output and employment. Sales from both domestic and foreign clients spiked, while manufacturers increased their buying and augmented stocks of purchases in anticipation of further growth.

On the price front, input costs grew at a stronger rate amid reports of higher prices for fuel and steel. Charges were subsequently increased at a slightly firmer pace. Manufacturers remain confident that output will increase over the coming year.

Usha Martin optimistic for its steel business

Kolkata, West Bengal – Post a non-disclosure agreement with steel giants, speciality steel-maker Usha Martin is positive on receiving offers from bidders, according to an official.

"The process of due diligence is on and hopefully, we should soon be receiving offers," said Rajeev Jhawar, Managing Director, Usha Martin Ltd.

He added that steel giants including Tata Steel, Vedanta, JSW, Liberty House and Kalyani Steel have signed non-disclosure agreements with the company. Usha Martin has been under a debt and is, therefore, looking for buyers for its steel business to achieve the "objective of deleveraging the company".

Its latest annual report reveals a sales turnover of ₹2,626.43 crore in the 2017-18 for its steel business as against ₹2,253.11 crore in the previous year, higher by 16.57 per cent. The export turnover of its steel business was ₹96.2 crore during FY 2017-18, which was 3.66 percent of its turnover, against ₹102.8 crore in the previous year. Steel contributed 63.35 percent of its total revenue during 2017-18 as compared to 62.48 percent during 2016-17. Usha Martin makes alloy steel long products such as wire rods, bars, blooms and bright bars mostly for commercial vehicles and tractors.

IFI Announces New Managing Director & Membership Growth

The Industrial Fasteners Institute (IFI), Cleveland, OH, USA, is pleased to announce the appointment of Dan Walker, P.E. as the institute's Managing Director. The IFI Board of Directors announced the selection following a comprehensive search for a leader who understands the invaluable contributions the fastener industry makes to the North American economy, and who can provide strategic direction, motivation and new energy to the mission of IFI. Walker comes from the Metal Building Manufacturers Association (MBMA), where he served in a number of technical roles over the years prior to being named the group's General Manager. The selection of Walker comes after the outgoing IFI Managing Director, Rob Harris, announced his planned retirement. The IFI also announced the addition of six new members in the last twelve

months: Transvalor Americas Corporation, Loomis International Ltd, All Metals Processing of Orange County LLC, Aotech USA LLC, Risco Incorporated, and Industrial Rivet & Fastener.



Dan Walker, P.E. has been appointed as IFI's new Managing Director.

G.L. Huyett Takes Over AZ Lifting Hardware

Minneapolis, KS, USA-based G.L. Huyett, has acquired AZ Lifting Hardware, Phoenix, AZ, USA. AZ Lifting Hardware is a privately held lifting hardware distributor. Tim O'Keeffe, Chief Executive Officer (CEO), G.L. Huyett, explained, "This acquisition complements G.L. Huyett's strategy to grow our business exponentially through the addition of products and services that add value to our customers. We now have a warehouse located in the southwest USA, allowing us to reduce freight costs to the west coast of the USA for G.L. Huyett products. We plan to dispatch lifting hardware to our Tennessee, USA warehouse in order to reduce freight costs for customers on the east coast of the USA."

Since 2006, AZ Lifting Hardware has distributed a range of lifting, rigging and suspension hardware products for shipping, construction and architectural industries across North America. "I started this business with a mission to offer high-quality hardware at fair pricing and 'Global Sourcing with Domestic Standards.' It has been a great run, and this acquisition is a perfect fit. I am excited that G.L. Huyett will extend and leverage what we have built over the past decade," stated Chuck Smith, President and Founder, AZ Lifting Hardware.

Nucor to Develop Eco-friendly Chrome Plating Technology with Trion Coatings

Nucor Corporation, Charlotte, NC, USA, has purchased a minority equity position in the parent of Trion Coatings, LLC, which is developing environmentally friendly chrome plating technology. As part of its investment, Nucor is working with Trion Coatings to commercialize the technology, and will be constructing a pilot facility at Nucor Fastener in St. Joe, IN, USA. Nucor also holds an exclusive worldwide license agreement for the technology as applied to long steel products. "We are very excited to invest in this cutting-edge technology, working together with Trion Coatings and the University of Notre Dame to create a much safer work environment, and advancing this technology to the commercial level," said John Ferriola, Chairman, CEO & President, Nucor Corporation. Trion Coatings, which incubated at the University of Notre Dame's IDEA Center, was formed for the purpose of developing an environmentally friendly alternative to the traditional chrome plating process. Trion Coatings makes use of a patent-pending process utilizing Cr(III) salts and a proprietary ionic liquid solution, which together allows for greater electroplating speeds, improved wear resistance as well as overall higher performances, while offering an excellent health and safety profile.



Boker's Expands Manufacturing Facility

Boker's, Minneapolis, MN, USA, a maker of precision metal stampings, washers, spacers and shims, is expanding its manufacturing facilities in response to growing customer needs. The expansion project began in March 2018 and is projected to be completed by December 2018. Boker's manufacturing facilities are now housed in some 100,000 sq ft of buildings. The newly acquired building, adjacent to the current facility, will add an additional 66,500 sq ft of manufacturing space. "We have a diverse customer base with a presence in almost every industry," said Mark Kersey, Vice President, Boker's. "With both industries and customers evolving, we continue to adapt to meet their needs and service them. We will be able to streamline our workflow process and add more capacity with the new space as product diversification continues to grow. "Since 1919, Boker's has expanded its manufacturing space every eight years. This new expansion nearly doubles our manufacturing space allowing us to design the shop floor for the future with new capabilities as our customers' needs continue to evolve," he added.

CAN-ENG Furnaces Fetches Contract for Automotive Fastener Hardening System

CAN-ENG Furnaces International Ltd, Niagara Falls, Ontario, Canada, has been contracted to design and commission a complete large-capacity fastener hardening furnace system for a Tier 1 automotive supplier based in Detroit, MI, USA. This contract is a result of successfully delivering multiple systems to this customer over a twenty-year period and supports the capacity increases for this fastener manufacturing company which offers wire processing, heat-treating, coating and packaging services. The system closely integrates a computerized part tracking and metering system, pre-washer, mesh belt hardening furnace, oil-quench system,



post washer, temper furnace, soluble oil system, endothermic gas generator and Level 2 automation system. The contracted system is engineered to produce at a rated capacity of 6000 lb (2700 kg) per hour. This project is currently being processed through manufacturing and is planned for commissioning in Q1 2019.

Optimas OE Solutions Holdings Acquires Circle Bolt & Nut

Optimas OE Solutions Holdings, Inc. LLC, located in Glenview, IL, USA, has acquired Circle Bolt & Nut Co., Inc. (CBN), Kingston, PA, USA. The acquisition supports the Optimas' growth strategy into product adjacencies and enhanced MRO capabilities. Additionally, this transaction diversifies the portfolio of Optimas OE Solutions' products for customers across multiple industries.



Mike McNulty
VP & Editor
Fastener Technology
International

Source: American Fastener News Report

Fastener
TECHNOLOGY INTERNATIONAL
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August / September 2018 Edition

EU imposes safeguard measures on steel products

On July 18, the European Commission published Regulation 2018/2013, imposing provisional safeguarding measures on 23 categories of steel products, but not including fasteners. The measures include quotas for each category. When these quotas are exhausted a 25 percent tariff will be imposed on imports.

The regulation follows the initiation of a safeguard investigation on 26 categories of steel products on March 26, 2018, all of which were already subject to prior surveillance licensing. Fastener CN codes are not included in the list of 23 product categories, although carbon steel and stainless steel wire rod and bar is included, which may have knock-on effects for fastener products produced within the EU, including threaded rod.

The provisional measures, which can remain in force for 200 days, entail the imposition of quotas for each of the product categories, irrespective of the originating country. The continuing investigation will consider whether quotas should be allocated by exporting country.

The regulation exempts the EEA member countries – Norway, Iceland and Liechtenstein – from the measures. Developing economies are also generally excluded. However, the Regulation Annex defines which developing countries are subject to the provisional measures and for which product categories. These include, amongst others, China, Brazil, India and Turkey.

Two SPIROL facilities achieve IATF 16949:2016

SPIROL International Corporation, a global manufacturer of engineered fasteners, shims and installation equipment, announced that two of its manufacturing facilities have recently achieved IATF 16949:2016.

SPIROL Industries in Windsor, Ontario, Canada, manufactures roll formed tubular products including dowel bushings, spring dowels, ground hollow dowels, compression limiters and spacers. SPIROL International Corp in Stow, Ohio, manufactures disc springs, precision shims, custom washers and spacers. In addition to IATF 16949, SPIROL Ohio also holds AS9100 Rev D (aerospace) and NADCAP (aerospace and defense) quality system certifications.

IATF 16949 (which stands for International Automotive Task Force) supersedes ISO/TS 16949, the previous technical specification for the quality management systems of the automotive sector. The more stringent IATF 16949 is focused on achieving best practices when designing, developing, manufacturing, installing or servicing automotive products. The updated standard puts extra emphasis on risk-based thinking, process control and product traceability to ensure the highest quality and on time delivery for every manufactured lot and shipment. "These industry-leading quality system certifications represent the ongoing commitment by the entire organization at SPIROL to achieve high quality, high value, flexible and responsive manufacturing and customer service," said Ken Hagan, Division President, SPIROL.



Strong growth for Bufab

Bufab Group reported first half 2018 net sales of SEK 1.925 billion (€181 million), an increase of 18 percent over the same period 2017. Organic growth was 10 percent. EBITA rose 20 percent to SEK 204 million.

Jörgen Rosengren, President & CEO, commented, "The favorable performance that marked the beginning of the year continued during the second quarter. Solid growth at 19 percent was driven by acquisitions, increased market shares and favorable underlying growth, but also by positive calendar effects."

Bufab's International segment accelerated its earnings trend, with 25 percent growth achieved through strengthened market shares in most markets and successful acquisitions. Gross margin improved significantly due to currency effects and price increases that exceeded material-driven cost increases. Operating profit grew more than 50 percent as growth was not accompanied by a corresponding rise in operating expenses.

Bufab's Swedish business, however, reported a poorer earnings trend during the second quarter.

While satisfied with the quarter and half year, Rosengren said Bufab was watchful for signs of a downturn but aimed to increase market share at a similar or faster rate than previously.

PennEngineering wins US\$14 M patent infringement judgement

PennEngineering has obtained a US\$14 million judgment and permanent injunction against Dongguan Fenggang Pinconn Hardware Factory trading as 'Pinconn', based on Pinconn's counterfeiting and infringement of more than 12 PennEngineering patents and trademarks.

In addition to being permanently restrained from selling the infringing products and being ordered to remove the infringing content from its website, Pinconn was ordered to pay PennEngineering US\$14 million for statutory damages. The final order has been recorded with Customs to prevent importation to the US of Pinconn products.

The original complaint was filed against Pinconn on October 13, 2017, in response to Pinconn's scheduled appearance at the Las Vegas International Fasteners Expo, where PennEngineering enforced against Pinconn a Preliminary Injunction Order issued by the US District Court for the eastern district of Pennsylvania, resulting in the removal of all of Pinconn's signage, advertising materials, and infringing product at its trade show booth. The preliminary injunction also forced Pinconn to abandon its booth at the 2017 Design & Manufacturing Expo in Minneapolis.

PennEngineering says, as in the past, that it will continue to enforce its intellectual property rights worldwide.

NORMA Group SE appoints new COO

The supervisory board of NORMA Group SE has appointed Dr Friedrich Klein as the company's new Chief Operating Officer. Dr Klein will manage the business operations of NORMA Group SE together with CEO Bernd Kleinhens and CFO Dr Michael Schneider. He assumes his new role on October 1, 2018.



Dr Friedrich Klein

Dr Friedrich Klein has many years of experience and expertise in the automotive sector. He joined NORMA Group from Schaeffler Technologies AG & Co KG, a globally active automotive and industrial supplier. As Director of the bearing and components technologies division, Dr Klein was responsible for the global development and production of rolling bearings. He was also responsible for restructuring the global production network and expanding production services.

"We are delighted that Dr Friedrich Klein has been appointed COO of NORMA Group SE. The supervisory board is confident that Dr Klein will continue the company's successful

growth strategy with his colleagues on the management board. Dr Klein has in-depth industry knowledge in NORMA Group's fields of operation along with extensive industry experience," says Lars Magnus Berg, Chairman, Supervisory Board, NORMA Group SE.

Würth Group on track for another record year

Würth Group reported first half 2018 sales of €6.8 billion, representing year-on-year growth of 6.5 percent at actual exchange rates. Adjusted for exchange rates, sales growth was 9.0 percent. The Group operating result increased to €400 million.

Würth companies in Germany increased sales by 7.9 percent to €2.9 billion. Sales growth for the rest of the world was 5.4 percent. Eastern and southern Europe business continued to develop very well, reporting double digit sales growth. Robert Friedmann, Chairman, Central Managing Board, Würth Group, stated, "We still expect that we will be able to report sales and operating result records again in 2018, even if the ifo Business Climate Index has dropped slightly in June and economic forecasts are only cautiously optimistic." The Group operating result improved by 19.4 percent to €400 million in the first half of the year. "We are satisfied with this above-average increase in profits," Friedmann said.

Source: Fastener + Fixing Magazine

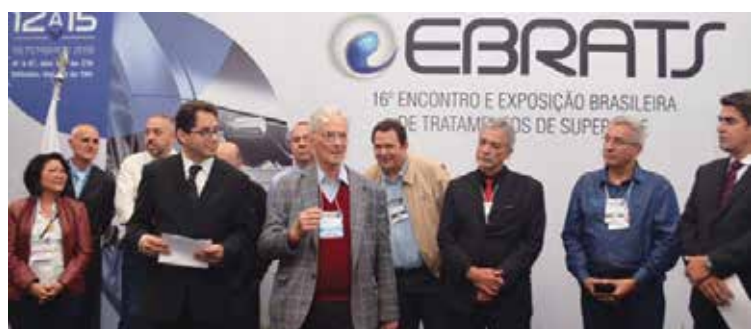


**FASTENER
+FIXING
MAGAZINE**

Will Lowry
Editor
Fastener + Fixing Magazine

Volvo Recalls XC40; Issue in Pivot Rivet

Volvo has announced a recall of 207 units of the compact SUV XC40 arrived earlier this year in Brazil. The automaker's report has suspected defect in the brake pedal. The pedal pivot rivet may have insufficient attachment, causing the component to move itself out of its correct position and endanger the occupants of the vehicle and others. All units involved were manufactured between July 6, 2018 and August 9, 2018.



Major events join forces

For optimization costs, structure and general organization, three exhibitions were held together at Sao Paulo Expo Exhibition and Convention Center, Sao Paulo city, on September 12 - 15, 2018. The trade fairs were: EBRATS - Brazilian Meeting and Exposition of Surface Finishing, FESQUA - International Trade Show of Window & Door Industry and FEITINTAS - Paint Industry, Varnishes and Related Products Fair.

Another significant highlight of the joint event was that ABTS – Brazilian Association for Surface Finishing, the organizer and promoter of EBRATS, celebrated 50 years of activities and announced the next EBRATS (17th edition) to be held in 2020. EBRATS, which is recognized for its diversity in products, launches and content offered to the market, will no more be triennial. It will be organized every two years together with its new partners. Airi Zanini, President, Brazilian unit of MacDermid Enthone and ABTS announced.



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Source: Revista do Parafuso
 (The Fastener Brazil Magazine)

REVISTA DO PARAFUSO



Intersolar, a major hit

Intersolar South America (ISA), the international exhibition and conference for the South American solar industry, was held in Sao Paulo, Brazil in August this year. Focused on the areas of photovoltaics, PV production technologies, energy storage and solar thermal technologies, the event has become a crucial meeting point for leading fasteners companies including Ejot-Fey, Ciser, and Inox-Par.

The sixth edition of the exhibition indicated that international and Brazilian players are cognizant of the huge potential that the Brazilian solar market holds for them. The number of exhibitors jumped from 180 exhibitors in 2016 to 263 in 2018. The current ISA hosted 20,000 visitors, double than it was two years ago.



Tiguan Allspace recalled

Volkswagen SUV Tiguan Allspace, manufactured between 2016 and 2018, has been recalled for maintenance on the front suspension. The German automaker has found the possibility of low torque (tightening) on the nut that secures the pivot on the suspension front. This implies the risk of loosening of the nut and the possibility of accidents.



SAVE THE DATES

EVENT	DETAILS	DATE & VENUE
China International Hardware Show 2018	T: +86 10 6590 7766 / 707 E: s.xu@koelnmesse.cn www.hardwareshow-china.com	10 – 12 October, 2018 National Exhibition and Convention Center Shanghai, China
Taiwan Hardware Show	T: +886 2 2595 4212 E: ths@kaigo.com.tw www.hardwareshow.com.tw	17 – 19 October, 2018 Taichung International Exhibition Center (TCIEC) Taichung City, Taiwan
IFS 2018 – China International Fastener Show	T: +86 (0) 20 8985 7659 E: Info@afastener.com www.en.afastener.com	21 – 23 October, 2018 Shanghai World Expo Exhibition & Convention Center Shanghai, China
International Fastener Expo	T: 001 323 817 2245 E: info@fastenershow.com www.fastenershow.com	30 October – 01 November, 2018 Mandalay Bay, Las Vegas, Bayside B-C Las Vegas, USA
India Hardware Expo 2018	T: +91 124 406 1847 E: ramesh@infinityexpo.in www.indiahardwareexpo.com	22 – 24, November, 2018 Chennai Trade Centre Chennai, India
wire India 2018	T: +91 11 4855 0065 E: setha@md-india.com www.wire-india.com	27 – 29 November, 2018 Bombay Convention & Exhibition Centre (BCEC) Mumbai, India
Fastener Fair France	T: +44 (0) 1727 814 400 E: france@fastenerfair.com www.fastenerfairfrance.com/english	28 – 29, November, 2018 Paris Expo - Porte de Versailles Paris, France
AeroDef India	T: +91 8860 0750 56 E: pawan@infinityexpo.in www.aerodefIndia.com	17 – 19, January 2019 Hitex Hyderabad, India
Fastener Fair Stuttgart	T: +44 (0)1727 814 400 E: info@fastenerfair.com www.fastenerfair.com/stuttgart/2019/english/	19 – 21, March 2019 Messe Stuttgart, Germany
China Fastener, Spring and Equipment Exhibition	T: +86 23 8687 0772 E: cqhzhzy@163.com www.cmpi.cn	27 – 29, March 2019 Chongqing, China

India's Premiere Biennial Exhibition for Wire & Cable Industry



27-29 November 2018

Hall 1, Bombay Convention & Exhibition Centre
Goregaon (East), Mumbai, India

400+
Exhibitors*



20+
Countries*



14000+
Visitors*



26,000+
Sq.m. of Space*




* incl. wire India, Tube India, METALLURGY INDIA and INDIA ESSEN WELDING & CUTTING

Main Product Groups (for Exhibitors)

- Wire manufacturing and finishing machinery
- Cable manufacturing machinery
- Fastener manufacturing machinery
- Spring manufacturing machinery
- Second-hand machinery
- Process technology tools
- Fibre - Optics
- Coil Winding
- Mesh Welding
- Auxiliary process technology materials
- Materials, special wires and cables
- Measuring and Control technology
- Test engineering
- Specialist areas (e.g. plant engineering and construction, logistics, technology, safety technology, environmental protection, consulting & services, etc.)

Important Information:

Event Frequency: Biennial

Duration: 27-29 November 2018

Opening Times: 27-28 November 2018 10.00 a.m.-6.00 p.m.
29 November 2018 10.00 a.m.-5.00 p.m.

Entrance: Free Admission

*(Open for Trade & Business Visitors only)

*Children below 18 years of age will not be granted entrance to the exhibition hall

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COMING TOGETHER IS A BEGINNING

The first Indian Fastener Mega Summit turned out to be a major networking and informational event. Held on August 04, 2018 at New Delhi, the summit was a resounding success with the industry players coming together as a united force.



Felicitation of the Chief Guest, Suranjan Gupta, Executive Director, EEPC India, by Kirandeep Gill, Treasurer, FAI

Since its incorporation in early 2017 to formally represent and provide direction to the Indian Fastener industry as the umbrella organization, Fasteners Association of India (FAI) has been seeking ways that can lead to the industry's upliftment. To this end, India Fastener Mega Summit 2018 was organized that convened the industry fraternity under one roof to chart a course for future growth. The summit has been planned to be an annual event for the entire members of FAI to meet and network in the company of distinguished guests and industry veterans as speakers.

The Mega Summit 2018 was sponsored by San Yung Heat Treatment Equipments; International Fastener Expo USA; Ningbo Intelligent Forming Machinery Co. Ltd; Sudhir Automotive Industries Pvt Ltd; YES Bank; Basil Industries; COMFAST Expo; Om Enterprises and Zhejiang Jingu Machinery Manufacture Co. Ltd.

Being the voice of industry

Suranjan Gupta, Executive Director, EEPC (Engineering Export Promotion Council) India graced the occasion with his presence. Launching

India's first fastener magazine – 'Fasteners India', he reiterated that Fasteners is the one of the most important segments of basic engineering, and a fastener, though insignificant in value, is highly critical safety wise. He provided assurance to the members that EEPC will extend its complete support to the industry. Abhijat Sanghvi, President, FAI, recounted the association's journey so far and put forth his vision for the industry. He gave an account of how the first few all India Fastener Meets in 2016 culminated in the incorporation of the association, followed by the exe-



GURUCHARAN SINGH BHULLAR
Vice President
Fasteners Association of India (FAI)
info@fastenindia.com

cution of India's first fastener training institute, conduction of various technical seminars and workshops, participation in domestic and international trade fairs and finally the launch of the 'Fasteners India' magazine.

One of the veterans of the industry, Deepak Arneja, CEO, Mohindra Fasteners Ltd, opined that the association's members, both manufacturers and distributors, are under one forum. Since both have different challenges, it would be prudent to have sub groups under the association where individual issues could be discussed and resolved. FAI spokesperson assured him of the suggestion's implementation once the strength of the association reaches over 500.

Sonali Hule, Trade Development Specialist, the Taiwan External Trade Development Council (TAITRA) made an insightful presentation on the relevant shows for the Fastener industry such as Taiwan International Fastener Show (TIFS) 2020 and Taipei International Machine Tool Show (TIMTOS) 2020.

Suresh Patil, General Manager, Star Fasteners Pvt Ltd provided knowledgeable inputs on the importance of training in today's scenario for the Indian Fastener industry. This was particularly useful with a view of advancements to be made for FAI's Fastener Training Institute. All the speeches were interspersed with short presentations of the sponsors. Since finance is a critical component in an industry where working capital cycles are fairly high, a presentation by YES Bank on Funding Vs. Cost of Funds for micro, small and medium enterprises (MSMEs) highlighted how industry owners and professionals need to focus on the all-important funding plan to increase efficiencies in their



Deepak Arneja, CEO, Mohindra Fasteners Ltd, addressing the audience at the summit

Source: FAI



Sonali Hule, Trade Development Specialist, TAITRA, on shows like TIMTOS and TIFS 2020, which are relevant to the Fastener industry

Source: FAI

costings which finally affect their cost competitiveness.

The full-day summit was rounded off with a question-answer session and resulted positively with more industry members volunteering to work on FAI's working committee as expanded activities would require more support from them. A networking session entailed and marked the end of it.

Towards empowerment

The Mega Summit has set a benchmark for the entire Fastener and related industries in India to converge, interact, network as well as acquire knowledge, new contacts, progressive ideas, among others. With the association's efforts of bonding the industry to streamline and organize it, the process of a new age united Indian Fastener industry has begun. 

OFFERING THE RIGHT TOOLS

The recently held 17th edition of Hand Tools and Fastener Expo, India's leading expo for hand tools, power tools and fasteners, garnered an overwhelming response from a wide range of industries. Highlights...



Glimpses from the recently held HTF 2018

Team Magic Wand Media
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With the view to focus on the growing need for quality, special and high-end hand tools, power tools, specialty tools and fasteners etc. by a wide variety of industry sectors, Hand Tools and Fastener Expo (HTF) 2018 was organized on August 29 – 31, 2018 at Pragati Maidan, New Delhi.

The three-day event, organized by International Trade and Exhibitions India Pvt Ltd (ITEI), a part of ITE Group Plc, UK, was supported by leading industry associations including Ludhiana Hand Tools Association, Fastener Manufacturers Association of India (FMAI), Taiwan External Trade Development Council (TAITRA) and the World Metal Forum.

The best displayed

The expo had "Tools for Indus-

try' as its theme and showcased special high-end Hand Tools, Power Tools, Fasteners and Specialty Tools etc. used in various industries such as Automobile and Auto Service, Heavy engineering, Construction & Infrastructure, Woodworking & Furniture, Gardening & Horticulture, Aviation etc.

The exhibited tools and fasteners included Hammers & Mallets, Screwdrivers, Pliers & Plier Type Cutting Tools, Punches, Wrenches, Impact Drivers, Hacksaws, Hand Snips, Chisels, Files, Drills, Reamers, Diestocks, Fastening Tools, Riveting Tools, Spanners, Torque Wrenches, Ratchets, Tube Changing Tools, Air Tools, Oil Dispensers / Pumps, Tool Boxes / Storage Cabinets, Grease Guns, Jacks, Oils & Lubes, Automated Fasteners etc.


Co-located events

HTF 2018 had other specialized exhibitions planned together including UMEX – for Eco-

nomical Pre-owned Machinery in the industry; **CWE** – for Advanced Cutting and Welding Equipment and Technology including Laser Technology; **IMEX** – for the latest Machine Tools (CNC, Laser, Shot Blasting, Measuring & Testing Equipment; **MMMM** - for Minerals, Metals, Metallurgy & Materials; **TECHINDIA** – for Engineering and Manufacturing (Pumps, Valves, Compressors).

The events together seemed like a mega business carnival for Manufacturing and Fabricating industries, receiving a massive response from 11,346 high-quality trade visitors who had come from 31 countries to witness innovative offerings by 476 exhibitors from 16 countries.

Save the date

Building on the success of HTF 2018, its next edition has already been announced. It will be held on September 20 – 22, 2019 at Bombay Exhibition Center, Mumbai. 

IFS CHINA 2018: MAKING THE RIGHT CONNECT

The world's leading show on the latest in fasteners, International Fastener Show China held on October 21-23, 2018 at Shanghai World Expo Exhibition & Convention Center turned out to be a stunning success. Read on for the highlights...



Opening ceremony of International Fastener Show China 2018

Held annually, International Fastener Show China aims to convene manufacturers and distributors of fasteners, precision formed parts and machinery together under one roof. This year's show was a repeat edition of its success, acting as a channel for the world to witness China's prowess in manufacturing and display the best from the overseas.

Numerically speaking

Over 627 domestic and international exhibitors showcased a variety of fastener equipment, moulds and consumables, designs, technologies and services, standard fasteners, industry-specific fasteners, stampings, lathe parts and

fastener materials to a total of 25,637 trade visitors in an exhibition space of 34,000 sq mt. The two exhibition halls of the three-day event had their own distinctive characteristics. One brought together standard parts and basic equipment for various fastener industries. Whereas another showcased special fasteners for the automotive, aerospace, railway, construction and other industries.

Xue Kangsheng, President, Fasteners Industry Association of China General Machine Components Industry Association, noted, "We aim at developing the platform of IFS China in an indispensable annual gala for the fastener industry."

Heightened optimism

In 2017, China's fastener trade rebounded to a favorable level, and both imports and exports

achieved a positive growth. According to customs data, from January to December last year, China exported 2.90 million tonne of fasteners, up 5.84 percent YoY. The export amount was US\$5.05 billion, with an YoY increase of 11.30 percent. The top five destination markets in terms of export amount were the United States, Japan, Russia, Germany, and South Korea.

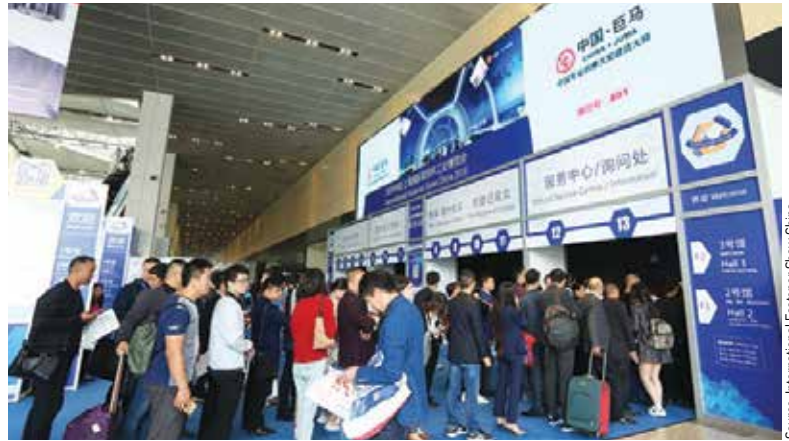
The testimony to the positive sentiment was a visibly overwhelming international response at IFS China 2018. The show witnessed an active participation from overseas mainstream equipment manufacturers from South Korea, the Netherlands, Italy, Japan, Germany, the US, Israel, China Hong Kong and China Taiwan, thus building the bridge between Chinese and the global fastener industry to commu-

Source: International Fastener Show China

nicate and co-operate while creating opportunities for fastener companies from home and abroad.

Exhibitors abound

At Hall 2 of equipment, wire, mould and consumables, Tenglong Group, Ningbo Sijin, Hyodong, Wuxi Zhengyao, Shanghai Chunzu, Ningbo Haixing, Jern Yao, Foshan Yuhai, National Machinery LLC, Accuvision, Kunshan Fuze, Quanying, Yixing Youxin, Huangshan Shengrui, Shanghai BiauLi, Carlo Salvi, Shanghai Yuezhan, Jiaying Jenn Tai, Zhejiang Dongrui, Nedshroef, Marposs, Jie His, Dujiangyan Beyond, Baoshan Iron & Steel, Maanshan Iron & Steel, Xingtai Iron & Steel, CPM/AMBA/Wafios/Zwick/Sieber, Dongguan RKE, Foshan Kuloon, Gwo-Lian, Sakamura, CITIC Pacific



Keen visitors thronging the event to catch up on the latest in fasteners

Special Steeling, ORT ITALIA and OSG displayed their line-up of fastener manufacturing equipment, auxiliary equipment, inspection devices, measurement instruments, fastener moulds, consumables and raw materials.

Zhejiang Santie, Hangzhou Yougongpin, Shanghai Prime, Changshu City Standard Parts Factory, STURDFIX FASTENERS & FIXINGS, Hebei Jinan, Ningbo Xin De Run, Ningguo Dongbo, Leng Shui Jiang Tian Bao, Tongming, Shanghai

SKI
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Range: M2.5 TO M8, Length Up to 75 mm

Plot No. W233 / 233-1, MIDC, Phase - 2, Dombivli (E) - 421 203 Maharashtra, India
Contact: +91-99206 20228 Email: skindus@email.com Website: www.skindus.co.in



Exhibitor booths at IFS China 2018 displayed cutting-edge technologies in fasteners.

Chengtai, Eagle, Handan Feida, Fawer, SurTec, Shanghai Nanshi, Ningbo Nanluo, Jiangsu Xingchangjiang, Shanghai Zhanguo, Zhejiang Ansheng, Leesheng, Wenzhou Leo, Wenzhou Shengchuang, SRC, Zhejiang Zhapu, Haiyan Yuxing, Jinan Star, Ningbo Jinding, Eastport, and Shanghai SQB showcased their wide variety of finished fastener products at Hall 3.

Concurrent activities

On the eve of the exhibition's opening ceremony, the annual Five Regions Fastener Association Conference 2018 themed on 'Green Production, Innovation Sharing, Intelligent Manufacturing in the Fastener Industry' was held. Representatives of associations from Mainland China, China Taiwan, China Hong Kong, South Korea and Japan delivered

special reports on ecological development models, intelligent factories, intelligent strategies and other aspects of the fastener industry of the 'Five Regions'.

The show also held four major themed activities concurrently including a Round Table Conference of the Representatives from the Fastener Industry of Asia, Europe and America 2018; a One-to-One Interna-


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S. N. Enterprise

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Importer & Wholesaler of : All Kind of Fastners



Source: International Fastener Show China

IFS China 2018 offered a perfect platform for a direct interaction with potential customers and suppliers.

tional Sourcing Meeting, a Lecture on Fastener Technologies Exchange; and a Forum on "How does electroplating industry maintain competitiveness under the ever-changing automotive industry?".


Jubilant organizers

Hosted by China General Machine Components Industry Association, China Fastener Industry Association, Shanghai Afaster Ex-

hibition Co., Ltd., and Deutsche Messe AG, IFS China 2018 was jointly organized by Hannover Milano Fairs Shanghai and Shanghai Afaster Exhibition.

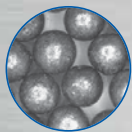
Gary Liu, Managing Director, Hannover Milano Fairs China Ltd, said, "As a key component of 'Made in China', fastener enjoys a broad overseas market. We have officially become an organizer since 2018. This year we have gained the at-

tention and participation from a lot of overseas buyers by leveraging Hannover's unique exhibition concepts, innovative ideas and international market channels."

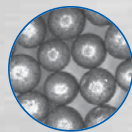
After the 2018 show's overwhelming success, the organizers are highly enthusiastic the next edition which is scheduled to be held on June 11-13, 2019 at Shanghai World Expo Exhibition & Convention Center. 

FERROSAD

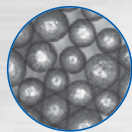
STRAHL  KRAFT



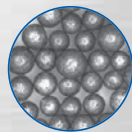
F 11 / S 930
2,80-3,15 mm



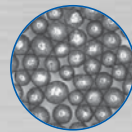
F 13 / S 780
2,00-2,80 mm



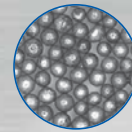
F 13-16 / S 660
1,80-2,60 mm



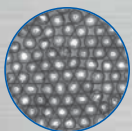
F 16 / S 550
1,50-2,20 mm



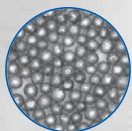
F 16-20 / S 460
1,20-1,80 mm



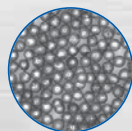
F 20 / S 390
1,00-1,60 mm



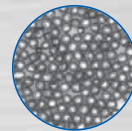
F 24 / S 330
0,80-1,20 mm



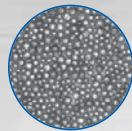
F 24-34 / S 280
0,70-1,10 mm



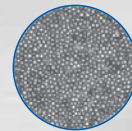
F 34 / S 230
0,60-0,90 mm



F 55g / S 170
0,50-0,80 mm



F 55f / S 110
0,30-0,60 mm



F 70 / S 070
0,20-0,40 mm



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Fasteners, nuts



Hardware parts



Hand tools

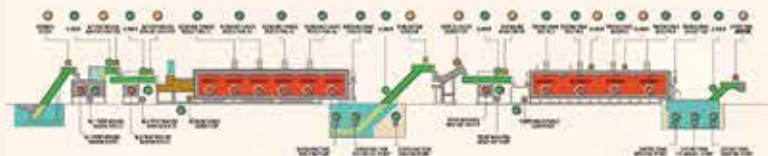


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