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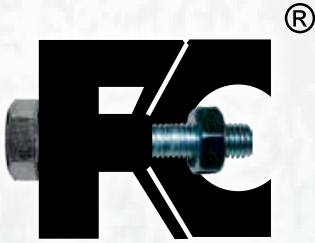


THE OFFICIAL MAGAZINE OF



COVER STORY
RBM INDUSTRIES

POST EVENT REPORT
CWF 2019: LEADING TO SUCCESS



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COVID-19 HAS FORCED US TO THINK HARD

It has been one of the worst periods faced by humankind with the emergence of the Coronavirus disease (COVID-19) impacting China first and then globally spreading to a pandemic. With China contributing to almost 20 percent of the global GDP, the near shutdown for Q1 in China will have deep economic repercussions. As it has spread to several countries, the domino effect will damage world economics to an unprecedented level. When the spread of COVID-19 has reached even developed nations in America and Europe besides a large part of Asia, the real test would be how each of these countries quarantine those affected, treat them effectively and most importantly, contain the spread. It should also be each citizen's duty to proactively come forth with any symptoms rather than ignore it as every person they come into contact with until being treated, can form a deadly chain for further deeper damage.

India has, more recently, seen several cases cropping up and with 1.3 billion people in line where we have crowded spaces and sanitation levels notches below world standards in large parts of the country, the potential danger is extremely alarming. However, the Indian government has been doing a remarkable job in setting up professional checks at airports which would be the first step to contain and quarantine potential carriers of COVID-19. Further, doctors, nurses and medical professionals have risen to the occasion by selflessly working day and night to bring the situation under control. Work in process is on till at the time of writing this, two-week shutdowns in public places, workplaces, public transportation, etc., are implemented to contain further spread. For an already reeling industry, as also in particular the Indian Fastener Industry, which is facing torrid times with the Auto Industry showing no signs of recovery and now demand taking a severe hit across many industry segments due to COVID-19, it will be extremely tough to recover soon and it would be fair to predict that FY 2020-21 will be subpar for most companies.

COVID-19 has single-handedly brought the entire human race to its knees. We have had a disastrous start to 2020 with the Australian bushfires, Flood hit Indonesia, Kashmir avalanches, Turkey earthquake, and the Philippines volcano eruption. It should serve a lesson for humankind not to continue our selfish means to exploit mother nature to our advantage ignoring the ominous signs around us. COVID-19 shall soon pass as will the other catastrophes but unless we get our act together and bring in good 'karma' by systematically bringing down our carbon footprint very quickly as well as respecting plant and animal life, we will be on the path of self-destruction not giving nextgen any chance to roll back the damage. This is a good time to introspect.



Source: FAI

ABHIJAT SANGHVI
President
Fasteners Association
of India (FAI)

COVID-19 shall soon pass but unless we get our act together by systematically bringing down our carbon footprint very quickly as well as respecting plant and animal life, we will be on the path of self-destruction not giving nextgen any chance to roll back the damage.

info@fastenindia.com



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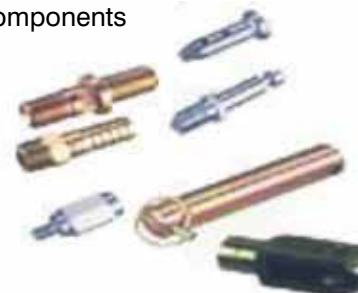
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THE SHOW MUST GO ON



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The lost human lives and the rising number of COVID patients is understandably dampening everyone's spirits. Let us seek solace in the hope that this will soon pass and resolve to emerge stronger.

Dear Readers,
The coronavirus outbreak has until now affected hundreds of thousands of people across the globe. In addition, the pandemic is causing a huge impact on the global economy. Despite significant challenges, organizations across industries are doing their best to cope with this difficult time and are focusing on their efforts to prepare and respond to the unknown the virus can bring to the table.

There are measures one can resort to in order to minimize the loss to some extent. As this crisis plays out, business leaders can meanwhile chalk out certain business continuity plans along with contingency plans. Marketing team members can work from their locations to reach out to the customers and maintain visibility. The current scenario might demand certain expenditure cuts but let that not be your marketing and sales budget. The time is crucial for customer retention and visibility is the key. Customer confidence matters and the present uncertain times ask for it in more than normal amount. Marketing automation makes for a perfect and the least expensive way to stay in touch with the customers and remind them of the history that you share with them. Also, it is an effective tool to make them aware of your recent innovations and your plans going ahead.

Social media is yet another medium to gain visibility, provided one chooses the right one based on the target audience. Let it be interactive so that potential and existing customers can gain real-time insight into your offerings and if any concession is on the cards post the pandemic.

The times are hard, and one cannot wrap their head around the ongoing happenings they never imagined to occur. The lost human lives and the rising number of COVID patients is understandably dampening everyone's spirits. Let us seek solace in the hope that this will soon pass and resolve to emerge stronger.

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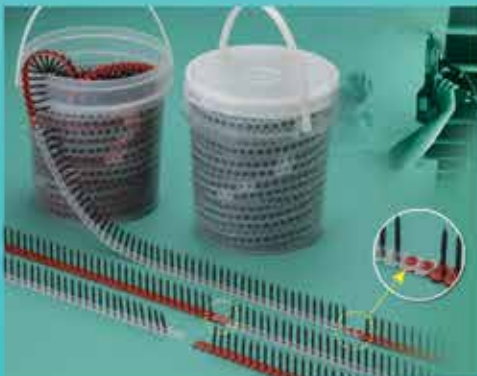


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ROOTED IN VALUES

RBM Industries' commitment of delivering value to its customers stems from its core values of simply focusing on quality at every stage of product development. Deeply ingrained in all involved, this philosophy is sure to take the company as high as it targets to soar.



Automatic Heat treatment Plant

Source: RBM Industries

Incepted in the year 1980, RBM Industries has gained immense prominence over the years for its unmatched expertise in manufacturing high-quality industrial fasteners. Rising from a humble beginning, the company today has acquired manufacturing area of 38,700 sq yards and diversified its endeavors to manufacture Bolts, Screws, Nuts, Rivets, Studs, Pins, Washers, and other special cold forged and machined components. "We have also forayed into the field of Raw Materials (Cold Drawn Wire Processing) due to the increase in demand for fasteners and have set up our own Wire Drawing and Spherodizing Annealing unit,"

shares Mahesh Chand Bansal, Proprietor, RBM Industries.

The facility is equipped with advanced cold forge setup including Six Station part, Chain of Multi-Station Bolt Formers and Nut Formers, One Die Two Blow Headers, Trimmers, Thread Rolling Section with Fully automatic Heat-Treatment and Trivalent Zinc Plating Plant (Made in Taiwan, with Skada Control) with complete range size M2.5~M20 and length 4mm~300mm with a monthly production forging capacity of 750MT.

Strong infrastructure

RBM Industries' expertise in manufacturing supreme quality industrial fasteners

is the result of a high-tech infrastructure. "We pursue excellence through cutting-edge infrastructure comprising a modern cold forging setup. Our in-house Spherodize Annealing and Wire-Drawing facility has contemporary capabilities for making defect-free CHQ Steel wire of maximum diameter up to 38mm. An automatic time, temperature and atmosphere control for the annealing process ensures maximum machinability, ductility and homogeneous structure, thereby leading to enhanced surface finish in the final product," explains Bansal.

For Heat Treatment, the company has automatic continuous mesh belt



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hardening and tempering furnace with controlled atmosphere along with Rotary Furnace.

RBM has an in-house surface treatment division with hydrogen de-embrittlement ovens, along with facilities for black oxidizing and phosphating.

The 14,500 sq yard facility is equipped with advanced cold forge setup including Six-Station Part Former, Chain of Multi-Station Bolt Formers and Nut Formers, One Die Two Blow Headers and Trimmers with a complete range from M2.5~M20.

The Thread Rolling section at RBM comprises 30 Flat and Circular Die Machines.

Additionally, the advanced CNC setup is equipped with the state-of-the-art CNC turning and milling centers to manufacture specialized parts. The company also has advanced PLC controlled

instrumental in manufacturing excellent quality products with impeccable aspects. Every tool in tool room is methodically tested and for this the company has separate tool inspection department for examining the tools. All the tools are inspected carefully first in the tool room and at the tool inspection department on second instance before these are transferred into production department," he adds.

The entire manufacturing procedure is monitored carefully right from the procurement of raw material, processing of material till final delivery of the finished product. The finished components are tested as per scheduled frequency to ensure product performance. The Quality Management system at RBM Industries conforms to ISO/TS 16949:2016 standards. Besides this, the company



Source: RBM Industries



We are putting together our efforts to go global, set a higher quality benchmark, make the customers our partners in profit through cost reduction programs, and ensure higher productivity and efficient supply chain management."

Mahesh Chand Bansal
Proprietor
RBM Industries



Torque Wrenching, Salt Spray Chamber, and Plating Thickness Tester Fischerscope (Made by Fischer, Germany).

Main products

RBM stays at the cutting edge of product innovation. In its three decades of industry presence, the company has acquired expertise in developing precision custom products surpassing customer expectations. Its products – standard as well as special – conform to relevant ISO, DIN, JIS, IS, ANSI and SAE, BS standards in Alloy, Non-alloy and Stainless Steel.

It has consistently diversified and multiplied its offerings to cater to the growing demand for precision components. RBM's range comprises Cold Forged Fasteners – Coarse and Fine Thread – with diameter ranging M2.5~M20 and length ranging 6mm~300mm. Their

SPMs, Turning Automats, Drilling Machines, Optical Sorting Machines and Eddi Current Sorting Machines.

"RBM understands the intricately inter-connected relationship between tooling and product development. We have established an ultramodern tool room well equipped with tooling solutions for almost all applications. This advanced machinery has been

also has a Quality Assurance Department responsible for ensuring zero-defect products. The QA lab deploys cutting-edge testing apparatus and equipment such as Spectrometer, Computerized Universal Testing Machines, Profile Projector, Metallurgical Microscope with Image Analyzer, Hardness Tester (Digital Rockwell Tester and Micro Vicker Tester),

Source: RBM Industries



Source: RBM Industries

surface finishes include Zinc Trivalent Plating (Blue/Yellow/Black) and Zinc Flake Coating, with Patch Facility also available.

Reaching far and wide


RBM's renowned presence has earned it a place of repute amid respected names in the industry. The company supplies high tensile fasteners

to a diverse set of customers across the automotive and allied segments. Its clientele includes Ashok Leyland, Swaraj Mazda Ltd, Sonalika Tractors India, Kirloskar Oil Engines Ltd, Maruti, Honda, JCB etc. The products' applications include engines, brake systems, wheels, commercial vehicles, passenger cars, wheels (CVs and tractors), vehicle chasis,

etc. Internationally, the company supplies its products to the US and Europe.

Plans going ahead

According to Bansal, the company has always had a progressive approach. This could be one of the main reasons of it being ahead of its peers in the field. "Our vision has been to become a globally recognized, financially strong company, sustaining undisputed leadership in the Indian and the international market," he shares.

He goes on to tell us about the mission towards which the company strives, "We are putting together our efforts to go global, set a higher benchmark of quality, make the customers our partners in profit through cost reduction programs, and ensure higher productivity and efficient supply chain management." 

Season's Greetings for a Productive 2020!



Invitation for Contributions

We will be glad to feature your breakthrough stories, case studies, technical articles in Fasteners India.

Please feel free to send us your views on the issue on info@fastenindia.com.

Fasteners India 2020 Team!





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Sundram Fasteners Starts Production at Sri City Plant

Sundram Fasteners has begun operations at its new SEZ unit at Sri City, Andhra Pradesh. The new facility, which has been set up with an initial investment of ₹100 crore, will manufacture and export high-precision engineering components to a leading European manufacturer for onward supply to its global marquee OEM customers for their existing as well as new programs.

The company's new facility has commenced commercial production and made the first shipment to Germany on January 27. Set up in 1966, Sundram Fasteners has grown into a global leader, manufacturing critical, high-precision components for automotive, aviation and windmill sectors. Its wide product portfolio includes fasteners, powertrain components, sintered metal products, iron powder, cold extruded parts, radiator caps, water and fuel pumps, and wind energy components.

The new facility, according to the company, aims to add products to its portfolio and diversify its export customer base, providing further impetus to its exports.



Aero Fasteners Joins Enduralock

India's Aero Fasteners has gotten into a strategic partnership with the US' Enduralock for manufacturing and distribution of the latter's patented fasteners.

Based in Rohtak, Haryana, Aero Fasteners is an AS9100D certified company, engaged in manufacturing of high-quality fasteners and machined components catering to Aerospace, Defense, Marine, Electronics and other segments requiring micro and precision components.

Enduralock is the patent owner of special locking fastening solutions, which are permanent, reversible and reusable. The company is a premier leader of vibration resistant technology in the fastener industry.

This strategic partnership will benefit the fast growing Indian Defense and Aerospace segment.



The MoU signing ceremony was held during Defexpo 2020 at Lucknow in the presence of Uttar Pradesh Chief Minister Sh. Yogi Adityanath and Defence Minister Sh. Rajnath Singh.

Antony Devadass, SMART's New CEO

Antony Devadass, who joined SMART Machinery SrL in September 2019, has recently been announced as the company's new Chief Executive Officer (CEO). He



holds a Mechanical Engineering degree from the University of Leicester (UK) and an MBA from Durham University (UK). Since completing his education, he has served in a variety of sales, marketing, and managerial positions working for international companies based in Europe and Asia.

Enrico Ghezzi, Former CEO and Founder of the company, will remain engaged with the company in a technical consultant role and will assist with the CEO transition.

SMART Machinery is a technology leader in the thread rolling equipment industry. It offers a full complement of thread rolling and pointing equipment that ranges from M3 to M48 diameters. SMART's machine designs include direct-drive technology that provides the user with the flexibility needed to optimize the thread rolling process that is ideal for a wide variety of threaded fasteners and parts. The company's exclusive technology allows for fast changeovers, repeatable setups, and less dependency of a skilled operator's know-how.

SMART Machinery is wholly owned by National Machinery LLC. The combination of SMART and National Machinery resources provides global sales and service capability that is unmatched in the industry.

SMART Machinery will be co-exhibiting with National Machinery at wire Düsseldorf in Düsseldorf, Germany - Hall 15 / A26. Company experts will be performing live demonstrations on two different models of SMART machines.

Germany's Kamax Group Plans Production in India

Market leader in the area of high-strength fasteners and a 100 percent supplier to the automotive industry, the Kamax Group is the latest entrant in acknowledging India's growing importance in the global automotive scene. Additionally, the Indian Government's 'Make in India' initiative is also proving to be of substantial benefit to global majors to manufacture and export from India.

The Group is the world's leading manufacturer of high-strength fasteners and a competent partner for the development and production of complex cold-formed parts. The company has a €750 million turnover (₹5,863 crore), 3,500 employees at 12 locations worldwide, and produces 2,01,000 tonne of steel per year which equals 3.5 billion fasteners and complex cold-formed parts. Seventy-two percent of its business comes from supplies to passenger vehicle OEMs and the rest from commercial vehicle manufacturers.

The company, with the aim to get closer to its Indian customers and, also to be more cost-competitive,



now plans to begin its India operations within the next two years. It has been catering to the Indian market for over a decade and set up a sales office in Bangalore three years ago.

Moglix to Create Industrial Centers across the Country

Moglix, a start-up that specializes in B2B procurement, maintenance, repair and overhaul of industrial products such as fasteners and industrial electricals, aims to digitally transform the supply chain of the manufacturing sector in India. To this end, it plans to create industrial centers across the country to cover all 25 plus major hubs of manufacturing by May this year. The Noida-



based start-up started off with the backing by Accel Partners and Jungle Ventures. Soon, industrialist Emeritus Ratan Tata, Chairman, Tata Sons, came on board as an investor in the seed round.

Over the years, after many funding rounds, the B2B e-commerce marketplace has managed to close its Series D round of funding. It is also backed by marquee investors including Tiger Global, Sequoia India, Composite Capital, IFC, and Venture Highway. Kalyan Krishnamurthy, CEO, Flipkart, has also invested in the company in his personal capacity.

Moglix is also working towards an innovation garage called 'Moglix Innovation Hub (MIH)' for B2B commerce and supply chain. This initiative will focus on areas pertinent to the procurement domain - advance technology, SaaS platforms, fintech, and logistics to name a few.

COVID-19 Impacts Indian Fastener Industry

Numerous industries in India are facing severe shortage of raw materials for over a month, owing their dependence on Chinese factories that are hobbled by the Coronavirus outbreak. The spread of the disease to the rest of the world has worsened the situation as it is now a threat to alternative sources of supply too. With the World Health Organization (WHO) declaring the outbreak a pandemic and world leaders working out high-level measures to curb the disease, financial markets are seeing repercussions of the spreading panic.

Quite understandably, the Indian Fastener industry too is suffering from tremendous uncertainty due to its reliance on China. According to industry sources, 90 percent of factories outside Wuhan (the disease epicentre) have reopened, but they are operating at about 30-40 percent of capacities due to the shortage of workers. Hence, to make do with the current situation, A Raymond Fasteners India Pvt Ltd, the local unit of the French supplier of small parts such as connectors and fasteners, is airlifting parts from its plant in China's Zhenjiang.

EFG Acquires Rockford Fastener

Elgin Fastener Group (EFG), Rockford, IL, USA, has acquired Rockford Fastener, a manufacturer of specialty fasteners known for offering excellent turnaround times, quality and customer responsiveness. "The combination of Rockford and EFG creates an exciting opportunity for our company, for our customers, and for our shareholders. The synergies from this move support our core markets and deepen our reach into key distribution channels," said Brian Nadel, CEO, EFG.

Rockford Fastener is well known for delivering quality products across several product categories over its 40-year history. It has been serving various markets including agriculture, transportation, commercial construction, and general industrial end-markets.

"Partnering with Rockford emphasizes our focus on distribution and strengthens our core product offering into that channel," states Joe Shoemaker, VP - Business Development, EFG.

Nic Orman, Owner, Rockford Fastener, said, "My brother Matt and I are excited, for ourselves and our employees, about being part of an organization that will carry Rockford Fastener and the legacy we have all strived to achieve forward."

Rockford Fastener joins a group of well-known product brands under EFG including Holbrook Manufacturing, Leland Powell, Northern Wire, Quality Bolt, Chandler Products, Telefast and Ohio Rod Products.



Shimtech Acquires FTC

Shimtech Industries announces the acquisition of Fastener Technology Corp. (FTC), a North Hollywood, CA, USA-based supplier of high-strength specialty fasteners for commercial and military aerospace applications.

FTC was founded by Bulent Gulistan in 1979 and has built a strong reputation as an innovative and reliable supplier serving more than 400 customers including Lockheed Martin, Click Bond, Northrop Grumman, Boeing, Raytheon and Wesco.

The existing management team, led by Dennis Suedkamp, President, FTC, will continue to operate and grow the business, now aided by Shimtech's additional group resources. "FTC is well-placed to capitalize on the significant growth opportunities that lie ahead. We are delighted to be partnering with Shimtech at this next stage of our development and look forward to providing innovative products with enhanced manufacturing capacity, while still supporting the development of our employees and the success of our customers," Suedkamp commented.

Shimtech is owned by Inflexion Private Equity and Auctus Industries. With headquarters in Santa Clarita, CA, USA, its aerospace divisions include four manufacturing facilities in the USA, three in Europe and one in Mexico. The firm's C-Class Components Division specializes in the manufacture of high-volume metallic and composite detailed components that are complementary with FTC's fastener products.



Solon Manufacturing Celebrates 70 Years

Founded in 1949, Solon Manufacturing Company is a global leader in the design and manufacture of Belleville springs, washers, industrial pressure switch products and SF6 gas density monitoring equipment to industries in over 40 countries. Today, Solon Manufacturing continues to thrive on the ideals of its founders—innovation and passion for the company and its stakeholders, which has led to 70 years of successful business, with 55 employees and three product lines.



Endries Acquires Industrial Products Company
Endries International, Brillion, WI, USA, has announced that the company has acquired Industrial Products Company (IPC), Lynchburg, VA, USA. IPC is a provider of fasteners and related production components to the original equipment manufacturing (OEM) market. In addition to the headquarters in Virginia, IPC has warehouse locations in Mississippi, Nebraska and mainland China. IPC customers are served via a variety of service offerings including on-premises vendor managed inventory systems. Operating under ISO9001 and A2LA accreditation, IPC provides quality products and services to its OEM customers. Scott Wolf, the owner of IPC will remain with the company in a leadership position. Endries is a leading distributor of fasteners and Class-C parts serving industrial OEMs worldwide. From its headquarters in Brillion, and eight USA and international distribution centers, Endries provides over 500,000 SKUs to its customer base.

Motor City Industrial Acquires Smith Fastener
Motor City Industrial, LLC, Hazel Park, MI, USA, has acquired Smith Fastener in partnership with its third-generation owner, Brian Smith. This represents the third acquisition by Motor City Industrial and further expands product and service offerings to customers in diversified sectors and geographies. Smith Fastener is a distributor of industrial consumables and ancillary products throughout North America.

Boker's Celebrates 100 Years and Expands Further

Boker's, Inc., a metal stamping manufacturer of precision metal stampings, washers, spacers, and shims, turned 100 years old in 2019. The company is now opening its new manufacturing facility.

Founded in 1919 by Vitus Boker and his son, John, as a family business around their first products, an envelope folding machine and a small hand check protector, the enterprise soon began generating more revenue from manufacturing prototypes and custom parts for automated machinery with the former's tooling knowledge.

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 throughout 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, with Bill Tedlund as Chairman.

From starting to help the family business as children, the legacy continues with Bill's children Wendy, Amy and Barry as shareholders. Chuck and Tony Kersey are the fifth generation in Sales and Marketing. The company 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 aircrafts. It 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.



USITC investigates Threaded Rods from Taiwan

The United States International Trade Commission (USITC) has determined that a US industry is materially injured due to the import of carbon and alloy steel threaded rods from Taiwan that the US Department of Commerce (Commerce) has determined are sold in the US at less than fair value.

David S Johanson, Chairman, USITC; and Rhonda K Schmidlein; Jason E Kearns; Randolph J Stayin; and Amy A Karpel, Commissioners, USITC, have voted in the affirmative. As a result, Commerce will issue an antidumping duty order on the import of this product from Taiwan. The Commission's public report Carbon and Alloy Steel Threaded Rod from Taiwan (Inv. No. 731-TA-1443 (Final), USITC Publication 5013, January 2020) will contain the views of the Commission and information developed during the investigation.

PennEngineering® Acquires Eurotec

PennEngineering®, Danboro, PA, USA, has recently acquired Eurotec Ltd, a specialty technical reseller of metal fabrication equipment, fastener installation systems and clinch and sheet metal fasteners. Eurotec is based in Tokyo, Japan.

The acquisition will provide the Japanese market with permanent access to PennEngineering's PEM® and PROFIL® fasteners and installation equipment. Eurotec will maintain operations in Japan and join the existing brands under the PennEngineering corporate umbrella. "PennEngineering's acquisition of Eurotec reflects our steadfast commitment to strategic expansion in Japan," said Leonard Kiely, CEO, PennEngineering. "We look forward to partnering with Eurotec and investing in additional resources dedicated to introduce our unique technologies to consumer and automotive electronics as well as the automotive OEM market."



\$100 M in Annual Sales for Field Fastener

Field Fastener reports it has achieved its goal of reaching US\$100 million in annual sales. This accomplishment is a major validation of the commitment to serve its customers and use its culture as a competitive advantage over the past 29 years.

"When the company celebrated its 20 year anniversary, I boldly predicted we would continue to grow at about 19 percent per year, and as a result, would be a US\$100 million company in eight to ten years," said Bill Derry, Chairman, Field Fastener.

Bill and Jim Derry, brothers and owners of Field Fastener, purchased the business from Dick Field in 1990. The company has always been consistent in providing world-class products at reduced rates, while continuously improving processes and ensuring part availability. Field Fastener prides itself on this approach and puts focus on culture and investing in its team.

As an acknowledgement for all the hard work, Bill and Jim are sending the entire company on a trip to Cancun, Mexico, in May 2020.



Source. American Fastener News Report

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Mike McNulty
VP & Editor
Fastener Technology International



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NORMA YTD Sales Up but Organic Growth Down

NORMA Group has reported sales for the period January to September 2019, which has been increased by 2.6 percent to €838.6 million. However, organic sales declined by -1.6 percent in the same period. The Kimplas and Statek acquisitions contributed 1.6 percent and positive currency added a further 2.6 percent to sales growth. The adjusted EBITA margin was 14.2 percent for the period (Q1 – Q3 2018: 16%). NORMA attributed the decline in margin to significantly lower production volumes in the automotive industry, increased personnel costs and costs introducing a new ERP in Latin America. EMEA region sales for the nine months fell 0.9 percent to €372.3 million (Q1–Q3: €375.7 million). Organic sales declined by 1.6 percent, with 'the ongoing restrained business in the automotive sector' the main issue. American sales rose 5.4 percent to €352.2 million in the first nine months of 2019 (Q1–Q3 2018: €334.3 million). Growth was mainly due to strong water business and positive currency effects, which contributed 6.1 percent to sales growth. Asia-Pacific sales increased 6.6 percent to €114.2 million (Q1 – Q3 2018: €107.2 million). "The tense situation on the global automobile market still poses a challenge for us," said Dr Michael Schneider, Member of the Management Board, NORMA Group. "The positive development of our water management division, however, underscores the fact that NORMA Group is in a stable and sustainable position, thanks to its broad range of products and services and its strategic focus on the future markets of water management and electromobility."



Bulten Inaugurates New Tianjin Factory

Bulten recently inaugurated its new factory in Tianjin to produce high-quality fasteners to the automotive industry in China. The company says the new facility strengthens its position as an international supplier of fastener solutions and creates very good conditions for managing future growth in China. "Bulten is gradually growing as an international supplier of fasteners. Having well-functioning and modern factories with room for further growth is necessary. The inauguration of the new factory in Tianjin is an important milestone for us and strengthens our platform in China, which is the world's largest car market," says Anders Nyström, President & CEO, Bulten. Bulten has manufacturing units in six countries and established its first operation in Beijing in 1996. In October 2018, it was decided to move to newly built premises in Tianjin, about 150km from Beijing, in order to create better conditions for expansion and to meet Bulten's sustainability goals. The move involved investments of approximately SEK 25 million and costs of SEK 16-20 million. The new facility provides a modern and fully integrated plant with cold forming, heat treatment and surface treatment. Bulten is one of the few fastener suppliers in China that controls all these steps in the manufacturing process in-house.



Market Conditions Affect Trifast's Half Year

In the face of 'the challenging macroeconomic environment', Trifast plc reported revenues eroded by -2.7 percent, on a constant exchange rate basis, to GB£102.2 million (€120.4 million). At the actual exchange rate, half year revenues were down by -1.8 percent. Underlying operating profit margins were in double digits at 10.6 percent (CER), compared with 11.3 percent in the first half of the previous year. Profit before tax was -1 percent down at GB£7.9 million.

With a strong balance sheet and around GB£40 million banking facility headroom, Trifast sees itself well-positioned to take advantage of increased M&A opportunities resulting from market conditions. Malcolm Diamond, Non-Executive Chairman, Trifast, commented: "Despite the short-term end market weaknesses and macroeconomic uncertainty, we are confident in the strong long-term fundamentals of our business model. The board remains committed to its ongoing investment driven growth strategy and is optimistic for the long-term future."

Bulten Acquires PSM International

Bulten has signed an agreement to acquire all shares in PSM International Holdings Ltd. The acquisition strengthens Bulten's position in the international fasteners market and provides a strong platform for continued growth globally. The purchase price amounts to US\$24.5 million (€22 million) on cash-free and debt-free basis. Bulten's transaction costs in relation to the acquisition is estimated to SEK 12 million (€1.14 million). PSM, founded in 1931, develops, manufactures and supplies fasteners to international markets, primarily in the automotive industry. The company has approximately 350 employees, with production units in China, Taiwan and the United Kingdom, as well as distribution centres in 22 countries. Asia-Pacific is the largest market and accounts for approximately 50 percent of PSM's sales, followed by the United States, which accounts for approximately 30 percent. PSM's customer base includes a number of large and well-known brands in the automotive, consumer electronics and home appliances industries, among others. During the twelve-month period up to and including August 2019, PSM's sales amounted to approximately US\$42 million with a normalized EBITDA margin of approximately 14 percent. "PSM has a strong brand as an innovative supplier of fasteners and I am very pleased to be able to announce this strategically important acquisition. Our operations complement each other well and the acquisition means that we will broaden Bulten's customer base in our growth markets in Asia and North America as well as strengthen our production capacity and our product offering. In addition, PSM's growth potential in Europe is strengthened by Bulten's strong position in this market. The acquisition is a milestone in Bulten's development and I look forward to welcoming PSM to the Bulten Group", says Anders Nyström, President & CEO, Bulten.

Bufab Acquires American Bolt & Screw

Bufab Group has entered an agreement to acquire all outstanding shares in the US company, American Bolt & Screw Mfg Corp (ABS), with annual sales of approximately US\$52 million. ABS is a distributor of fasteners and other C-class components in the North American market. Headquartered in Ontario, California, it has branches in Indiana, Georgia, Texas, Oregon and Arizona. Founded in 1946, the company since 1982 has been fully owned and run by its current President, Jim Hooper. Under his leadership, ABS has expanded to a nation-wide supply chain partner to customers across many industries. In the 12 months ending September 2019, ABS had 96 employees and sales of approximately US\$52 million with an 11 percent normalized operating margin.

"It gives me great pleasure to announce that ABS is joining the Bufab Group. This strategic expansion into the North American market further underlines our commitment to growth, and to our 'Leadership 2020' strategy", says Jörgen Rosengren, President & CEO, Bufab.

"It will be business as usual, with the same high ambition level, but now as a part of a globally leading organization. I am pleased to continue as senior advisor to ABS, and look forward to the cooperation with Bufab", says Jim Hooper, American Bolt & Screw's main owner. The acquisition will be financed within Bufab's existing credit facilities. The closing purchase price amounts to US\$30 million on a cash-free/debt-free basis, with a further deferred purchase price of US\$30 million paid in instalments, mainly in 2023 - 2024.



EU investigates pins and staples from China

The European Commission has initiated an anti-dumping investigation concerning imports of pins and staples, originating in the People's Republic of China.

The products subject to investigation are staples, whether or not in strips or in coils; hog rings, whether or not in strips; brad nails in strips, and pins in strips of steel wire, whether or not coated, of aluminium alloy wire, or of stainless steel wire. Nails in coils are excluded from the products under investigation.

The products fall within a number of CN codes: ex 7317 00 20, ex 7317 00 60, ex 7317 00 80, ex 7326 20 00, ex 7616 10 00, 8305 20 00, and ex 8308 10 00. 'ex' signifies that not all products within the cited code are subject to investigation. So the description is critical for importers and manufacturers to determine the extent to which they are affected.



REYHER Named Best Supplier

The medical and safety technology provider, Dräger has named REYHER as the best supplier in the 'mechanics' category in 2018/19. With this award, Dräger has acknowledged REYHER for its continuous optimization over the years in comprehensive C-part management and international Kanban supplies. The award, made every two years, was presented during the 'Suppliers' Day' event in the Drägerwerk future factory in Lübeck. This year a total of 1,200 companies were nominated for the award; and REYHER was awarded in five different categories.

"We are very pleased to receive this award. At the same time, we are just a little proud to have won this prize against so many nominated suppliers," said Klaus-Dieter Schmidt, Joint CEO, REYHER. With more than 130 years' experience, REYHER is one of the leading trading companies for fasteners and fastening technology in Europe, supplying customers in industry and trade worldwide. Over 750 employees at a central location in Hamburg ensure individual, flexible solutions for reliable supplies of C-parts, with a delivery rate of over 99 percent. In 2018, REYHER achieved a turnover of more than €340 million with over 11,000 customers.



Source: Fastener + Fixing Magazine

**FASTENER
+FIXING
MAGAZINE**

Will Lowry
Editor
Fastener + Fixing Magazine

SFS Expands its Fastening System Business for Façades

SFS is acquiring Moderne Befestigungselemente GmbH (mbe), a leading supplier of painted fasteners for high-performance façade systems. mbe generated about €10 million in sales with just under 70 employees in 2018. This acquisition expands SFS' offering of fastening systems and its market reach in central Europe. The completion of the acquisition is subject to regulatory approvals.

Based in Menden, Germany, mbe supplies mainly the German specialty retailers with painted fasteners for ventilated façade systems. Acquiring mbe gives SFS direct access to specialty retailers for premium façade solutions. Customers and distribution partners of mbe will benefit from the availability of the broad product range of SFS.

mbe will remain based in Menden and it will become part of the Construction division within the Fastening Systems segment. Its previous management will stay with the company throughout the transition period and thereby ensure the necessary continuity. The completion of the acquisition is subject to regulatory approvals.

China Steel Reduces Q1 2020 Domestic Prices

Taiwan's China Steel Corporation has announced domestic steel prices for the first quarter 2020 will decrease by an across grades average of 3.03 percent. Prices for bars and rods will reduce by TWD 1000/tonne. CSC says the global steel market atmosphere has turned from cautious to optimistic but emphasizes that all steel makers have seen profitability adversely affected by increased costs of iron making raw materials and the sharp decline in steel product prices. China Steel said: "Although the global steel market atmosphere is expected to turn optimistic in the near future, and the recession cycle of steel industry is anticipated to come to an end," it had decided that Q1 2020 prices "will be properly adjusted after considering customers' opinions and internal evaluation, in order to assist downstream customers to de-stock and enhance their export competitiveness". It added that the price decision would help narrow the price gap between quarterly price announcement and international market prices. China Steel says it will explain a new pricing system ahead of an announcement on price levels for Q2 2020. "The new system will ensure that both customers and CSC share risks and benefits in a fair and equitable manner, and will be in line with the international market, balancing the interests of customers, employees and shareholders."

Estimating Consumption of Fasteners in Brazil

In Brazil, 'Parafuso' stands for screws and bolts, and 'Revista do Parafuso' means a 'Magazine of or about Fasteners'.

Parafuso is a broad-based term used for all kinds of fasteners including screws and bolts, nuts, rivets, washers etc. The country houses thousands of small stores with names such as 'Casa do Parafuso' (Fastener Home), 'Central dos Parafusos' (Fasteners Central) etc., which are specialty stores that offer an assortment of screws, bolts, nuts, washers and similar fastener products.

The information on the annual fasteners production or consumption in Brazil offers only a partial view on the country's fastener scene. Recently, we published a new estimate about the consumption of fasteners in Brazil using the country's automotive sector's production, which is its biggest consumer of fasteners, since the local steel industries and fasteners manufacturers keep secrets about their volumes production. However, this time, the data was revealed under the guidance of the team from the Brazilian Centro Tecnológico de Fixação (CTF), Sorocaba City, SP, headed by Rubens Cioto.

The CTF team helped us get the estimate for the first time in a more precise way, by quantity in kilogram per vehicle category. Of course, all these fasteners were not produced in the local industry; the imports from January to November 2019 went from 106 thousand tonne (worth more than \$550 million), for all kinds of applications including the automotive.

However, if we consider other fasteners consumption centers such as the local bicycles production, with the average weight of 1 kg per/bike, including the 'pedivela' (crank arm), which is produced in the same 'multi-stage press machine' on which screws and bolts are produced, we can estimate around 919 tonne of fasteners since the national production in 2019 was 919 thousand units.

Another fasteners consumption center, the electronics companies in Brazil sold 12.4 million of televisions, audio and video equipment. Together, around 15.8 million units were sold in the washing machines and refrigerators segment. The segment that make small appliances include hair dryers, sandwich makers, fans, among others, produced and sold 76.6 million units, according to the Eletros (the local industrial association).



VEHICLE PRODUCTION 2019 (including motorcycles) and ITS ESTIMATED FASTENERS CONSUMPTION			
	PRODUCTION	AVERAGE PER UNIT	TOTAL (K)
CAR	2,442,215	38 Kg	92,794,170
COMMERCIAL CAR	254,663	25 Kg	6,366,575
TOTAL	2,696,878		99,160,745
LIGHT / MEDIUM DUTY TRUCK	24,624	75 Kg	1,846,800
SEMI-TRUCK	27,123	180 Kg	4,882,140
HEAVY-DUTY TRUCK	61,739	250 Kg	15,434,750
TOTAL	113,486		21,763,690
ROAD BUS	5,380	200 Kg	1,076,000
URBAN BUS	22,288	300 Kg	6,686,400
TOTAL	27,668		7,762,400
LIGHT MOTORCYCLE	1,037,718	4 Kg	4,150,872
TOTAL	6,932,220		28,116,637

VOLUME OF BRAZILIAN IMPORTS AMONG SCREWS AND SIMILARS (Jan-Nov 2019)		
Value	Units	Price (US\$ 10B / Kg)
550,57	106,123,5	5,188
101% (vs Jan-Nov 2018)	8,1% (vs Jan-Nov 2018)	4,1% (vs Jan-Nov 2018)

Source: Revista do Parafuso (The Fastener Brazil Magazine)

REVISTA DO PARAFUSO



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China to Lower Transportation Costs for Foreign Enterprises

China will temporarily lower the transportation costs for import and export enterprises, as part of efforts to fast-track work resumption and keep the foreign trade sector afloat amid the novel coronavirus outbreak.

Port construction fees levied on importers and exporters will be waived from March 01 to June 30, said a circular jointly released by the Ministry of Finance and the Ministry of Transport.



Relevant enterprises will also see their oil pollution damage compensation halved during the period.

Fees that have already been paid can be refunded or deducted, said the circular.

China Energy and France's EDF Group Join Forces

The China Energy Investment Corporation (China Energy) has inked a deal with the French energy giant EDF Group to jointly develop an offshore wind power project in eastern China's Jiangsu Province.

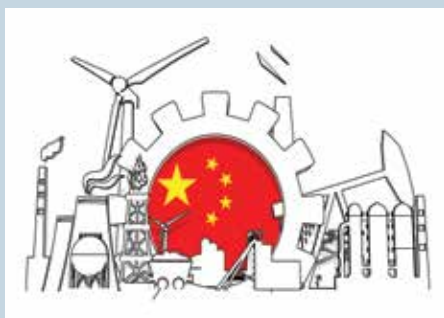
The joint-venture project, with a total investment of 7.9 billion yuan (about \$1.13 billion), is the first of its kind in offshore wind power with both domestic and foreign investment, China Energy said.

With a total installed capacity of 502 MW, the project is expected to generate 1.39 billion kwh of electricity each year, the equivalent of 441,900 tonne of standard coal, and satisfy the annual electricity needs of nearly 2 million residents, according to the company.

Based in the city of Dongtai in Jiangsu Province, the project is scheduled to fully come into service in early

2021 and will be jointly funded, built and operated by China Energy and EDF Group.

China Energy will hold a 62.5 percent stake in the joint venture, with EDF Group owning the remaining share.



Chinese Customs to Cut Fees for Import Firms

Chinese customs will roll out new measures including cutting arrear payments for import enterprises, as part of efforts to promote work resumption, according to an official guideline.

Enterprises that failed to declare their imported goods in time due to the pandemic can apply for the exemption from paying delayed declaration fees, according to the guideline from the General Administration of Customs.

The guideline showed impacted firms, having trouble repaying their taxes, can apply for deferral with written applications, and penalty payments will be exempted if their payments are originally due as planned.

Companies can apply for a three-month extension for items declared before April 30, with guarantors temporarily exempted from paying indemnities.

While enhancing pandemic control and prevention at ports, the ministry pledged efforts to make full use of various policy tools and further streamline process of clearance, in a bid to ensure steady growth of foreign trade.



Fany Fan
English Editor

Source: ChinaFastener Magazine

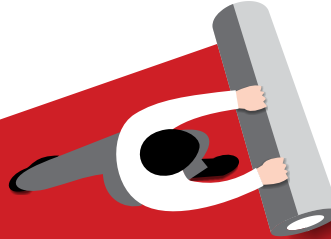
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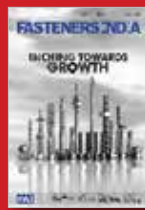


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About FAI: Fasteners Association of India (FAI) being the only Pan India Association has received a phenomenal response since its inception under two years back with around 350 members and has conducted several technical seminars and Industry meets till date, details of which can be viewed at www.fastenindia.com. Its efforts endeavour to impart skill and technology especially at the SME level to propel India to its true potential at the international stage.

Frequency: Quarterly

Readers Profile: Distribution in International Fastener Fairs and National Fairs OEMs, Wholesalers & importers. End-users of automotive, machinery, construction, electric, medical, and general engineering. Foreign trade companies, associations.

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CWF 2019: LEADING TO SUCCESS

With the view to focus on the infrastructural development of the wire and cable industry, the third edition of Cable & Wire Fair 2019 was held at Pragati Maidan, New Delhi, from November 06 – 08, 2019. Highlights...



Shri Suresh Prabhu, India's Sherpa to the G7 and G20 (third from left), with eminent industry players at Cable & Wire Fair 2019

Source: Tulip 3P Media Pvt Ltd. (for all photos)

Leading wire and cable trade show in India, Cable & Wire Fair (CWF) 2019 garnered significant response from the industry with an unprecedented number of visitors turning up to explore the cutting-edge from the exhibitors who had flown in from all across the globe.

Shri Suresh Prabhu, India's Sherpa to the G7 and G20, inaugurated the show in the presence of other eminent dignitaries and the delegates from the industry. He has held various ministerial posts in the Government of India, including Railways, Aviation, Power and Commerce & Industry, which are closely

associated with the wire and cable industry.

Connecting all

In his inaugural speech, Shri Prabhu praised the event and expressed his views on the growth of the Indian wire and cable industry in the times to come. He emphasized that it is not possible to imagine life and work in any area devoid of cable and wire. He said that apart from domestic requirements, cables and wires have a critical role in Power, Telecom, Infrastructure, IT and Heavy-Duty industries and that the demand for the same would only rise in future. Highlighting on

the importance of R&D, innovation and upgradation as the industry's pillars of growth, he urged the industry to make safety its first priority, and manufacture products that are safe and reliable.

Vijay P Karia, Chairman & Managing Director, Ravin Group of Companies, focused on the growth opportunities that the Indian wire and cable market presents. Andrew Shaw, Managing Director, Ducab, gave an overview of the GCC cable market and spoke about how GCC and India can learn from each other in order to sustain the growth of the industry. He also deliberated on the potential of the huge



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and fast-growing wire and cable market in India.

Similarly, Dilip Dev, CMD, HD Wires Pvt Ltd & Chairman, Steel Wire Manufacturers Association of India, presented his positive and encouraging take on the steel wire sector.


Priyank Jain, CEO, Tulip 3P Media Pvt Ltd, the Organizer of Cable & Wire Fair & Publisher of Wire & Cable India magazine, in his closing remarks, proposed a vote of thanks to the

industry fraternity present at the event.

Ideal platform

Cable & Wire Fair 2019 provided the industry players from various segments of the wire and cable industry an ideal opportunity to come together to showcase and explore the latest innovations. Approximately 200 exhibitors from over 20 countries took part in the trade show. The two-day conference comprised insightful sessions

on a myriad of issues pertaining to the industry. In addition, the event included the Innovation Pavilion wherein premier companies including Polycab, KEI, RR Kabel, LS Cable, Ravin, Apar, Paramount Wires & Cables, CMI Group, Svarn Wires & Cables etc. showcased their latest products.

The next edition has already been scheduled to be held from October 26 – 28, 2021 at the new halls of Pragati Maidan, New Delhi. 



Glimpses from Cable & Wire Fair 2019

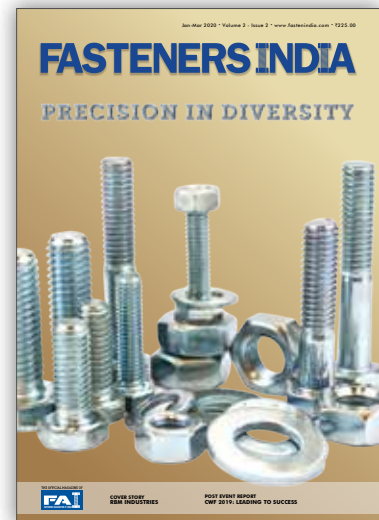
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About FAI: Fasteners Association of India (FAI) being the only Pan India Association has received a phenomenal response since its inception under two years back with around 350 members and has conducted several technical seminars and Industry meets till date, details of which can be viewed at www.fastenindia.com. Its efforts endeavor to impart skills and technology especially at the SME level to propel India to its true potential at the international stage.

Frequency: Quarterly

Readers' Profile: Distribution at international and national fastener fairs; OEMs; wholesalers; importers; end-users of automotive, machinery, construction, electric, medical, general engineering industries; foreign trade companies and associations.



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Web : www.fastenindia.com



SAN YUNG

HEAT-TREATMENT EQUIPMENTS



Mesh Belt Type

Continuous Bright Carburizing (Tempering) Quenching Furnace

For Hardening, Carburizing & Carbonitriding Treatments



Parts of car, motorcycle & bicycle



Fasteners, nuts



Hardware parts



Hand tools



Stationery, knife tool, fixture



Control panel

THE CONTINUOUS HARDENING QUENCHING FURNACE RUNNING SIGN LAMP



SAN YUNG HEAT-TREATMENT EQUIPMENTS

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